

ANTHROPIC

Claude Enterprise



Ashford \ Sterling - AI & Cognitive Systems

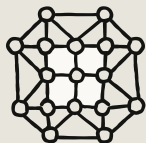
consulting@ashfordsterling.com - +33 6 51 46 87 59 - ashfordsterling.com - We advise and implement Claude (Anthropic) for our clients

Anthropic was built for the enterprise



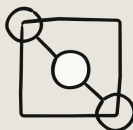
Trustworthy and auditable

Lowest hallucination rate with citations



Truly agentic

Lowest #1 on SWE-bench verified



Built for scale

8 of 10 of the Fortune 10



Seamlessly integrated

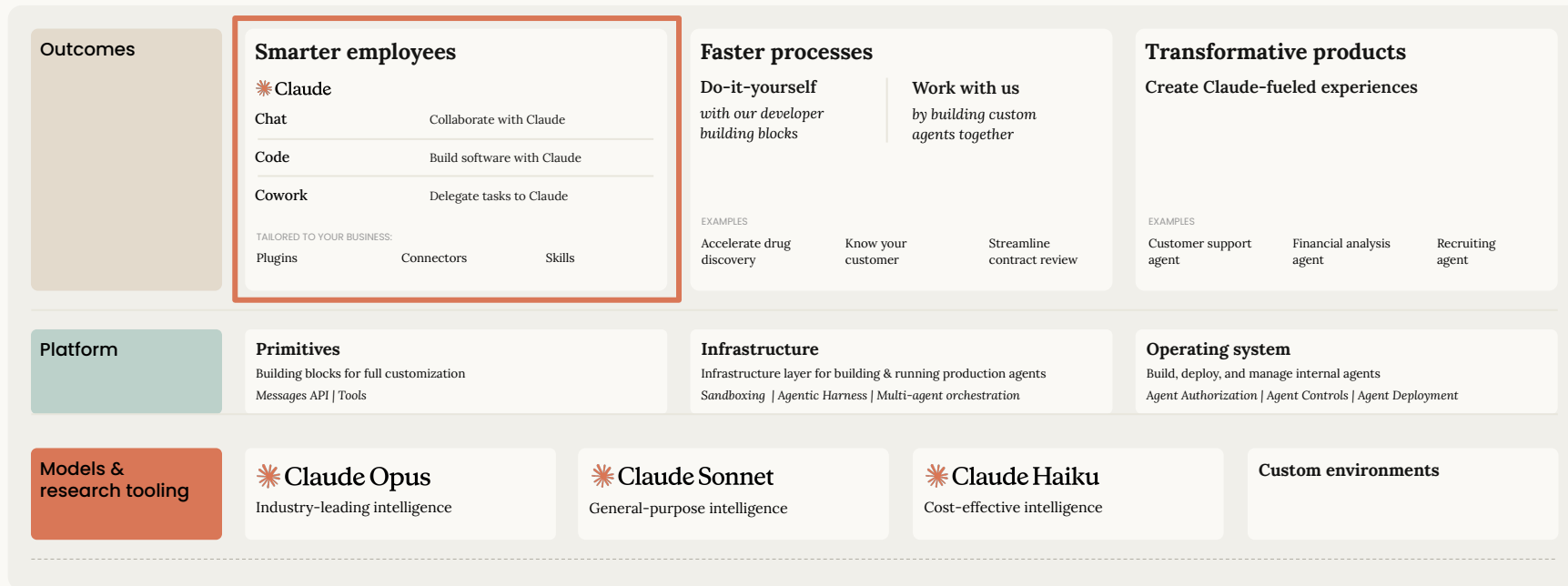
MCP industry-standard we pioneered



Cloud-native and flexible

1p   

Claude thinking engine



Employees work smarter

Claude Enterprise gives every employee access to chat, Claude Code and Cowork - empowering teams across the organization to work faster, produce better outcomes, and tackle more complex challenges.



