



Why AI doesn't ship (yet) – How enterprises move AI into production safely and confidently

Tim Sevenich - Axway

Agenda

01

Axway & Me

Agenda

01

Axway & Me

02

Adding data

Agenda

01

Axway & Me

02

Adding data

03

Security

Agenda

01

Axway & Me

02

Adding data

03

Security

04

Governance

Axway and Me

Axway

- Global Integration Software vendor
 - API Management
 - B2B Integration
 - Managed File Transfer (MFT)
 - Financial Accounting Hub
- Part of 74Software
 - +700€ in revenue
 - 4500 employees
 - Stock noted in Paris (74SW.PA)
- Headquartered in Europe

Me

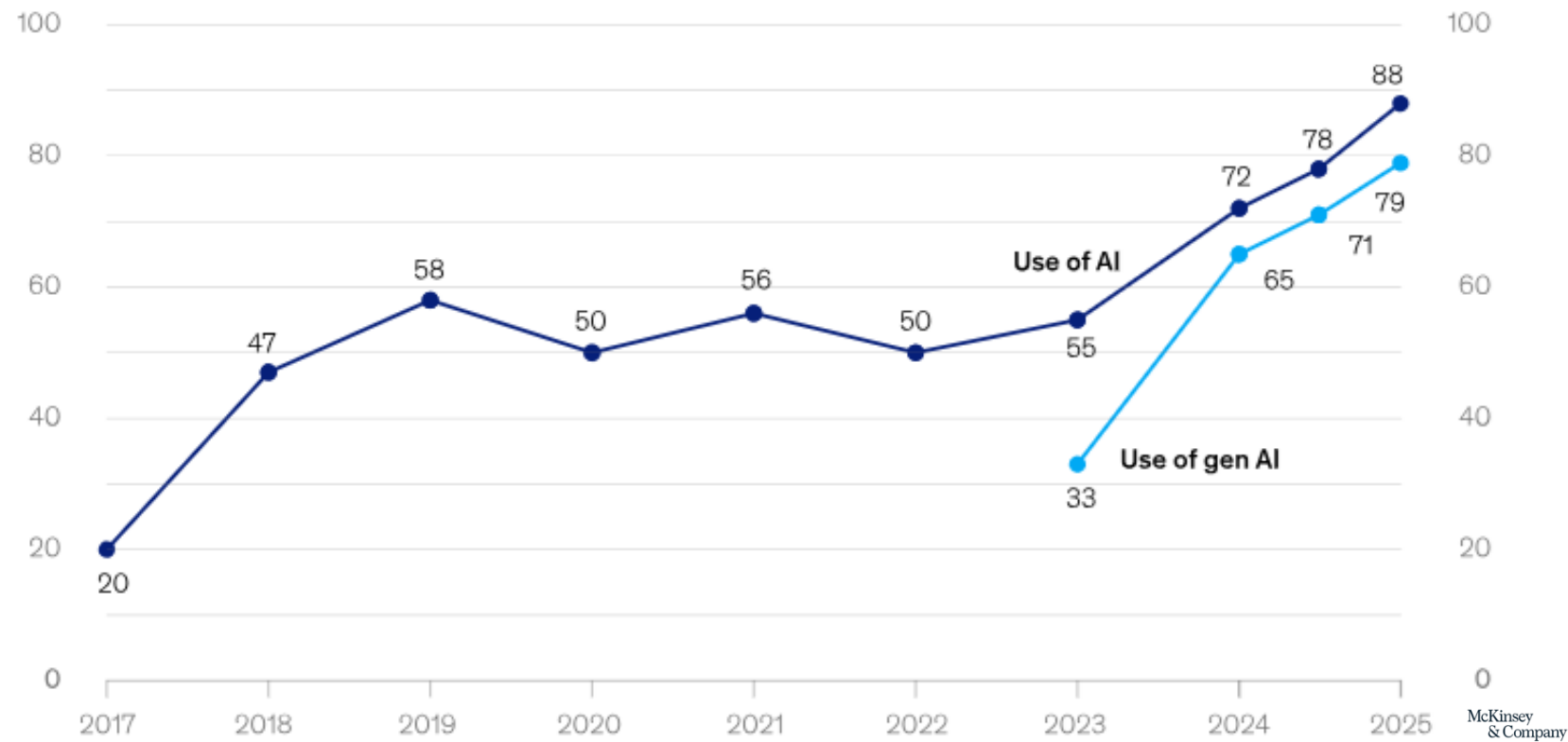
- 10+ years of experience in Software
 - 3+ years at Axway
- Principal Solution Architect
- Responsible for API & AI Productline
- Covering mainly DACH
 - Part of the BeNeLux, Nordics, DACH team
- Feel free to connect via LinkedIn:
<https://www.linkedin.com/in/tim-sevenich-b3057a219/>

Usage of AI at organizations

Reported use of AI in at least one business function continues to increase.

