



# AI in the StratusLIVE Product Suite

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StratusLIVE

# MEET THE SPEAKER



**John Funari**  
CTO  
StratusLIVE

# AGENDA

- **Introduction & Session Overview**
- **AI Use-Case Evolution**
- **Vision for Sweeping AI Utilization**
- **Priority Functions and AI-Enabled Tasks**
- **Foundational Architecture & Techniques**
- **Conclusion & Next Steps**

# The AI Revolution

- "Miracle of science"
- "It will change everything"
- "Dangerous and unnatural"
- "Jobs will be lost"
- "It will make life effortless"

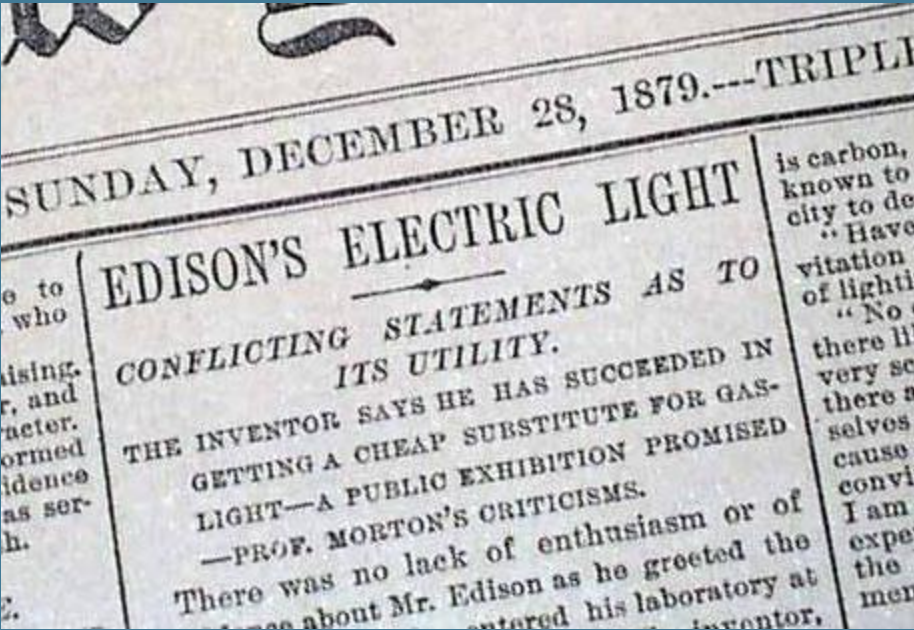


**THIS  
CHANGES  
EVERY  
THING**





# The Lightbulb and Electricity



**W** **WESTINGHOUSE**

**Electric Radiant Toaster**, makes delicious toast. Warms plates. Heats coffee. Special, complete \$2.50.

**Electric Percolator**, 2 to 5 cup size. Delicious coffee in 10 minutes. Special Christmas price, complete, \$5.00.

**Chafing Dish and Stove**. Ready instantly at turn of switch. Also for any light cooking. Complete, \$10.00 to \$11.75. Stove only, \$6.75.

**Electric Transfer's Iron**, for light pressing. Packs in small space. Will heat curling iron. \$3.00.

**Nursery Milk Warmer**. Heats baby's food in 4 minutes. Complete with sanitary nursing bottle, \$6.00.

**Sewing Machine Motor**, runs the machine without effort. Can be attached to any family sewing machine. \$16.00.

**Electric Labor Saver** will be popular gifts this season. The better grades are equipped with Westinghouse Motors.

**Electric Percolator**, 3 to 7 cup size. Look them over at any electrical showroom. \$5.00.

**Xmas Cheer Every Day in the Year**

**ELECTRICITY** is the servant that is always at command, and never shirks. It takes pay only for what it does. Many of your friends use it for lighting but some may have missed the many other phases of household helpfulness which come from the employment of the various articles of

**Westinghouse Electric Ware**

At this holiday time you have an opportunity of making gifts to your friends that will open their eyes to new labor savers and will delight them every day in the year.

Progressive women consider electrical household appliances absolute necessities in every home. Electric vacuum cleaners have made cleaning an easy and healthful task. Electric washing machines have done away with one of the worst forms of household drudgery. The best makes of these appliances are driven by Westinghouse motors.

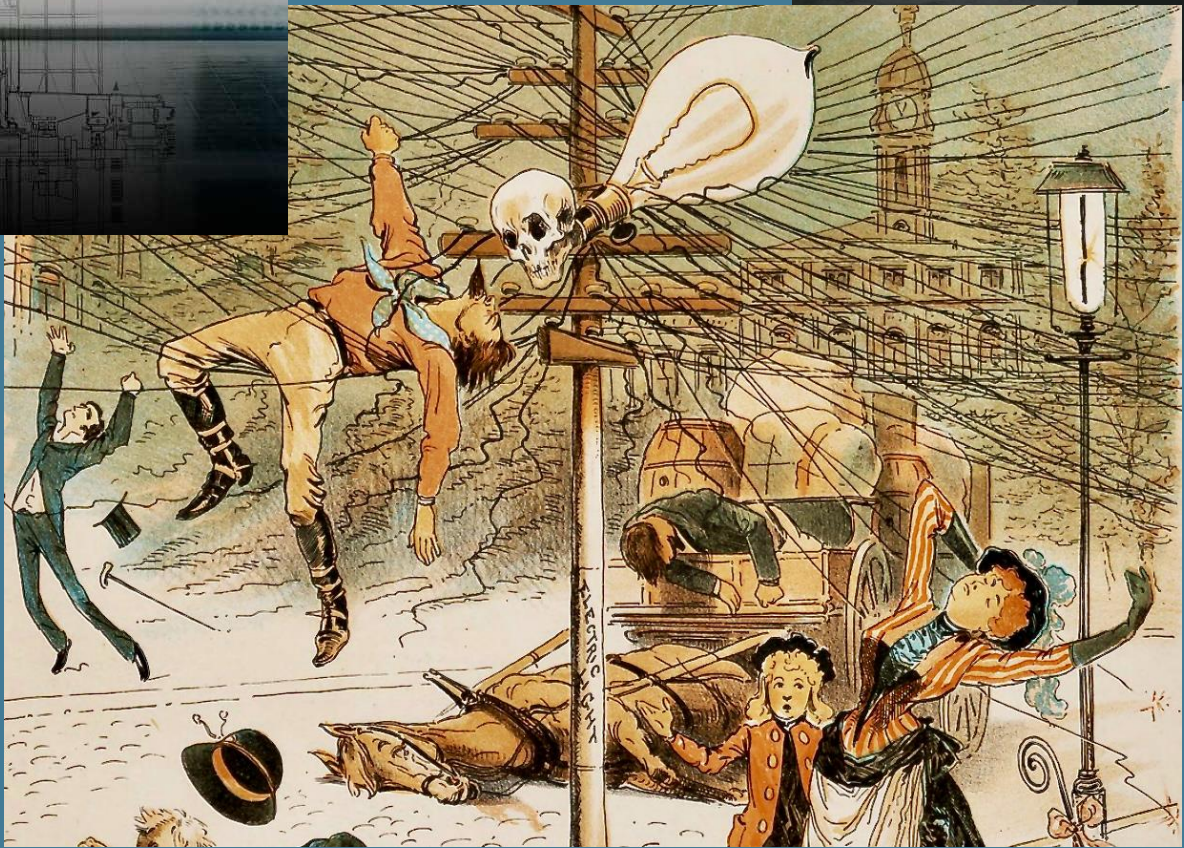
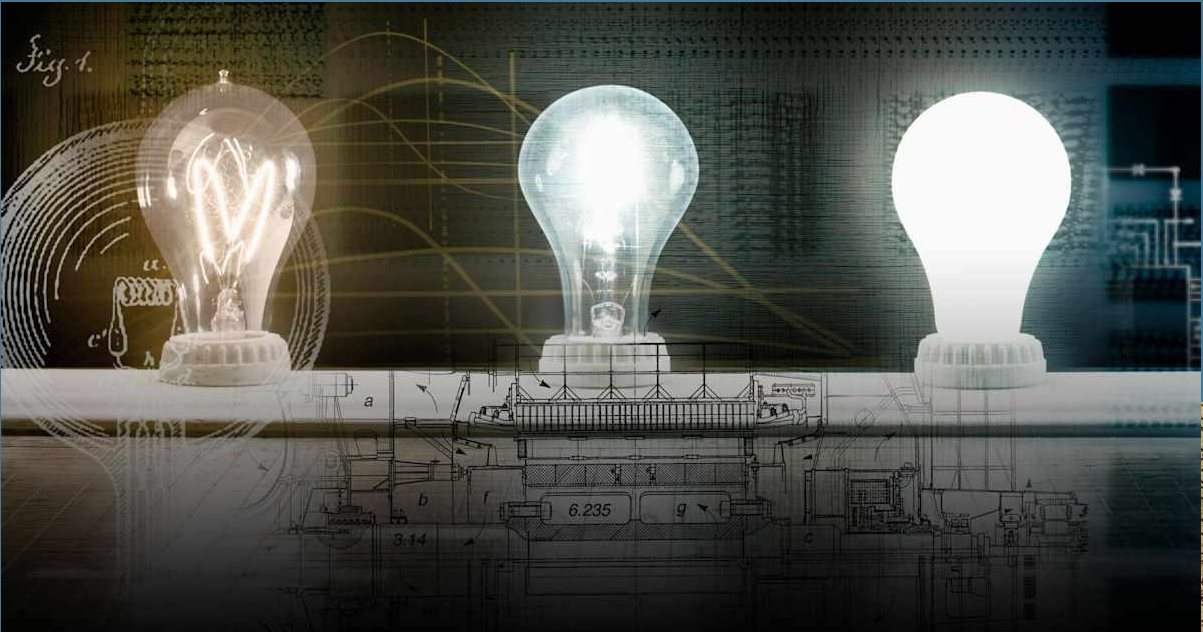
Electric cooking devices are in operation at the turn of a switch and will perfectly care for all forms of cooking.

