

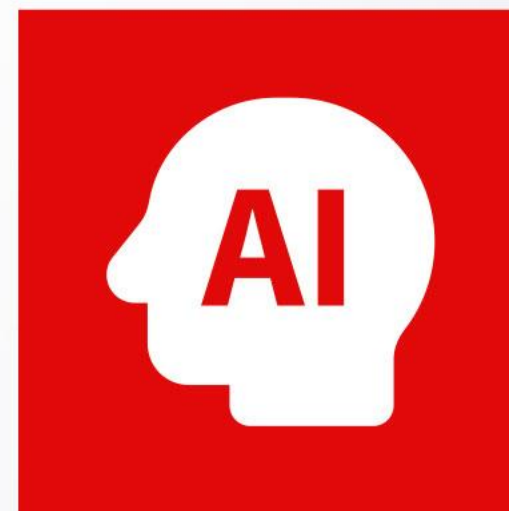
# SEEBURGER

>< Connect >> Automate >>> Innovate

 Webcast-Serie | Meet the Expert

## KI-Workflows live: Integration neu gedacht

KI-Workflows live erleben:  
Echte Automation statt  
Schnittstellen-Chaos





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**Lukas Jöchner**

Presales Manager Integration & API Management



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**Thomas Kamper**

SVP Strategic Product Marketing

# Today, we will talk about this

**From:** Wolfgang Amadeus Bach [w.a.bach@stark-industries.de](mailto:w.a.bach@stark-industries.de)  
**To:** Iris Farn [iris.farn@tonata.com](mailto:iris.farn@tonata.com)  
**Date:** July 30, 2025 **Subject:** Your prompt processing of our request

Dear Ms. Farn,

I hope this email finds you well and that you had a pleasant start to the week. The weather here is quite changeable, but we aren't letting it spoil our mood and hope that the sun is shining where you are. We would now like to place our order.

We urgently require several spare parts for upcoming maintenance.

Please supply us with **three units of the hydraulic filter with item number 789-HF-45**, furthermore **five V-belts, item number 456-KR-12**, as well as **two spark plug sets with the number 123-ZK-89** and finally a **set of seals with item number 345-DS-01 in a quantity of four pieces**.

We request **delivery by August 15, 2025**. Our **customer number with you is ST-8472**, and our **internal order reference is PO-2025-07-30-A01**.

Best regards,  
Wolfgang Amadeus Bach

Head of Procurement Stark Industries GmbH  
Industriepark "Fortschritt" 1  
60311 Frankfurt am Main Germany  
Tel: +49 (0)69 1234 5678  
E-Mail: [w.a.bach@stark-industries.de](mailto:w.a.bach@stark-industries.de)  
Web: [www.stark-industries.de](http://www.stark-industries.de)



**TonataERP**

Order PO-2025-07-30-A01 From customer Stark Industries GmbH Flag for Review Reject Order Approve & Process

Status: Pending Human Review Customer Number: **ST-8472** Requested Delivery: **August 15, 2025**

**Order Details**

<b>Customer Information</b> Company: Stark Industries GmbH Contact: Wolfgang Amadeus Bach Email: <a href="mailto:w.a.bach@stark-industries.de">w.a.bach@stark-industries.de</a> Customer No: ST-8472 PO Ref: PO-2025-07-30-A01	<b>Shipping &amp; Delivery</b> Address: Industriepark "Fortschritt" 1, 60311 Frankfurt am Main, DE Requested Date: August 15, 2025 Internal Ref: KA-654321 (Auto-generated)
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**Order Items**

STATUS	ITEM NO.	DESCRIPTION	QUANTITY
Verified	789-HF-45	Hydraulic filter	3
Verified	456-KR-12	V-belt	5
Verified	123-ZK-89	Spark plug set	2
Verified	345-DS-01	Gasket set	4

