

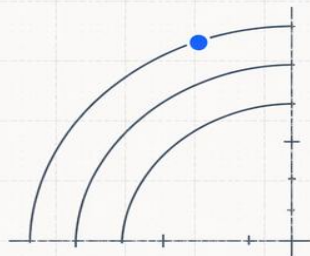
AI Agents in **Practice**

From Personal Productivity to Enterprise-Grade Workflows

AI 智能体实战：从个人提效到企业级工作流

SPEAKER · MARK

REV. 0.1 · 2026-05-27



Agenda

- 01 · **Why AI feels different now**
- 02 · **What AI Agents / OpenClaw / Lobster are**
- 03 · **Practical workflows — Atomic Skills + AI+AI · Iteration · Alignment**
- 04 · **Human-AI boundary**
- 05 · **Department applications + Automotive**
- 06 · **Tool selection + Data security**

Mark — founder of LovStudio.

Serial founder. AI evangelist. AI tech blogger.

Background — fintech, investment banking, frontier LLM company.

Now full-time on AI Coding. Lovpen is the flagship.

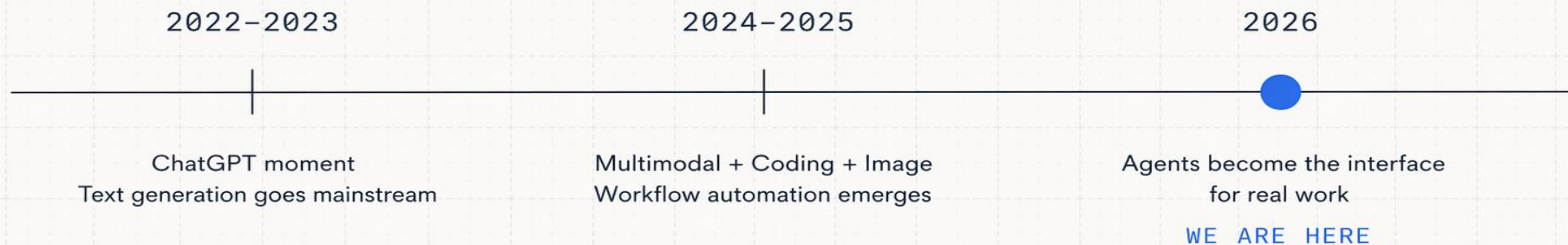
ROLE	Founder, LovStudio
FOCUS	AI Coding · creator tools
FLAGSHIP	Lovpen + 20 Skills/Apps
COMMUNITY	Lobster Salon

§2

Why AI Feels Different Now

The shift from chatbot to agent, and what it does to interfaces.

From chatbot to agent — a three-year arc.



AI is not just content generation.

AI is intelligent **decision + automated execution.**

Most people see a chat box.

Enterprises need an **intelligent component embedded in workflow.**

AI • Automation • Human — clear division of labor.



FIG. 2 · ROLES IN AN AI-AUGMENTED ORG

§ 3

OpenClaw and the Lobster Wave

What an Agent actually is, and why this wave caught fire.

An AI Agent — what it actually is.