Chat

Collaborate with Claude

Draft, analyze, and refine content across every team

Productivity gains on knowledge work tasks

Seamless adoption with minimal training



Claude Code

Build with Claude

#1 on SWE-bench Verified – best in-class coding performance

Write, debug, test, and document across every language

Accelerate development cycles and ship faster



Cowork

Delegate tasks to Claude

Multi step agentic work - research, draft, analyze autonomously

Connects to your desktop and files for end-to-end task completion

Free your team to focus on decisions that matter

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Claude unlocks value across your organization

The fastest path to productivity for every knowledge worker

Marketing 	Sales 	Product Management 	Finance 	Legal 
Trend and behavior analysis	Sales call analysis and account planning	Product vision and objectives	Due diligence and research	Commercial drafting and redlining
Content ideation and creation	Objection handling	Create product specs and requirements docs	Financial analysis and modeling	Summarizing laws and regulations
Campaign strategy	Pitch development	Analyze user feedback and usage	Investment memos and pitches	Compliance processes
Performance reports	Sales metric and KPI analysis	Product roadmap development and prioritization	Portfolio management	Litigation support

“

Never before have we seen new technologies adopted so quickly and integrated so meaningfully as part of the day-to-day.”

Canva

Samantha Garrett

Head of the AI & Automation Platform team - Canva



65%

team members report using AI to increase productivity and effectiveness either “everyday or often”

“

Claude has fundamentally changed how we approach complex problems. The combination of our deep analytical expertise with powerful AI capabilities lets us tackle more ambitious challenges.”

Quantium

Adam Driussi

CEO and co-founder



89%

team members use AI daily in their work



90%

time reduction creating complex client proposals that now take hours instead of weeks



1/2

time spent developing a leadership program (from 64 days to 32 days)

“

This partnership is about reimagining how work gets done. It puts the power to build, deploy, and scale mission-critical applications into the hands of every person, in every industry, at every level.”

ServiceNow

Bill McDermott

Chairman and CEO of ServiceNow



95%

reduction in preparation time, for sellers using Claude-powered coaching tool to prep for customer meetings.

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Claude Code: Frontier coding platform that runs wherever you work

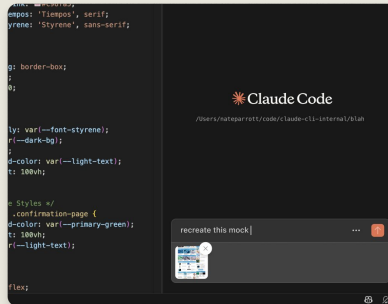
Claude Code CLI

Bring Claude directly into your terminal



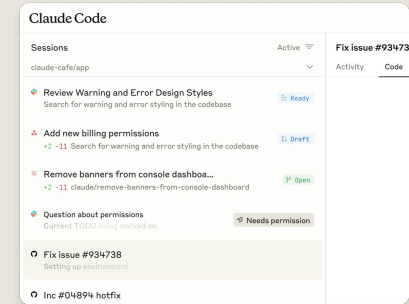
IDE extensions

Integrate Claude with your favorite IDE



Web + iOS

Delegate cloud-based tasks to Claude



Claude Agent SDK

Accelerate development across the SDLC

By giving Claude broad codebase access and powerful tools, it can handle everything from daily development tasks to large, multi-file refactors and migrations.



Discover

- Explain codebase architecture, logic, and data flow
- Explain git history and recent changes



Design

- Plan projects and ask for implementation paths
- Write code based on visual mocks and images



Build

- Build new, multi-file features requiring multiple steps
- Commit code and open PRs with git integrations
- Scan code for security vulnerabilities and implement fixes



Deploy

- Provision infra-as-code using CLI tools



Scale

- Generate and run tests with CLI integrations
- Modernize code using full codebase understanding

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Claude Code

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Cowork

Delegate tasks to Claude

Multi step agentic work - research, draft, analyze autonomously

Connects to your desktop and files for end-to-end task completion

Free your team to focus on decisions that matter

Cowork: delegate tasks to Claude



Works with your files

Read, write, and organize files on your desktop



Browses the web

Navigate pages, fill forms, and take action across sites with Claude in Chrome



Connects your tools

Slack, Asana, and more via connectors

I have a data room for Tasselo Systems — can you analyze the documents and flag key risks?

Revenue Reconciliation Analysis
Tasselo Systems, Inc. | Prepared January 2020 | Confidential

1. Executive Summary
This analysis reconciles management reported revenue metrics against audited financials, contract level data, and billing system reports provided in the Tasselo Systems data room. Several material discrepancies were identified that warrant further diagnosis and may impact the valuation basis.
Key Finding: Reported ARR in 2020 (not including 2020) cannot be fully reconciled to underlying contract values. Adjusted ARR is estimated at \$20.8-\$21.4mm after normalizing for the Onstrate improvements, disputed financials, and contracts with pending revenue.

