

LIVE on **zomra**

Put AI to Work.

AI agents and automation for business users.

Mina Saad

Data & AI Developer · n8n Ambassador · AI Instructor

INCOMING



TRIGGER



AI AGENT



DONE

Before we start, **tell me who is here.**

live chat · put-ai-to-work

MARIAM

Finance

OMAR

Sales

NOUR

HR

KARIM

Operations

YOU

Chat on the left is illustrative.



NOW

**Write your function
in the chat.**



DURING THE SESSION

Write your questions in the chat.

I pick them up at the end.

Tonight, **three parts**.

01

AI Agents

02

**AI
Automation**

03

**When to
choose**

First, who is talking?



Mina Saad

Data & AI Developer · n8n Ambassador · AI Instructor



SCAN TO OPEN

mina-saad.com

Templates, workshops
and talks.

10+

YEARS

FIRST HALF · SALES

SECOND HALF · TECH



Pharmacy

graduated, Minia
University



Sales

medical rep to product
specialist



Data & BI

sales analytics, Power BI



**AI automation &
agents**

n8n, AI agents



Today

full business solutions, and
teaching teams AI at work

The rooms I ran **this year.**



n8n Cairo Meetup #1
200+ PEOPLE · JUN 2026



n8n Cairo Meetup #2
JUL 2026



Workshop at Route
AUG 2026



Replit Buildathon, Cairo
SEP 2026

200+

people at one n8n
meetup

4

community rooms
in 2026

17

open-source n8n
agent templates

Everyone is using AI. Few are getting paid back.

McKinsey
& Company

McKinsey & Company, "The State of AI in 2026: On the Road to ROI"

ORGANIZATIONS SURVEYED, AUGUST 2026

88%



use AI regularly in at least one business function

44%



say AI is scaling across their enterprise

37%



see **any** impact on profit from AI

6%



get 5% or more of their profit from AI

THE GAP

80%

say AI made them more productive.

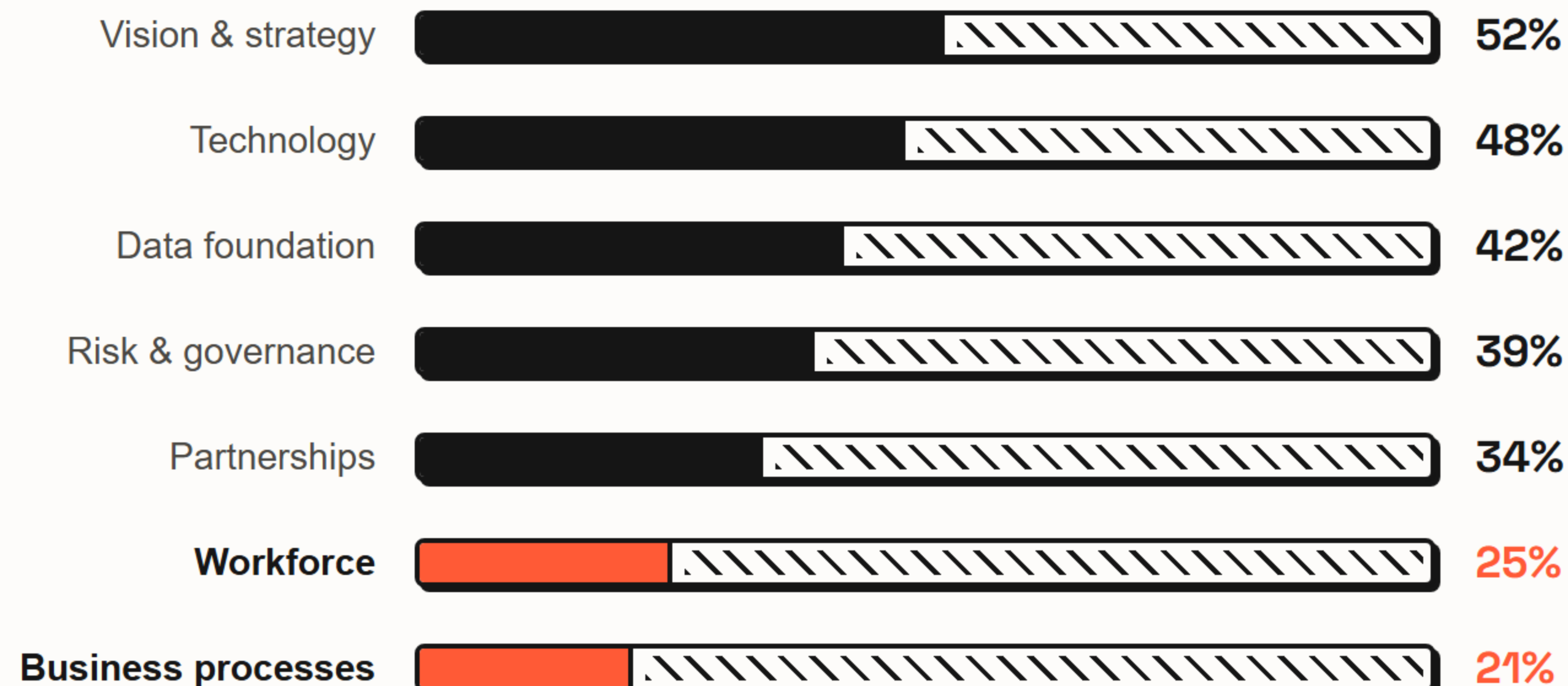
Only **37%** of organizations see it
in the profit line.

Source: McKinsey & Company, "The State of AI in 2026: On the Road to ROI" (August 2026; 1,719 participants in 97 countries, surveyed 4 May to 8 June 2026). Profit here is EBIT. High performers: respondents attributing 5% or more of EBIT to AI. Fetched 5 Oct 2026.

The AI is ready. Our processes and people are not.

Deloitte. | Deloitte, AI agent readiness survey

LEADERS WHO SAY THEY ARE PREPARED FOR AI AGENTS



5%

say their business processes are highly prepared for agents

72% lack unified data

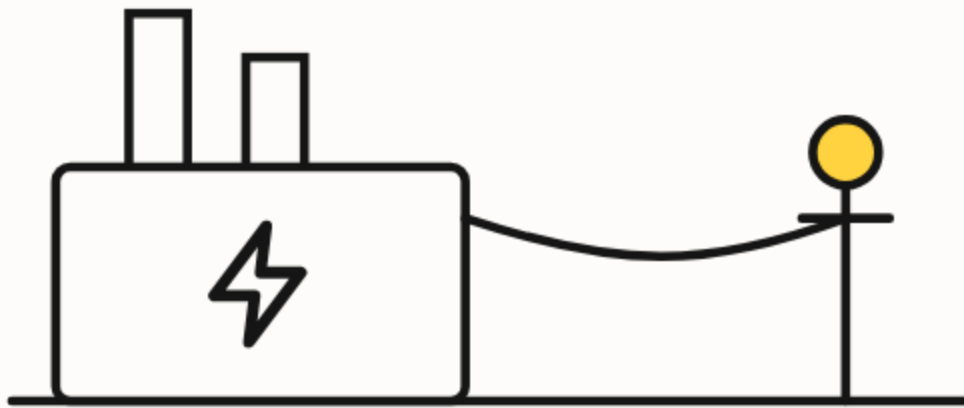
70% cannot govern agents yet

67% find integration too costly

Source: Deloitte, AI agent readiness survey, press release 12 Aug 2026 (501 US leaders, fielded Apr to Jun 2026); Verified 4 Oct 2026.

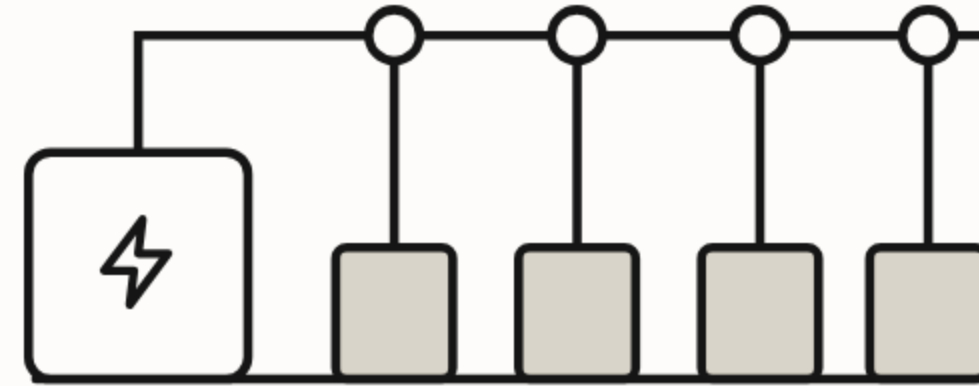
Electricity paid off only when **the work was redesigned.**

1881



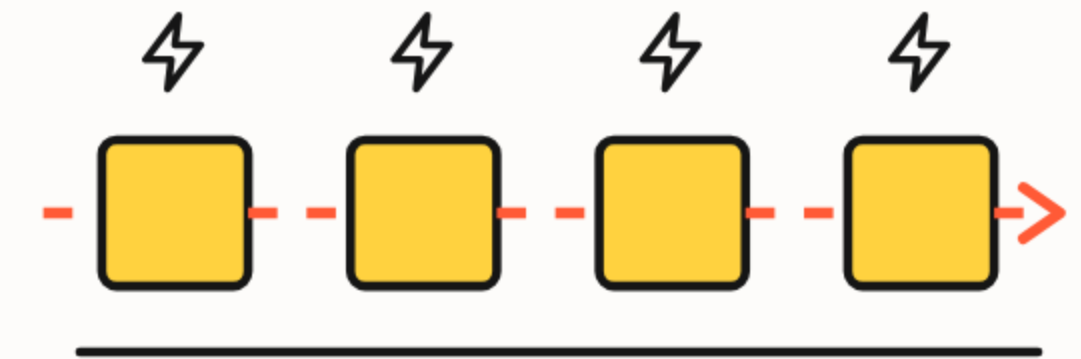
Power stations open
New York and London.