All Westinghouse Electric Ware is designed especially for usefulness, durability and economy in operation and the very best materials are used in its construction.

Notice the special displays of Westinghouse Electric Ware in the showrooms of Electric Light Companies and Electric Shops. In order to help you choose, send for catalog 4294. Address Dept. FV.

**Westinghouse Electric & Mfg. Co.**  
East Pittsburgh, Pa.

Branch Offices in 45 American Cities  
Representatives all Over the World





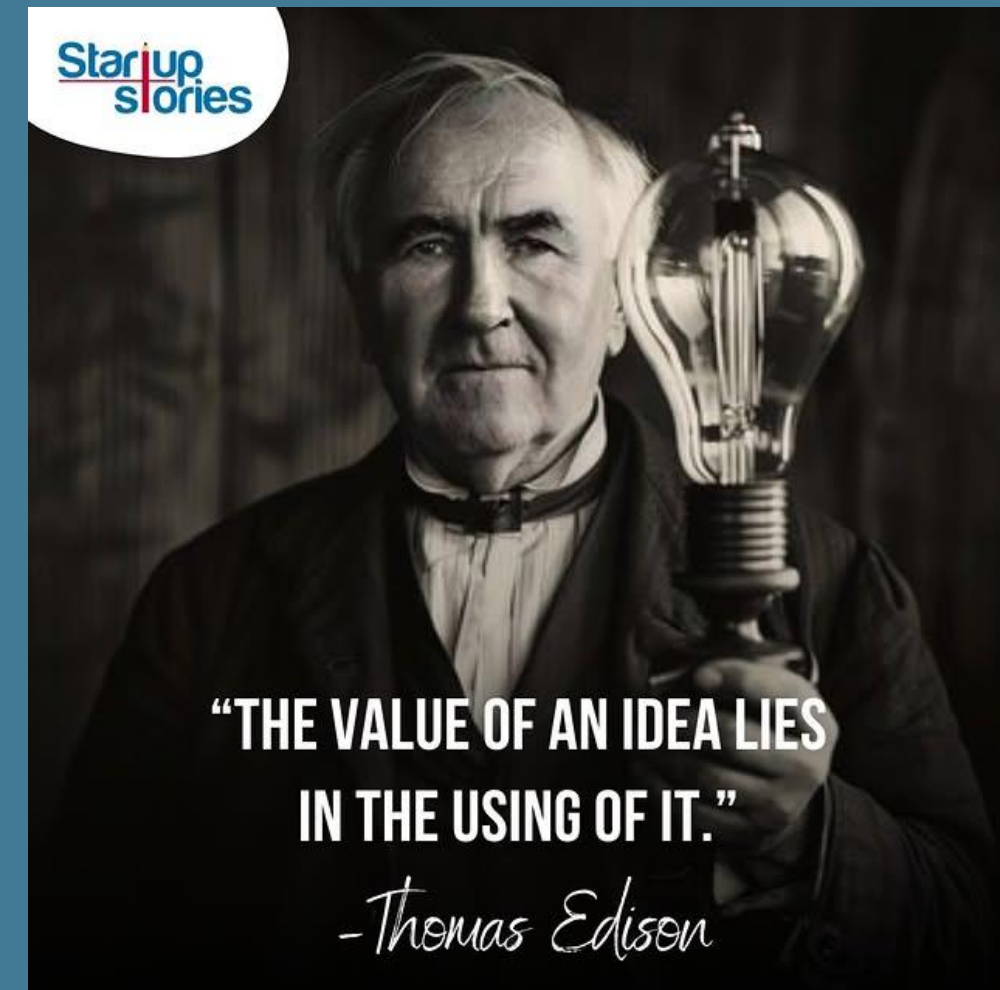
# Session Overview



*"Just as electricity transformed every aspect of how we live and operate, AI will fundamentally change how we work and contribute going forward."*

## Our Vision

This session explores our vision for how AI is transforming our product suite today and our roadmap for an AI-powered future that empowers your organization.



# Key Drivers for AI Implementation

## Efficiency Imperative

- Nonprofits must be able to do more with limited resources.

## Stakeholder Expectations

- Donors and beneficiaries expecting modern, personalized experiences.

## Data Abundance

- Growing data volumes that exceed manual analysis capabilities.

## Impact Measurement

- Increasing demands for evidence-based approaches and outcomes

## Competitive Pressures

- The need to remain relevant in a rapidly evolving landscape

# StratusLIVE Goals

## Simplified AI Adoption

- **Ready-to-Use Intelligence:** Benefit from AI-enhanced capabilities with zero technical expertise required—we handle the complexity so you can focus on your mission.
- **Future-Proofed Solutions:** Our team continuously evaluates and integrates cutting-edge AI capabilities tailored to nonprofit needs.

## Trust By Design

- **Protected Data & Ethical Use:** Strict security and privacy practices ensure sensitive constituent data stays protected and out of training models.
- **Accessible for Everyone:** Intuitive tools and guided recommendations that empower every team member, regardless of technical background.

## Mission-Focused Performance

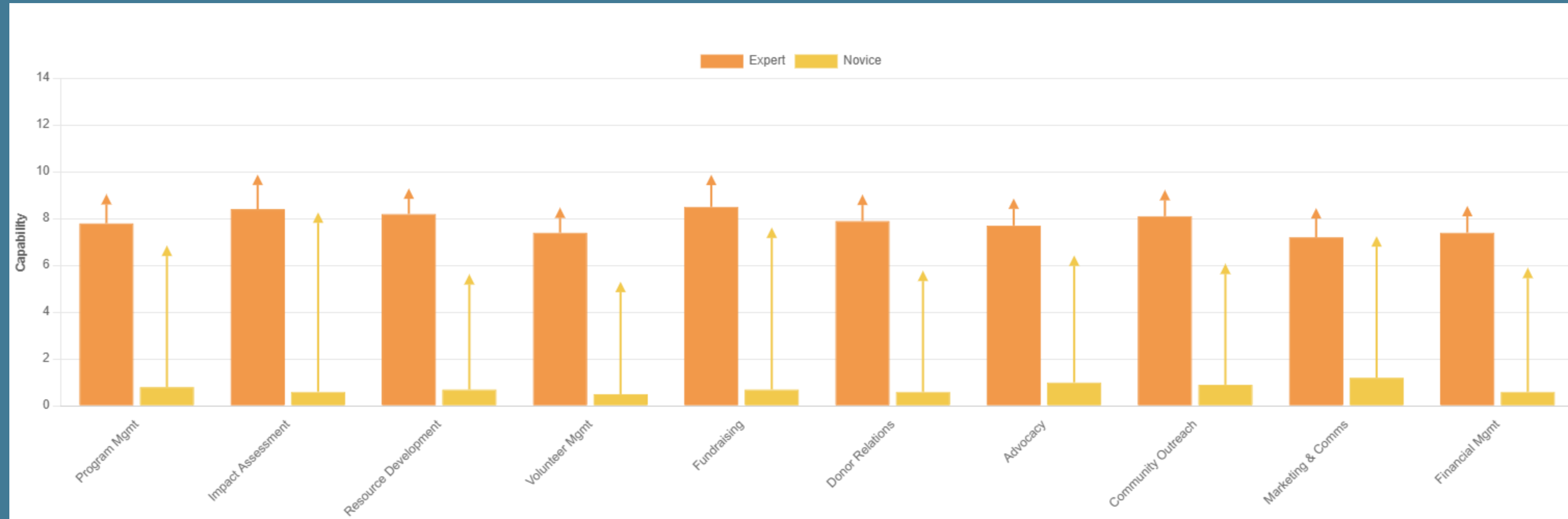
- **Nonprofit-First Design:** Purpose-built AI tools, agents, and processes designed specifically for nonprofit workflows and challenges.
- **Scalable Integration:** Solutions that seamlessly fit into your existing systems and grow with your organization's needs.