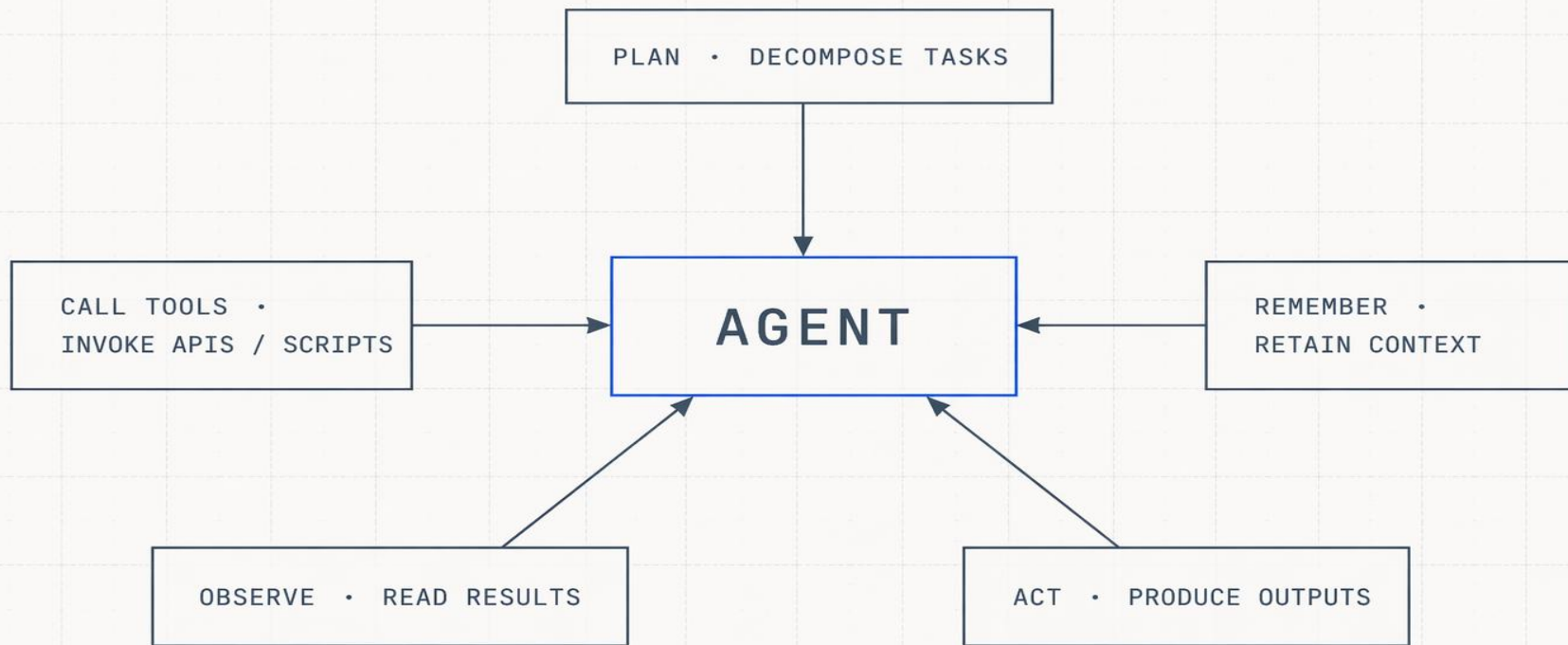


FIG. 3 · AGENT ANATOMY

OpenClaw vs domestic Lobster-type tools.

DIMENSION	OPENCLAW (OVERSEAS)	DOMESTIC LOBSTER
Model & Data	Richer overseas ecosystem; compliance + access boundaries	Localized services and data pipelines
Product Form	Modular, skill-oriented, professional workflows	Packaged, ecosystem-integrated, mass-friendly
Onboarding	Requires workflow literacy	Faster start; feels like an all-in-one assistant
Primary Risk	Permissions, data egress, compliance	Over-encapsulation, opacity, ecosystem lock-in

TABLE 1 • AGENT TOOL CLASSES

Don't ask which tool is better.
Ask: different maturity, different risk.

Different agent tools serve different user maturities and different risk boundaries.

The right answer is rarely a single tool — it's a portfolio.

§4

Practical Workflows

Four workflows, four different capabilities. Plus the playbook.

Atomic Skills — break a business SOP into composable pieces.