1900



One big motor, old layout
The steam engine swapped out.
Little changes.

1920s



Work redesigned
A motor per machine, one floor,
trained workers.

PRODUCTIVITY

1920S: THE LEAP ↗

⚡ AI needs the work redesigned around it.

Source: Paul A. David, "The Dynamo and the Computer", American Economic Review, 1990, as summarised by History News Network (fetched 1 Oct 2026). Productivity line is illustrative.

AI that **talks**.

Chat, prompts, pictures and voice. What everyone knows, and where it stops.

CHAT

Summarise this contract in 3 bullets

 contract.pdf

Renews on its own on 1 June
60 days' notice to cancel
Price rises 8% a year

Write the client an email about it

Dear Karim, ahead of the June renewal,
here is what changes for you...

Now in Arabic, please

عزيزي كريم، قبل موعد التجديد في يونيو،
إليك ما سيتغير بالنسبة لك...

Ask anything 

Before ChatGPT, AI did **one narrow job** at a time.



Recommendations

What you watch or buy next



Traffic prediction

When you will arrive



Search ranking

Which result comes first



Spam filters

What you never see



Fraud alerts

Suspicious card payments



Your weekly mix

Songs picked for you

TRADITIONAL AI

A specialist. Brilliant at one thing, blind to everything else.

It could predict what you would watch. It could not write your report.

Under the hood, it predicts the next word.

LLMs

LARGE
LANGUAGE
MODELS

2017

WHERE THEY
COME FROM

“Attention Is All You Need”

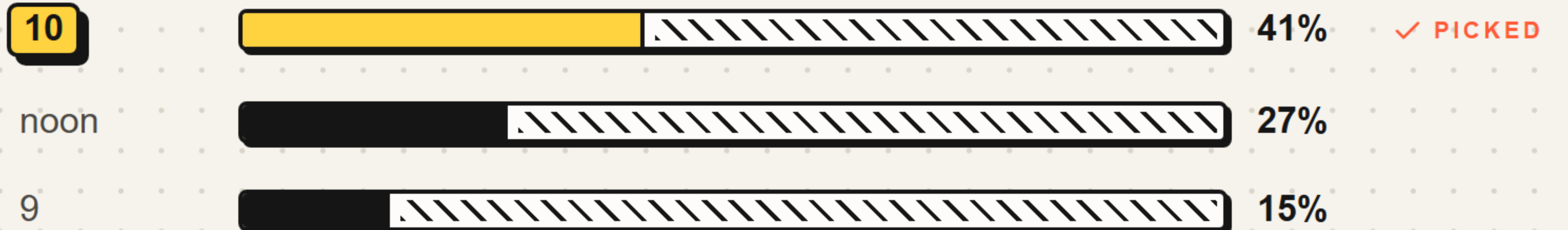
The Google paper that introduced the
Transformer.

Claude, ChatGPT and Gemini are all
LLMs built on it.

Autocomplete, trained on a huge part
of the internet.

Let's reschedule the meeting to **next** **Sunday**
at **10** |

1 SCORE EVERY POSSIBLE NEXT WORD · ILLUSTRATIVE NUMBERS



2 PICK THE HIGHEST, ADD IT, REPEAT, TOKEN BY TOKEN

🔄 From this loop come reports, code and strategy documents.

Every LLM runs on **tokens** and a **context window**.

1 Tokens

The unit an LLM reads, writes and bills

YOUR PROMPT

Summarise this contract

TOKENIZATION

Sum	mar	ise	this	contract
9139	3093	1096	420	5807



LLM predicts the next token, one at a time

GENERATED TOKENS

The contract renews in June

Rule of thumb: 100 tokens $\approx$ 75 English words. Arabic usually takes more.

2 Context window

The most tokens it can hold in one session



LIMIT



Instructions



Your files



The whole chat so far



The answer



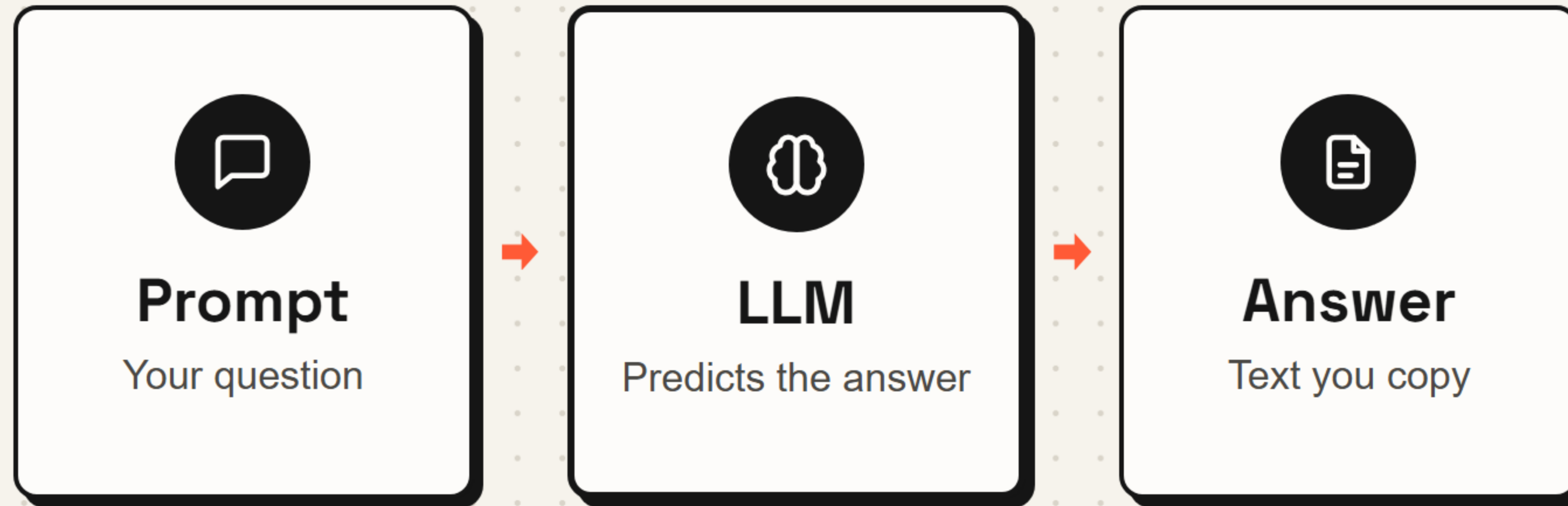
Message 1

Too long? The oldest part falls out, or the answers get worse.

Its working memory. **Long chat going wrong? Start a new one with a short summary.**

Token split and IDs are illustrative. Rule of thumb per OpenAI Help Center, "What are tokens and how to count them" (fetched 5 Oct 2026).

The chat era: **text in, text out.**



The answer is only as good as the question.
A new skill was born: **prompt engineering.**

Source: UBS analyst note on Similarweb data; reported 1 Feb 2023. An estimate, not an OpenAI figure.

ChatGPT

LAUNCHED

November 2022

100M users in about two months

The fastest adoption of any consumer app at the time. For the first time, everyone was talking to AI.

Prompt Engineering.

chat
what most people type

Write an email to our distributor that the shipment is late.

GENERIC

Polite, vague, three paragraphs. You rewrite it yourself.

chat
the same ask, in four parts

R

You are the account manager for Nile Retail, our biggest distributor.

T

Write an email telling them the 12 October shipment arrives 5 days late.

C

The delay is at customs. Their promotion starts 15 October, so offer 40% by air on time, the rest on 17 October, at no extra cost.

F

Under 120 words, warm but direct, with a subject line.

READY

Read it once and send.



Role

Who it should be. Sets the tone and the expertise.



Task

One clear verb, one clear job.



Context

What you know and it does not. The part most people skip.



Format

Language, length, tone, layout.

Not right? Reply and refine it.

Illustrative example: Role, Task, Context, Format is a teaching framework, not a vendor standard.

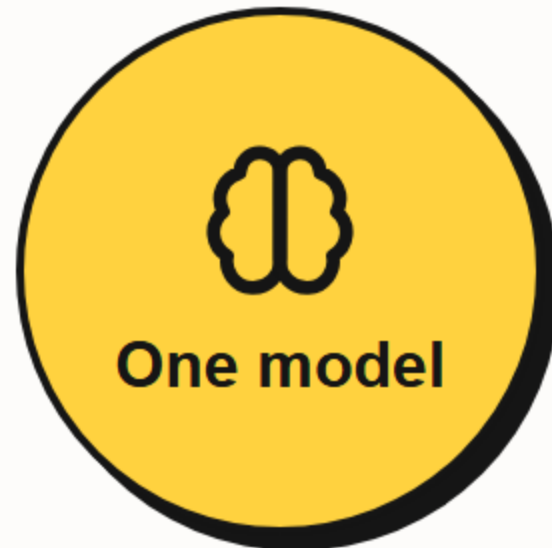
Then it learned to **see, hear and think**.