## Ethical Commitment

- **Responsible AI:** Continuous bias monitoring and mitigation ensures fair outcomes aligned with your values and mission.
- **Donor & Constituent Trust:** Maintain the confidence of your stakeholders through compliant data practices that respect privacy and security.



# AI Benefits Every Job Function and Role



# What are the implications?

## **Democratization of Skills**

- AI provide the greatest relative improvement for novices, potentially closing the gap in specialized areas.

## **Individual Contributors Can Cover More Ground**

- A job role is no longer limited to their area of expertise. With AI, they can become active contributors in other areas.

## **Small Teams Can Do Big Things**

- AI becomes a force multiplier allowing resource constrained teams to do far more than they could before.

## **Organizations Are More Empowered**

- Nonprofit organizations can expand their mission impact by enhancing capabilities across all domains, allowing staff to focus on meaningful human connections and strategic work rather than routine tasks.



# Current Scenarios Today

01

Chatbot and content generation for generating email content, web page content, and content section within Ignite Page Builder

03

Summarizing data for easier readability and consumption

02

Tag suggestions and input classifications to assist users and expedite manual processes

04

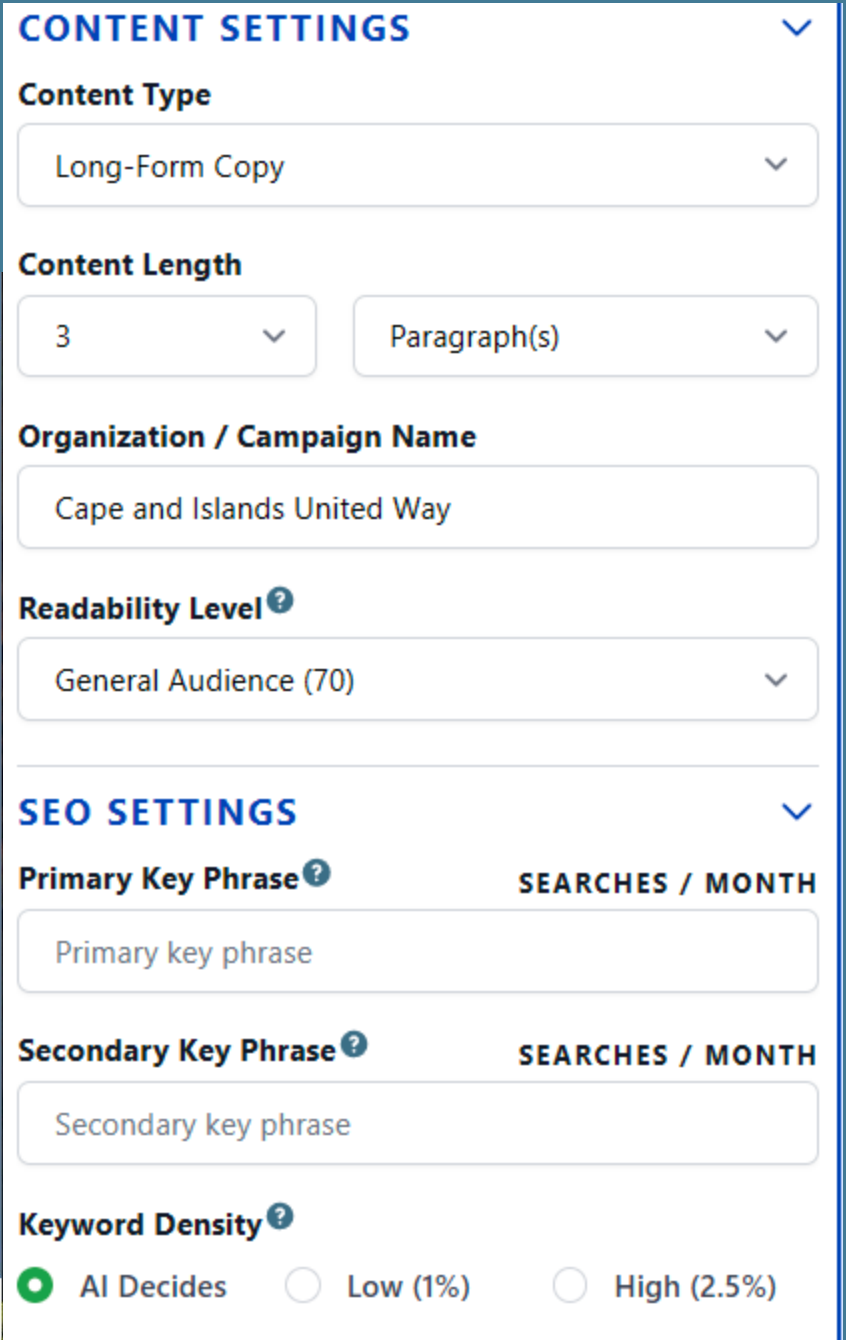
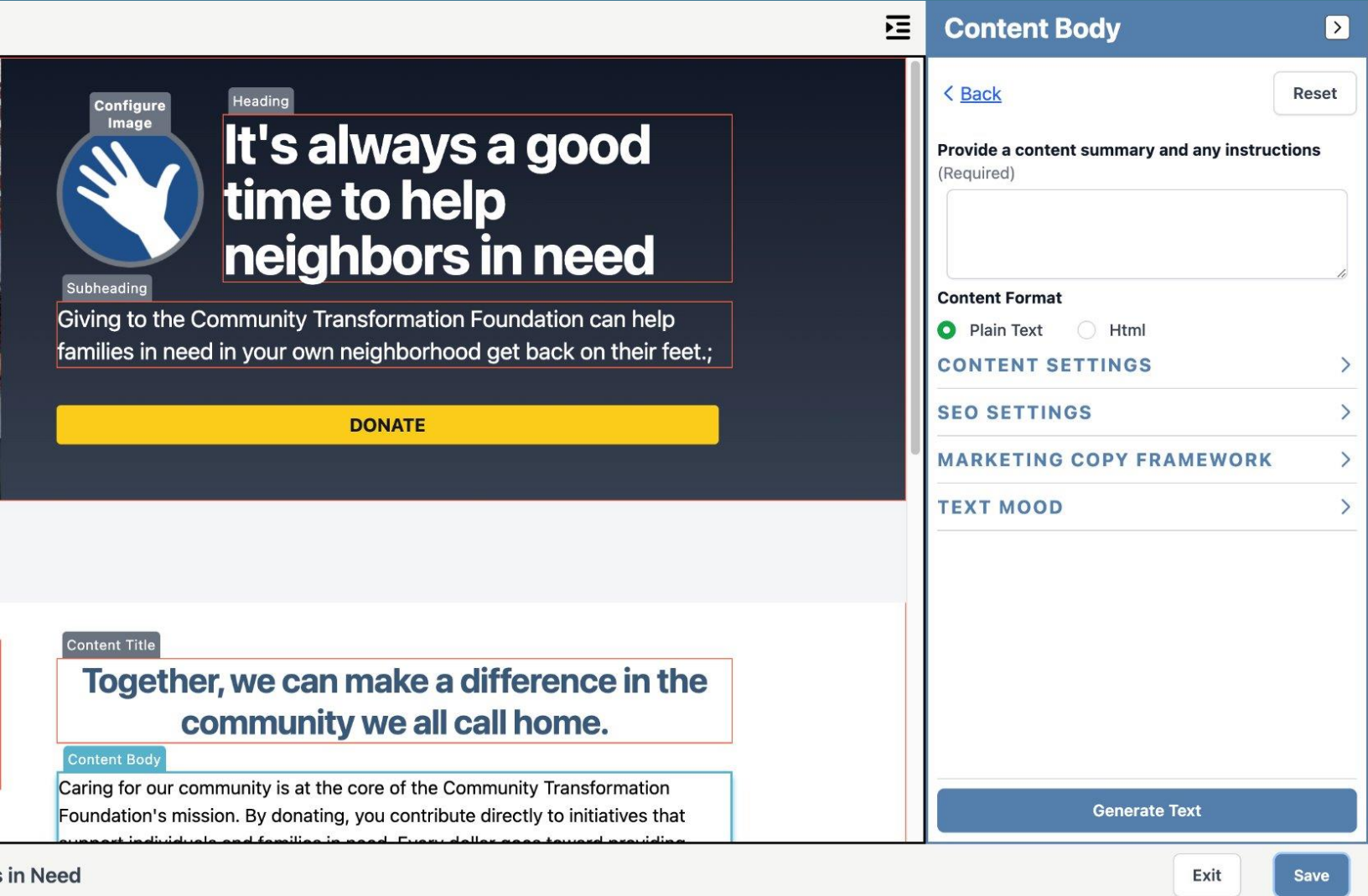
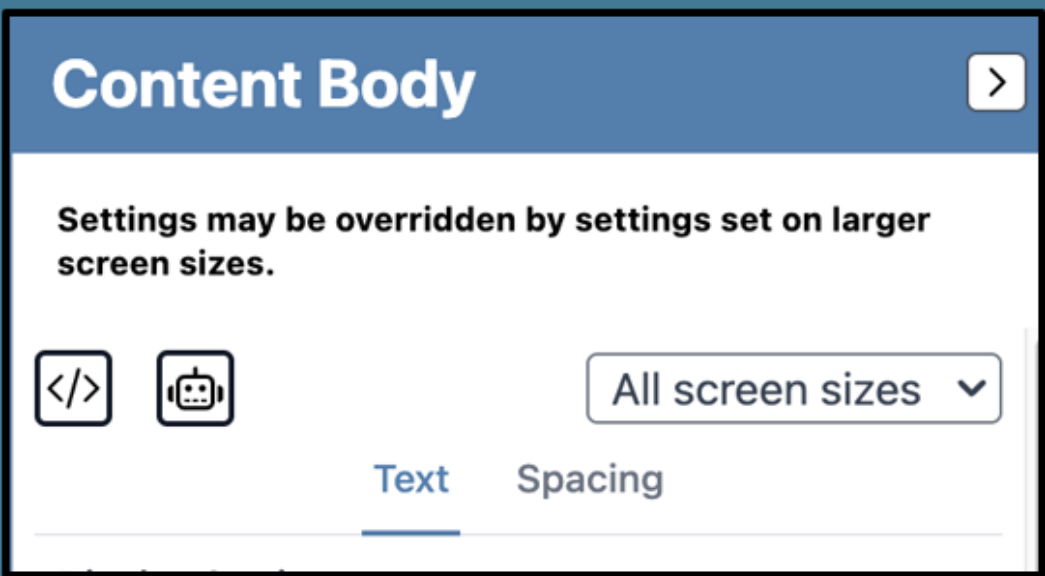
Image classification and suggestions for rapid volunteer creation within our wizard experience