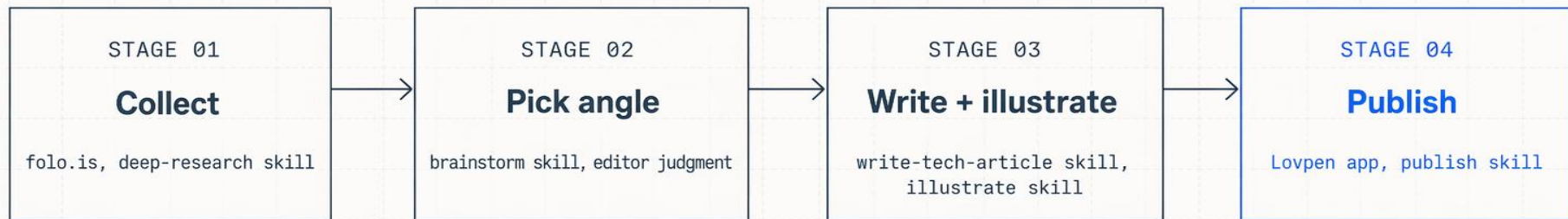


FIG. 4 • CONTENT CREATION – SOP DECOMPOSED INTO 4 SKILLS

The unit of automation is a skill — one per SOP stage, each independently versioned and replaceable.

Atomic Skills — break a business SOP into composable pieces.

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3,700

All (26)
Free (20)
Pro (6)

All Categories
General
Design
Office Automation
Business
Content Creation
Academic

#	Skill	Category	Description	Action
01	Any → PDF Editor's Pick	Office Automation	Typeset Markdown into a publication-quality PDF with 14 built-in themes	🔗 📄
02	Any → Slides Editor's Pick	Office Automation	Turn any content into a styled slide deck – 16 looks, export to PPTX or PDF	🔗 📄
03	Any → Word Editor's Pick	Office Automation	Convert Markdown into a clean, professionally styled Word document	🔗 📄
04	Book Writer PRO	Content Creation	Write a full multi-chapter book – technical, tutorial, or monograph – from an outline	🔗 📄
05	Contract Review Editor's Pick	Business	Review a document or contract and return it with inline comments	🔗 📄
06	Contract Review Pro Industry Pick	Business	Professional-grade contract review – four-layer methodology, structured comments with risk levels, summary, opinion, and business flowchart	🔗 📄
07	Deep Research	Content Creation	Produce citation-tracked research reports with persistent evidence, claim verification, and Markdown/HTML/PDF packaging	🔗 📄
08	Document Illustrator	Content Creation	Illustrate a long document in place – plan, generate, and insert images automatically	🔗 📄

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Set up and use...

A Stock Analysis
A股实时行情与分时量能...

Agent Browser
Browser automation CLI...

Aminer Data Search
使用 AMiner 开放平台 A...

Architecture Designer
Use when designing ne...

Autoglm Browser Agent
智能浏览器自动化代理,可...

AI+ or +AI — where AI sits in the stack changes the output.

NOVICE • one-shot generation

gpt-image-2 / nano-banana-pro

one prompt → one bitmap

Iterate by re-prompting. Style drifts. Layout uncontrollable.

EXPERT • layered composition

LAYOUT • AI-generated HTML (rendered to image)

COPY • editorial line + headline polish

ILLUSTRATION • text-to-image (multi-candidate)

COMPOSITION • orchestrated mix of HTML + bitmap APIs

FIG. 5 • CONTROL × VISUAL FIDELITY • ONLY THE LAYERED STACK GIVES YOU BOTH

Mix AI-generated HTML APIs (controllable) with AI image APIs (expressive) — across layers.

Iteration — real client work is a loop, not a line.