Multi Modality

Anything in, anything out

INPUT

- Text
- Image
- Audio
- Video



OUTPUT

- Text
- Image
- Voice
- Code

Whiteboard photo → **action plan**

Reasoning

Thinks before it answers

Which distributor should we review first?

THINKING

Thought for 18s

- Pull 12 months of sales per distributor
- Compare each one to its target
- Check returns and late payments
- Double-check the numbers

Delta Trade. 18% under target, three late payments this quarter.

Since Sept 2024: OpenAI o1, then DeepSeek R1, Claude and Gemini thinking modes.

OpenAI, "Learning to reason with LLMs", o1-preview released 12 Sep 2024. Distributor example is illustrative.

Most of us still **carry AI's output by hand.**

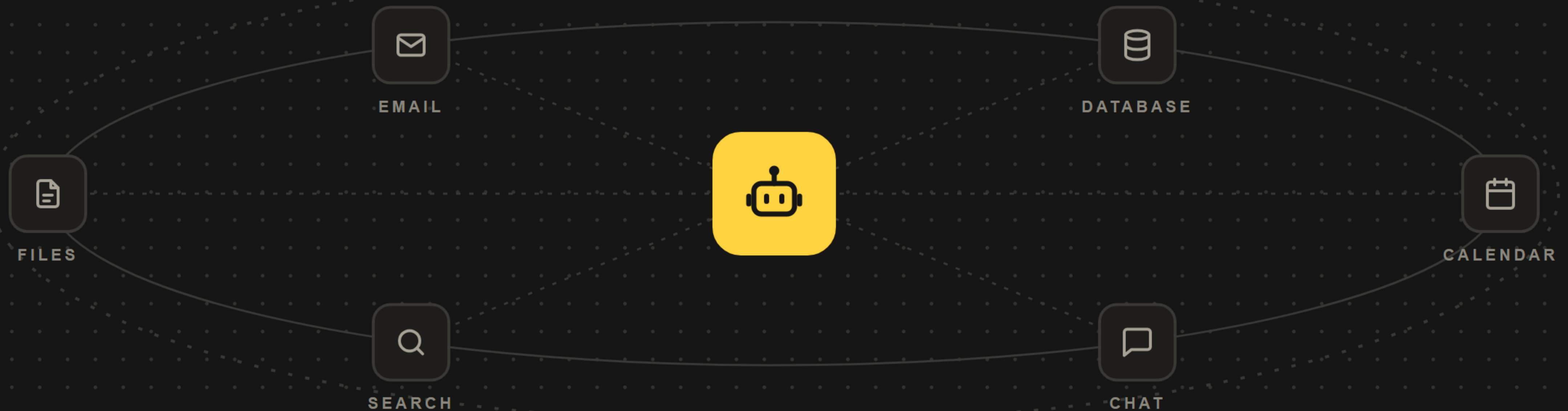


AI did one step. **You did the other four.**

AI AGENTS

AI that **does**.

What an agent is, how it works, and the harness that makes it yours.



AI that answers you, and AI that does the work.



chat · answers

How do I book a flight to Riyadh on Tuesday?

Here is how: 1. Compare fares on the airline sites. 2. Check your travel policy. 3. Book, then send the receipt to finance.

YOU DO ALL THREE

It answers. You do the work.

agent · does the job

Book the cheapest morning flight to Riyadh on Tuesday, within policy.

- ✓ Compared 14 fares
- ✓ Checked your calendar and travel policy
- ✓ Held the 07:40 flight, within budget

Book it and send the receipt to finance?

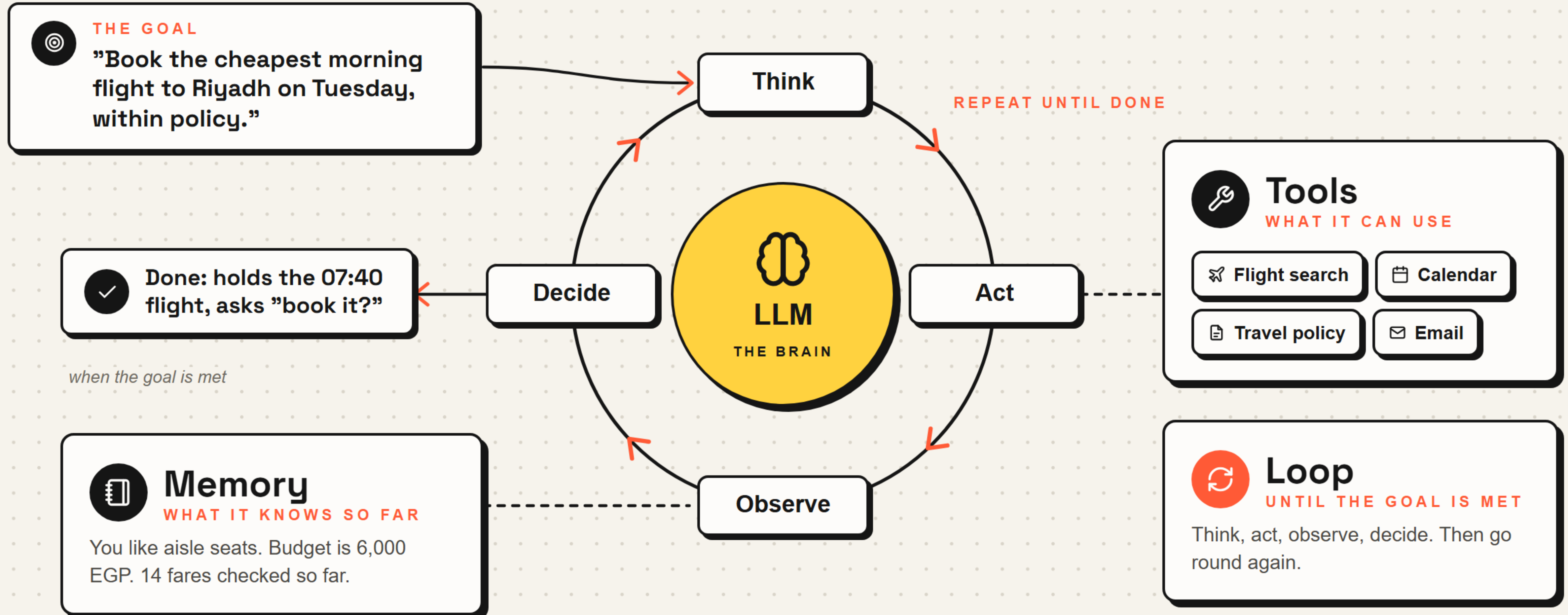
Approve

Edit

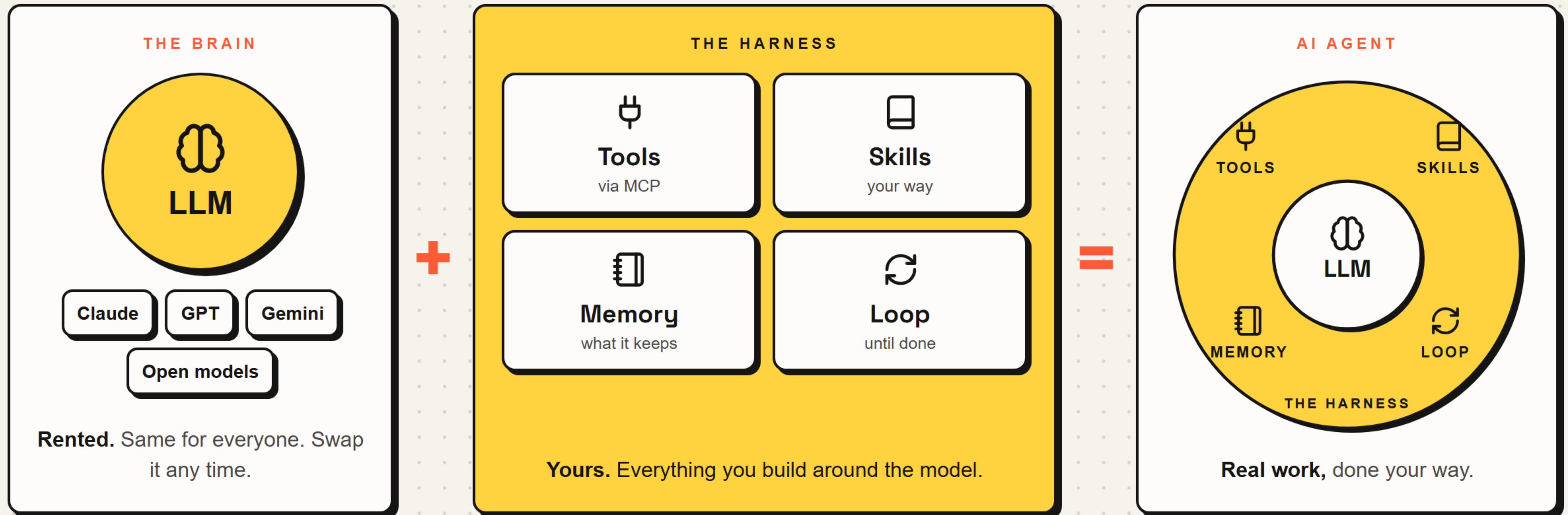
YOU APPROVE

It does the work. You decide.*Illustrative example.*

An agent is an LLM with tools, memory and a loop.