# Existing Feature

## AI Assistant

Provides a quick and easy content generator for creating page content copy or HTML within Page Builder.

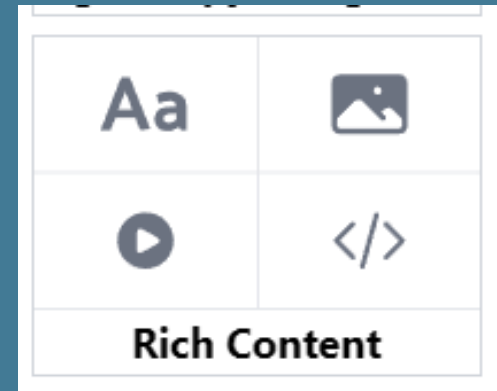




# New Feature

## Web Designer Agent

A new agent that can build user specified content sections or complete content pages based on your specifications. It automatically leverages your brand and has access to your Ignite pages for use in buttons or hyperlinks to make the pages interactive.



**Provide a content summary and any instructions for the agent to follow. (Required)**

Generate Content

### Brand Definition

#### Organization Logo



Change Logo

Remove

#### Favicon



Change Favicon

Remove

#### Primary Color

#004485



#### Secondary Color

#FD372C



#### Tertiary Color

#FFBA00



#### Quaternary Color

#21296B



#### Quinary Color

#D12626



#### Senary Color

#F47925



#### Septenary Color

#FFD7D0



#### Octonary Color

#FFEAD0





# Professional Web Design Quality

## Young Leaders United

Empowering the next generation of community changemakers through leadership, service, and growth.

### Create Lasting Impact in Your Community

Young Leaders United is a dynamic group of passionate individuals aged 21-40 who are committed to creating positive change across Cape Cod. Through networking, volunteering, and leadership development, we're building the next generation of community leaders.

- Leadership Development**  
Gain valuable skills through workshops, mentorship, and hands-on projects.
- Networking Opportunities**  
Connect with like-minded individuals and local business leaders.
- Community Impact**  
Make a tangible difference through volunteer events and fundraising campaigns.



[Join Our Next Event](#) [Support Our Work](#)

## Shape Tomorrow, Today.



Join our vibrant Young Leaders community - a dynamic group dedicated to driving positive change. Connect with like-minded peers, develop your skills, and make a real impact in our community. Your leadership journey starts here.

We offer unique opportunities for growth, networking, and hands-on experience through exclusive events, mentorship programs, and impactful projects. Step up and lead the way!

[Join the Movement](#)

## Young Leaders Community

Empowering the next generation of change-makers to create lasting impact in our community.

[JOIN OUR COMMUNITY](#)

### Join a Community of Passionate Changemakers

The Young Leaders Community brings together motivated individuals who are passionate about creating positive change. Through networking, professional development, and volunteer opportunities, we're building a stronger community while developing tomorrow's leaders.

- Professional Development**  
Access workshops, mentoring, and networking events designed to help you grow personally and professionally.
- Volunteer Opportunities**  
Make a tangible difference through exclusive service projects and community initiatives.
- Social Impact Projects**  
Collaborate with peers to design and implement projects that address community needs.



[Join Us Today](#) [Upcoming Events](#)

## Our Impact Stories



**Sarah Johnson**

"Joining the Women's Leadership Council was transformative for my career. The mentorship I received helped me secure a leadership position, and now I'm able to give back to other women in our community."

Council Member Since 2018



**Michelle Thompson**

"Our education initiative helped over 200 young women access STEM resources last year. The council has given me a powerful platform to create meaningful change in areas I'm passionate about."

Project Lead, Education Initiative



## Create with AI



We will guide you through creating the volunteer opportunity by gathering the necessary details. Once finished, tags will be suggested to help volunteers find your opportunity more easily.

**Click below to start with AI guidance!**

AI Guided

## Create with AI

A new way to build volunteer opportunities in Ignite. Goal is to simplify the process and help the coordinator generate the content.

\* Required fields must be filled out

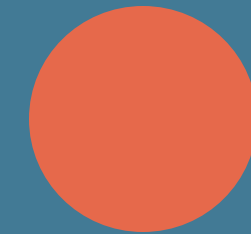
**What's the name of your volunteer opportunity? \***

Day of Service

**Provide a detailed description of your opportunity. Include objectives, the main activities planned, and how it benefits the community or cause it supports. \*** ?

Join us for a volunteer day of light maintenance and lawn care to help keep our schools clean, safe, and welcoming for students. It's a great way to give back and support your community!

## Wizard Guided Process



A user guided wizard process that gathers information from the user and then creates pages and volunteer opportunity on their behalf.

**Please list the tasks and responsibilities needed for this opportunity.**

Trash pickup and disposal

×

Cleaning up and basic maintenance at local schools

×

Lawn care, mowing, mulching, weeding

×

Add Another Task



# New Feature: AI Guided Volunteer Creation


<div><div></div></div> RESPONSIBILITIES	<div><div></div></div> QUALIFICATIONS	<div><div></div></div> DETAILS
Review AI generated description. Make any necessary changes.		
<div> <math>\llcorner \triangleright</math> ↶ ↷ ⌨ B I S A₁ A₂ ∂ 🖼️ ☰ ☱ ☲ ☳ ☴ ☵ ☶ ☷ ≡ ≣ ≤ ≥ ≦ ≧ ✕           </div> <p>T_x</p> <hr/> <p>Join us for our "Day of Service," an enriching opportunity to make a tangible difference in our local community. Volunteers will participate in crucial efforts to keep our neighborhoods clean and welcoming. Your support will help us maintain the beauty and functionality of our shared spaces. Our primary tasks will include trash pickup and disposal, ensuring that our streets are litter-free and inviting. Additionally, you'll assist with cleaning up and performing basic maintenance at local schools, creating a better environment for our community's children to learn and thrive. Bring your energy and enthusiasm to help make our community a cleaner, safer place. For those with a green thumb, or an eagerness to learn, we will also focus on lawn care, including mowing, mulching, and weeding. Together, we'll enhance the natural beauty of our local landscapes. Your participation in the "Day of Service" is not just a contribution to the environment, but a gift to future generations. Sign up and be a part of this rewarding experience!</p> <div>Rephrase Shorter Longer</div>		
Review AI generated tags. Remove any that do not apply.		
<div> <span>✓ civic-engagement</span> <span>✓ community</span> <span>✓ environmental</span> <span>✓ sustainability</span> <span>✓ cleaning</span>    <span>✓ cleanup</span> <span>environmental-policy</span> <span>✓ gardening</span> <span>✓ heavy-lifting</span> <span>✓ lawn-care</span> <span>✓ mulching</span>    <span>✓ school-support</span> </div>		

### Day of Service

May 03, 2025  
08:00 - 03:00 PM  
2100 Parks Ave  
Virginia Beach, VA 23451


**Opportunity Scope ?**  
Control where your opportunity is shown.

Public Private Invite Only



## Day of Service

**LOCATION**  
Virginia Beach Oceanfront  
2100 Parks Ave  
Virginia Beach, VA 23451  
[View Map](#)

  
8:00 AM - 3:00 PM EDT

**CONTACT**  
[jgfunari@hotmail.com](mailto:jgfunari@hotmail.com)

[f](#) [X](#) [✉](#)

**CAUSE CONCEPTS**  
civic-engagement community environmental sustainability

**SKILLS AND INTERESTS**  
cleaning cleanup gardening heavy-lifting lawn-care mulching school-support

Join us for our "Day of Service," an enriching opportunity to make a tangible difference in our local community. Volunteers will participate in crucial efforts to keep our neighborhoods clean and welcoming. Your support will help us maintain the beauty and functionality of our shared spaces.

