

AI ADOPTION IN PRACTICE

How we use Claude for Teams at Telos

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AI Roundtable · hosted by John Knox

■ About Telos

01

Foundry

We help founders go from idea to working product in weeks: CTO-grade judgment, not just vibe coding.

02

AI Workflow

Repetitive tasks, agent design, operator workflows. We help teams figure out where automation actually pays off.

03

Tech Strategy

Architecture and adoption strategy for organizations rolling out AI seriously.

Today I'm wearing my Telos hat!

■ Why we adopted Claude for Teams

THE PROBLEM

Before Teams, everyone at Telos was using their own Claude account. Same prompts re-written across the company, no shared context, no visibility into what was working. The good practices stayed in people's heads.

We rolled out to 12 people on the team.

WHAT WE WANTED

- Shared Projects with team-wide instructions and knowledge
- Visibility into who's getting value and how
- Governance. One place to update policy, not N inboxes
- Lower friction to spread good prompts internally

All activity

View usage and activity metrics for your organization

Data in UTC · Updated daily ⓘ

ⓘ **Expected drop in Claude Code metrics:** before Mar 27, Cowork usage was tracked as Claude Code usage. After this date, Cowork metrics are tracked separately on a Cowork tab, available soon.

Usage

WAU

12

↑ 33.3%

Utilization

92.3%

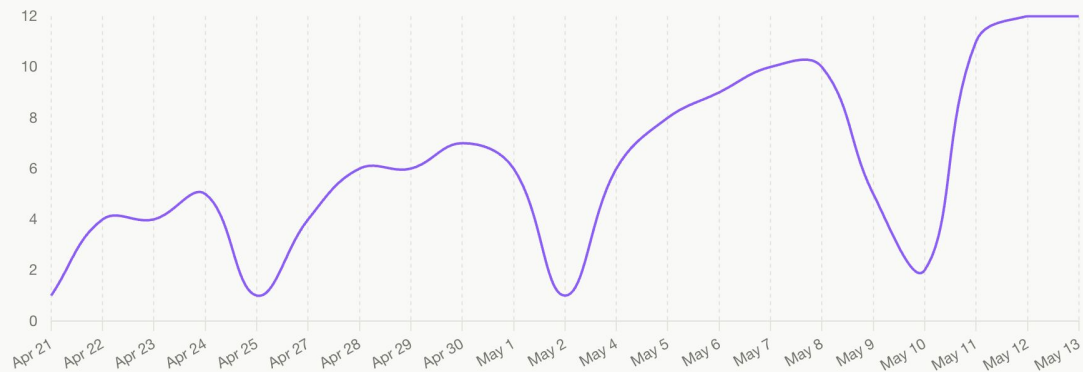
Pending invites

1

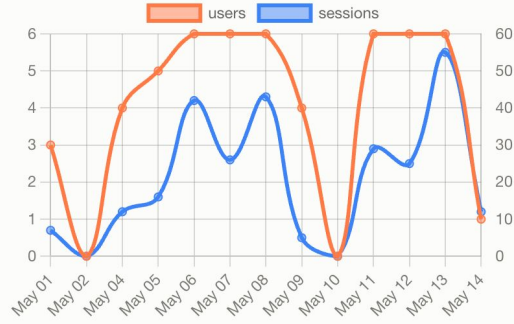
Active users

DAU ▾

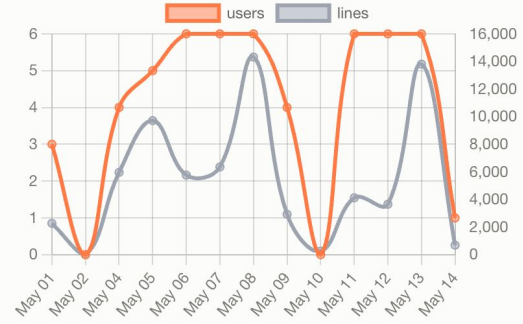
All products ▾



Activity



Lines of Code



Team 6

[Export](#)

Members

Lines this month

[Blurred Member Name]	31,729
[Blurred Member Name]	14,018
[Blurred Member Name]	10,448
[Blurred Member Name]	6,875
[Blurred Member Name]	5,926

← All projects



Work related to the [blurred] strategic assessment and technical diagnostic, including generated artifacts and relevant meeting notes

Created by [blurred] · Shared

☆ Share

How can I help you today?



Opus 4.7 ▾

Your chats

Activity

🔒 Your chats are private until shared

Updating slides with revised strategic assessment

Last message 2 days ago

Talent platform build vs buy assessment revision plan

Last message 2 days ago Shared

Memory

🔒 Only you

Project memory will show here after a few chats.

Instructions

📖 All project users +

Add instructions to tailor Claude's responses

Files

📖 All project users +

4% of project capacity used ● Indexing

Technical Findings

📁 Drive

[blurred] Fix SharePoint Batch Upload Failures

📁 Drive

Evaluation: swap /search for a direct lookup as the SharePoint fix

📁 Drive

Platform Assessment: Strategic Worki...

📁 Drive

[blurred] Talent Platform: Build vs Buy Strategic Assessment -...

📁 Drive

Heroku to DigitalOcean Migration Estimate

📁 Drive

[blurred]_Build_vs _Buy-latest-may-6.pptx

📁 Drive

[blurred] Talent Platform: Strategic Assessment -...

📁 Drive

← All projects



Share

Work related to the [redacted] strategic assessment and technical diagnostic, including generated artifacts and relevant meeting notes

Created by [redacted] Shared

How can I help you today?



Opus 4.7

Your chats

Activity

Your chats are private until shared

[redacted] shared a chat

1 day ago

“ Yes, exactly — insert the new bullet as the first item in that list, so the order becomes: 1. **Proposal library and institutional knowledge search (\$15-20K)** ← new, first 2. Proposal generation (\$10-15K) 3. BD outreach from Salesforce (\$5-10K) 4. Email auto-capture (\$5-8K) 5. Consulting-taxonomy customization (\$5-10K) 6. Re-engagement automation, consulting-specific layer (\$10-...

Talent platform build vs buy assessment revision plan

[Open shared chat](#)

[redacted] shared a chat

2 days ago

Presentation and engagement alignment

[Open shared chat](#)

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All project users



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● Indexing

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Evaluation: swap /search for a direct lookup as the SharePoint fix

Platform Assessment: Strategic Worki...

Talent Platform: Build vs Buy Strategic Assessment -...

Heroku to DigitalOcean Migration Estimate

Build_vs _Buy-latest-may-6.pptx

Talent Platform: Strategic Assessment -...

THIS IS WHAT WE HELP CLIENTS DO TOO

If anything you saw resonated...

AI WORKFLOW

You have repetitive work

We design and ship AI workflows and agents. Find the points in your ops where automation actually pays off.

FOUNDRY

You're launching new product

We take you from idea to working product in weeks. Or take your vibe-coded prototype and make it production-real.

TECH STRATEGY

You need CTO-grade judgment

Architecture and adoption strategy for orgs rolling AI out seriously, without the consultancy bloat.

We'd love to keep the conversation going. Links on the next slide.

Let's keep in touch

And happy to take questions. Anything from the dashboard, the rollout, or where to start.

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