LLM + Harness = AI Agent.



Harness

The tools, skills, memory and loop you wrap around a model. **The brain is rented. The harness is yours, and it stays when you swap the model.**

Harness, part 1: **Tools**. Agents reach them through MCP.

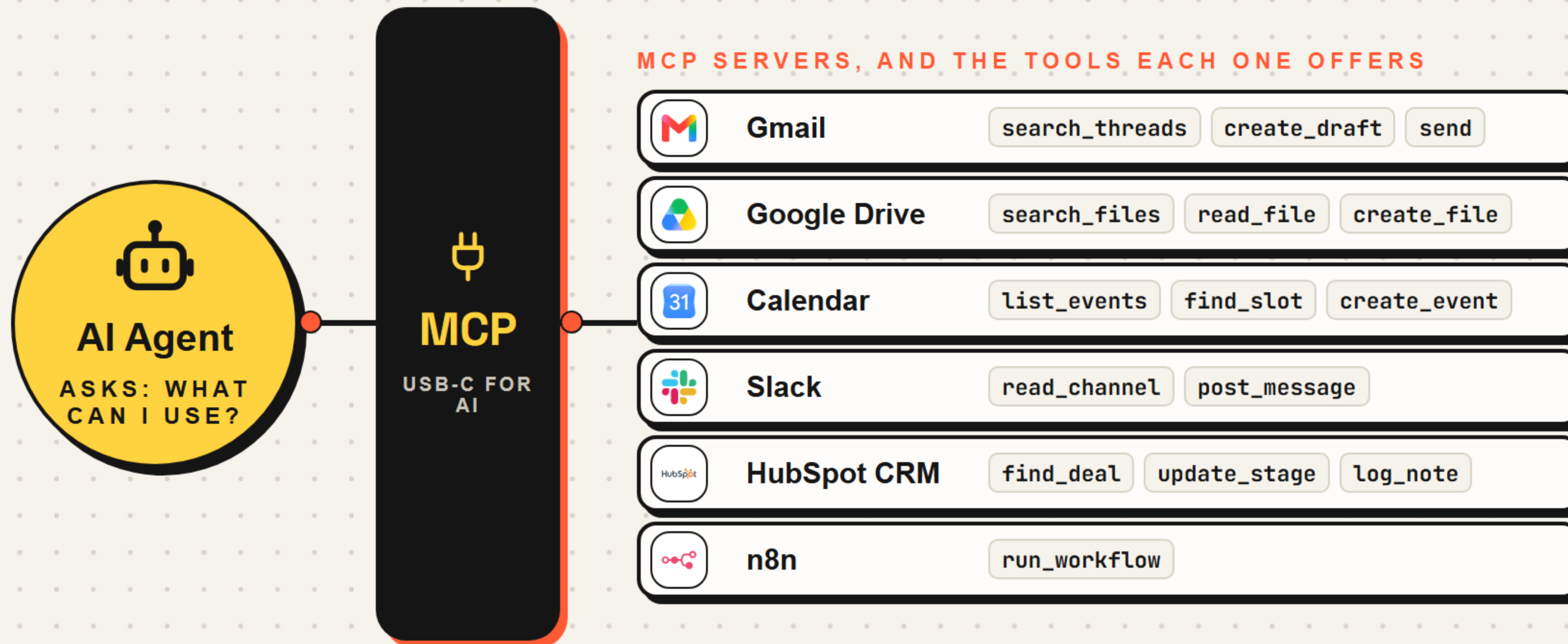
INSIDE THE HARNESS

Tools

Skills

Memory

Loop



AGENT CALLS

`gmail.create_draft(to: "Karim")`

DRAFT SAVED IN GMAIL

MCP

Model Context Protocol. The open standard that connects an agent to your apps. **Think USB-C for AI:** one plug per app, and any agent that speaks MCP can use it.

READ AND ACT

Not just "search my inbox". Draft the reply, create the file, book the slot, update the deal.

 **You choose** which apps it can reach, and what it may do in each.

Tool names simplified. In Claude and ChatGPT, MCP servers appear as "connectors".

Harness, part 2: **Skills**. How agents know how to do it.

INSIDE THE HARNESS

Tools

Skills

Memory

Loop

`istributor-review/` `SKILL.md` `template.pptx` `<> scripts/targets.py`

```
---
name: distributor-review
description: Builds the weekly distributor review.
  Use when asked for the distributor review, or
  "how are our distributors doing this week?"
---

# Weekly distributor review
1. Read sales_week.xlsx and targets.xlsx from Drive
2. Run scripts/targets.py for % of target, same every time
3. Flag any distributor under 70% of target
4. Build 6 slides from template.pptx
5. Draft follow-ups in Gmail. Never send.
```

1 Scan

Reads only each skill's name and description

2 Match

Your request fits one? It opens SKILL.md

3 Run

Follows the steps, uses the files and tools

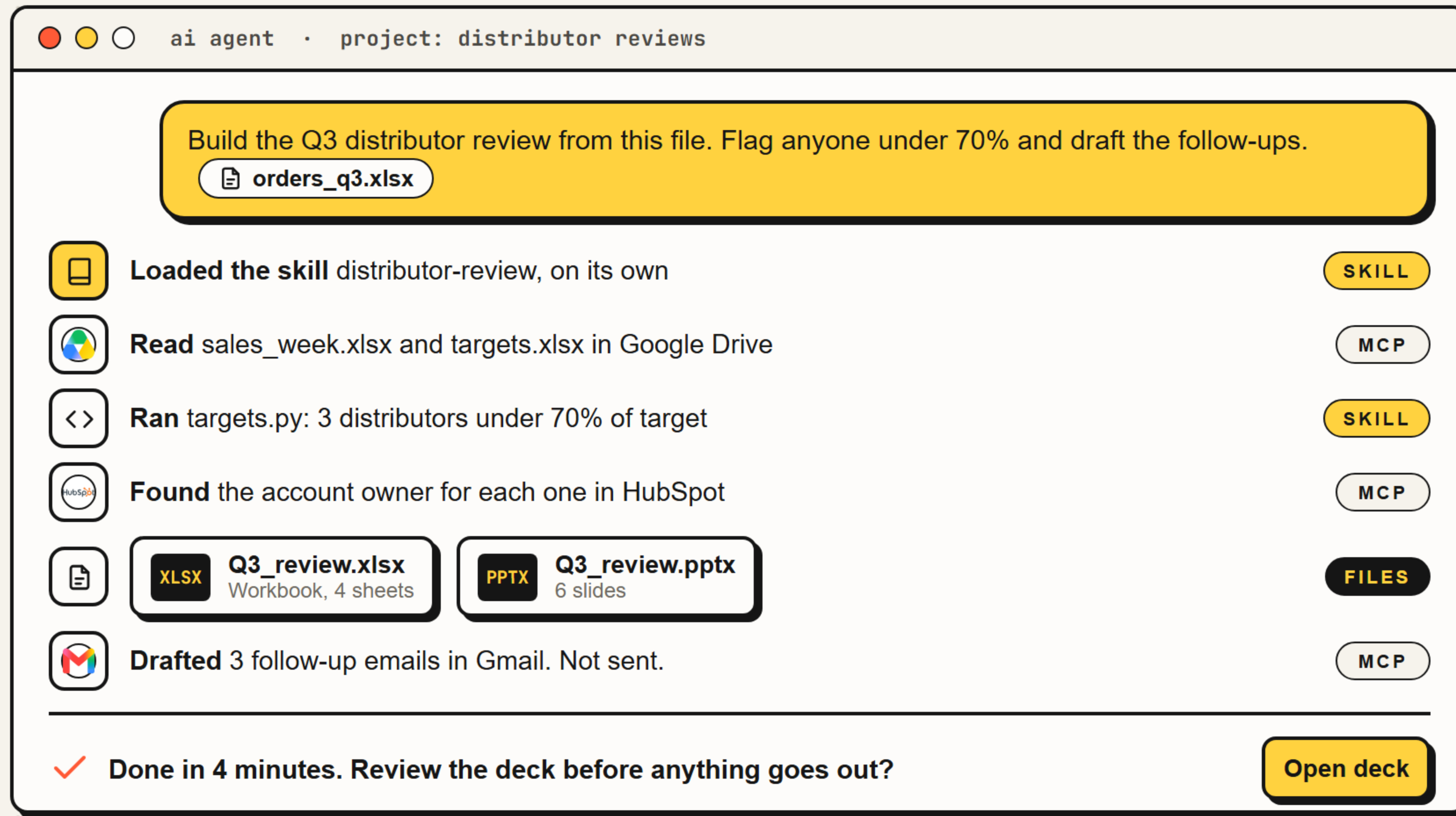
Tool = it **can reach** your Gmail.