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# AI Driven Volunteer Matching

INTERESTS

CAUSES

SKILLS

AVAILABILITY

What activities do you find most fulfilling or enjoyable in your free time that you might want to do as a volunteer?

INTERESTS

CAUSES

SKILLS

AVAILABILITY

Are there specific groups or causes you feel passionate about helping?

Feel free to mention any groups such as animals, children, the environment, or any others that interest you.

INTERESTS

CAUSES

SKILLS

AVAILABILITY

When and where do you prefer to volunteer?

Best Day(s) of the Week

Sun

Mon

Tue

Wed

Thu

Fri

Sat

Best Time of Day

12:00 AM

11:59 PM

ZIP / Postal Code

Radius

50 mi

Tags

Leave only relevant tags selected

Unable to find tags that match your answers.



# Match Results

Grid

List

Calendar

Map

Relevance

Ongoing

Rosemont Club

Boys & Girls Club of Central Virginia

Youth thrive when a caring adult sees and champions their potential.

Ongoing

Virtual

Freedom Ride Rescue

In the rescue world, a "Freedom Ride" is that magical car ride out of an animal shelter for a dog. At first they are nervous, but there is a moment when they realize they are safe .... tongue out, tail wagging, a new chapter for them.

Ongoing

Virtual

UWCI

Join us in making a lasting impact by providing essential resources for better health and hygiene.

Ongoing

Foodbank of Southeastern VA and the Eastern Shore

America's Charities

Join the Harvest of Hope Food Drive to help provide essential food items to families in need and raise awareness about food insecurity in our community.

Ongoing

Virginia Beach, VA

America's Charities

Join the Build a Better Future event to help construct homes for families in need, fostering community collaboration and providing stability and security.

Ongoing

Community Youth Concepts (CYC)

UWCI

Make a lasting impact on a young person's life by becoming a mentor! As a mentor, you'll help your mentee develop academic skills, set career goals, and build confidence through consistent, one-on-one support.

Grid

List

Calendar

Map

Relevance

Opportunities within 50 miles

Ongoing

Rosemont Club - Youth Mentorship

1505 McGaughey Way

Virginia Beach, VA 23453

VIEW OPPORTUNITY

Ongoing

Food for Families

800 Tidewater Dr

Norfolk, VA 23504

VIEW OPPORTUNITY

Ongoing

Build a Better Future

955 Providence Sq

Shopping Ctr Virginia Beach, VA 23464

VIEW OPPORTUNITY

Ongoing

Norview Community Day Youth Event

6380 Sewells Point Rd

Norfolk, VA 23513

VIEW OPPORTUNITY

Ongoing

Chesapeake Tree Gardeners

621 Oak Grove Rd

Chesapeake, VA 23320

VIEW OPPORTUNITY

Map

Satellite

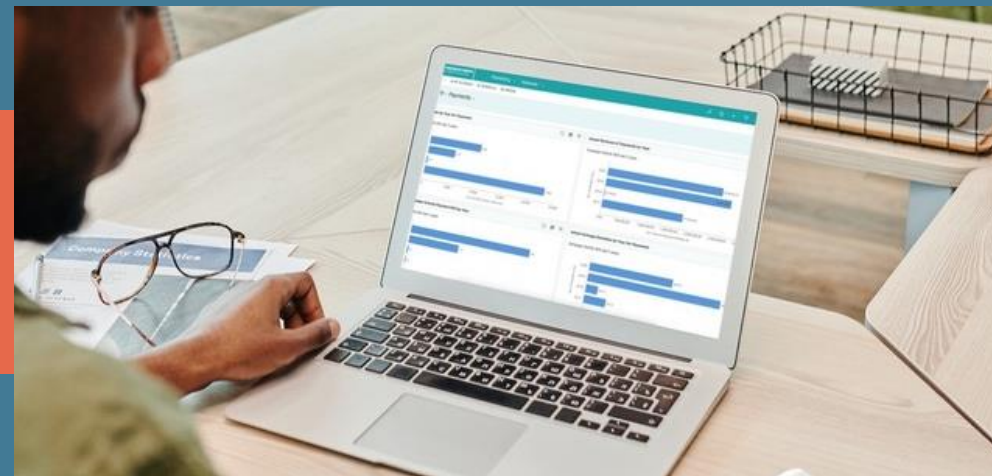


# Foundational Architecture



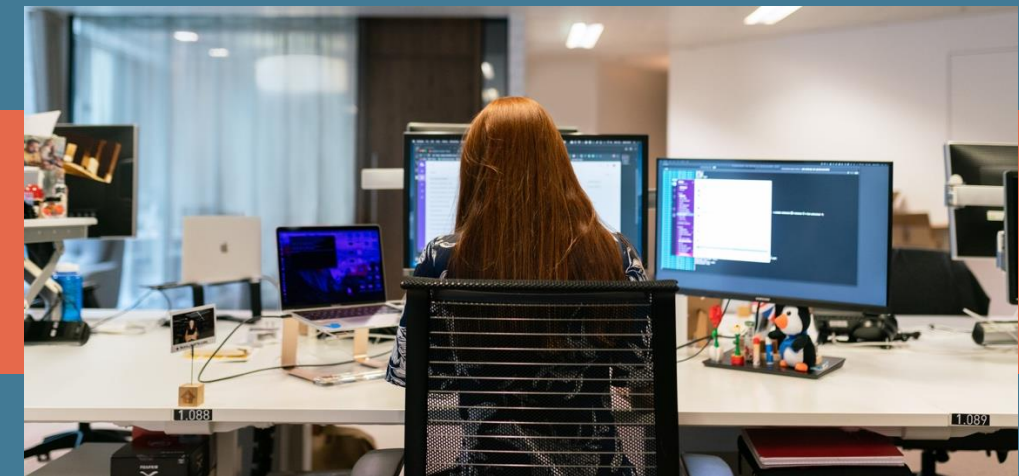
## AI Framework

AI orchestration, libraries, and protocols designed over the past 2 years from Microsoft, Anthropic, OpenAI, and Google



## Multi-Models

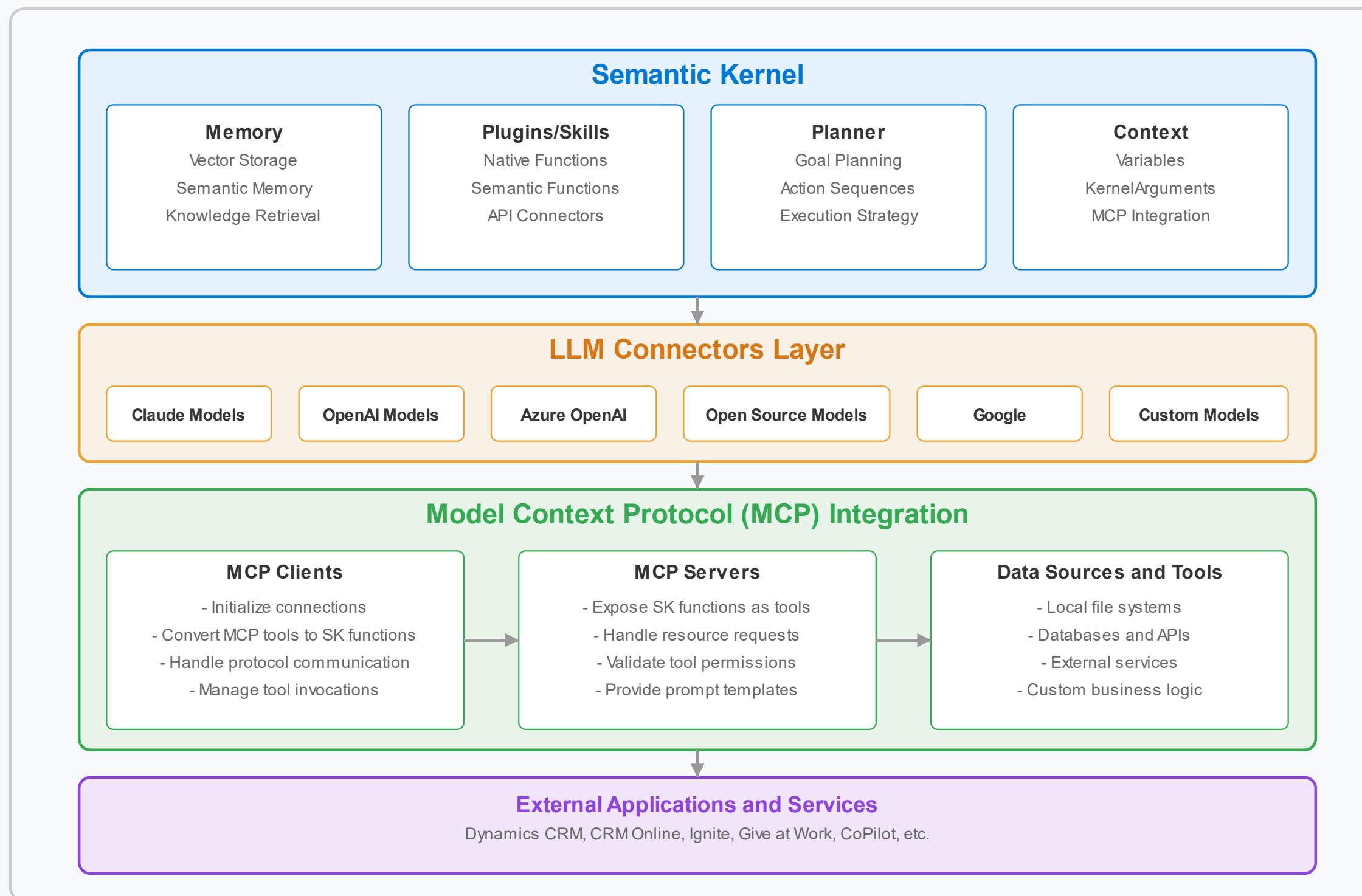
From the big public AI labs like Open AI, Anthropic, Google to the ever-increasing open-source models that run on our own hardware. We support them all.



