



TRAINING CATALOG 2026

AI BRINGS SPEED. YOUR SKILLS SET THE DIRECTION.

20 role-based AI tracks from career start to platform operations, plus programs and masterclasses. With agendas, fixed group prices and artifacts that keep working on Monday.

€7,900 per training day and group • 4 to 12 participants • certificate included

As of: September 2026 • bordonaro.ai

WHAT YOU WILL FIND IN THIS CATALOG.

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Every item carries an item number and a QR code leading directly to the matching page with details, agenda and inquiry path.

WHY THIS CATALOG

NOT A PAPER ABOUT POSSIBILITIES. AN OFFER WITH PRICES.

I have spent almost 30 years in datacenters, projects and training rooms, and developed one simple conviction: if you sell something, you should be able to say what it costs, who it is for and what exists at the end. That is exactly how this catalog is built. Every item has a price or an honest path to one, a target group and a verifiable result.

Not everything needs to be offline. Everything needs to stay under control. If you take just one question away from these pages, let it be this: does every workload in your organisation run where it belongs?

Dino Bordonaro

Founder and CEO · 8x Microsoft MVP in a row



THE LEARNING MECHANIC

NOT MORE TOOLS. A WAY OF WORKING YOU CAN RELY ON.

01

Understand

What can AI do here, and what can it not?

02

Apply

Work on a suitable task with approved data.

03

Check

Examine sources, completeness, errors and required approvals.

04

Put it to work

Adopt a verified template or checklist into your daily routine.

05

Deepen

Work through recurring questions in a role track or workflow lab.

06

Keep learning

Solve real questions in regular Q&A sessions and updates.

YOUR TRAINER

Teaching AI also means understanding what it runs on.

Dino connects long-standing IT and teaching experience with the practical question of how AI should be used and managed at work. Technical tracks address architecture, data flows, permissions and operations. For your first step, the focus is a task you can work through and understand.

8x Microsoft MVP in a row • Microsoft Certified Trainer • more than 800 professionals trained

WHAT IT FEELS LIKE

A CONVINCING ANSWER CAN STILL BE WRONG.

ILLUSTRATIVE SCENARIO. A FICTIONAL WORKFLOW, NOT A CLIENT CASE STUDY.

Monday, 8:17 am. The request has been waiting since Friday.

An experienced sales specialist knows her products and customers. Preparing a proposal still starts with searching through emails, product documents and open questions. In this scenario, an approved AI assistant receives selected documents and a clear task. It gathers requirements, flags gaps and drafts an outline. She rejects a suggested delivery date because there is no confirmed source. She no longer starts from a blank page. The commitment to the customer remains her decision.

ILLUSTRATIVE SCENARIO. A FICTIONAL WORKFLOW, NOT A CLIENT CASE STUDY.

The first support case. The answer sounds remarkably confident.

A new team member asks AI to explain an error. It suggests a command they have never used. Run it straight away? This is where real competence begins. In the exercise, they check approved documentation, explain the possible effect in their own words and test only in an isolated environment. A change to the customer system still requires the responsible person's approval. AI helps them learn. It does not grant them permission.

ILLUSTRATIVE SCENARIO. A FICTIONAL WORKFLOW, NOT A CLIENT CASE STUDY.

The presentation is ready. The key figure is wrong.

An experienced controller uses AI to help draft a monthly report. The text sounds convincing, but it compares two different reporting periods. In this scenario, calculations stay in the verified reporting system. AI helps with structure, alternative explanations and follow-up questions. The controller checks the figures and assumptions before the report goes to management. Progress is not speed at any cost. It is less routine work with responsibility still clearly assigned.

That is why we do not begin with a list of tools. We begin with your task and how you recognise a good result.

WHO IS THIS FOR? YOUR DECISION GUIDE

SIX ROLES, SIX LEARNING PATHS.

Nobody needs all 20 tracks. Find your role, start with the recommended path and have prior knowledge recognised in a skills conversation. Safe use and result checking belong in every path.

Career starters and career changers

„I already use AI, but I never know whether I can trust it.“

You get a safe learning path: have it explained, ask back, check sources, explain it yourself. The secret shortcut becomes a learning accelerator.

AI-START › AI-LIT-LAB › AI-WORK

Experienced professionals

„Too much of my day goes into searching, summarising and drafting.“

You bring your professional context into working with AI and test its suggestions against your standards. Your knowledge sets the bar, not the smoothest answer.