Skill = it **knows how** your team does the job.

Same prompt three times? Make it a skill.

Format per the open Agent Skills standard (agentskills.io; fetched 2 Oct 2026), supported in Claude, ChatGPT, Gemini CLI, Cursor and others. Example skill is illustrative.

An AI agent today is a coworker, not a chat box.



CHAT

You ask a question

It answers in text. You copy, paste and do the rest.



AGENT

You give it a goal

- 📄 Loads the right skill
- 🔌 Reaches your apps via MCP
- 📁 Hands back finished files

Illustrative mockup of a typical AI agent app with skills and connectors, not a screenshot. Modelled on Claude.

The skill shift: from Prompt Engineering to **Harness Engineering**.

THEN

~~Prompt engineering~~

How you ask

NEXT

~~Context engineering~~

What it knows

NOW

Harness engineering

Everything around the model: what it can do, how it does it, and how it is kept safe



KNOWLEDGE

What it knows**Prompts** the brief**Context** files, data, examples**Memory** what it keeps**Skills** your team's way

ACTION

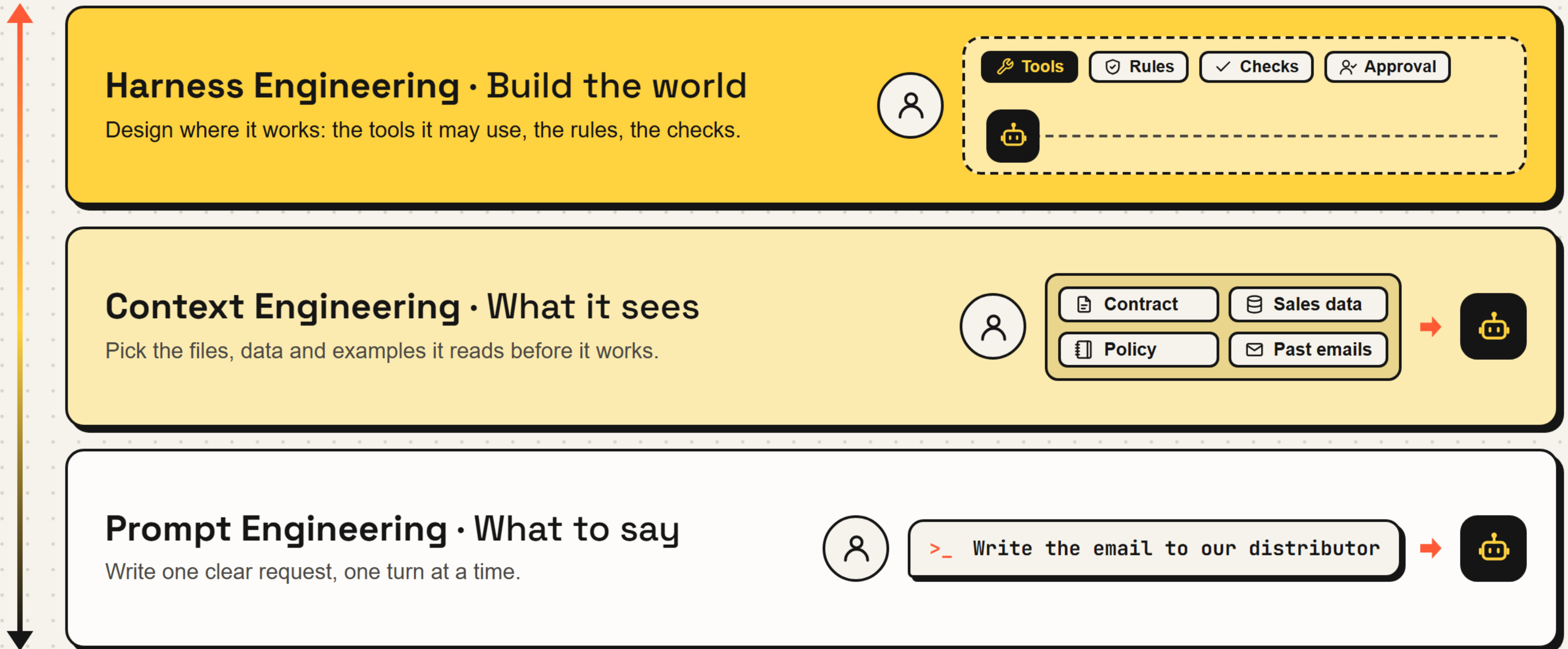
What it can do**Tools & MCP** the apps it reaches**Loop & planning** the steps to the goal**Triggers** a time or an email

SAFETY

How it is kept safe**Permissions** read, draft or send**Guardrails** rules, masked data**Human approval** where it stops and asks**Test cases** passed before you trust it**Logs & cost** what it did and spent

The prompt is now one line in a much bigger job description.

Prompt, context, harness: each layer wraps the last.



These agents **already exist**. Most shipped in 2026.

OLDEST

NEWEST



Manus

general agent

Goal in. Report, slides or web app out.

MAY 2025



OpenClaw

community, MIT licence

Your own agent, run on your machine, in WhatsApp or Slack.

NOV 2025

OPEN SOURCE



Claude Cowork

Anthropic

Works across your files, apps and Chrome tabs.

JAN 2026



Computer

Perplexity

Give it a goal. It splits the work across sub-agents and runs for hours.

FEB 2026



Hermes Agent

Nous Research, MIT licence

Remembers you and writes its own skills as it works.

FEB 2026

OPEN SOURCE



Gemini Spark

Google

A 24/7 agent across Gmail, Docs and Sheets.

MAY 2026



Copilot Cowork

Microsoft

Plans and runs work across Outlook, Teams and Excel.

JUN 2026



ChatGPT Work

OpenAI · in ChatGPT

Long tasks across your apps and files.

JUL 2026



Grok Bot

xAI

AI teammates with names, jobs and their own computer.

AUG 2026



Muse

Meta

Runs errands: email, bookings, bills. Also in WhatsApp.

8 SEP 2026



dots

OpenAI · in ChatGPT

Always-on agents, each with its own cloud computer.

29 SEP 2026

9

of these 11 launched in 2026. Two are open source: you can run them yourself.

Public-release dates, checked 1 to 6 Oct 2026 on the makers' sites, GitHub (OpenClaw; Hermes: MIT licence); TechNode, TechCrunch and The Next Web. Full-list in the speaker notes.

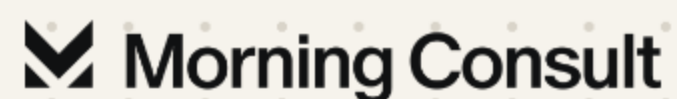
QUICK QUESTION

AI that works for you.
Surely **most people** use it
by now, right?



□ Guess in the chat: out of every 100 people who use AI, how many use an agent regularly?

Everyone talks about agents. Few actually use one.



Menlo Ventures & Morning Consult, "State of Consumer AI 2026"

PEOPLE WHO ALREADY USE AI

Are aware of AI agents



Have tried one



Use one regularly



Three in four AI users still chat, search and copy-paste.