## Tools

Capabilities that have been fine tuned for the nonprofit business domain

## StratusLIVE AI Architecture

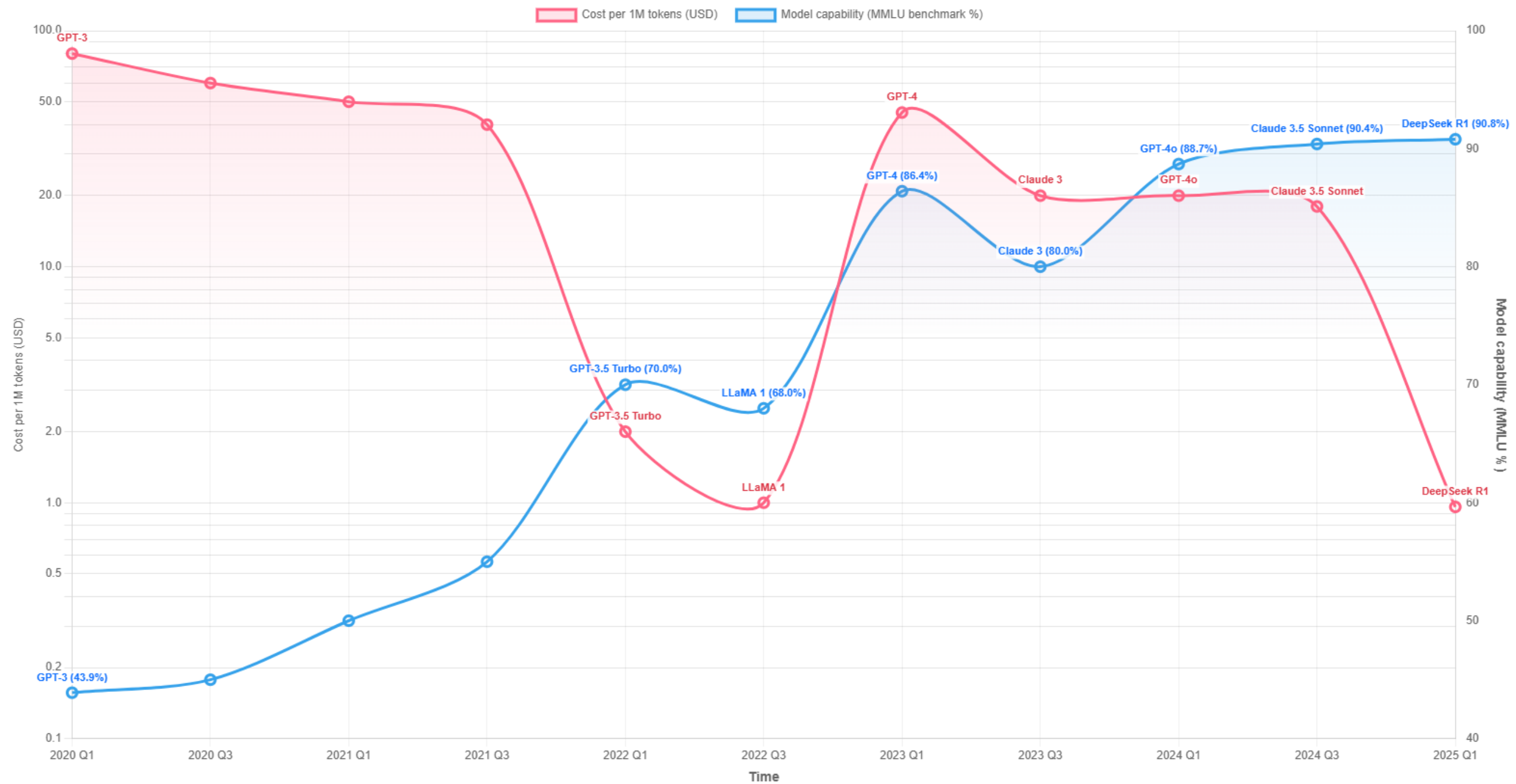




# This is great news for you!

## LLM Cost per 1M Tokens vs Model Capability Over Time

*AI is getting more powerful and more affordable — and that's great news for nonprofits*



# What are the implications?

## Increased Accessibility

- 99% reduction in LLM costs since 2020 means that AI tools that were once prohibitively expensive for resource-constrained organizations are now financially viable.

## We can accomplish more for less

- Due to the increase in capability of the open-source models, we can optimize the capabilities at a fraction of the cost. We don't see any reason for this trend not to continue.

## Best Model for the Job

- With the explosion of new large language models, we can leverage the best model for the job. If scaling laws continue to hold, the models of tomorrow will be far more capable than what we have today.

## Data Protection

- With open-source models, sensitive customer data is protected as it never leaves the data center. It is protected from external exposure and is guaranteed NOT to wind up in a 3<sup>rd</sup> parties training data.



# Donor Management Evolution

Dimension	Traditional Donor Management	AI & Agentic Future Platform
User Interface	Form-based CRM screens with dense dropdowns. Focused on data-entry	Conversational & card-based UI with AI copilots. Focused on KPIs, action, and AI recommendations
Data Entry	Manual data-entry, batch imports, form submissions	AI-powered capture from engagement, web, voice; auto-enrichment with external sources
Data Quality & Hygiene	Periodic deduplication and manual validation	Real-time ML deduplication, anomaly detection, continuous cleansing
Personalization	Static segmentation & generic mail merges	Dynamic, donor-level content; AI micro-segments on the fly
Communication Channels	Email & direct-mail blasts on fixed schedules	Omnichannel orchestration (email, SMS, chat, social) driven by context & preference
Automation	Rule-based workflows requiring admin upkeep	Autonomous agents that initiate, monitor, and optimize engagements
Predictive Insights	Standard reports with lagging metrics	Predictive LTV, churn risk, next-best-action recommendations
Decision Support	Analysts export data to spreadsheets for insight	Embedded AI advisors simulate scenarios & suggest strategy
Integration	Point-to-point ETL and custom APIs	Event-driven, API-first, vector-enabled data fabric
Compliance & Security	Role-based access, periodic audits	Continuous AI monitoring for anomalies, explainable access controls
Innovation Cycle	Annual/quarterly release upgrades	Continuous delivery of new AI models & capabilities

# Leading To New User Experiences

## AI-Recommended Engagement Strategy

### Engagement Action Plan

Sarah shows high potential for increasing her giving commitment. Based on her engagement patterns and capacity analysis, a structured 6-month cultivation plan could lead to her reaching a new recognition level and joining a community group.

View 6-Month PlanAssign Tasks

### Community Group Opportunity

Sarah's volunteer history and interests could be a good fit for our Young Leaders group. Invite to the upcoming Young Leaders Community Group on June 15th.

Send VIP Invitation

### Matching Gift Opportunity

Sarah works at ACME Corp, which offers a generous 1:1 matching-gift program up to \$10,000 (per our latest records). She hasn't taken advantage of it yet—should we send her a follow-up email highlighting the match?

Prepare Email

## AI Assistant

### Donor Agent

What would you like to accomplish with Sarah today? I can help draft a personalized email, generate talking points, or create a customized stewardship plan.

Draft thank you email

Create talking points

Develop stewardship plan

## Profiles

Create, manage, and update constituent profiles on the Ignite platform.