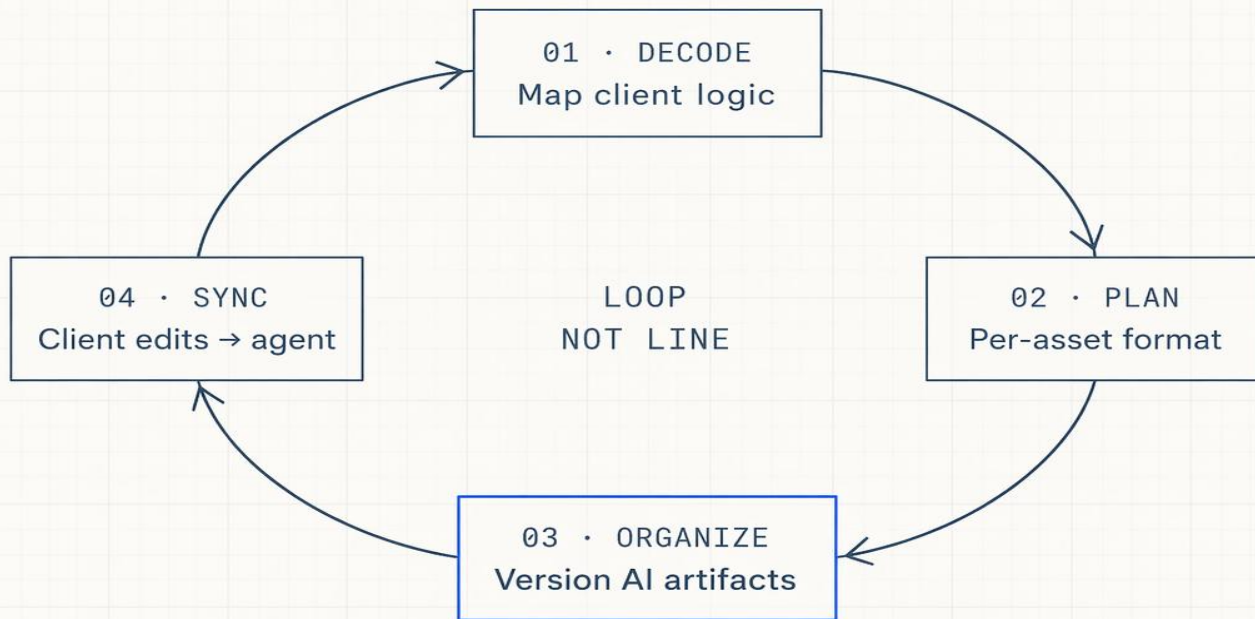
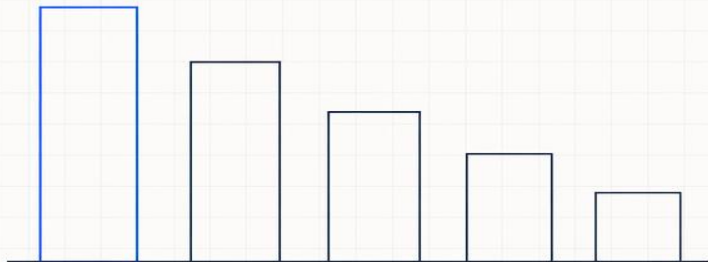


FIG. 6 · DELIVERY ITERATION LOOP

AI speeds production. Leverage lives in the loop around it.

Alignment — let the sprinters run, build a market for what they ship.

ADOPTION VELOCITY · ACROSS SAME ORG



Inside every org, a few people sprint ahead.

Most of the team is still on the starting line.

Don't slow the sprinters. Channel what they ship.

FIG. 7a · THE ORGANIZATIONAL GAP · AFTER WANG WEI / @ONEVCAT

Internal Skill Marketplace

01 · PUBLISH

- Fast adopters upload skills they wrote
- Each skill = a versioned, runnable artifact
- Source visible to the whole org

02 · REWARD ON OUTCOMES

- Adopters of your skill drive your reward
- Not token-burn. Not leaderboard rank.
- Measure value at the result end, not the input end.

03 · GOVERN

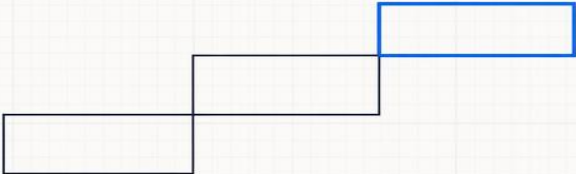
- Review, sandbox, certify before broad use
- Pull bad skills fast
- Keep audit trail for compliance

Token leaderboards measure the production end. Marketplaces measure the result end. Only one is honest.

The dao is **simple**. The action plan fits in one paragraph.