Use of AI by respondents' organizations, % of respondents

Organizations that use AI in at least 1 business function¹



Source: [AI at work but not at scale](#)

Usage of AI at organizations



Usage of AI at organizations



68%

of tech startups
have adopted AI

53%

of large, traditional
Enterprises have
adopted AI

3%

of large, traditional
Enterprises have
adopted AI in their
core operations

Usage of AI agents at organizations



62%

of organizations
are experimenting
with AI Agents
(McKinsey)

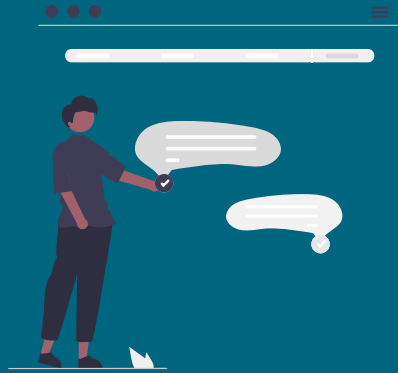
88%

of executives plan
to increase AI
budgets largely
driven by agentic
AI
(PwC)

<5%

of enterprises had
agents in 2025 →
~40% expected in
2026
(Gartner)

Usage of AI agents at organizations



Customer service
and operations



IT, HR and internal
workflows

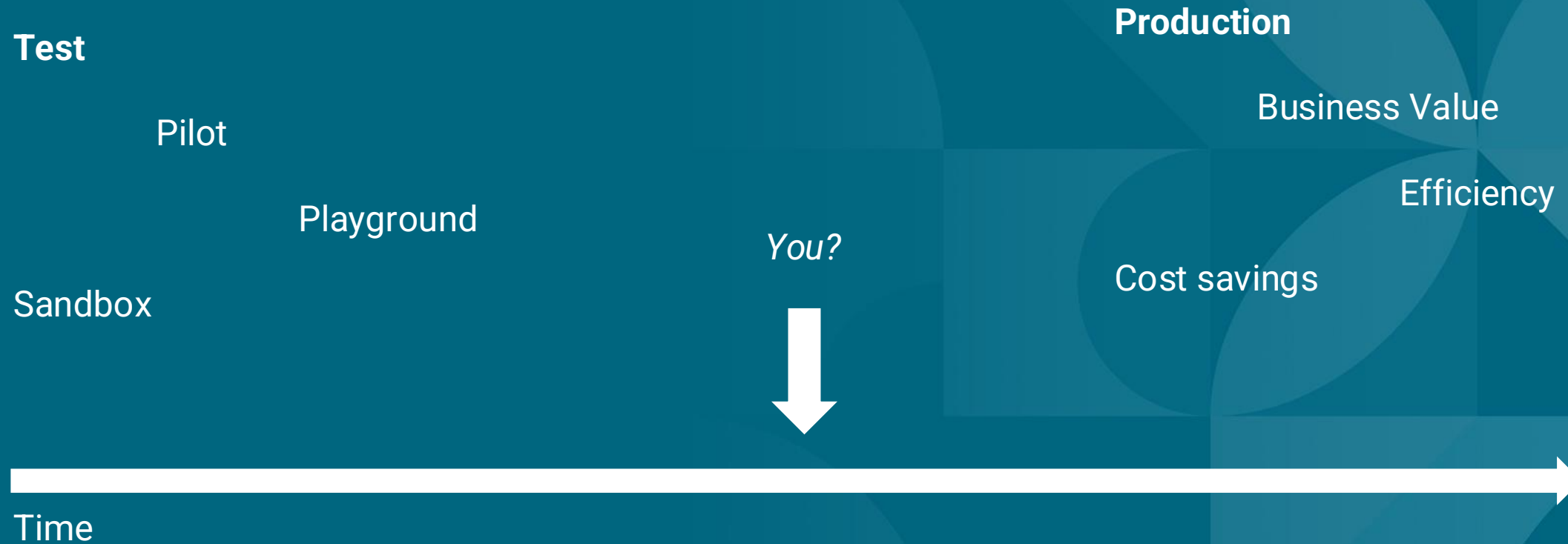


Cybersecurity

Usage of AI at organizations



Usage of AI at organizations



The big move to production

Three key topics



Adding (a lot of) data



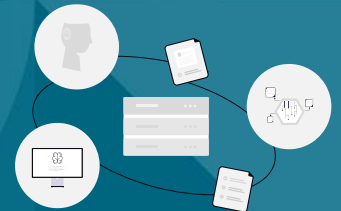
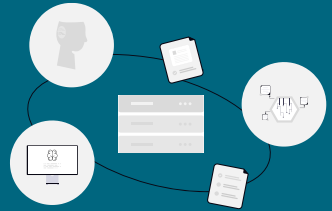
Security and Access



Governance

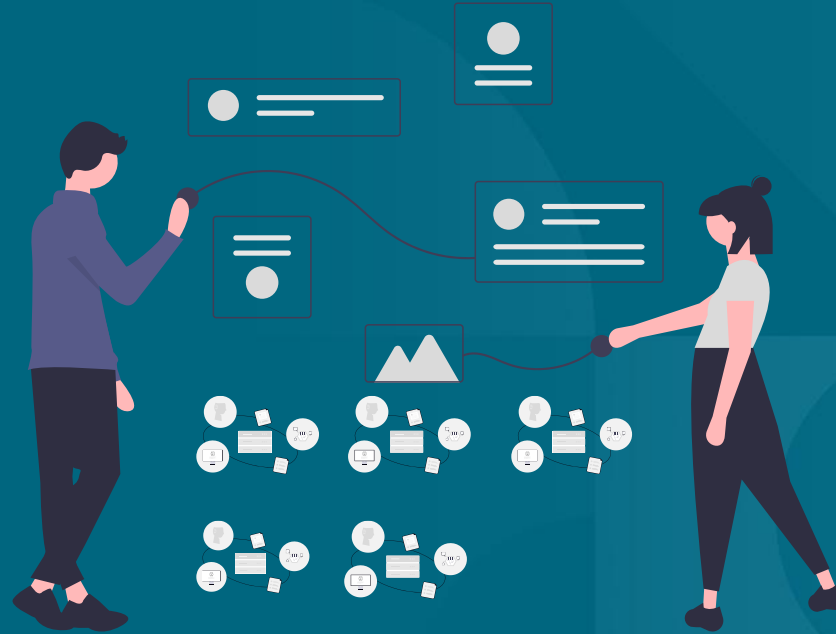
The big move to production

Three key topics



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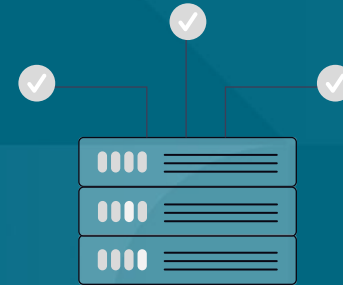
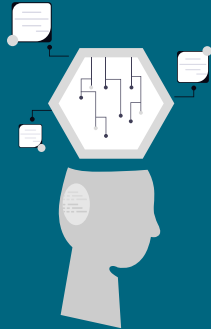
Security and Access



Governance

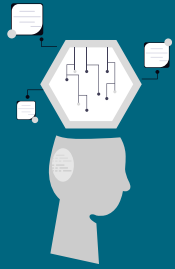
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Three key topics



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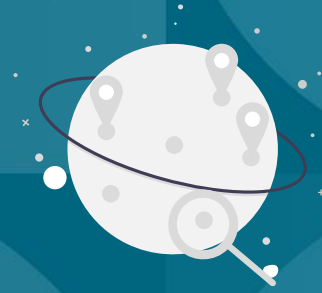
Security and Access



