

MUNGRY LLC · EXECUTIVE WHITE PAPER

Putting AI to Work in Smaller Companies

A practical model for adopting, building, and controlling AI

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Executive summary

Most small and mid-sized businesses are being asked to adopt AI without the staff, budget, or governance of a large enterprise. The tools are plentiful. The difficulty is deciding which work is worth automating, connecting the result to systems the company already runs, and keeping data, spend, and accountability in the owners' hands.

Mungry LLC addresses that problem with one model, applied in three steps:

- **Decide.** Identify which work is worth doing, whether to build, buy, or hold, and where to start.
- **Build.** Put working systems inside the software the company already uses, in short cycles that end in something the team can see and approve.
- **Control.** Keep permissions, logs, spend limits, and a pause control in place from the first release, so people stay in charge of what the system does.

This paper describes the model, the way an engagement runs, the tools involved, the controls that apply, and the personal-app practice Mungry operates as Verndr. It is written for owners and executives deciding whether, and how, to begin.

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1 The problem

A smaller company's week is full of work that machines can now do part of: reading and sorting email, drafting quotes and proposals, chasing invoices, scheduling jobs, and searching years of manuals and past work for an answer. The opportunity is real, but four obstacles recur.

- **Enterprise programs do not fit.** A dedicated AI team, platform, and steering committee is out of proportion to a company of this size.

- **Advice and delivery are separated.** Many firms advise. Others build. Few address both how a smaller company should adopt AI and how software that carries AI should be put to work.
- **The tool landscape keeps changing.** Models, prices, and features shift often, so a choice that is right this year needs a plan for next year.
- **Control is easy to lose.** Without deliberate limits, data leaves the building, spending grows unseen, and nobody can say why a system did what it did.

2 Our position

Mungry LLC does two kinds of work. The first is AI enablement for smaller companies, delivered as guidance and working software. The second is a set of personal apps, operated as Verndr, built around security, safety, privacy, and organization.

Our central position is that AI should make a smaller company more capable and leave its owners in charge. In practice this means adopting AI inside the company already being run, rather than beside it, and treating guardrails as part of the first release rather than a later addition.

3 Capabilities

Each capability is scoped as an engagement with a written shape. It can be as small as one consultation and one integration, and each can stand alone. Most clients combine two or three.

Capability	What it covers
AI strategy	Separating signal from inventory: which work is worth doing, whether to build or buy, and a starting sequence the owner and the people doing the work can both sign.
Applied AI engineering	Production systems the team can run: retrieval over the records the company keeps, evaluation that fails closed, usable interfaces, and connections to existing tools.
Agentic systems	Agents that take actions, with a narrow contract: tool permissions, memory, escalation, and observability, so autonomy is an operating choice.
Data and platform foundations	Access, the documents and records already kept, and the plumbing that keeps the software useful after the first project ends.
Governance, risk, and control	Written rules for what is allowed, how it is logged, and what happens when it fails, wired into the system.
Owner and workforce enablement	Working knowledge for owners of what the technology can and cannot do, and fluency for staff in their own jobs.

4 Method

Four stages from idea to everyday use

1. **Discover.** Sit with the people doing the work and find the hours worth winning back.
2. **Decide.** Choose build, buy, or hold for each opportunity, with costs attached.
3. **Prove.** Run a focused pilot on real work, measured against numbers agreed in advance.
4. **Launch and grow.** Roll out to the team, train everyone, and keep improving the tool.

Build, buy, or hold

Build when the workflow is what sets the company apart: how it quotes, how it serves customers, the know-how in its files. Buy when a proven product already does the job well; often this means seats already paid for, finally used fully. Hold when the larger gain is one step away, such as a process to tidy or data to bring together first, and map the short path to ready.

Seven steps from goal to results

Step	Timing	Outcome
Set the goals	Week 1	A one-page goal sheet with target numbers, workflows ranked by payoff, and a named owner.
Plan the work	Weeks 1–2	Milestones with dates, a fixed budget for each, and explained tool and model choices.
Design	Weeks 2–3	Mockups and sample outputs to react to, test scenarios from real work, and user sign-off.
Build in sprints	Two-week cycles	Working software demonstrated at the end of each cycle.
Test	Every sprint	Automated checks against the test scenarios, plus hands-on acceptance by the team.
Launch	Milestone by milestone	A staged rollout with a quick way to pause, training, and a short playbook.
Measure and improve	Ongoing	A monthly results report, updates as models change, and the next milestone ready.