THE DAO · MICRO-HABITS

AI-NATIVE · ONE STEP AT A TIME

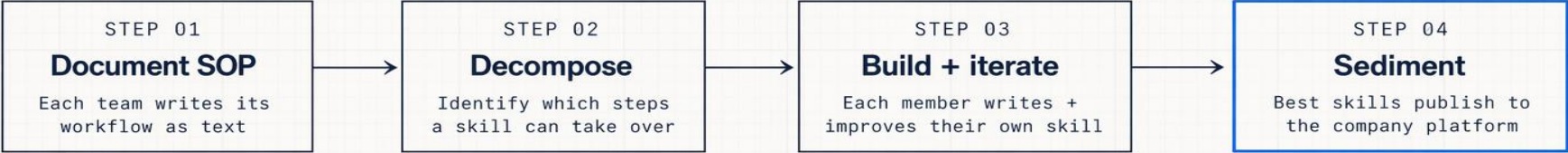


- 01 · AI is a habit, not a project. Use it every day, even for tiny things.
- 02 · Start where you already know the work. Then expand.
- 03 · Cross a small boundary each week. The walls fall in order.

REF · THE 7 WALLS OF AI ADOPTION · LOVSTUDIO.AI

THE ACTION PLAN · ORG ROLLOUT

From SOP to Skill to Platform



Like Dreame asking every employee to film videos — make skill-writing the default, not the exception.

FIG. 8 · ORG ROLLOUT · SOP -> SKILL -> PLATFORM

AI's quality depends less on the model and more on whether the task is decomposed into a **controllable workflow.**

- DECOMPOSE INTO STAGES
- MAKE EACH STAGE TESTABLE
- AUDIT THE OUTPUT, NOT THE PROMPT

§5

The Human-AI Boundary

Where AI ends. Where you begin. What metrics still matter.

Humans drive AI — not the other way around.

HUMAN KEEPS

- Goals
- Judgment
- Values
- Accountability

AI DOES WELL

- Drafting
- Summarizing
- Comparing
- Prototyping

AUTOMATION DOES WELL

- Repeatable execution
- Formatting
- Routing
- Reporting

After AI solved the problem, did the person **internalize** the method?

Efficiency gain ≠ capability gain.
Real value: employees absorb AI's process into their own working method.

FIG. 1 INTERNALIZATION FRAMEWORK

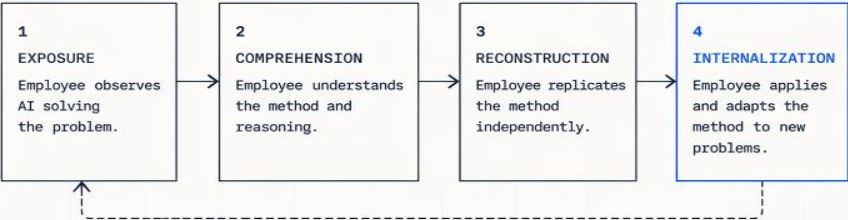
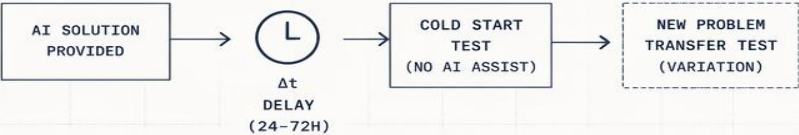


FIG. 3 INTERNALIZATION TEST DESIGN



1. COLD START: EMPLOYEE SOLVES SIMILAR PROBLEM WITHOUT AI.
2. EVALUATE METHOD REPRODUCTION AND RESULT QUALITY.
3. TRANSFER: APPLY METHOD TO A NEW, UNSEEN VARIATION.
4. SCORE ACROSS FOUR DIMENSIONS (FIG. 2).