AI-WORK › AI-CONTEXT › AI-CHECK

Executive management and board

„What is AI worth to us, what do we risk and who answers for it?“

From decision picture to resilient business cases to the leadership questions: you decide based on your own judgement instead of borrowed slides.

AI-EXEC › AI-VALUE › AI-LEAD

Governance, privacy, security

„How do we make AI use provable and properly classified?“

The EU AI Act translated per role, applications classified cleanly, threats modelled systematically. Training and drafts, not legal advice.

AI-GOV › AI-RISK › AI-SEC

Architecture and engineering

„How do I build RAG, agents and evaluation that survive production?“

From the knowledge foundation to RAG, evaluation and bounded, supervised agents: built and hardened on real lab hardware.

AI-DATA › AI-RAG › AI-EVAL › AI-AGENT

Platform and operations

„How do I run models and GPUs, connected to disconnected?“

Plan, operate and update sovereign platforms, up to fully disconnected operating models. Your home turf becomes our classroom.

AI-PLATFORM › AI-OPS › AI-ARC ›
AI-RESIDENCY

The online check helps in 7 questions: bordonaro.ai/en/academy

START WITH YOUR WORK. NOT A TOOL NAME.

AIA-AI-LIT-LAB

PATH 1 · UNDERSTAND

[k/aia-ai-lit-lab](#)**AI Literacy Hands-on Lab**

Half a day after which every participant has built their own assistant instead of just hearing about one.

You set up your own assistant in the lab, practise the data rules on real cases and finish with a transfer check, in groups of 4 to 12 people.

Who for: Teams and departments that need to move from listening to doing: case handling, sales, administration, service.

Duration: ½ day **Group:** 4-12 people **Lead time:** from 2 weeks

€3,950 flat per delivery

AIA-AI-WORK

PATH 1 · UNDERSTAND

[k/aia-ai-work](#)**Working Safely and Productively with AI**

One day on which three of your real workflows become measurably faster, not three slide examples.

Three genuinely improved workflows with before-and-after measurements, personal prompt and review templates, and team rules the team has agreed on.

Who for: Teams of up to 12 people who have already touched AI and now want to get their actual work done with it: reports, quotes, minutes, customer correspondence, research.

Duration: 1 day **Group:** 4-12 people **Lead time:** from 2 weeks

€7,900 flat per delivery

AIA-AI-CONTEXT

PATH 1 · UNDERSTAND

[k/aia-ai-context](#)**Prompt and Context Engineering**

Two days after which good AI results in your team are no longer a matter of luck, but repeatable building blocks.

Reusable context patterns, structured outputs with quality controls, and a tested prompt library for your team.

Who for: Heavy users, subject-matter experts and developers who work with AI daily and whose results are reused by others: analyses, reports, data extraction, text modules, precursors to automation.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

START WITH YOUR WORK. NOT A TOOL NAME.

AIA-AI-START

PATH 1 · UNDERSTAND



k/aia-ai-start

AI Onboarding for Career Starters

One day teaching career starters to use AI as a learning tool without trusting it blindly: have tasks explained, ask good follow-up questions, check sources and spot your own knowledge gap before it becomes a mistake.

You practise having tasks explained by AI, questioning the explanation and, at the end of the day, explaining a synthetic practice case in your own words, without the AI at your side.

Who for: Apprentices, career starters, career changers and juniors in their first years on the job.

Duration: 1 training day**Group:** 4-12 people**Lead time:** from 2 weeks**€7,900** flat per delivery

AIA-AI-CHECK

PATH 1 · UNDERSTAND



k/aia-ai-check

Checking and Improving AI Results

One day dedicated to the skill that decides between benefit and damage: systematically checking AI results. Sources and figures, plausible errors, counter-checks and the question of when a result needs sign-off.

You practise a robust checklist on several synthetic cases and adapt it to your team's work. By the end, everyone recognises the typical plausible errors and knows when to escalate.

Who for: Teams that already use AI drafts and now need the quality assurance to go with them: case handling, assistants, business departments, controlling-adjacent roles.

Duration: 1 training day**Group:** 4-12 people**Lead time:** from 2 weeks**€7,900** flat per delivery

AIA-AI-EXEC

PATH 2 · LEAD



k/aia-ai-exec

Sovereign AI Executive Briefing

One afternoon after which your executive team knows whether AI in your company will be rented or owned.

A documented decision picture covering value, risk, sovereignty and operating model, plus the open decision questions for the next 90 days as a structured template for your governing bodies.

Who for: Managing directors, board members, advisory boards and shareholders, up to eight people.

Duration: ½ day**Group:** 4-8 people**Lead time:** from 2 weeks**€4,900** flat per delivery

START WITH YOUR WORK. NOT A TOOL NAME.