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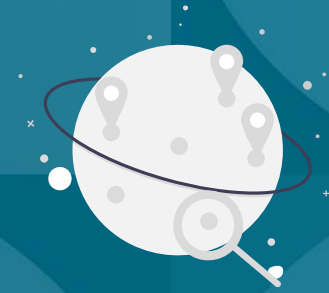
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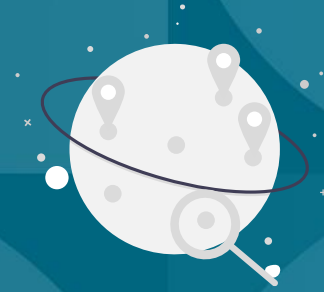
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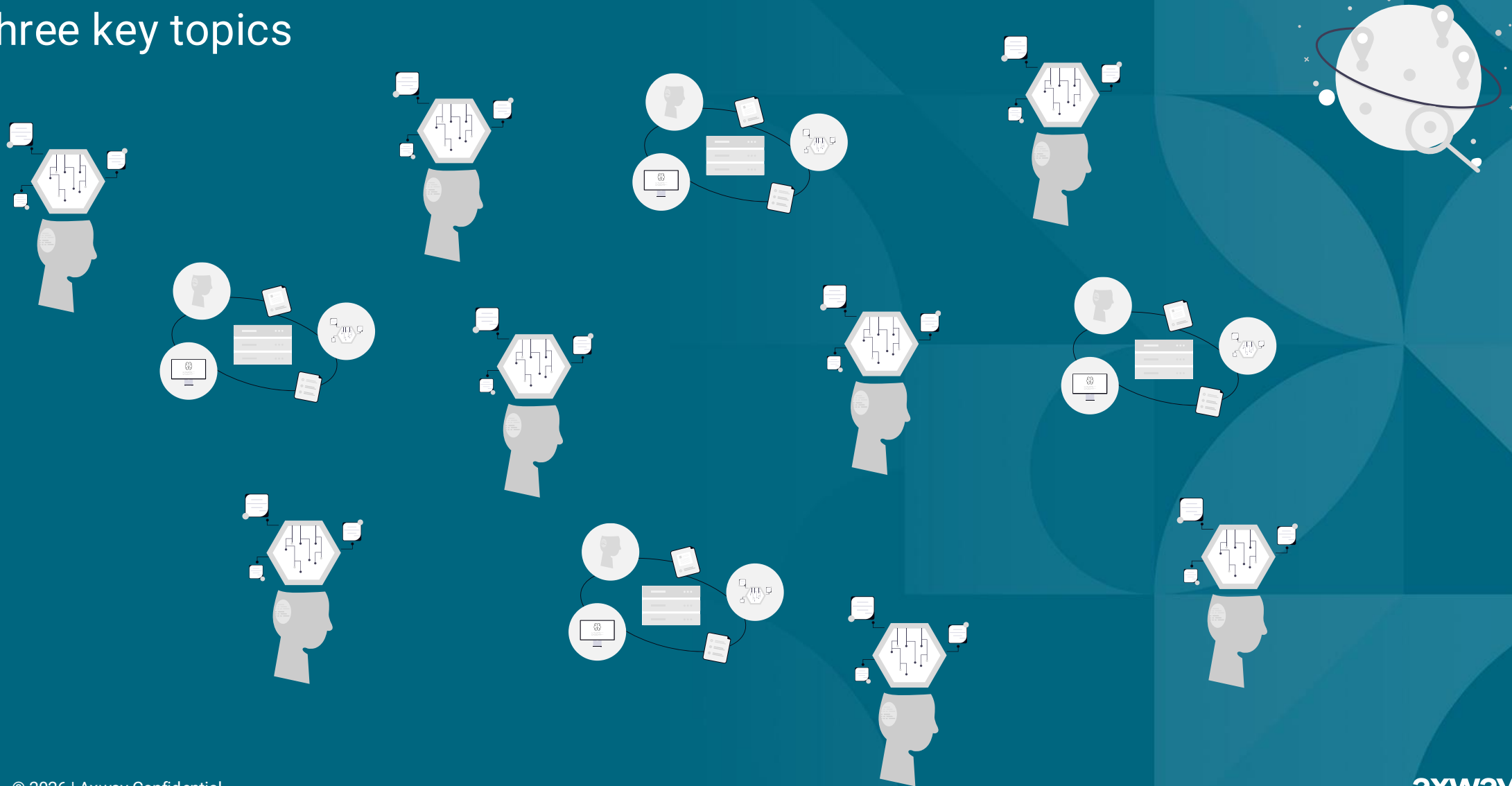
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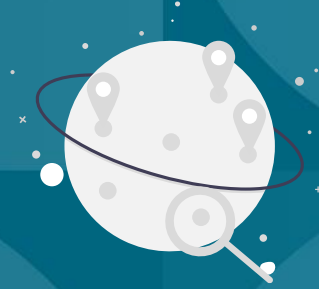
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Security and Access



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Contact



Axway



My LinkedIn



Thank You