FIG. 2 INTERNALIZATION SCORING MODEL

INTERNALIZATION_SCORE =
 $0.25E + 0.25C + 0.25R + 0.25T$

- E = EXPOSURE (0-100)
C = COMPREHENSION (0-100)
R = RECONSTRUCTION (0-100)
T = TRANSFER (ADAPTATION) (0-100)

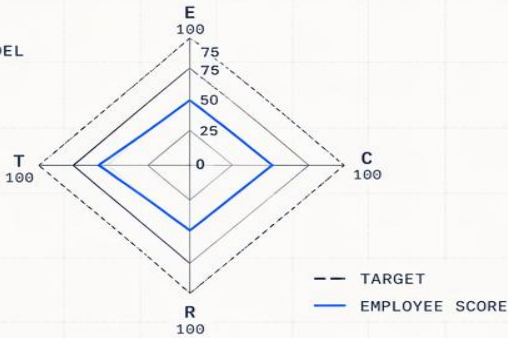


TABLE 1 INTERNALIZATION RESULTS (EXAMPLE)

EMPLOYEE	DIMENSION SCORE (0-100)				INTERNALIZATION SCORE	LEVEL
	E	C	R	T		
E01	95	85	80	70	82.50	HIGH
E02	90	75	60	45	67.50	MEDIUM
E03	85	65	50	30	57.50	LOW
E04	90	90	85	80	86.25	HIGH
E05	80	70	55	35	60.00	MEDIUM
E06	95	90	90	85	90.00	HIGH

NOTE: SCORE ≥ 75 = HIGH • 50-74 = MEDIUM • < 50 = LOW

Two metrics that matter.

01

Task acceleration

How much faster did
this task become?

02

Method accumulation

Did the organization sediment
a new reusable working method?

§6

Department Applications

Where to start, where to be careful, who has to go first.

Where each department can start.

DEPARTMENT	PRIORITY USE CASES	WATCH-OUTS
HR	Training material, job specs, FAQ bot	Avoid leaking personal data
LEGAL	Contract summary, clause comparison, regulation triage	AI assists; never substitutes legal judgment
PROCUREMENT	Supplier briefing, RFQ compare, negotiation prep	Pricing / contract data needs strict isolation
ADMIN	Event planning, notice drafting, process FAQ	Standardize phrasing across channels
R&D	PoC, code assist, technical research, prototyping	Code security, project sandboxing, review process
LEADERSHIP	Decision summaries, cross-team integration	Preserve human judgment and accountability chain

TABLE 3 • AUDI DEPARTMENT × AI USE CASES

Don't build a big AI platform on day one. Start with **high-frequency, low-risk, verifiable** tasks.

Every department's first AI win should hit all three axes.

Build credibility through small, verifiable victories.

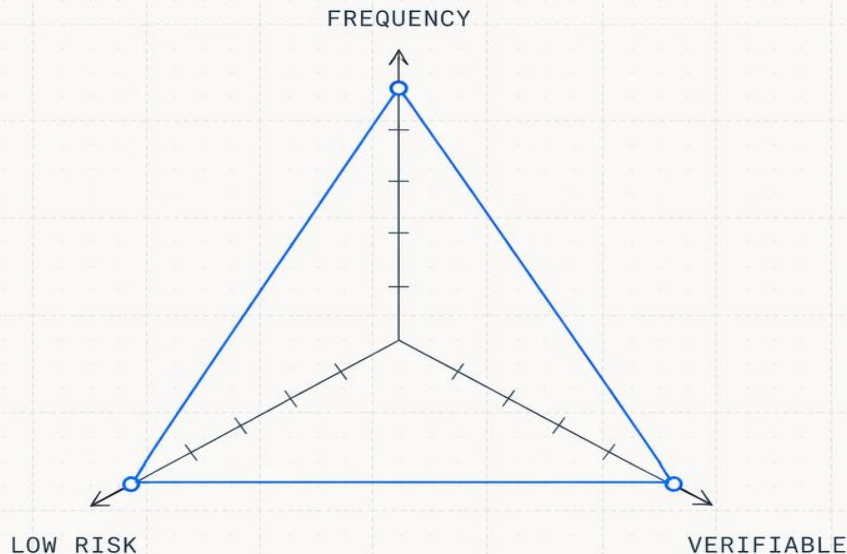


FIG. 8 • PROJECT SELECTION SWEET SPOT

Decisions **cannot be automated.**
Preserve the human accountability chain.