☒ Use Natural Language

Cause Concepts

Communication Preferences

Participation

Filters:

Search: Volunteer named Sara

Clear all filters

Showing 1 constituents

Card View

Table View

Map View

**Sarah Gibbons**

Virginia Beach, VA

Type: Individual

Email: sarah.gibbons@test.com

Phone: +17573200348

Individual

Showing 1 to 1 of 1 results

Ignite Bot

Powered by StratusLIVE

Online

Quick Actions

Find Donors

Create Segment

Import List

Generate Report

Conversation

Hello! I'm your Support Agent. How can I help?

What are my options for batch processing?

Your options for batch processing are:  
Manual Entry: You enter transactions one at a time.  
File Upload: You can import multiple transactions at once using a file.  
Use Template: You can use saved templates for recurring scenarios.

How does the File Upload process work?

**Upload file:** Choose or drag-and-drop your file into the upload area.  
**Process file:** Click the "Process File" button and system will match columns with data fields.  
**Field Mapping:** Ensure system correctly detects columns and matches fields. Confirm mappings.  
**Final Steps:** Import the data into your batch or proceed with further steps.

Type your message...

Attach

Powered by StratusLIVE

# Leading To Agents

AGENT HUB

?

🔔

👤

Welcome to Agent Hub

Your centralized command center for AI-powered nonprofit engagement. Deploy intelligent agents to support your mission across fundraising, events, volunteer management, and more.

Quick Start Guide

View All Agents

Recent Agent Activity

Today, 10:30 AM

Fundraising Agent completed 12 new donor action plans

Yesterday, 3:45 PM

Event Agent sent 45 post-event surveys

Yesterday, 11:20 AM

Volunteer Agent matched 12 new volunteers to opportunities

View All

Agent Performance

Last 7 days

Tasks

25

20

15

10

5

0

Mon

Tue

Wed

Thu

Fri

Sat

Su

94%

Task Completion

+18%

Engagement

4.8/5

User Rating

Core Features

💬

Chat Interface

Engage with your agents through natural conversation. Execute commands, ask questions, and get things done efficiently.

Start chatting →

👤

Agent Assignment & Roles

Customize agent types, assign them to specific programs or campaigns, and set appropriate permissions.

Manage assignments →

🎯

Goal-Driven Tasks

Set measurable goals for your agents and track their progress. Agents adapt based on performance.

Create goals →

AGENT HUB > CHAT

?

🔔

👤

Your AI Agents

All Agents

👋

AI Assistant

Ready to help with anything

📈

Fundraiser Agent

Focused on optimizing fundraising r...

🏡

Community Group Agent

Optimizes community group engag...

💰

Major Gift Officer Agent

Assists with strategies for major don...

🏢

Corporate Engagement Agent

Assists with workplace giving, corpo...

📅

Event Engagement Agent

Focused on event logistics planning ...

❤️

Volunteer Engagement Agent

Focused on volunteer opportunities...

+

Matching Program Agent

Focused on maximizing matching gi...

🎨

Web Designer Agent

Professional web designer who can ...

📄

Grant Writer

Customized agent for writing grant ...

Create Agent

👋

Program Manager Agent

Ready to help with anything

April 17, 2025

👋

Program Manager Agent

Hello! I'm your Program Manager agent. How can I help you today?

11:36 PM

Ask a question or @mention an agent...

➤

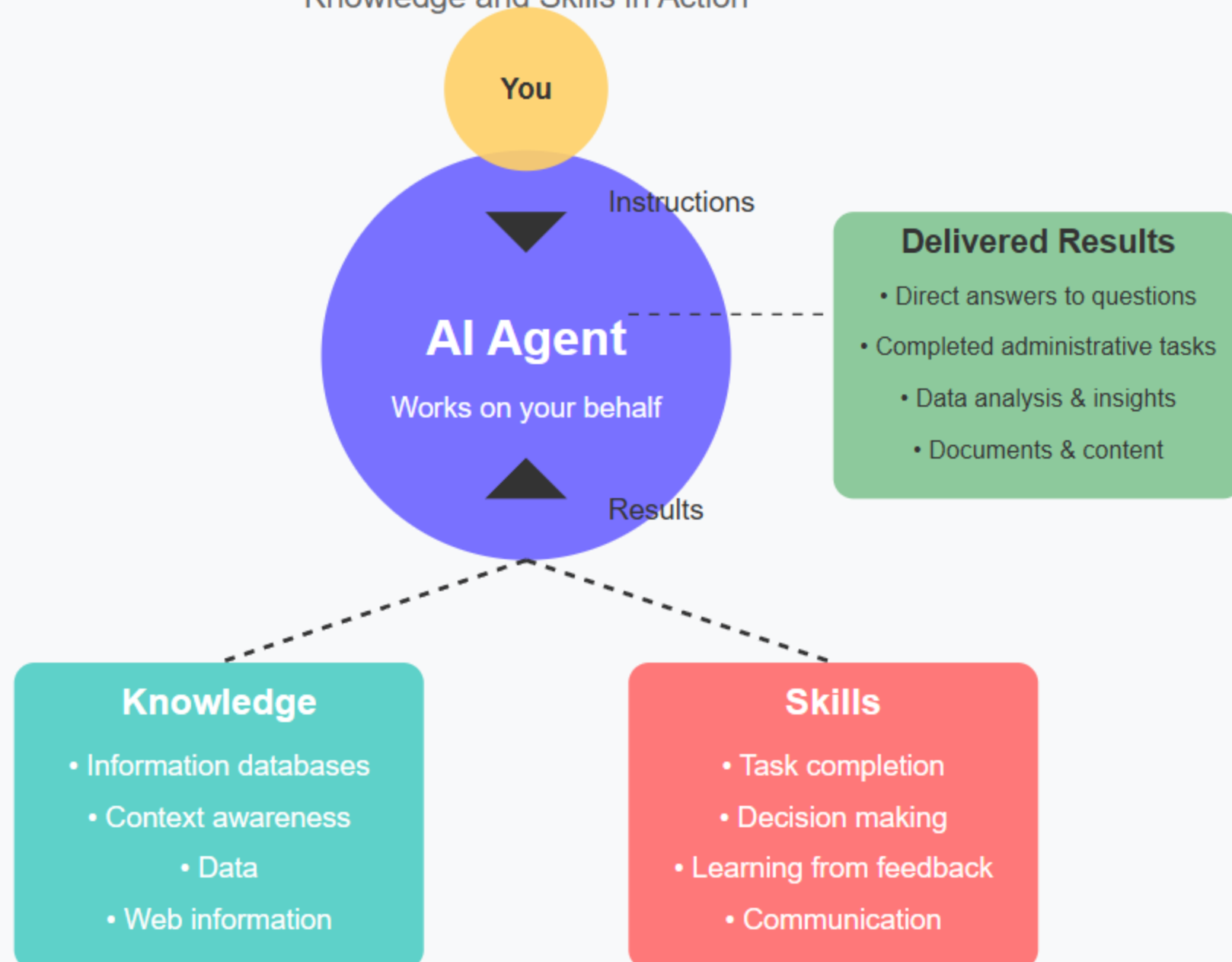


# What makes up an AI Agent?

Imagine having a helpful staff member who can handle specific tasks for you. Instead of telling them exactly how to do every small step, you can simply tell them what result you want, and they figure out how to get there using their **knowledge** and **skills**.

