

ANTHROPIC

Initiative for Enterprise Customers

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About Us

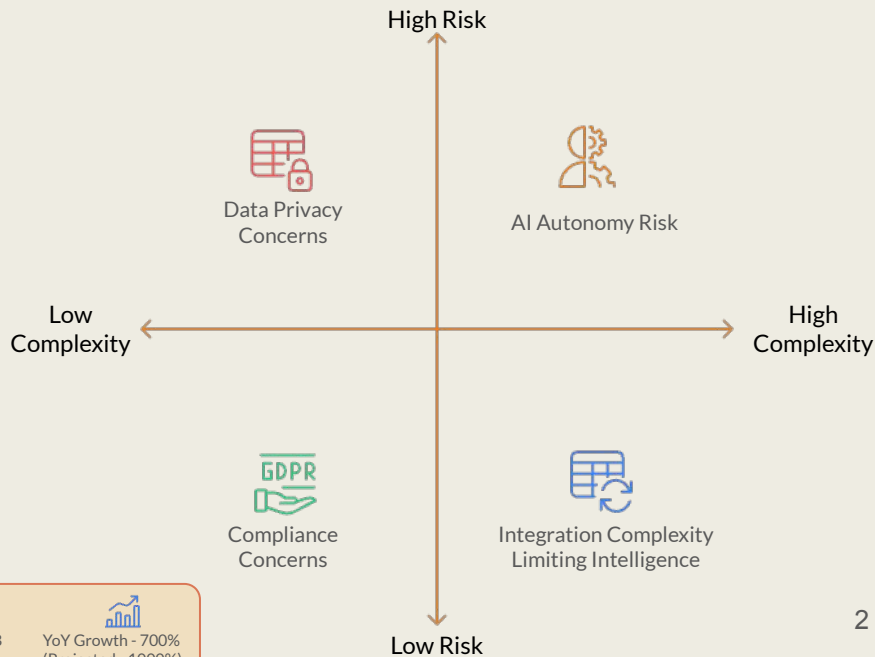


Pioneering #safe #reliable #ethicalAI solutions
Prioritizing #security #transparency #control

Our Enterprise customers can safely connect C4E to their company knowledge and empower every team with trusted AI.

Our focus ... Long-Term Enterprise Strategy

What are we solving ... Current Enterprise Challenges



Revenue: \$800MM
(Projected - \$1B)

Valuation - \$18.4B
(Projected - \$40B)

YoY Growth - 700%
(Projected - 1000%)



Problem

Problem Definition



The focus area we are solving for Enterprise Segment is the **productivity gains using the trusted AI system of intelligence while driving long term revenue growth.**

Sub-Problems Impacting Enterprise Productivity

- **Integration & Workflow Disruption**

Complex enterprise systems require seamless AI integration. Claude's adaptable deployment minimizes disruption and accelerates **time-to-value** for enterprise customers.

- **Limited Enterprise wide LLM access**

In addition, for adoption of Enterprise productivity solutions, we need to solve the below adjacent sub problems

- **Data Privacy & Security Risks**

Enterprises prioritize **data sovereignty** and **regulatory compliance** (e.g., GDPR, HIPAA). Claude's enterprise-grade security mitigates these risks, building trust with sensitive sectors.

- **AI Control & Autonomy**

As models grow more autonomous, AI safety levels (ASLs) safeguard against uncontrolled behaviors, ensuring AI remains **interpretable and steerable**.

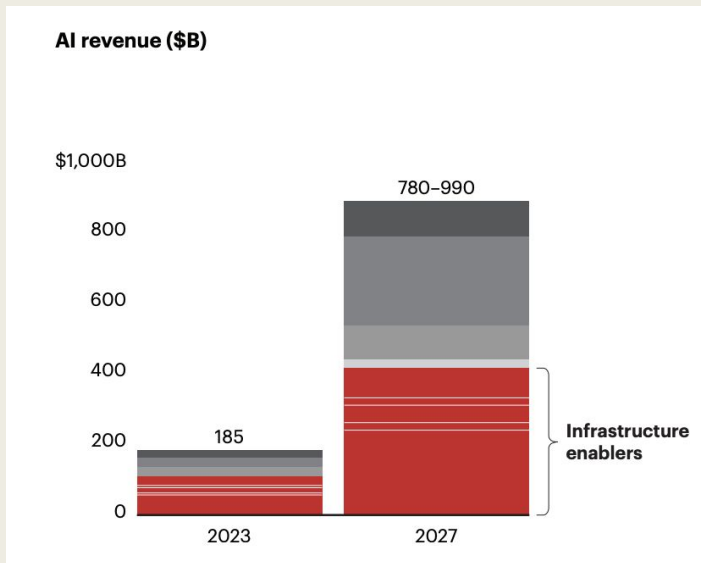
- **Data accessibility** - Authorization & Accountability