- AI HELPS A CEO DECIDE BETTER.
- AI DOES NOT DECIDE FOR A CEO.
- ACCOUNTABILITY $\neq$ TECHNOLOGY PROBLEM.

§ 7

Automotive — The Long Game

Not just AI in cars. Cars as one more agent surface.

AI shapes the entire value chain — not just the cabin.



FIG. 9 • AI IN AUTOMOTIVE OPERATIONS

IN VEHICLE

Perception • Assistance • Personalization • Multimodal interaction

The vehicle becomes a **context-aware intelligent system.**
Continuous learning, persistent context, multimodal sensing.

Same Agent architecture
pattern, different surface.

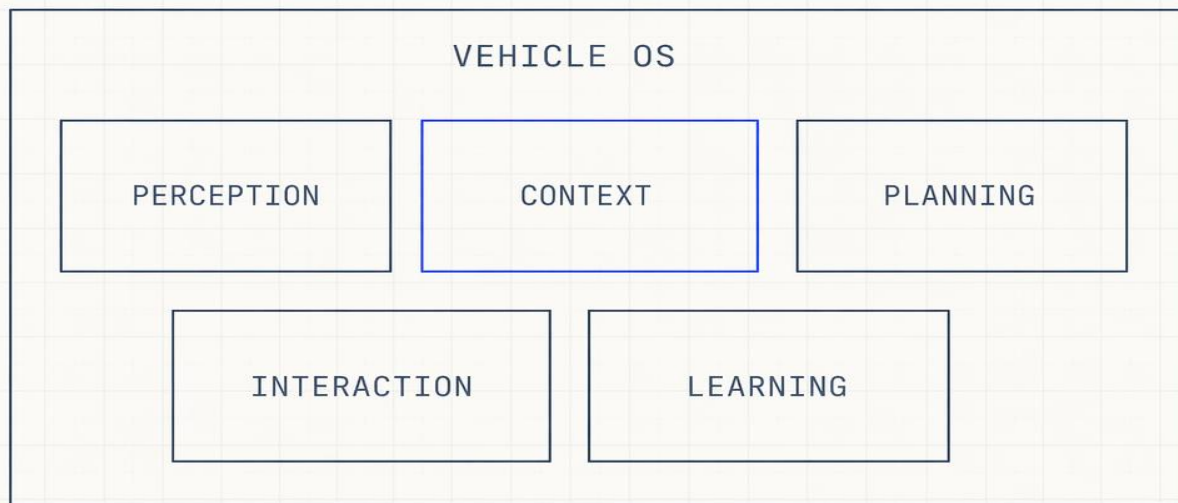


FIG. 10 • VEHICLE-AS-AGENT

**The opportunity is not 'a smarter car'.
It's reorganizing how vehicles are conceived, built, and serviced.**

- R&D · AGENT-ASSISTED DESIGN AND SIMULATION
- MANUFACTURING · TEST GENERATION + QUALITY AGENTS
- SERVICE · CONTEXT-AWARE CUSTOMER SUPPORT

§8

Tool Selection

How to choose, what to weigh, which tiers to stack.

Four tiers of AI tools — different trade-offs.

PERSONAL TOOLS	Fast, flexible, weak governance	BEST FOR LOW-RISK INDIVIDUAL TASKS
TEAM COLLAB	Knowledge sharing, workflow standardize	BEST FOR CROSS- FUNCTIONAL TEAMS
MODEL GATEWAYS	Multi-model orchestration	BEST WHEN ONE MODEL CAN'T COVER ALL TASKS
INTERNAL PLATFORMS	Safest, but adoption depends on UX	BEST FOR COMPLIANCE- BOUND WORKFLOWS

FIG. 11 • AI TOOL TIER STACK

Selection is not 'which model is strongest'. It's 'which combination fits org flow, compliance, and employee habits'.

For a multinational like Audi:
balance five axes — no single optimum.

