11:59
ready for tomorrow

STATE OF CALIFORNIA

SAFE · STANDARDIZED AI ADOPTION

Standardized AI Adoption

One AI standard for every program, built with ITSD.

Built by our forward deployed specialists, run by 11:59 Operate.

Your programs already have AI. Claude through the statewide agreement, Copilot or Poppy is on staff desktops, programs are building their own tools, and ITSD is accountable for how it is used, what it delivers and what it costs.

Standardized AI Adoption replaces everyone doing it their own way with one way to build and run AI: an executive roadmap, a Center of Excellence that sets the rules once, Rescue Engineers who bring the AI staff already built under the standard, and forward deployed specialists who move program after program onto working agents. Once agents are live, 11:59 Operate runs them. ITSD oversees it. Programs deliver it. Leadership can see it.

23+ years of State of California work · **300+ projects for the State of California**

> *The structured alternative to handing everyone a license and hoping adoption happens.*

THE PROBLEM

Two ways AI adoption stalls in a department

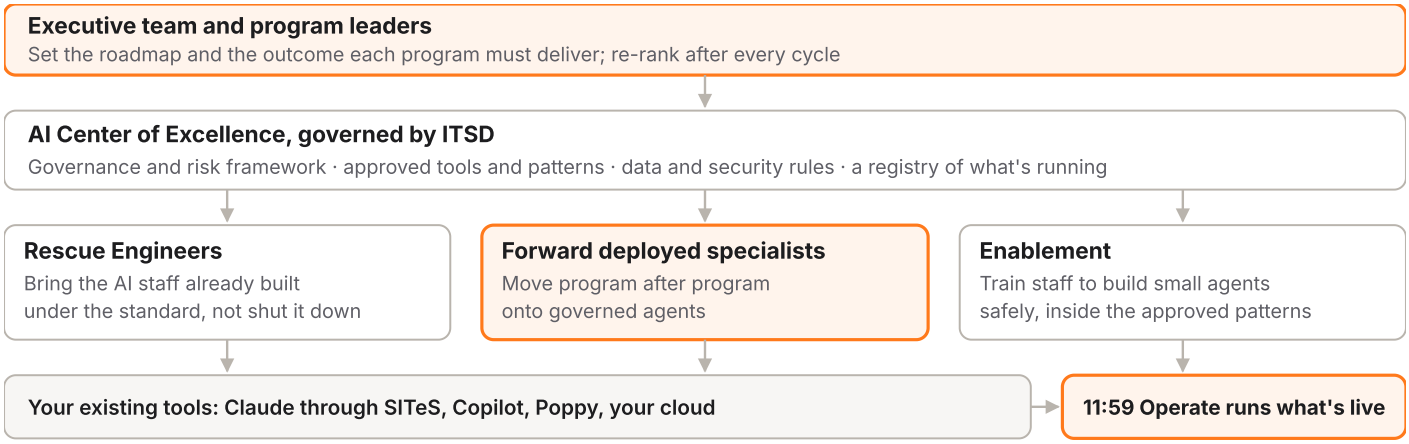
Most departments are in one of two places, and both lead to the same outcome.

LICENSES FOR EVERYONE	LOCKED DOWN UNTIL POLICY IS DONE
Leadership gives everyone a license and calls organic use "adoption"	ITSD blocks AI tools until policy, security and risk are settled
Shadow AI in every program: prompts, scripts and bots nobody governs	Programs wait, then build anyway, outside the controls, because the work doesn't wait
Pilots depend on one person; when they move on, the work stops	Nothing ships while the policy is drafted
No training, no structure, no defined outcomes, no executive view	Governance exists on paper and nowhere else
Result: risk ITSD can't see	**Result: work that goes around ITSD**

Both are missing the same thing: an operating model where direction comes from the top, delivery happens in the programs, and governance is a service that enables rather than a gate that blocks. That is what Standardized AI Adoption puts in place.

THE OPERATING MODEL

How it fits together



Read it top to bottom. Leadership sets direction. The Center of Excellence turns that direction into rules everyone builds against, once. Three teams do the work in the programs: one rescues what already exists, one delivers the roadmap, one teaches people to keep going. Everything runs on tools you already own.