Industry

Why is it the Right Industry To Be In?

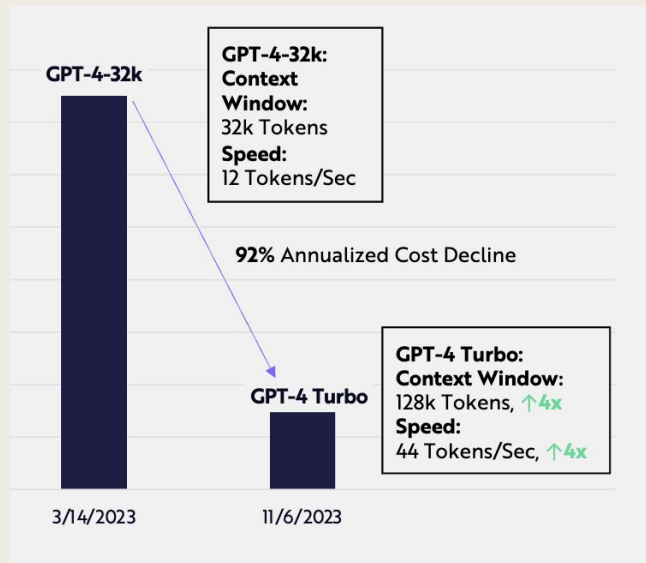
GenAI is the next PRODUCTIVITY Frontier

AI Market estimated to reach \$990 Bn by 2027



Growing at 40-55% CAGR

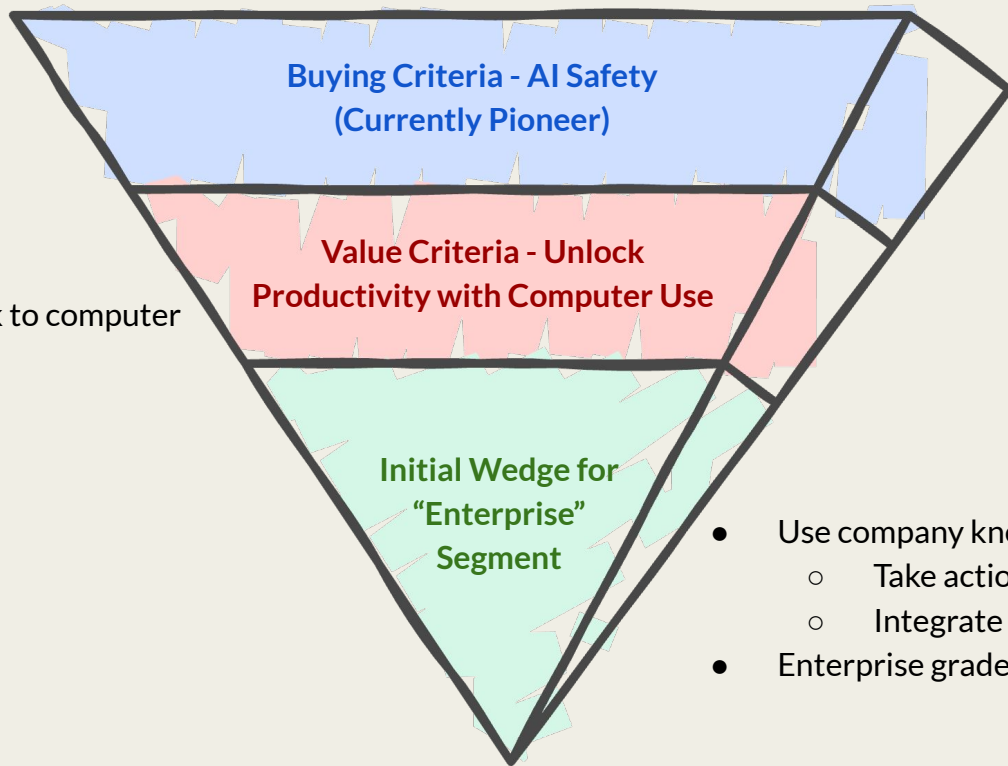
LLM economics



86-92% Annualized cost decline
Improved performance YoY

Product

- Prompt Shield (PII, Harmful content detector)
- Factual confidence score based on verified sources and an explanation
- “Creative-liberty” score (Hallucination score)



Computer use for

- Automated workflows
- Delegate repeated work to computer agents

- Use company knowledge
 - Take action with Projects
 - Integrate with key data sources
- Enterprise grade security



Claude Studio

Dashboard

Settings

Role Groups

Knowledge Sources

Admin User

admin@company.com

Knowledge Sources

Save Changes

Configure Knowledge Sources

Enable or disable knowledge sources and configure which role groups have access to each source.

Company Intranet

Internal company websites and portals

Confluence

Team documentation and knowledge base

Notion

Project documentation and team wikis

Assign Role Groups

☒ Leadership

☒ Engineering

☒ Travel

☒ Insurance

☐ Product Management

☐ Analytics

☐ IT

☐ HR

Slack Conversations

Team communications and discussions

Meeting Transcriptions

Recorded meeting notes and transcripts

pmcurve

9

Claude Studio

40 x 40

Dashboard

Your PRDs

Quarterly Roadmap

Share

Interesting Projects

4

Share so information can be used for your peer's benefit. Only leadership can be given access to this section. **important to track the source.

Today's TO-DO

- ☐ Senior leadership requested for a budget proposal for this quarter by next week
- ☐ Product Sync @ 2PM
- ☐ Deliver authentication feature
- ☐ Complete PAT for RAG implementation
- ☐ Respond to CTO email re: Q4 planning

Add new task

1

Automated To-Do based on calendars, mails, meeting notes, etc.

2

Ask Claude.
Based on data accessible to you, insights are generated.

3

Do you know section highlights any interesting tidbits like **someone you know** has 2 relevant insights.

Hey I'm presenting the budget proposal for Microsoft 365 to my CEO, CTO and COO. Based on the presentations shared by my superiors to the same stakeholders, can you help me with any insights on what needs to be included, restructured in my presentation?