COMPANIES

2 in 10

have reached the scaling phase with AI agents across the organization

MCKINSEY · THE STATE OF AI IN 2026

88%

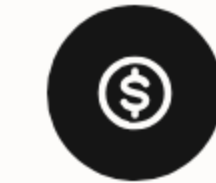
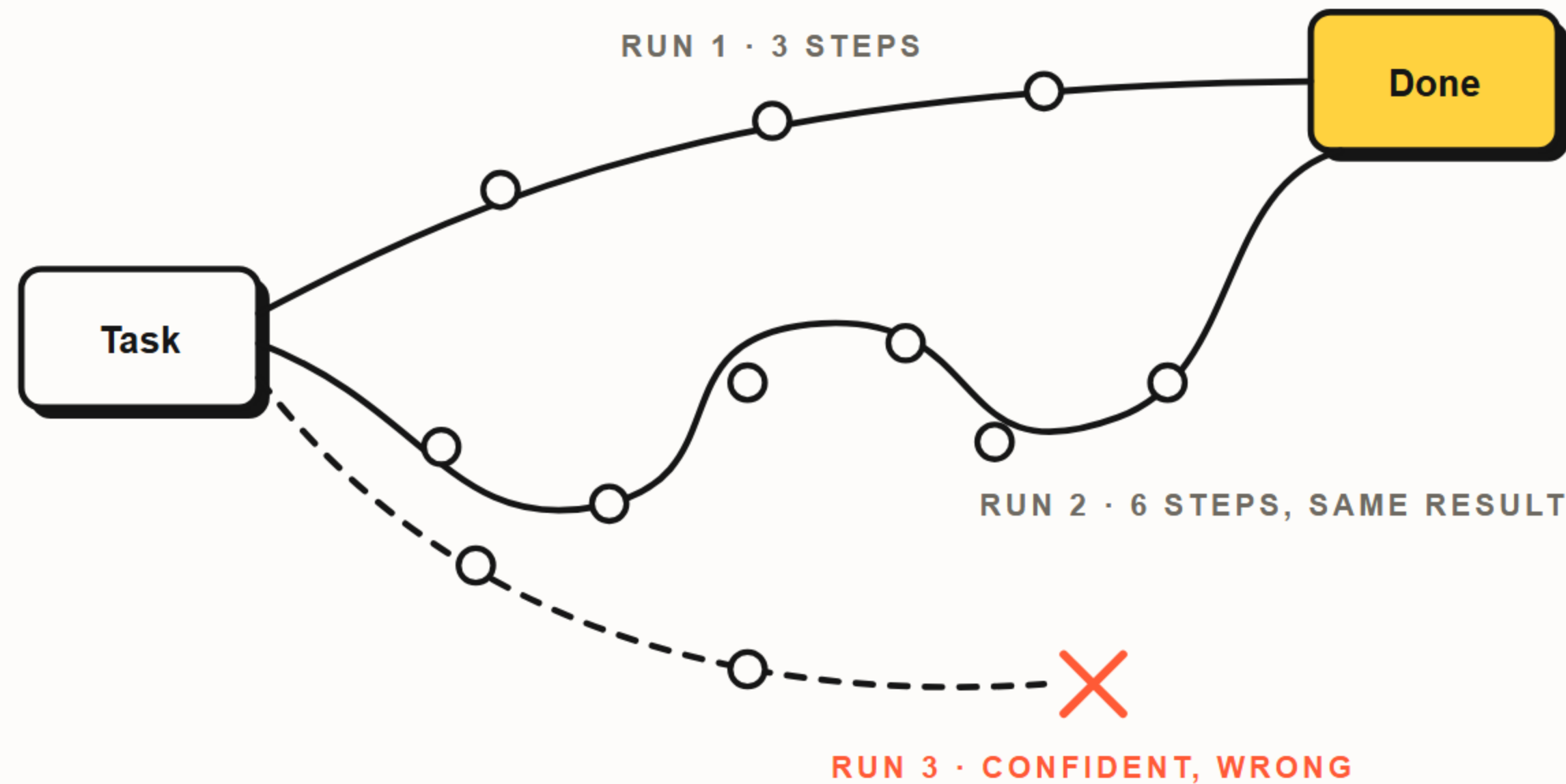
use AI regularly in at least one business function

MCKINSEY · THE STATE OF AI IN 2026

Sources: Menlo Ventures & Morning Consult, State of Consumer AI 2026 (Sep 2026; 5,067 US adults). McKinsey, The State of AI in 2026 (Aug 2026; 1,719 participants).

An agent thinks at every step. That has a price.

THE SAME TASK, RUN THREE TIMES



Cost

Every step is a model call. Twenty steps, twenty bills.



Speed

Seconds to minutes per job, not milliseconds.



Variance

Same input, a different path each run. Sometimes wrong, and sure of itself.

For work that is the same every time, you do not need a thinker. You need a rail.

AI AUTOMATION

Work that runs itself.

Repeated work, done on its own, the same way every time.

 RUNS ITSELF

✓ Weekly sales report

✓ Invoice reminders

✓ Stock level alerts

🕒 Weekly sales report

🕒 Invoice reminders

🕒 Stock level alerts

🕒

🕒 Month-end reconciliation

🕒 Distributor follow-ups

🕒 Update the CRM

✓ Month-end reconciliation

✓ Distributor follow-ups

✓ Update the

✓ WhatsApp orders into the ERP

✓ Monthly KPI pack

✓ WhatsApp orders into the ERP

🕒 Monthly KPI pack

🕒 WhatsApp orders into the ERP

🕒 Reply to supplier emails

🕒 New hire onboarding

🕒 Payment reminders

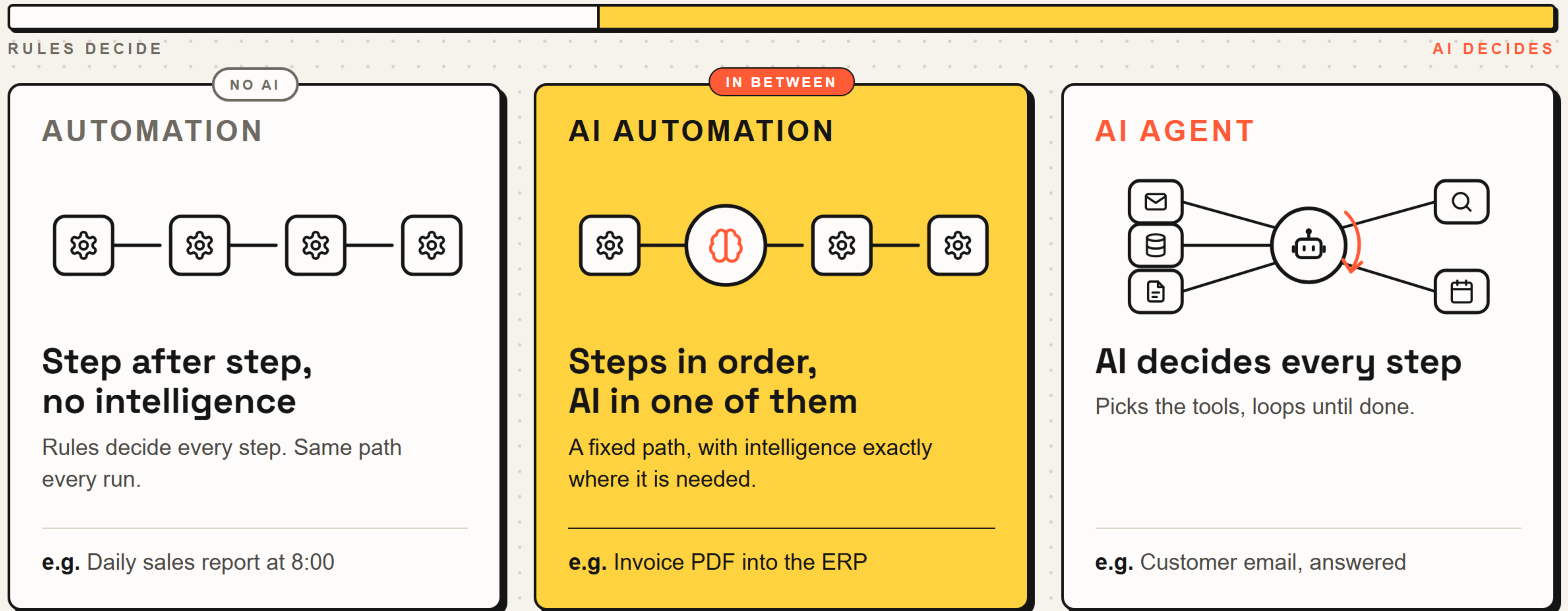
✓ Reply to supplier emails

✓ New hire onboarding

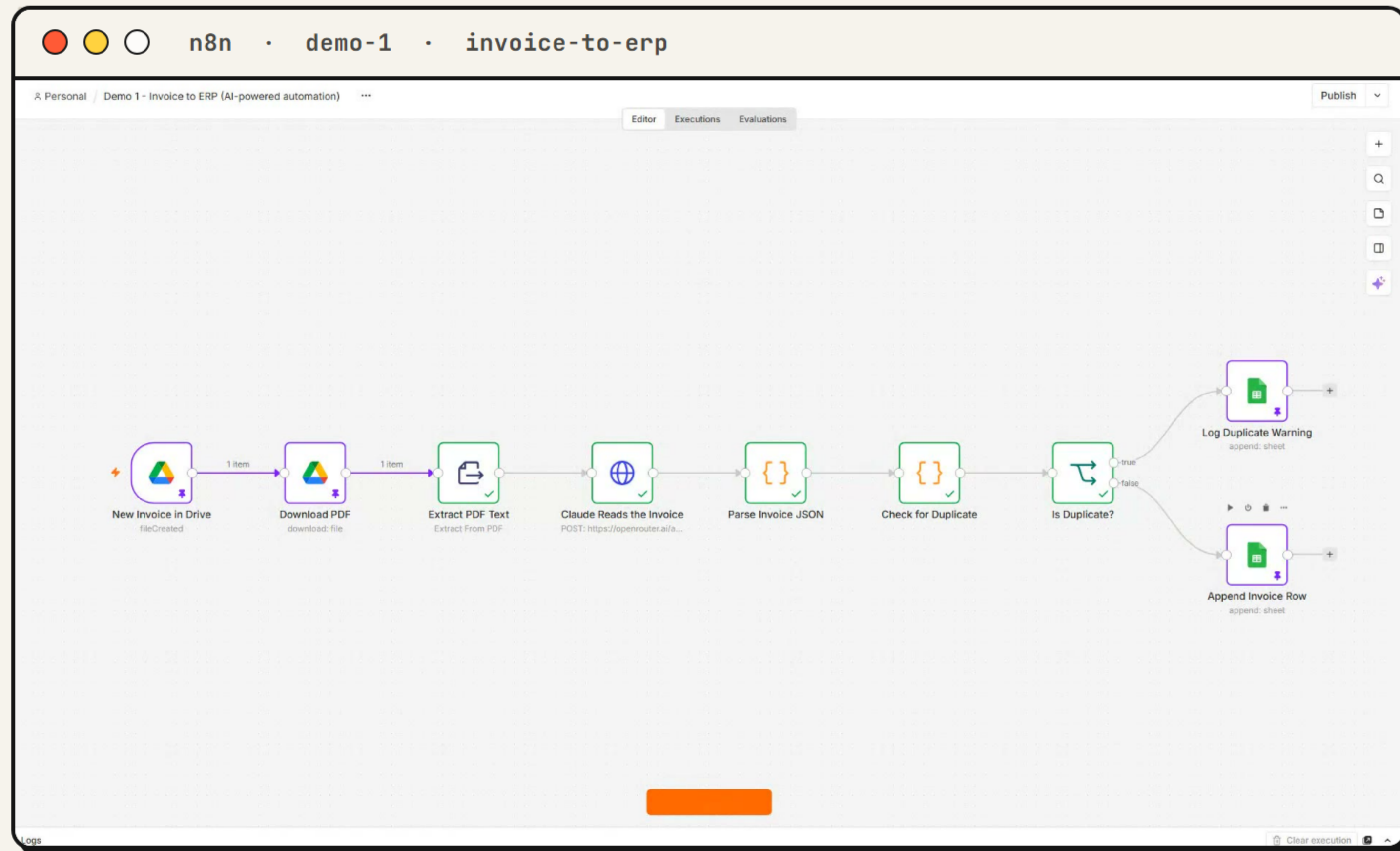
✓ Payment

Two ways to put AI to work.