WHAT'S INCLUDED

The components

COMPONENT	WHAT IT DOES	WHAT YOU HAVE WHEN IT'S RUNNING
Executive roadmap and steering	Your executive team and program leaders set the program sequence and the outcome each one is expected to deliver. A steering group re-ranks after every cycle.	A plan leadership owns, and an answer to "where are we on AI?"
AI Center of Excellence	Stood up with ITSD: governance model, AI risk framework, approved tools and build patterns, data and security rules, a registry of what's running. Oversight without a gate.	Rules set once, so every program builds against the same standard and nobody waits on a policy review per agent
Rescue Engineers	Find the AI your staff have already built, take the load off the people carrying it, and rebuild it inside the governed model.	Shadow AI turned into governed AI; the people who started it recognized rather than shut down
Forward deployed specialists	A small team moving program to program: outcomes agreed with the program leader, agents built, tested on real cases, deployed and handed off.	A program moved every cycle; a reusable pattern that gets faster each time
Enablement	Train staff to build small agents safely inside the governed patterns, group by group as the specialists move through.	Capability that stays after the program ends; a community for the Center of Excellence to govern
Your existing tools	Claude through SITeS, Copilot, Poppy and your cloud, or the Agent Foundation if you have adopted it. Many small agents rather than one large system.	No new platform to buy; a portfolio of agents rather than one system everything depends on

GETTING STARTED

Two ways in

	AI IS ALREADY ON EVERY DESKTOP	AI IS MOSTLY BLOCKED, WAITING ON POLICY
Sounds like	Staff use Claude, Copilot or Poppy every day, programs have built their own tools, and ITSD can't say what is running	Tools are restricted while policy, security and risk reviews continue; programs wait or work around it
First step	An AI Rapid Scan that inventories what is already in use and what is worth rescuing	An AI Rapid Scan that drafts the governance model and approved patterns, so the first program can start under them
First thing you can show	Shadow AI brought under one standard, with an owner for every tool	Approved tools and patterns, and the first program building against them
Then	The specialists move the first program onto governed agents	The same: the first program, then the next

Either way, ITSD keeps the governance and the programs keep the outcomes. Only the starting point changes.

ROLES

Who owns what

The program only works if the division of labor is explicit from day one: ITSD owns how AI gets built; programs own what gets built and why; 11:59 supplies the teams until your people can run them.

	OWNS	DOES NOT DO
Executive team and program leaders	The roadmap, the sequence, the outcome each program commits to	Pick tools or review individual agents
ITSD and the Center of Excellence	Governance, risk, security, approved patterns, the registry, the standards	Build program agents or approve them one by one
Programs	Defining outcomes, working with the specialists, adopting and operating their agents	Choose their own tools or run ungoverned pilots
11:59	The forward deployed specialists, Rescue Engineers, enablement and the Center of Excellence build-out, until your people can run them	Own your roadmap or your governance; both transfer to you

HOW IT RUNS

From kickoff to running it yourselves

Program length is set during scoping, based on how many programs you want to move.

PHASE	WHAT HAPPENS	WHAT YOU CAN SHOW
Set direction	Roadmap workshop with the executive team and program leaders. Center of Excellence chartered with ITSD. Rescue Engineers begin the inventory of AI already in use.	A sequenced plan, a governance model on paper and in practice, a list of what's already running

PHASE	WHAT HAPPENS	WHAT YOU CAN SHOW
First program	The specialists move the first program onto governed agents. Rescue Engineers bring the highest-value shadow AI under the standard.	First agents in production under governance; first rescued workloads
Scale	More programs, one after another. Staff trained in the programs already moved. The steering group re-ranks after each one.	Several programs working differently; staff building safely on their own
Hand over	ITSD runs the Center of Excellence; your people lead the next programs. Review with the executive team against the outcomes each leader defined.	A running operating model, a registry of governed agents, a trained community

WHAT YOU CAN REPORT

What leadership sees every month

- **Programs moved.** which programs are working on governed agents, measured against the outcome each program leader committed to
- **The registry.** every agent and AI tool in use, with its owner, autonomy level and status; nothing running that ITSD can't see
- **Shadow AI rescued.** tools people built on their own that now run under the standard, and the ones retired
- **People enabled.** staff trained to build inside the approved patterns, by program
- **Hours returned.** what the agents handled, turned into staff time given back
- **Decisions for the steering group.** the next program in the sequence, autonomy changes, and anything that needs an executive call

How value is measured: hours returned are items handled multiplied by the minutes per item each owner agrees before go-live, counted from real volume rather than estimated afterward. We report time given back to staff, not cash savings; what people do with that time is your decision.