Microsoft 365 requirement.pptx

Sarah Connor
Senior Product Manager

Admin Page

Claude Studio

Dashboard

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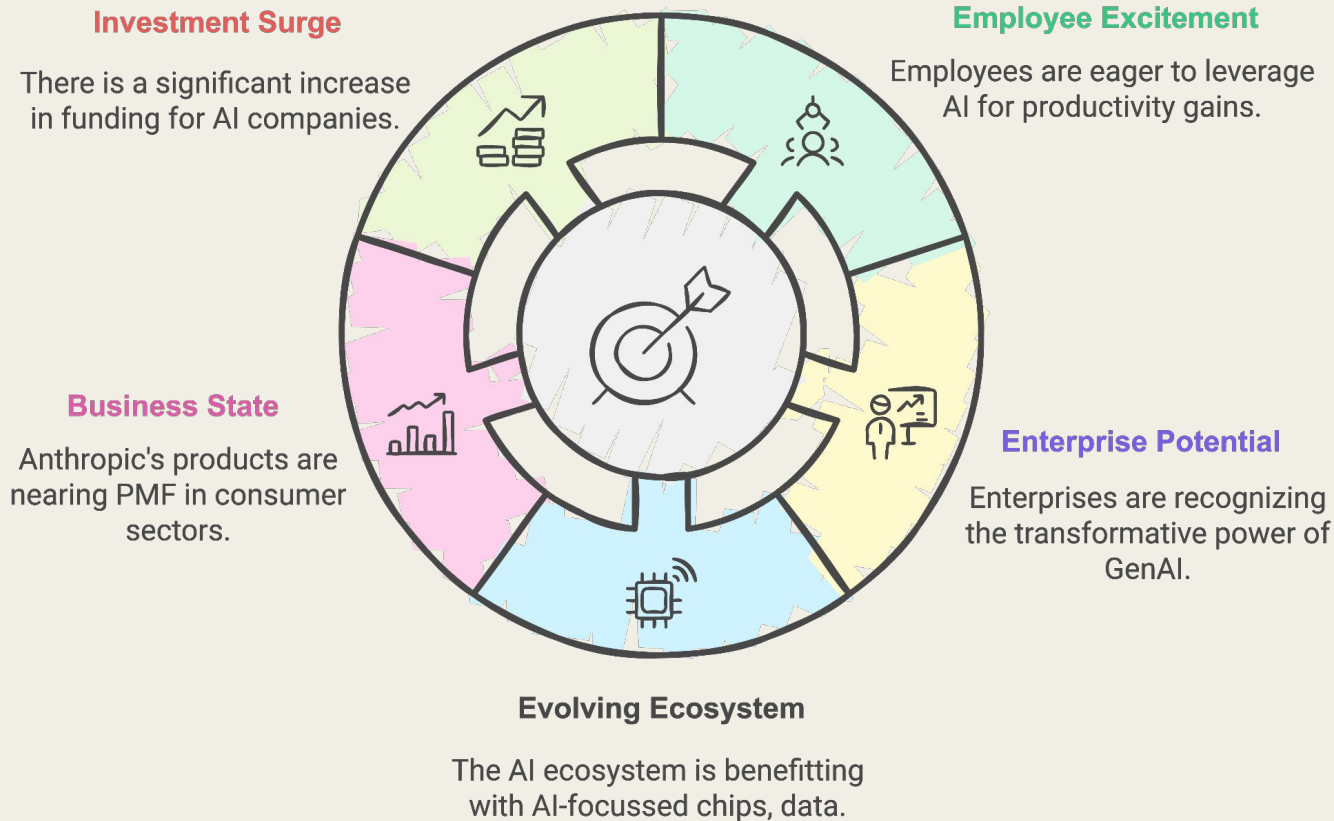
Role Groups

These role groups have been automatically extracted from your organization's structure using AI.

☐	Leadership Members of the Leadership team	12 users
☐	Engineering Members of the Engineering team	45 users
☐	Travel Members of the Travel team	18 users
☐	Insurance Members of the Insurance team	24 users
☐	Product Management Members of the Product Management team	15 users
☐	Analytics Members of the Analytics team	20 users
☐	IT Members of the IT team	30 users
☐	HR Members of the HR team	10 users