2. ARR Bridge — Reported vs. Adjusted

Item	Management Reported	Adjusted	Delta	Notes
Support/Other fees 2020	\$3.0mm	\$3.0mm	—	Adjusted to FY2000 cost
New Logo ARR	\$4.0mm	\$3.8mm	(\$0.2mm)	Excludes 2 unpriced Onstrates by region
Expansion ARR	\$1.8mm	\$2.4mm	\$0.6mm	Contracts properly normalized to annual rate
Contract ARR	(\$1.1mm)	(\$1.1mm)	—	Contract agreed start lag
Contract ARR	(\$1.0mm)	(\$1.0mm)	(\$0.2mm)	Includes Onstrate and/or Onstrate
Existing ARR (Jan 2020)	\$23.7mm	\$23.7mm	(\$0.2mm)	Management Agns includes pipeline items
Future add revenue risk	(\$0.8mm)	(\$0.8mm)	—	Includes 4 contracts expiring into rollover
Fully Adjusted ARR	\$21.4mm	\$21.4mm	—	Conservative basis for valuation

3. Revenue Quality Assessment

3.1 Recurring vs. Non-Recurring Mix

Revenue Line	Reported	Final	Final	Trend	Risk Level
Subscription Fees	\$14.0mm (70%)	\$16.8mm (79%)	\$16.7mm (79%)	↑	MODERATE
Professional Services	\$1.5mm (8%)	\$2.2mm (10%)	\$3.7mm (14%)	↑↑	ELEVATED
Support & Maintenance	\$2.1mm (11%)	\$2.4mm (12%)	\$2.4mm (11%)	→	LOW
Other One-time	\$6.0mm (30%)	\$6.0mm (30%)	\$6.0mm (30%)	→	LOW
Total Revenue	\$19.6mm	\$21.4mm	\$28.2mm		

Observation: Professional services revenue has nearly doubled as a percentage of total revenue, growing from 8% to 14% over two years. Management attributes this to implementation complexity of the v4.0 platform release, but the

Source: Data Room — ARR Bridge & Client Analysis Monthly P&L, Customer Contract folder

Working on it...

Progress

- Read and index 47 data room documents
- Cross-reference revenue claims against financials
- Flag risks and produce reconciliation report
- Synthesize findings into slide format
- Build IC-ready summary deck

Working folder

/Documents/outputs

- Revenue_reconciliation.pdf
- Risk_summary.xlsx
- IC_deck_draft.pptx

Context

Connectors

- S&P Global

Skills

- PDF
- XLSX
- PPTX

“

Cowork helps teams do work at a scale that was hard to justify before. The human role becomes validation, refinement, and decision-making. Not repetitive rework.”



Joel Hron
CTO

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What Cowork does behind the scenes

Claude completes work with much more agency than you'd see in a regular conversation. Once you've set it a task, Claude will make a plan and steadily complete it, while looping you in on its process.



Understand

Asks questions clarifying



Plan

Breaks down complex work in actionable tasks



Execute

Works on tasks simultaneously, using tools, files, and the web

Responds to user input and guidance as its working



Deliver

Produces finished deliverables: data analysis, Word, Excel, Powerpoint file, reports, and more



Verify

Checks quality and accuracy

Customized to job functions or your company

Works with plugins, a bundle of skills, connectors, slash commands, and sub-agents to give Cowork specialized skills for your org

What's different when your team starts using it

The more your team pushes the boundaries of Cowork, the more impactful work they'll see from Claude.



Get hours back when work is done in minutes

Weeks of work becomes minutes of review. The work gets done, not discussed.



Finished deliverables instead of starting points

Formatted decks, complex analysis, populated spreadsheets, and polished reports are ready to share.



Extend what's already working

Claude Code users are significantly more productive. Cowork gives others the same capability.

Turn Claude into a specialist with plugins

Give Claude the context, tools, and workflows it needs to work like a member of your team.

Add a sales plugin and Claude knows your CRM, your process, and your team's language.