GUARDRAILS

What we commit to from day one

- **Nothing ungoverned goes live.** Every agent has a named owner, an autonomy level and an audit trail before it touches real work.
- **People keep the decisions that matter.** Eligibility, enforcement, disclosure and anything else with legal weight stays with your staff. Agents prepare; people decide.
- **Inside your reviews, not around them.** Agents go through your department's existing security, privacy and procurement reviews. The Center of Excellence makes those reviews repeatable instead of skipping them.
- **Your data stays put.** Everything runs in your tenant and cloud, under your identity provider and records retention rules.
- **Recognition, not reprimand.** People who built tools on their own become your early adopters. The point is to keep what works, governed.

BUYING

How you buy it

	WHAT IT IS	HOW IT'S PRICED
AI Rapid Scan	The front door: the AI already running in your department, your governance gaps and the first two programs to move	Fixed fee, scoped to the effort and quoted before we start
Standardized AI Adoption	Roadmap and steering, Center of Excellence build-out, Rescue Engineers, a forward deployed specialist team and enablement, contracted as a Managed AI Center of Excellence SOW	Flat monthly fee for the program term
Additional specialist team	A second team to move two programs in parallel	Flat monthly add-on
11:59 Operate	We keep running the agents the program built, or step down to advisory as your people take over	Monthly, lower as scope transfers to you

FOR STATE OF CALIFORNIA LEADERS

Govern it, fund it, deploy it

Your programs are already building AI. ITSD is asked to support it, secure it and explain it to oversight bodies without slowing the programs down. Standardized AI Adoption gives ITSD a Center of Excellence to govern from, programs a team that delivers against outcomes their own leaders defined, and the executive team a plan a legislature or auditor can see. It runs on the licenses and cloud you already pay for.

> *The capability to govern, fund and deploy AI across every program, with a model your own people run.*

QUESTIONS LEADERS ASK

The ones that come up in every first meeting

Will this replace staff?
It gives hours back to the people doing the work. Program leaders decide how that time is used: backlogs, service levels, the work that never gets reached.

Do we need a new procurement?
No. It is contracted as a SOW under CMAS 3-24-01-1044 or the TDDC MSA #5-22-70-25-189, and runs on licenses and cloud you already pay for.

What about what staff already built?
We find it, keep what is useful and rebuild it under the standard. Shutting it down only pushes it further out of sight.

What happens when 11:59 steps back?
The roadmap, the Center of Excellence, the patterns and the trained staff are yours. Your people lead the next programs, or 11:59 Operate keeps running the agents.

WHY 11:59

Built with a California department

- **Built with a client, not in a workshop.** The model comes from an enterprise AI enablement engagement with a California state department: Center of Excellence, governance, forward deployed specialists, Rescue Engineers, outcomes defined with program leaders.
- **Oversight without the gate.** We set up ITSD as the governor of AI without making it the bottleneck, because that is the only version State of California programs accept.
- **Governed like government.** 23+ years of State of California work and 300+ projects for the State of California. AWS Advanced Tier Partner with the AWS Generative AI Competency.
- **It transfers.** The roadmap, the Center of Excellence, the patterns and the trained staff are yours. When the program ends your people run it, or we keep running the agents under 11:59 Operate.
- **A record of delivery.** Every AI and cloud project delivered since 2022, and 89+ NPS, measured every year.

WHERE IT PAYS OFF FIRST

Agents programs usually start with

WORK	WHAT THE AGENT DOES	WHAT CHANGES FOR YOUR PEOPLE
Intake and correspondence	Reads incoming applications, letters and email, sorts them and drafts the routine replies	Staff review and send instead of starting every reply from a blank page
Policy and procedure questions	Answers staff questions from your regulations, manuals and bulletins, with citations	Fewer interruptions for senior staff; the same answer across the program
Reports to control agencies and the Legislature	Assembles first drafts from program data and prior reports	Analysts check and edit a draft instead of compiling one
Contract and procurement documents	Checks submissions for completeness against the requirements and flags what is missing	Reviewers start from a checklist that is already filled in
Contact center follow-up	Summarizes calls and cases and drafts the follow-up	Less after-call work; better notes for the next person

These are starting points, not a fixed menu. The executive roadmap decides what comes first.

Next step: an AI Rapid Scan focused on governance

With your executive sponsor and ITSD lead, we inventory the AI worth rescuing, sketch the Center of Excellence charter and pick the first two programs. It is scoped to the effort and quoted before we start. You leave with the program outlined and the first program to move.

Contract through **CMAS 3-24-01-1044** or the **TDDC MSA #5-22-70-25-189** as a SOW under an existing agreement. 11:59 software is also available through the **California Software Licensing Program (SLP)**.

11:59 · Sacramento, California
hello@1159.ai · 888-369-1159
www.1159.ai