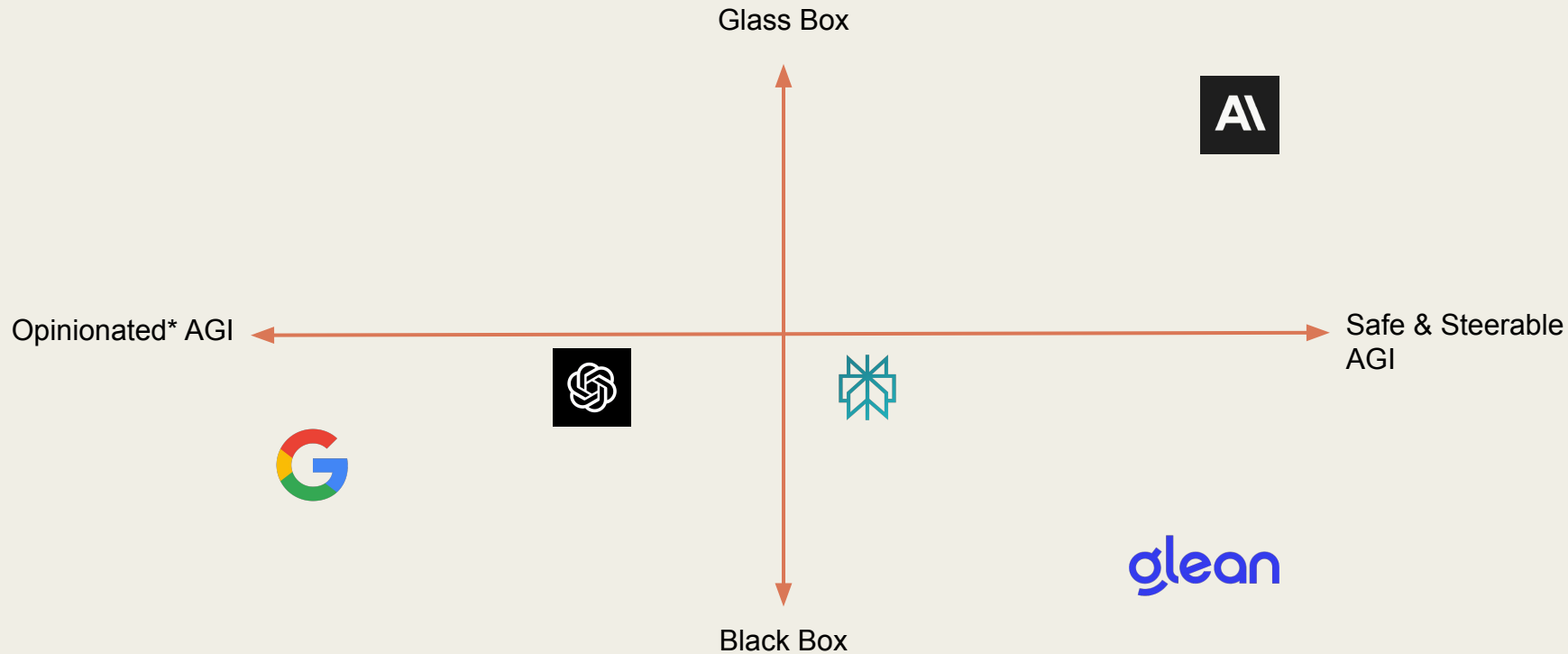
Why Now?

Why is it Right Time To Solve?



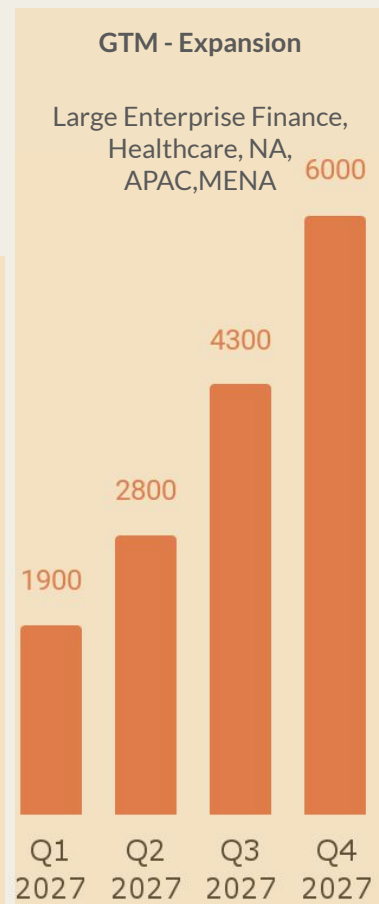
