Local AI Strategy Partnership Proposal
City of Wilmington, Delaware

Presented by

Malcolm Coley (Futures First Gaming | ReadyPromptOne)

Paul Wright (Beyond Frequency | Global Fractional AI Executive)

Empowering Wilmington with Practical & Responsible AI

Purpose

Align on a partnership that helps Wilmington build a citywide AI strategy

Beginning with a 90-day foundation that delivers

- Measurable outcomes
- Shared roadmap,
- Smooth collaboration across all departments and partners.

A Moment for Leadership

- Wilmington has already demonstrated commitment to innovation and accessibility.

- The next opportunity is to use AI as a practical tool to **save time**, **improve services**, and **enhance lives**.

- Wilmington can lead Delaware in AI systems that elevate how the City operates and serves its residents.

The Team Bringing Local and National Strengths

Malcolm Coley

CTO, Futures First Gaming

CEO, ReadyPromptOne

Leadership Delaware Fellow

DBT 40 Under 40

Respected Wilmington innovator advancing digital equity, STEM education, and community tech engagement.

Through ReadyPromptOne, leading a statewide initiative to make 20,000 Delaware residents AI literate by 2027 — an effort where Wilmington's participation could create a model for equitable local innovation.

Paul Wright

Managing Partner, Beyond Frequency

Global Fractional AI Executive

FUEL 2025 "One To Watch"

20+ years in digital transformation & strategy — Startups to Fortune 50.

Experience across Microsoft; Apple; OpenDataPhilly; Comcast/NBC; Virtuous Innovation (Fractional CAIO); Cities of Houston, Medford, Fresno, Philadelphia and Chicago...amongst many others.

Trusted advisor to government, civic, and enterprise organizations driving digital innovation.

Guiding Principles for Wilmington's AI Journey

Our approach is built on five principles that guide every recommendation and outcome:

Efficiency and Impact

Deliver practical results and measurable ROI.

Local Relevance

Designed around Wilmington's unique systems and priorities.

Transparency and Ethics

Ensure open, explainable use of AI.

Momentum and Measurable Progress

Begin with visible quick wins, build toward larger goals.

Partnership and Support

Collaborate seamlessly with City and partners.

Our Strategic Framework:
Identify → Augment → Activate

A repeatable structure for effective AI adoption:

Identify	**Augment**	**Activate**
Discovery sessions and data mapping to find where AI delivers real value.	Improve what's already working with technology that integrates easily.	Launch pilots, measure ROI, and prepare for scaling.

Phase 1 — The First 90 Days

This phase builds both capacity and credibility — laying the groundwork for the City's full AI roadmap.

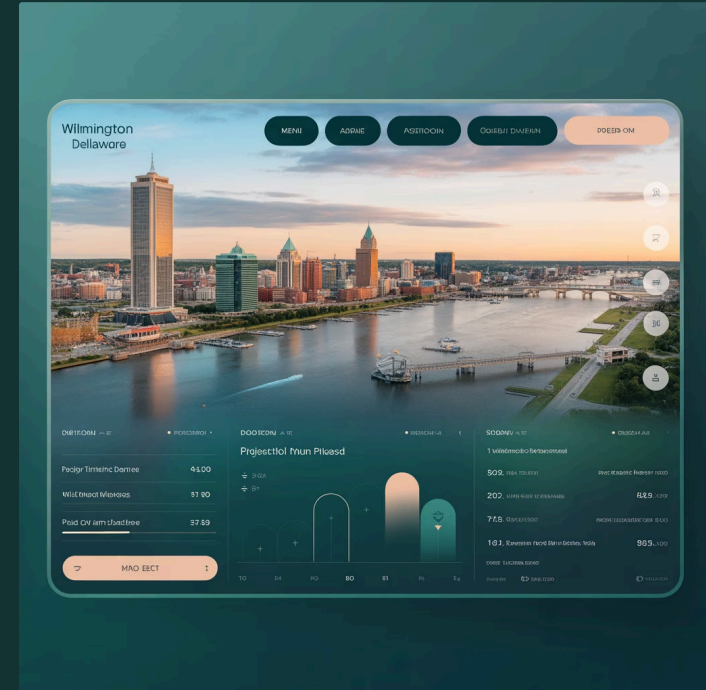Combines **Discovery, Training, and Quick Wins** in one unified track.

Ends with:

A detailed **Strategic Roadmap** with ROI priorities and multi-phase implementation plan.

A **Readiness Portal** providing a dynamic foundation for effective implementation and ROI tracking across all activities.

1–2 active pilots in use by selected departments demonstrating early impact.

Building capacity and credibility in 90 days.

Phase 1 — 90-Day Schedule

Days 0–15 | Discovery & Baseline

1

- Interviews with leadership, IT, and departments to identify workflows and bottlenecks.
- Map opportunities and readiness levels.
- Select 1–2 city services for early deployment as Phase 1 pilots.
- **Output:** Readiness Report and Portal setup capturing baseline priorities and service selection.