Plain automation is the starting point. The only question: who decides the next step, rules or AI?



Demo 1: an invoice, end to end.



Real n8n run. Google Drive and Sheets steps use sample data. Click the video to play.

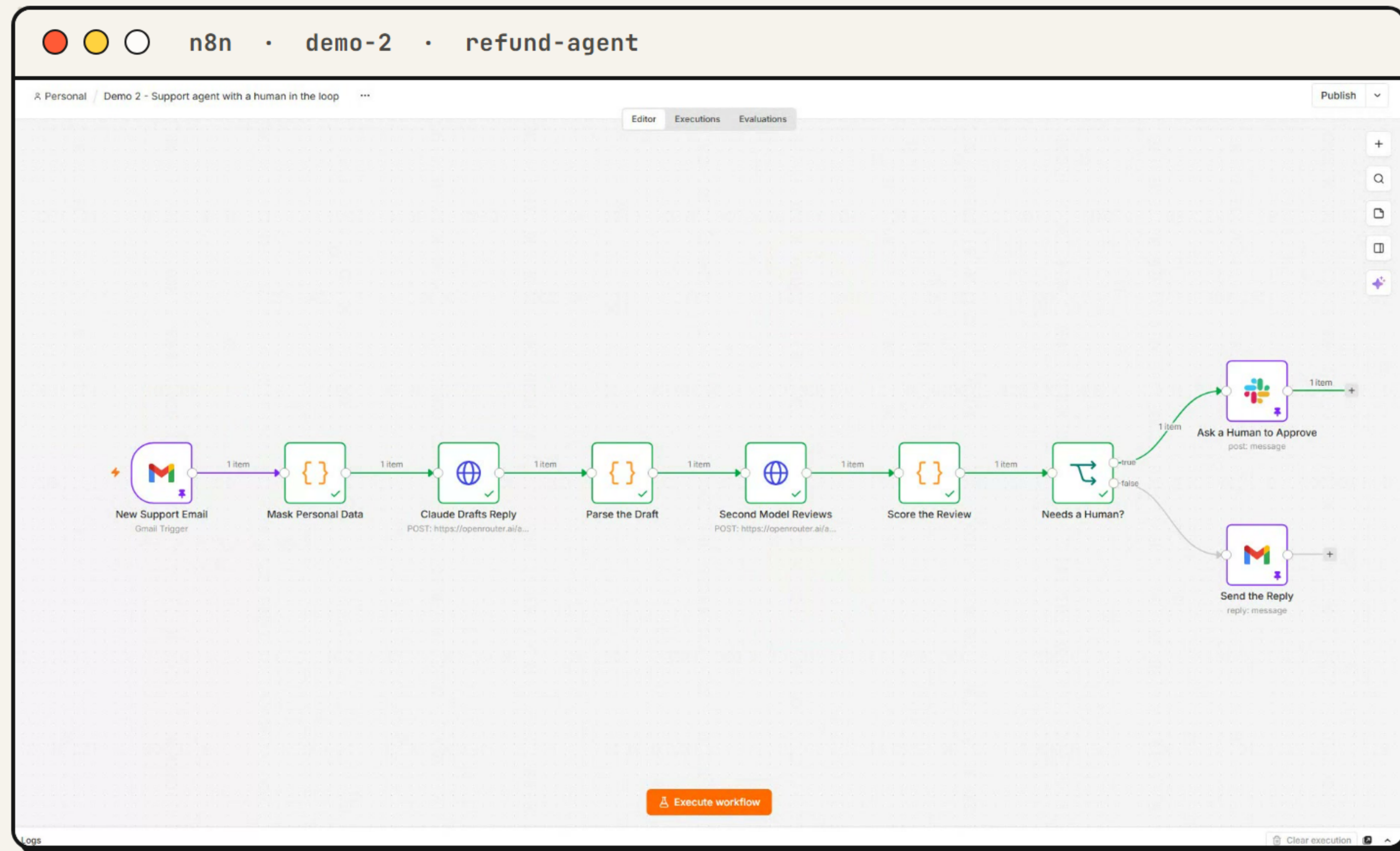
THE TASK BEING AUTOMATED

Posting a supplier invoice

- 1 Invoice lands in Drive**
the finance inbox folder
RULE
- 2 AI Agent reads the invoice**
supplier, number, date, total
AI
- 3 Check for a duplicate**
against invoices already posted
RULE
- 4 Post the row to the ledger**
or flag it for AP review
RULE

One AI step. Everything else is rules.

Demo 2: a refund, routed to a person.



Real n8n run. Gmail and Slack steps use sample data. Click the video to play.

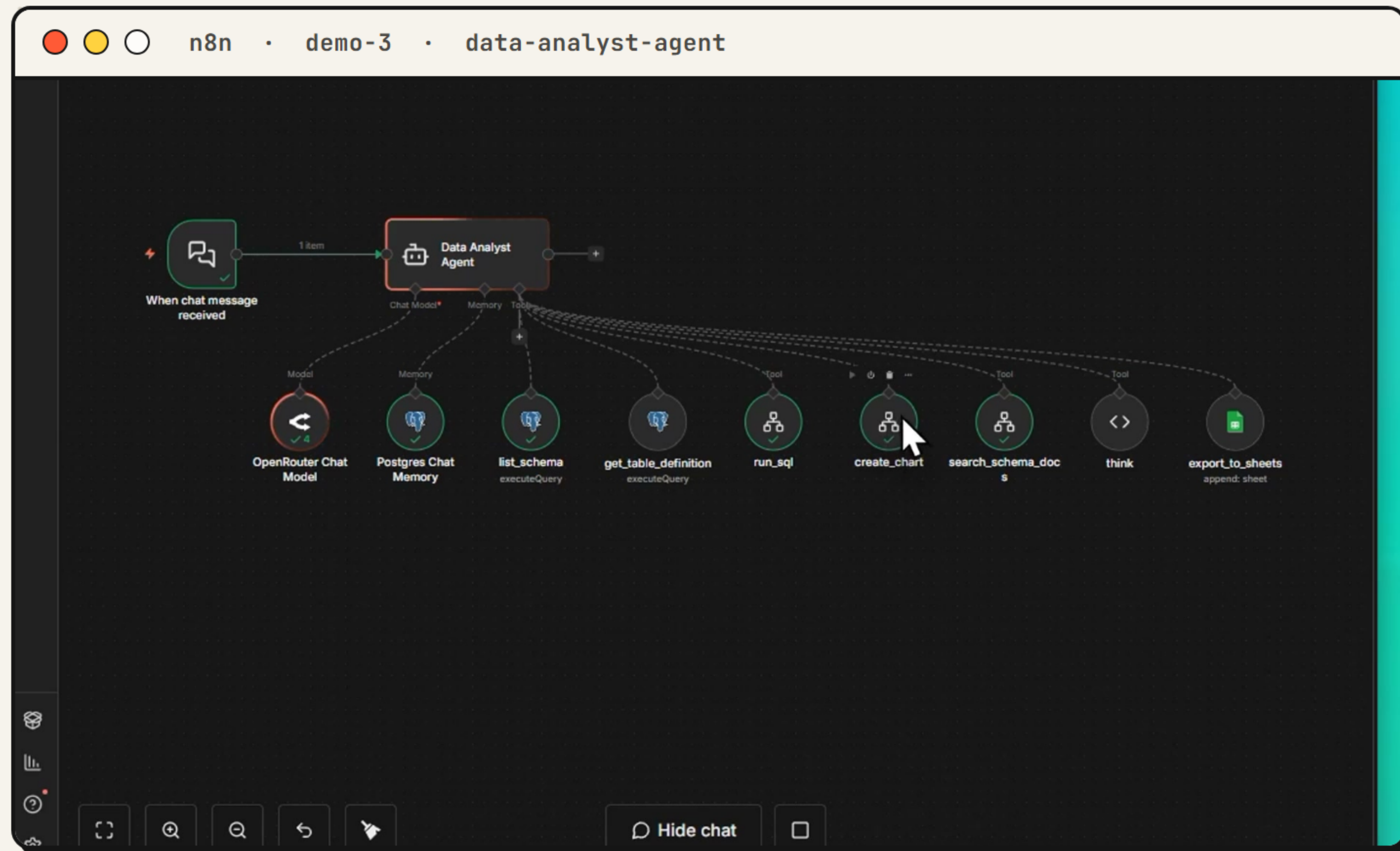
THE TASK BEING AUTOMATED

Answering a refund request

- 1 Mask the personal data**
name, phone, email, card **RULE**
- 2 Draft from the policy**
14 days refund, then store credit **AI**
- 3 A second model reviews**
a different model, not the author **AI**
- 4 Route it to a person**
confident ones go out on their own **HUMAN**

The AI drafts and checks. A person approves.