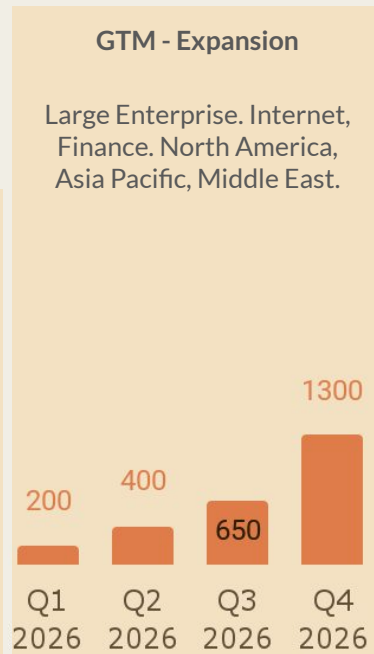
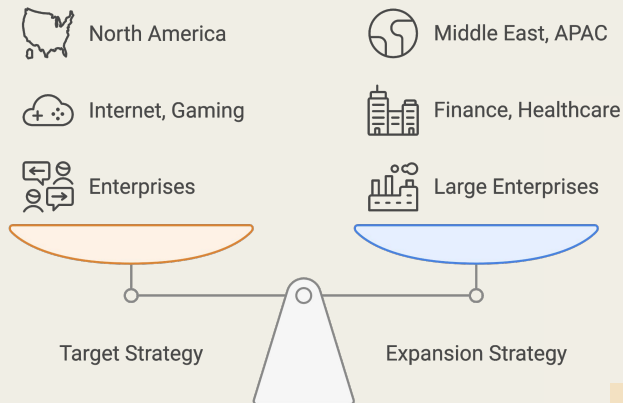
Enterprise GenAI: Competitive Landscape