2

Days 16–45 | Training & Alignment

- Deliver hands-on Practical AI training with department teams.
- Build understanding of AI tools and governance.
- Align leadership and staff on expected outcomes and pilot integration.
- **Output:** Trained staff and unified roadmap priorities.

Days 46–75 | Quick Wins & Roadmap Development

3

- Deploy 1–2 selected services to demonstrate immediate value.
- Measure early outcomes and feedback to refine roadmap direction.
- Develop comprehensive Strategic Roadmap with ROI estimates, sequencing, and governance plan.
- **Output:** Integrated Report and Readiness Portal populated with live project and pilot data.

4

Days 76–90 | Roadmap Launch & Transition

- Present finalized AI Strategy Roadmap to City Council and IT.
- Deliver fully operational Readiness Portal for internal and partner coordination.
- Prepare for Phase 2 integrations and expansion.
- **Output:** AI Strategy Roadmap and ongoing Readiness Portal for project tracking.

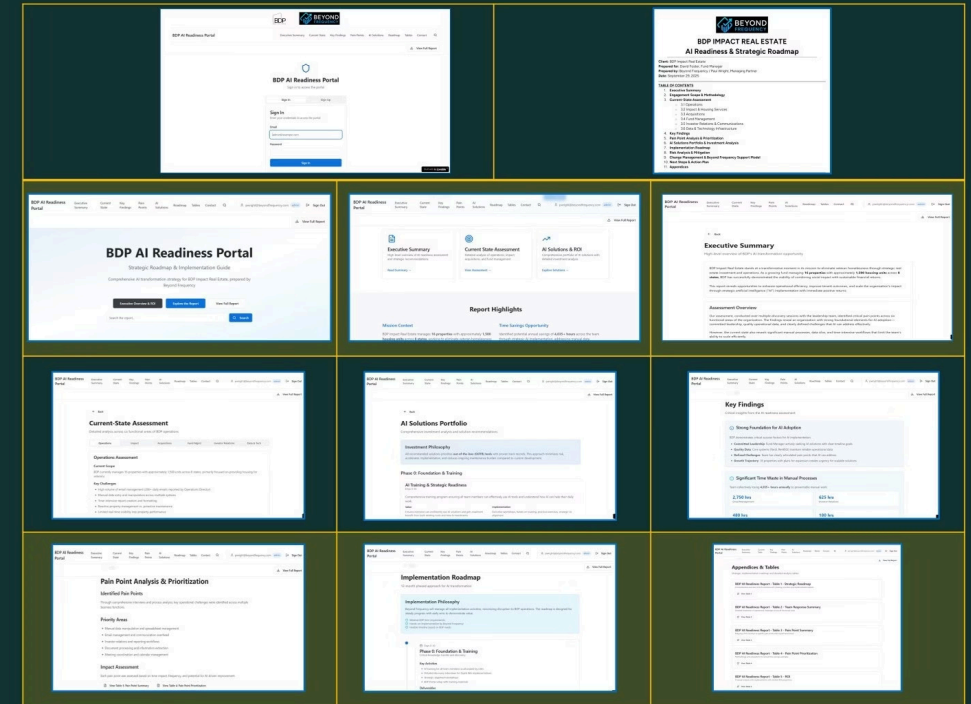# The Readiness Portal and Discovery Process

Structured Discovery

Interviews, workshops, mapping sessions to identify key opportunities.

Example Questions:

1. Which processes create the most manual work or delays?

2. What are your biggest frustrations n supporting certain services?

3. Where do teams struggle with data or visibility?

4. What would success look like 90 days from now?

5. How do you think AI could help you serve residents better?

Readiness Portal

Hub for scoring priorities, managing timelines, measuring outcomes.

From Phase 1 to Long-Term Success

Each phase builds on the foundation of the first 90 days:

Phase 1 (0–90 Days)

Discovery, Training, Quick Wins, Pilot deployments and Readiness Portal.

Phase 2 (Months 4–6)

Department integrations, expanded services and broader engagement.

Phase 3 (Months 6–12)

Advanced and ongoing optimization based on Discovery and Guiding Principles.

Each phase strengthens the foundation for the next.

Next Steps — 90 Days from Approval

1
Confirm Phase 1 engagement and kickoff plan.

2
Begin Discovery interviews within 2 weeks.

3
Identify 1–2 pilot services and initiate early deployment.

4
Deliver Wilmington AI Strategy Roadmap and Readiness Portal by Day 90.

5
Prepare for Phase 2 integrations and broader rollouts.

By Day 90, Wilmington has results in hand.

Thank You

Malcolm Coley – Futures First Gaming | ReadyPromptOne
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