From pilot to payoff

A pilot is built the way the finished tool will run: on the company's own logins, with a spend cap, a pause control, and a plain activity log. When it proves itself, going live is a rollout rather than a rebuild. Each pilot ends with a short go-

forward plan covering ownership, running cost at real volume, how the tool will be re-tested as models improve, and which opportunity comes next.

What the client provides

A project owner who can decide and answer questions, about thirty minutes a week for a check-in, access to the applications and files the work touches, and feedback at each demonstration from the people who will use the tool.

5 Engagement and commercial model

Shape	Typical duration	Outcome
Diagnostic	2–4 weeks	Readiness assessment, risk register, and sequenced priorities.
Build sprint	6–12 weeks	A production slice with evaluation and named owners.
Operating partner	Quarterly	Platform, governance, and delivery cadence.
Productize	Scoped	Software held by Mungry and offered as a product when that is the right choice.

Durations are examples and vary with engagement size and requirements. Commercial terms are written per engagement.

Pricing is part of the scoping discussion. It is a one-time price tied to the consultation, set as a small share of the calculable return the solution is expected to produce. Mungry does not sell a retainer based on a slogan.

6 Tools and platforms

Mungry selects tools for the job rather than standardizing on one vendor. The categories below are examples of the working toolbox.

Category	Examples and role
Frontier models	Models chosen for what each does best: live-web answers, voice, and vision; careful long-form writing and long-document reasoning; deep integration with workplace suites; and a familiar general-purpose assistant for everyday work.
Fast, low-cost models	Compact models for high-volume work such as sorting email, tagging tickets, routing leads, and extracting fields from forms and invoices, with unusual cases flagged for a person.
Private AI	Open models on hardware the company owns, so sensitive files and customer data are not sent to an outside provider, with no per-request charges and a one-time hardware cost.

Category	Examples and role
Business applications	Microsoft 365 and Copilot, Google Workspace, QuickBooks, and shared drives, so the AI appears inside software already on every desk and no new logins are needed.
Controls	Quality testing before launch, single sign-on, spend budgets and alerts, and a pause control with a readable activity log.
Hosting	The Microsoft or Google cloud account the company already has, plus small scheduled services and connectors where applications do not talk to each other.

Third-party product and model characterizations here are vendors’ own, not Mungry certifications. Mungry claims no SOC, HIPAA, FedRAMP, ISO, or similar status for these tools unless a matching report is published.

7 Where it applies

Sector	Representative uses
Software companies	In-app assistants answering from product documentation, drafted support replies, automated testing of AI features before release, and per-customer usage and cost tracking.
Financial services	Drafted client notes and follow-ups, automatic extraction of figures from documents, clear summaries of statements, and a complete log of every automated step.
Health and life sciences	Appointment reminders and intake, referral and insurance paperwork prepared for review, and staff answers from the practice’s own procedures, with patient data kept in systems already approved for it.
Industrial and operations	Answers from manuals and maintenance history, work orders written from voice notes, quotes built from past jobs, and parts alerts before shortages.
Public sector and civic	Round-the-clock resident questions, fast records search, drafted minutes and public notices for review, and clear reporting for boards.
Professional services	Proposals drafted from past work, research summaries with sources linked, search across matter or project files, and confidentiality respected by design.

Every sector shares the same foundation: company logins, spend caps, a pause control, and a full activity log.

8 Illustrative engagements

The examples below are composites or cleared cases, not client testimonials. Timelines are typical for a first project. This paper reports no measured client results.

Engagement	Typical timeline	What is built
Accounting firm workflow automation	~8 weeks	Automated workflows from onboarding to year-end, connected to the firm's existing accounting and client-management software, with a full activity trail.
AI-powered software delivery	~10 weeks	A locally hosted model shared by the whole engineering team, with automatic documentation, sprint lessons captured into an internal wiki, and automated bug triage.
Company knowledge assistant	~6 weeks	An assistant in Teams or Google Chat that answers staff questions from the company's own files, each answer linked to its source.
Service request agent	~8 weeks	An agent that reads each request, books or updates the job, and replies, within an explicit list of permitted actions and with a pause button.
AI roadmap	~2 weeks	Every experiment and workflow ranked by value and cost, with named owners and the first project ready to start.
Quote and proposal builder	~6 weeks	First-draft quotes from past wins and live pricing, each reviewed and sent by the salesperson.
Inbox command center	~4 weeks	Automatic sorting, tagging, and routing in the shared inbox the team already uses, with reply drafts.
Collections assistant	~4 weeks	A QuickBooks-connected assistant that drafts reminders from open balances, with every entry approved by the bookkeeper.