AI



GTM

GTM & Expansion



Business Model

Investment for Product Launch

Total Investment: **\$15M** from **Q1-Q4 2025**

People

- Talent Capital - Product, Engineering, Growth

Growth

- Growth Campaigns
- Cash Discounting

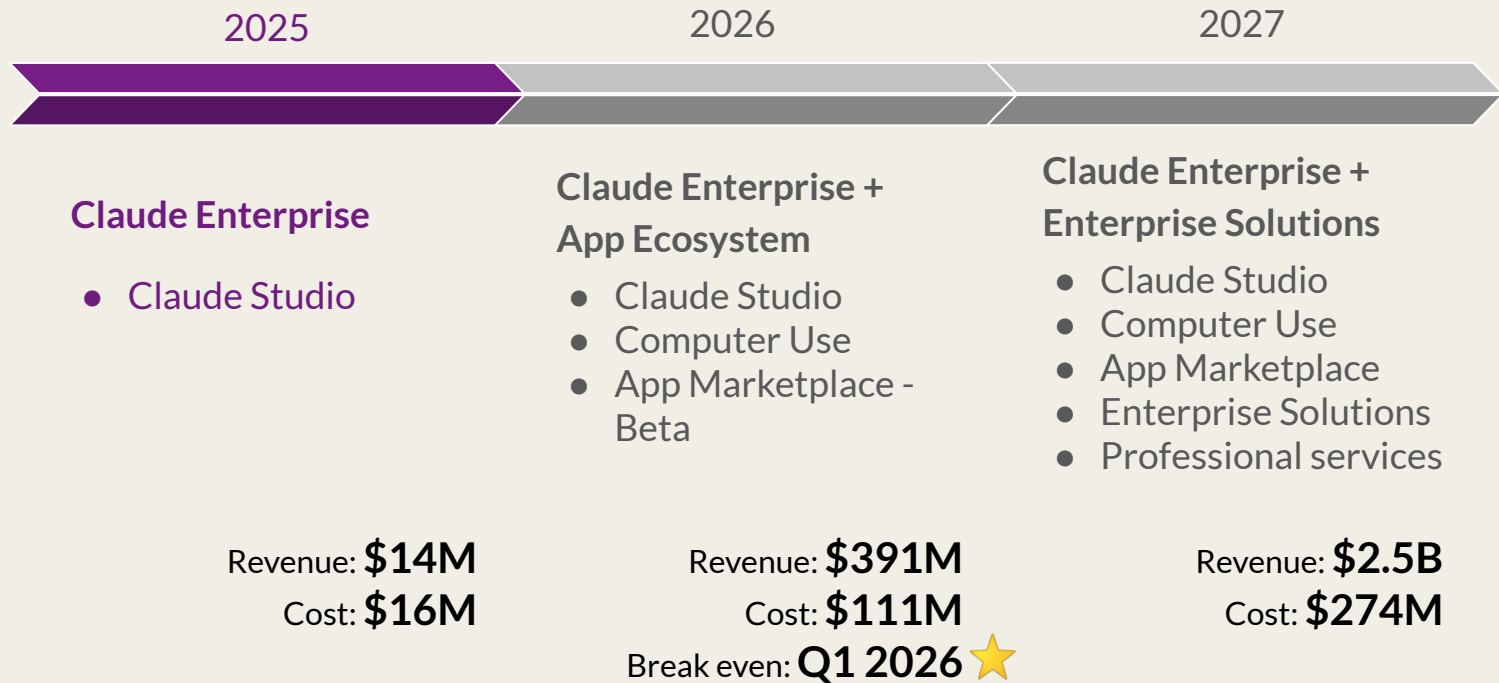
Technology