Iris Farn  
Sales Processor

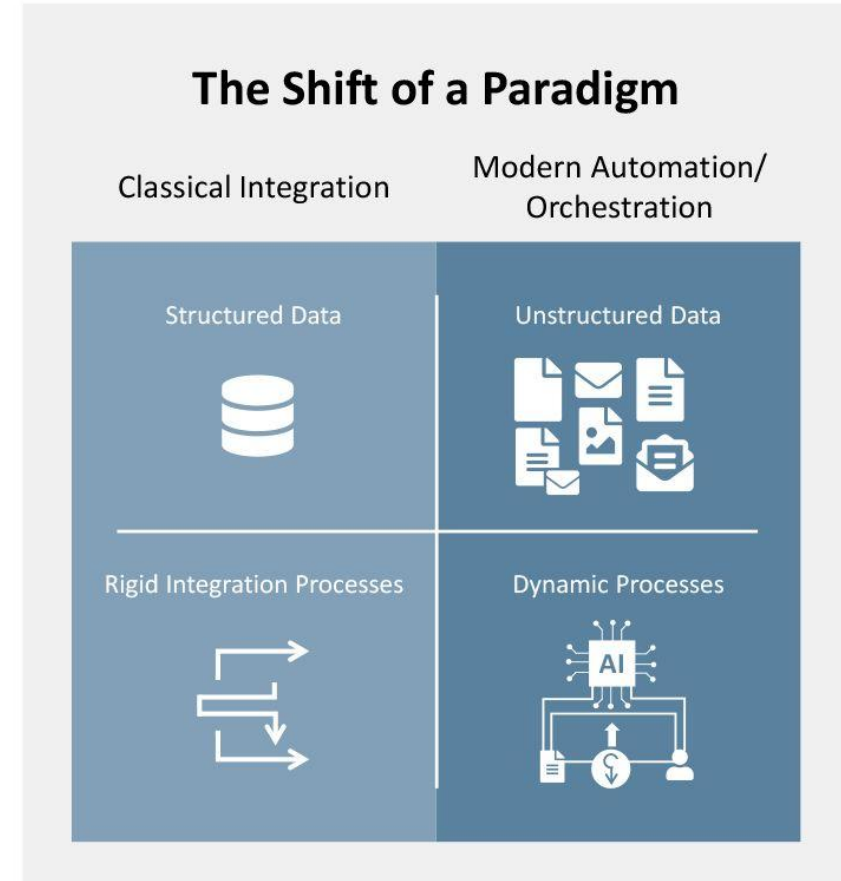
# Why do we talk about this?

## The Impact of AI on Integration

**Smarter Workflows. Deeper Integration.**

Classic integration connected your apps.  
AI understands them.

Experience automation that goes beyond  
rules to solve problems that used to be  
impossible.



# AI Workflows: The Spectrum From Automation to Autonomy

## The Challenge

Moving beyond the "AI Agent" buzzword to operational reality.

## The Shift

We are **spanning the spectrum between these two approaches:**

**Intelligent Automation  
(Deterministic AI Workflow)**

*strict, deterministic automation*

**Autonomous Agents  
(Agentic Workflow)**

*dynamic, autonomous reasoning*

## The Goal for both

**Tangible outcomes—speed, cost reduction, and rigorous governance.**

# AI Workflows: The Spectrum From Automation to Autonomy

## Intelligent Automation (Deterministic AI Workflow)

*strict, deterministic automation*

### The Logic

Combines the stability of classic automation with the flexibility of LLMs.

### How it Works

Embeds an LLM Model directly into a static, linear workflow.

The process path is fixed, but the AI supports with its unique capabilities.

## Autonomous Agents (Agentic Workflow)

*dynamic, autonomous reasoning*

### The Logic

Shifts from following a script to active decision-making and reasoning.

### How it Works

Uses a Reasoning Engine to analyze broad objectives rather than linear steps.

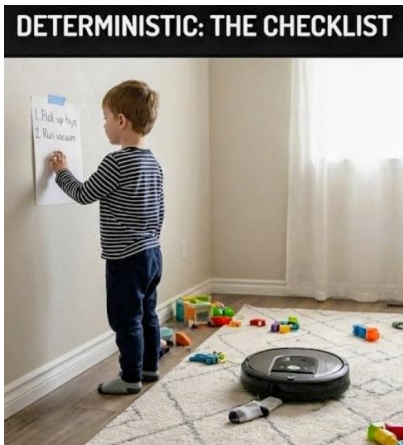
### Iterative Loops

Autonomously selects and executes specific "Agent Tools" to solve problems.

