FGIA® | 2027 ANNUAL CONFERENCE



NICK PERICLE

Keynote Session | AI Hype vs. Reality: What's Actually Working in Manufacturing and Distribution

Tuesday, February 9 | 9:30 - 10:55 a.m. Eastern

SESSION OVERVIEW

There's no shortage of AI headlines. This session cuts through them by showing the work. Nick Pericle walks through where AI really stands today, what manufacturers and distributors are getting out of it and where the hype still runs ahead of reality. Through live demonstrations built around the everyday work of FGIA members, from quoting and product information to customer service and operations, attendees will see what's possible with tools many of them already have. Nick will also cover how teams are getting started, how to keep company data safe and what's coming next. Every attendee leaves with the slide deck, the prompts used in the room and a resource site to keep using after the conference.

SPEAKER BACKGROUND

Nick Pericle, Tenexity

Nick Pericle is the Founder and CEO of Tenexity, an AI transformation firm helping distributors, manufacturers, and industrial companies rethink how they operate in the Intelligence Age. Nick has spent more than a decade working at the intersection of technology and wholesale distribution. Today, he works directly with leadership teams across the industry to move AI from experimentation into practical business use, helping organizations rethink workflows, build new capabilities, and identify opportunities that simply were not possible a few years ago.

Nick is a Fellow of the National Association of Wholesaler Distributors Institute for Distribution Excellence, hosts the Distribution at the Crossroads podcast in partnership with National Association of Wholesaler-Distributors (NAW), and is a frequent speaker on AI and the future of distribution.

What makes Nick's sessions different is that he doesn't spend much time talking about what AI might eventually do. He shows you what it can do right now, often building, researching, analyzing, and solving real business problems live in the room.