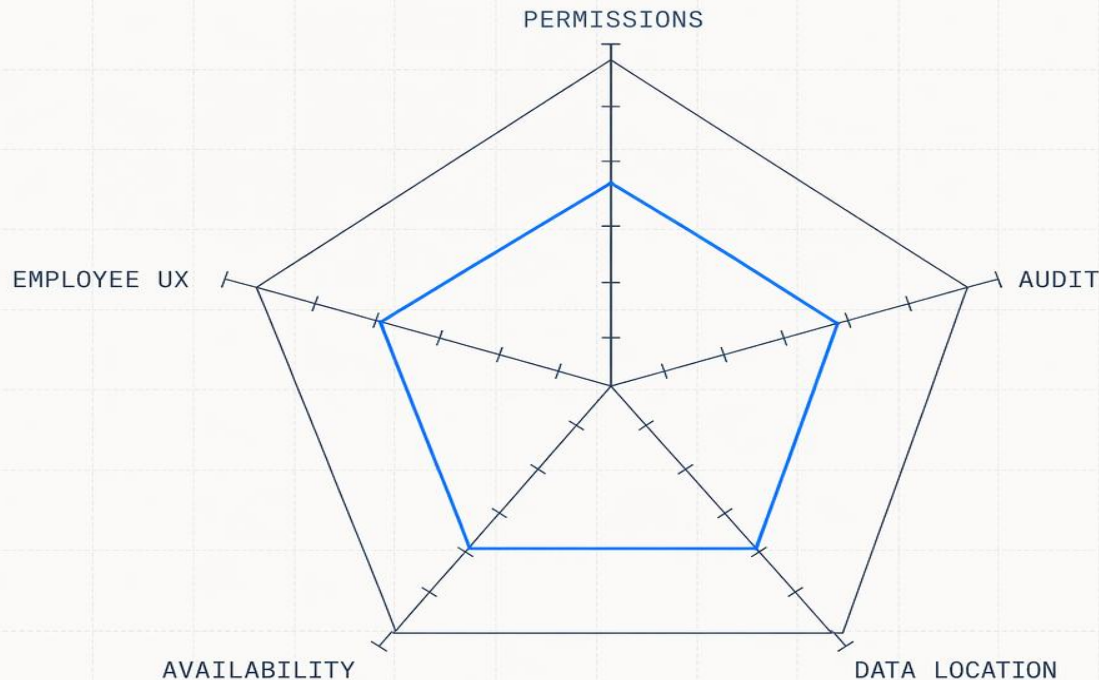


FIG. 12 • TOOL SELECTION RADAR

§ 9

Data Security, Honestly

Make the safe path the easy path.

Make the safe path **the easy path.**

DAILY HABITS

- 01 - Never paste confidential data into uncontrolled tools
- 02 - Desensitize before sending to AI
- 03 - Keep logs for important workflows
- 04 - Treat AI output as assist, not authority

BUILD THIS, NOT POLICY

- 01 - Data tiers: public, internal, sensitive, regulated
- 02 - Project sandboxes: AI sees only current scope
- 03 - Approval flow for export and external calls
- 04 - Audit trail on every workflow

Compliance follows experience. If the safe path is the easy path, employees take it.

AI transformation is not adding more tools.
It's the organization learning to **sediment goals, knowledge, workflows, and guardrails into reusable assets.**

真正的 AI 转型，不是让每个人多装几个工具，
而是让组织学会把目标、知识、流程和安全边界沉淀成**可复用**的工作方式。

Questions we expected.

- 01 • How is OpenClaw / Lobster different from ChatGPT?
- 02 • How do we choose between overseas and domestic agent tools?
- 03 • Audi already has internal AI Garage — do we still need external tools?
- 04 • Which data must NEVER go to AI?
- 05 • How should non-technical departments start?
- 06 • How to design Audi's brand-specific AI assistant?
- 07 • What do in-vehicle interaction and enterprise agents have in common?

Thank you, Audi China.

Let's organize this well — together.

MARK SHAWN (南川)

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