9 Agentic systems

An agent can answer a customer, update a record, and follow up on an invoice without being asked. The value, and the risk, sit where it connects to the systems the business runs on. Three practices govern that connection.

1. **Write the playbook first.** Record exactly what the agent may do, in which systems, and who can widen that list.
2. **Give each agent its own login.** Grant only the permissions its job needs, and record every action in a log anyone on the team can read.
3. **Launch one workflow, then grow.** Measure how much the agent handles unaided, route unusual cases straight to a person, and add the next workflow as the numbers climb.

10 Governance, security, and responsible use

Mungry's Responsible AI principles apply to how it scopes, builds, and runs AI-enabled work. They are commitments the firm believes it can keep at any size.

1. **People stay in charge.** A named owner on the client side, the ability to pause and override, and no quiet restrictions on the people using a system.
2. **You own your AI.** Least data, explained model choices, no silent model changes, and portable configurations, prompts, and evaluation cases.
3. **Systems say what actually happened.** Failures are reported as failures, and controls live outside the model.
4. **Know where the information comes from.** Answers trace back to their sources.
5. **Nothing runs out of sight.** Activity is logged and reviewable.
6. **Built to serve people, not to hold their attention.**
7. **Honest scope, honest results.** Claims match what has actually been delivered.
8. **Law, limits, and who this does not cover.** The principles state their own boundaries.

On security, the firm’s published posture is to treat controls as part of delivery: scoped access, named people, plain logs, and clear ownership on the client side. Secrets stay under the client’s control, and engagement access is set up under a scoped agreement rather than through a web form. The published posture is a statement of practice. It is not an SOC report, a penetration-test letter, or a claim of any certification, and the controls that apply to a project are the ones written into its signed agreement. Full text is on the [Responsible AI](#) and [Security posture](#) pages.

11 Verndr: personal apps

Verndr is the product practice of Mungry LLC: personal AI-enabled apps for a person’s own information and day, focused on security, safety, privacy, and organization. It has its own site so that a product customer meets the product, and store listings and desktop channels are contracted through Mungry LLC.

App	Purpose	Status
Verndr Vault	A personal vault whose contents are encrypted on the user’s device before upload.	Alpha
Eirvr Health	A private health tracker under the same encryption model. Not a certified health product.	Alpha
Klarvr Files	Deduplicate and organize a file library before it goes into a vault.	Alpha (web)
Erindvr Mail	Mail triage that turns messages worth keeping into records.	Alpha
Klixvr CLI	A free duplicate-file finder for the terminal.	Free download

Alpha access is by invitation and is free to invited users. Desktop versions are a waitlist, not a download. See the [news release](#) for details.

12 Conclusion and next steps

A smaller company does not need an enterprise AI program. It needs a clear view of where AI pays off, a working first piece inside the tools it already runs, and controls that keep owners in charge. The model in this paper is built to deliver those three things in weeks.

The first step is an engagement brief: a short summary of current pain points, the existing technology stack, a few starting use cases, and what success looks like. Briefs can be sent through the contact page at mungry.com/contact.

13 About Mungry LLC

Mungry LLC provides real guidance and real solutions to small and mid-sized businesses, and operates Verndr, a family of personal apps. The firm does not claim named clients, certifications it does not hold, or headcount it cannot show.

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14 Notes and limitations

- This paper summarizes Mungry's published practice as of its date. It is general information, not legal, financial, security, or compliance advice, and it is not a warranty or offer.
- Durations, engagement shapes, and examples are illustrative. Terms that apply to a project are the ones in its signed statement of work.
- Third-party tools and models are named as examples. Their capabilities are as characterized by their vendors.
- No statistics or outcomes from third parties are cited. No client results are reported.

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