Plugins give Claude a jumpstart to do specialized work because everything works together from the start.



Connectors

Connect Claude to your tools and data sources via MCP



Skills

Teach Claude your workflows, standards, and best practices



Commands

Give teams one-click access to complex multi-step tasks

Browse plugins

Search plugins

Productivity

Manage tasks, plan your day, and build persistent memory of your work context.

Anthropic verified

New

Product Management

Write feature specs, plan roadmaps, and synthesize user research. Keep stakeholders updated.

Anthropic verified

New

Marketing

Create content, plan campaigns, and analyze performance across marketing channels.

Anthropic verified

New

Legal

Speed up contract review, NDA triage, and compliance workflows for in-house legal teams.

Anthropic verified

New

Finance

Streamline finance workflows: journal entries, reconciliation, financial statements, and variance...

Anthropic verified

New

Enterprise Search

Search across all of your company's tools in one place — email, chat, documents, and wikis.

Anthropic verified

New

Data

Write SQL, explore datasets, and generate insights. Build visualizations and dashboards from raw data.

Anthropic verified

New

Customer Support

Triage tickets, draft responses, escalate issues, and build your knowledge base.

Anthropic verified

New

Bio Research

Connect to preclinical research tools and databases to accelerate early-stage life sciences R&D.

Anthropic verified

New

Cowork Plugin Management

Create, customize, and manage plugins tailored to your organization's tools and workflows. Configure MCP...

Anthropic verified

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Make it yours – customize or build from scratch

Start with Anthropic plugins

Pre-built for sales, legal,
data and more. Works
out of the box.

Customize for your company

Connect your tools,
add your playbooks,
and tailor slash
commands to match
how your team works.

Create new plugins

Use Plugin Create to
build anything – skills,
connectors, sub-agents
– in natural language.

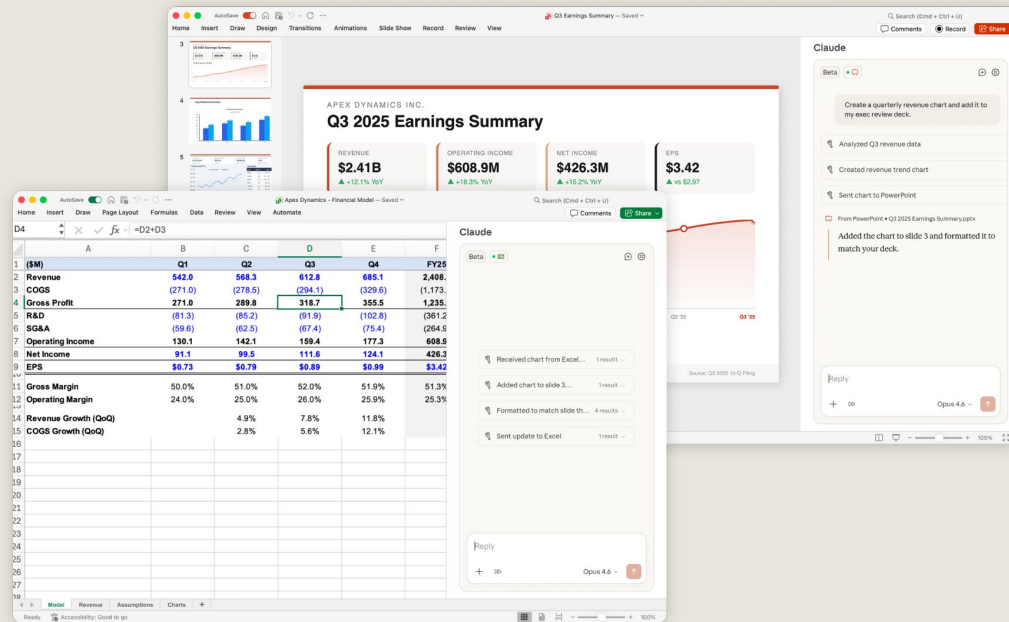
Claude works across apps

Claude can handle multi-step tasks end-to-end across Excel and PowerPoint.

Claude uses and passes context from one add-in to the other

Run an analysis in Excel and turn it into a presentation in PowerPoint.