Demo 3: an AI agent, **your data analyst.**



Real n8n run on demo data in Supabase (Postgres). Click the video to play.

THE QUESTION IT ANSWERS

"Show me sales orders by month"

1

You ask in plain English
in a chat, no SQL, no dashboard

YOU

2

It reads the database
finds the right tables and columns

TOOL

3

It writes and runs the SQL
read-only, capped at 200 rows

TOOL

4

It draws the chart and explains it
chart, table, the SQL and the insight

TOOL

Nobody drew these steps. The agent picked its own tools.

Where each one already pays off.

AI Automation

Fixed steps, AI in one of them

- **Invoice into the ERP**
AI reads each supplier invoice, the flow posts it
KOMATSU
52,000 invoices a year
- **Ticket triage**
AI tags category and priority, rules route it
remote
27.5% of IT tickets self-close
- **WhatsApp and voice intake**
AI transcribes the note, the flow logs and routes it
SYSTEMAI
Entry time cut 97%
- **Tender to first draft**
AI drafts the proposal, a person reviews it
FIELD AEROSPACE
2 weeks to 25 minutes

Only 16% of enterprise AI deployments are true agents. Most are workflows around one model call.

AI Agents

AI decides the steps, uses the tools

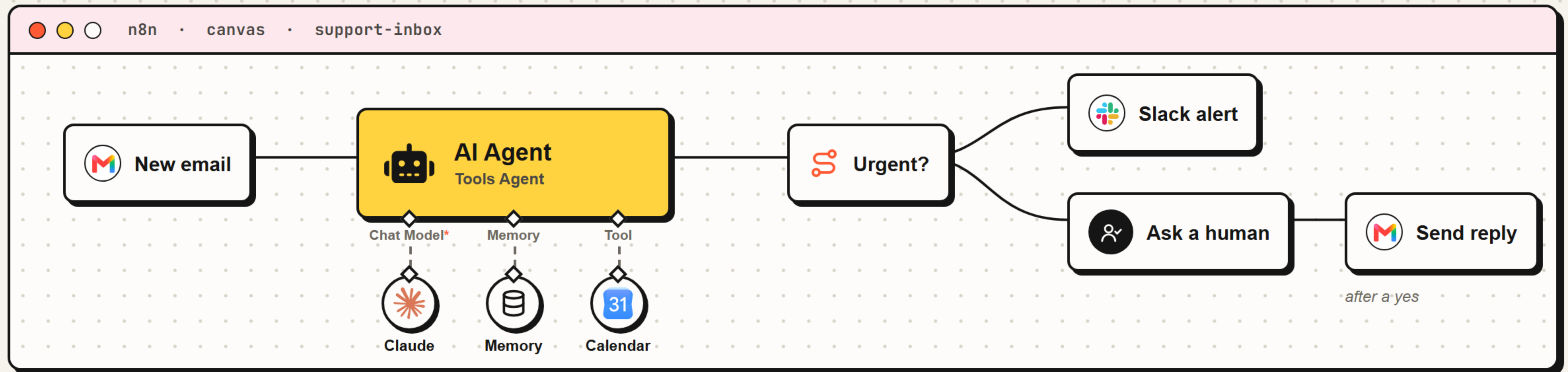
- **Customer service**
Resolves support chats end to end
Klarna
2/3 of chats in month one
- **Coding**
Writes, tests and fixes code on its own
Rakuten
Time to market down 79%
- **Sales prospecting**
Qualifies leads and books meetings for reps
salesforce
\$20M pipeline lift
- **Research and analysis**
Reads the data and reports, writes the findings
LangChain
#2 agent use case, 24.4%

#1 agent use case: customer service, 26.5% of teams building agents.

Sources, fetched 6 Oct 2026: company case studies (Microsoft, Zapier, n8n, Klarna 2024, Claude, Salesforce); Menlo Ventures 2025; LangChain, State of Agent Engineering.

One canvas for automations and agents.

The open workflow tool I use for both. Similar: Zapier, Make, Power Automate.

**500+**

integrations, plus any API

**Any model**

Claude, GPT, Gemini or open models

**Approvals**

pause and wait for a human yes

**Self-host**

on your servers, even air-gapped

Per n8n.io, fetched 30 Sep 2026: "over 500 integrations", on-prem or air-gapped deployment, 200k+ community members. Same idea elsewhere: Zapier, Make, Power Automate.

DECIDE

Pick the right worker.

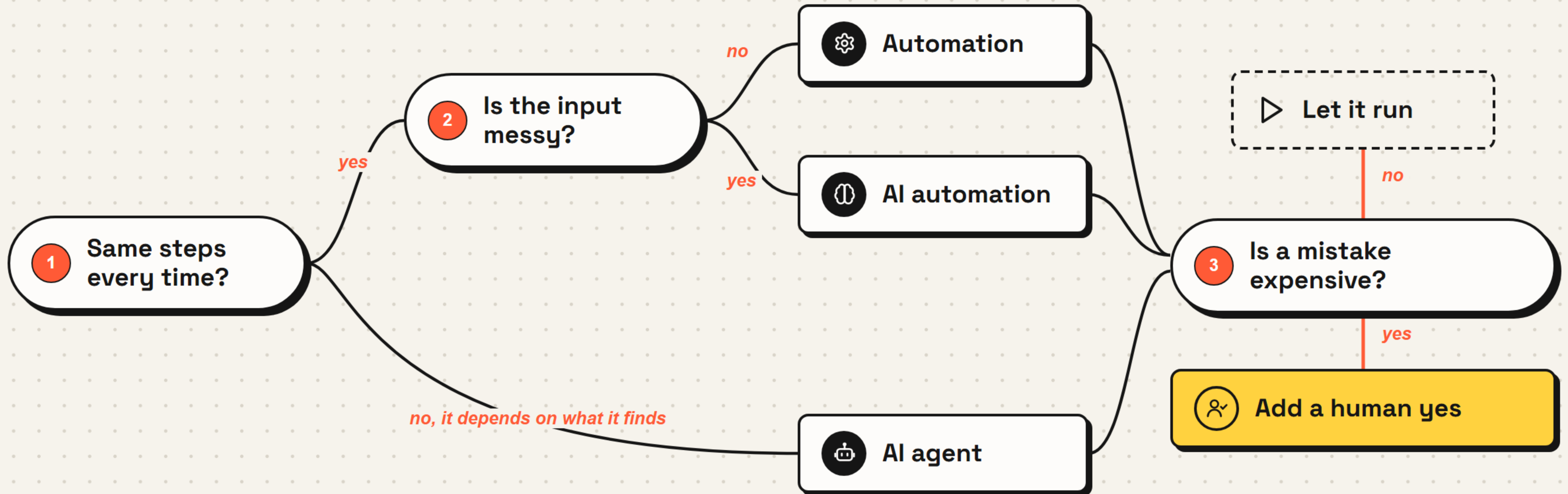
Automation, an agent or a person, for the tasks in your own job.

● ● ● DECISION LOG · LIVE

- › Task: the monthly KPI pack
- › Same steps every time? Automation
- › Task: supplier invoice PDFs
- › Messy input? Add an AI step
- ! A 50,000 EGP discount: a person decides
- ✓ Every task has its worker

 Automation AI step A person

Three questions, and the tool picks itself.



Want to go deeper? Join the **AI in Business Workshop**.

zomra

◆ Live Course ◆



Put AI to Work
AI in Business Workshop

With
Mina Saad
Data & AI Developer | n8n Ambassador

STARTS

31

October

Saturday, 7 PM Cairo

6

live sessions
Sat and Tue, 31 Oct to 17 Nov

3h

each session
7 to 10 PM Cairo, hands-on

1:1

live mentoring session
with Mina, on your own process

SAT **31 Oct**

1 

Get answers you can trust
How AI works now, from chat to agents

TUE **3 Nov**

2 

Build your first AI agent
Skills, connected apps, the harness

SAT **7 Nov**

3 

Reports, decks, follow-ups
Done by your agent, in your template

TUE **10 Nov**

4 

Agents that run without you
n8n, behind your approval

SAT **14 Nov**

5 

The tool your team is missing
Built without code

TUE **17 Nov**

6 

Demo Day
Hours saved, and your rollout plan

Q&A · TYPE YOUR QUESTION IN THE CHAT

Thanks.

Put AI to **Work**



SCAN TO CONNECT

mina-saad.com

Is n8n free?

Do I need to code?

ChatGPT or Claude?

Arabic PDFs too?

Is my data safe?

Which tasks first?

Can an agent use our ERP?

Where do I start?