# Analogy: A Kid's Messy Room

## The Kid & The Messy Room

**The Goal: A clean room.**  
**The Tools: Hamper, Toybox, Vacuum Cleaner.**



### Intelligent Automation (Deterministic AI Workflow)

*strict, deterministic automation*

#### The Checklist Approach

##### The Command

1. Pick up toys.
2. Run the Vacuum.

##### The Logic

Rigid steps. The vacuum runs exactly when the list says so.

##### The Risk

If a sock is left on the rug, the vacuum sucks it up (because the list didn't say "check for socks first").

### Autonomous Agents (Agentic Workflow)

*dynamic, autonomous reasoning*

#### The Goal-Driven Approach

##### The Command

Make the floor clean.

##### The Logic

The Kid (AI) looks at the floor and selects the Vacuum.

##### The Reasoning

Wait, there is a sock on the rug. I will move the sock to the hamper first, then I will vacuum.



# SEEBURGER BIS: AI Orchestration

## Automation, Connectivity and Integration of Data and AI Models

### The AI-Powered Orchestration Layer

The digital nerve center for connecting and automating data flows between:

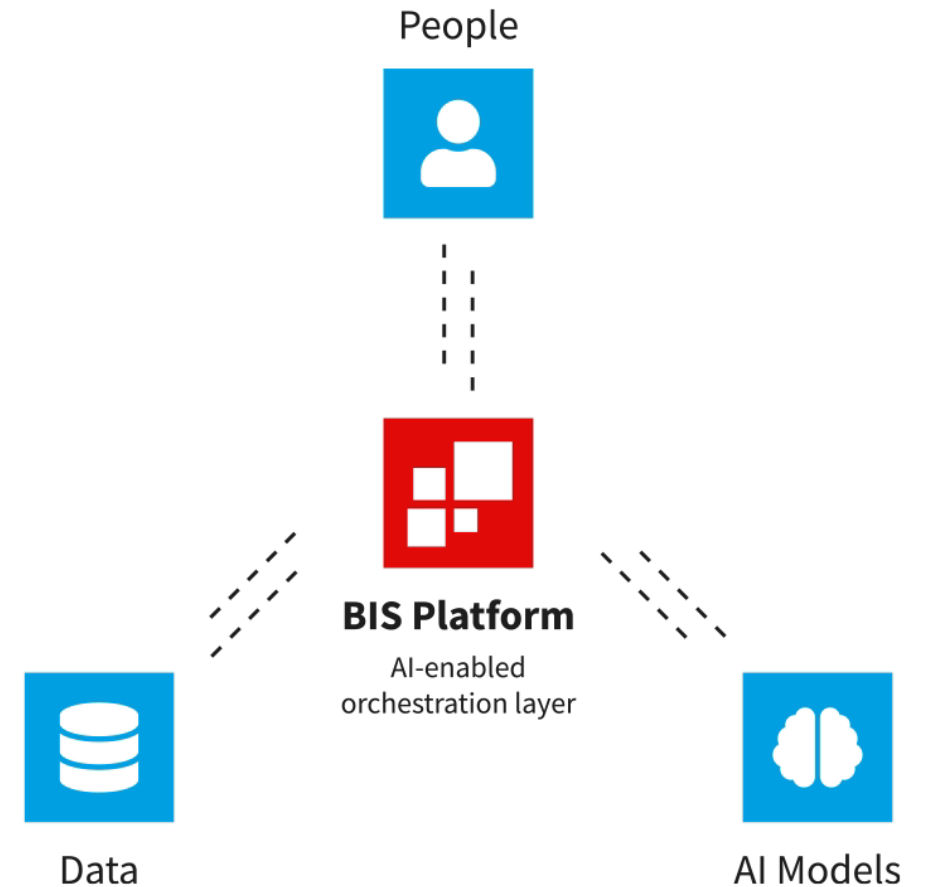
- Your heterogeneous data and system landscape
- State-of-the-art AI models, AI applications, and AI services

### Intelligent Automation

Embedding Artificial Intelligence and seamless data access directly into your workflows.

### Your Outcome

**Speed, cost reduction, and rigorous governance.**



**Let's enjoy  
the demo!**

**Lukas Jöchner**

Presales Manager Integration &  
API Management





**Connect**



**Automate**



**Innovate**



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