- GPU Infrastructure
- Cloud Expenses

Internal partnerships

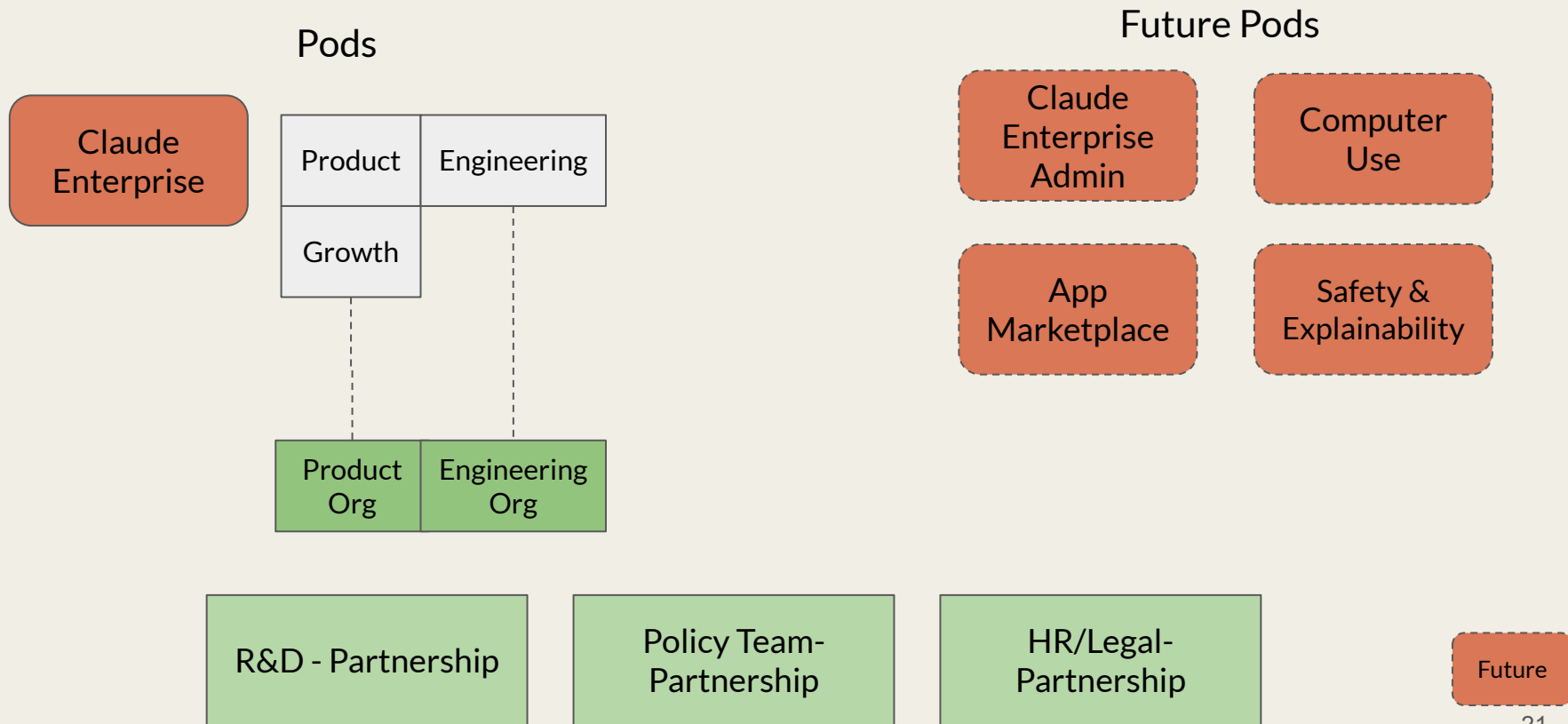
- R&D - LLM pre-training
- R&D - Explainability
- R&D - AI Safety
- R&D - Agentic AI
- Policy Team
- HR
- Legal

Timelines (Estimated*)



Team

Team Structure





Thanks