Research preview



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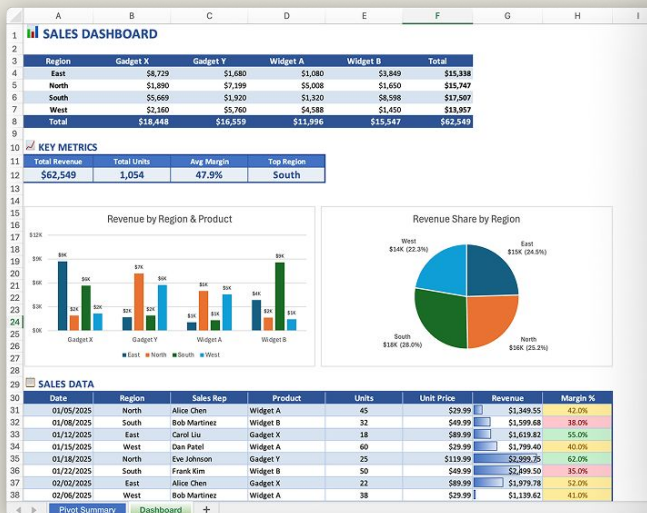
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Claude for Excel

Claude can read, analyze, update, and create Excel workbooks. Maintains formula integrity and provides full transparency through change tracking and cell-level citations.

Research preview



Opus 4.6 BETA

Here's the full summary of your **Sales Dashboard**:

Key Metrics

Metric	Value
Total Revenue	\$62,549
Total Units Sold	1,054
Avg Margin	47.9%
Top Region	South

Revenue by Region

Region	Revenue	Share
South	\$17,507	28.0% — #1 performer
North	\$15,747	25.2%

F24 selected

What can I do for you?

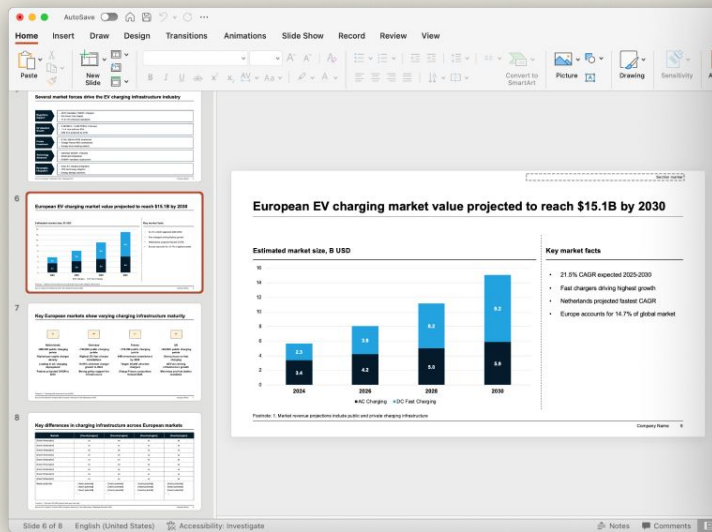
Ask before edits



Claude for PowerPoint

Claude works alongside you in PowerPoint – building slides, making pinpoint edits, and iterating on your deck in real time. It reads your layouts, fonts, and slide masters so every change stays on-brand and on-template.

Research preview



Opus 4.6 BETA

Chart: A stacked bar chart showing market size growth from 2024 to 2030, broken down by charger type:

- AC Charging:** Growing from \$3.4B (2024) to \$5.9B (2030)
- DC Fast Charging:** Growing from \$2.3B (2024) to \$9.2B (2030)
- Total market:** \$5.7B (2024) → \$15.1B (2030)

Key Market Facts:

- 21.5% CAGR expected 2025-2030
- Fast chargers driving highest growth
- Netherlands projected fastest CAGR
- Europe accounts for 14.7% of global market

Slide 6 selected

What can I do for you?

Accept all edits

Start working with Claude today

Start broad, layer in depth, and expand as you see results



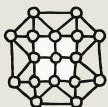
Roll out Chat

Provision seats org-wide

Connect company knowledge sources

Equip cross-functional teams across sales, marketing, finance

Measure adoption and scale



Activate Claude Code

Deploy Claude Code to the engineering teams

Integrate with existing IDE workflows

Track velocity and code review cycles

Expand across your organization



Test Cowork

Provision cowork to power users

Target high-value delegation tasks

Collect feedback, refine use cases

Build internal success stories