## Understanding AI Agents

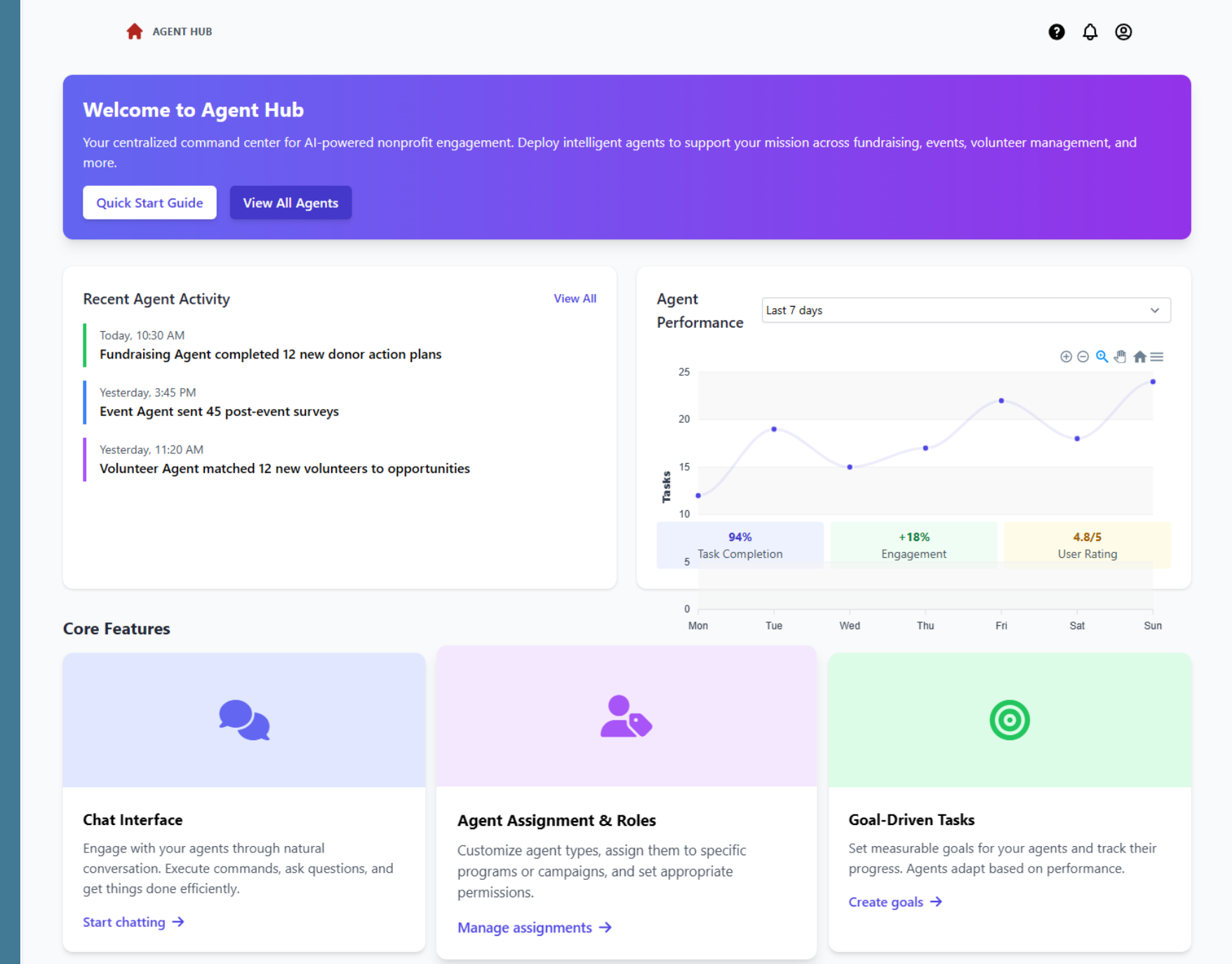
Knowledge and Skills in Action



# Agent Hub

Centralized hub designed to streamline the management and deployment of AI agents. It enables users to oversee, customize and manage their AI agents and workflows.

- Assign roles and responsibilities to the agents.
- Setup goals for the agents on what they are trying to accomplish
- Tracking and Monitoring
- Review and Management
- Customization and Optimization
- Reporting and Integration
- Agent creation
- Security and Compliance

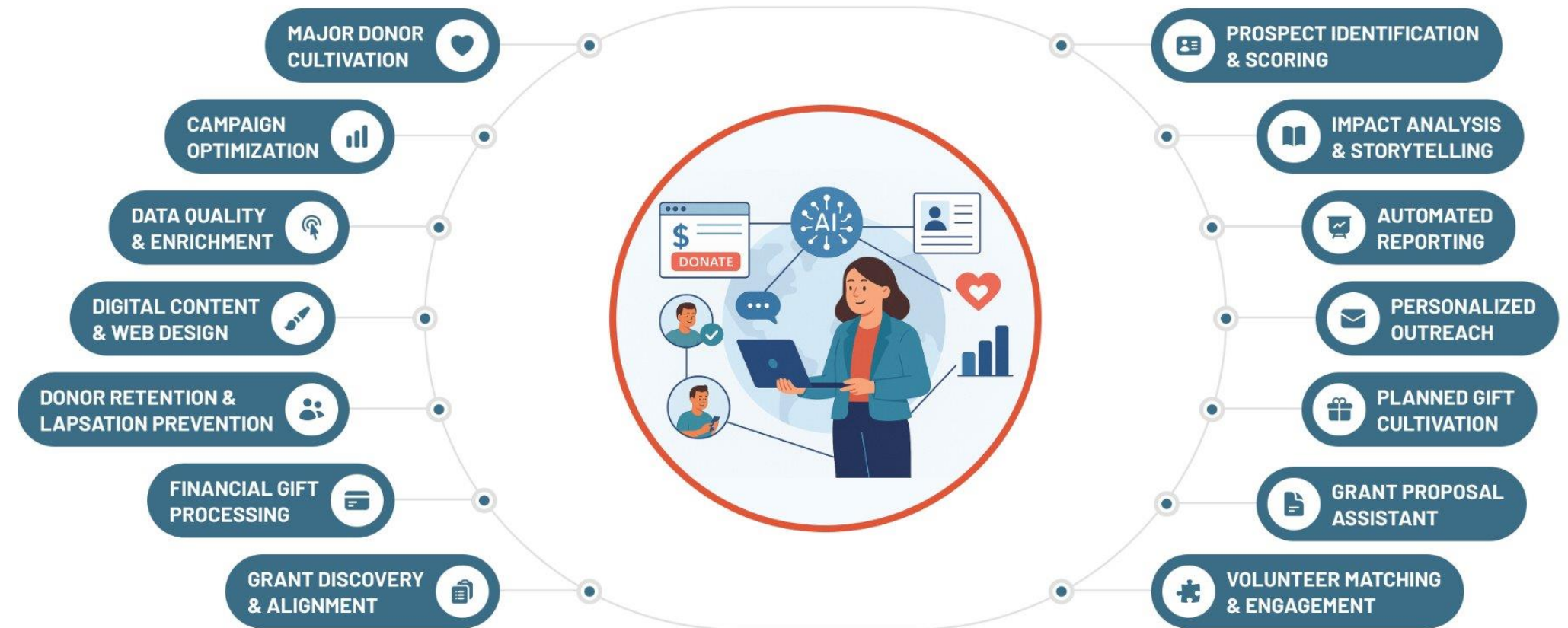


# Next Steps

Goal is to release our initial set of basic agents in 2025. Refine based on feedback and then take specific use cases from our customers on what would eliminate toil and address pain points.

- Reviewing Agent2Agent Protocol (A2A) from Google (just released but looks promising)
  - Provides a standard interface to allow agents to communicate with one another.
  - This means agents from other providers could communicate and work together.
- Explore public agents (Donor Hub + Website).
- Mostly text and knowledge today. Exploring voice for the future and possibly OCR depending on demand.

## USE CASES OF AI AGENTS IN NONPROFITS



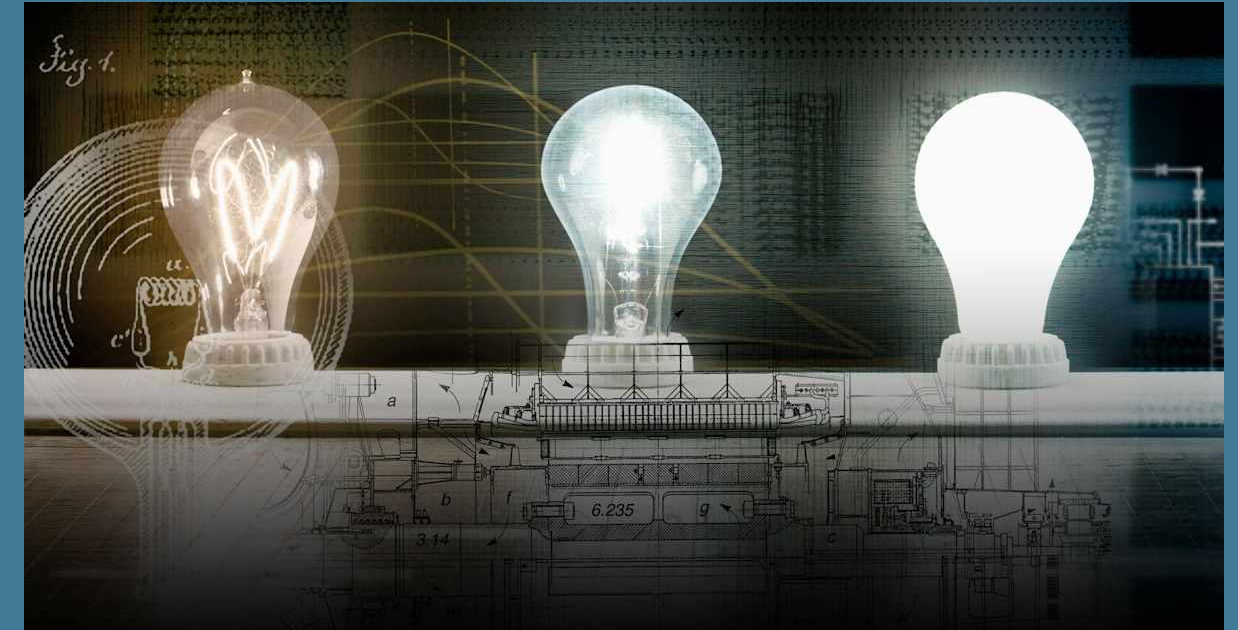


# Session Conclusion

*"We all know the potential downsides of AI. We need our nonprofit community to be active in shaping how it can be used for good!"*

## Call to Action

Let us know where AI could help your organization! We are always looking for use cases, automation, or partnership opportunities in how to help you further your mission.



THANK YOU  
FOR YOUR TIME!