AIA-AI-LEAD

PATH 2 · LEAD

Leading in the Human-Agent Organization*Two days after which your managers know what to delegate to an assistant and what never to.*

Every manager works out a delegation matrix, an escalation model and the draft of a 90-day adoption plan for their own team.

Who for: Managers with people responsibility, from team lead to department head, up to twelve people.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

k/aia-ai-lead

AIA-AI-VALUE

PATH 2 · LEAD

Use Case and Business Case Sprint*Two days after which your AI idea list is a prioritized portfolio with owners and numbers.*

A prioritized use case portfolio with a value-risk matrix, conservatively calculated economics, one owner per use case and a 90-day plan for the top candidates.

Who for: Mixed groups of managers, department representatives and executives, up to twelve people.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

k/aia-ai-value

AIA-AI-CHAMP

PATH 2 · LEAD

AI Champions Program*Four modules and six accompanying Q&A sessions over twelve weeks, after which AI in your company has a team instead of one lonely delegate.*

Up to ten enabled champions with a use case pipeline, an internal community, ready-to-use guides and measurable transfer after 90 days.

Who for: Motivated employees and team leads from different departments who are meant to carry AI knowledge into the organization, up to ten people.

Duration: 4 on-site days + 6 Q&A sessions over 12 weeks **Group:** 4-10 people **Lead time:** from 6 weeks

€34,900 flat per delivery

k/aia-ai-champ

START WITH YOUR WORK. NOT A TOOL NAME.

AIA-AI-GOV

PATH 3 · GOVERN



k/aia-ai-gov

EU AI Act and AI Governance

Two days after which you hold an AI register, a literacy plan and a policy draft instead of a slide deck full of paragraphs.

A populated AI inventory, a role model, a literacy plan, a policy draft and a control calendar, all built on your real systems.

Who for: For owners in legal, data protection, information security, compliance and IT governance who need to turn the EU AI Act from text into a working state.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

AIA-AI-RISK

PATH 3 · GOVERN



k/aia-ai-risk

AI Risk Classification Lab

One day on which your real applications get classified instead of generic example cases from a slide.

Your real use cases are sorted into prohibited, high risk, transparency obligation or minimal, with documented criteria and control need per case.

Who for: For governance owners and leaders who need to classify a list of deployed or planned AI applications with confidence.

Duration: 1 day **Group:** 4-12 people **Lead time:** from 2 weeks

€7,900 flat per delivery

AIA-AI-SEC

PATH 3 · GOVERN



k/aia-ai-sec

Secure GenAI and Agent Threat Modeling

Two days after which you hold a threat model, a data flow diagram and a test plan for a real application instead of a list of theoretical risks.

A threat model, a data flow diagram, a catalogue of concrete protective measures and a test plan for a real GenAI or agent application of yours.

Who for: For security and governance owners together with engineering who need to secure a GenAI or agent application.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

START WITH YOUR WORK. NOT A TOOL NAME.

AIA-AI-DATA

PATH 4 · BUILD



k/aia-ai-data

AI-ready Data and Knowledge Architecture

RAG projects rarely fail at the model, they fail at sources without owners and permissions without a concept.

A prioritized knowledge map of your organization with an ownership matrix, source assessment and a retrieval and permission concept strong enough to carry a RAG project.

Who for: Architects, data engineers and developers tasked with making company knowledge usable for assistants.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

AIA-AI-RAG

PATH 4 · BUILD



k/aia-ai-rag

Enterprise RAG Engineering

A RAG demo is an afternoon, a RAG system with permissions and measurable quality is engineering. Here you build the latter.

A working RAG prototype on our lab environment with an ingestion pipeline, hybrid retrieval, reranking, an evaluation set, a permission model and honestly documented limits.

Who for: Developers, data engineers and architects who build or own a RAG system for enterprise use.

Duration: 3 days **Group:** 4-12 people **Lead time:** from 4 weeks

€23,700 flat per delivery

AIA-AI-EVAL

PATH 4 · BUILD



k/aia-ai-eval

Evaluation, Observability and Guardrails

Without a golden dataset and release gates, every AI release is an experiment on your users.

A golden dataset, automated quality metrics, tracing, cost and latency budgets and defined release gates that catch regressions before your users experience them.

Who for: Developers, platform engineers and technical owners taking an AI system towards production or already operating one.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

START WITH YOUR WORK. NOT A TOOL NAME.

AIA-AI-AGENT

PATH 4 · BUILD

Agentic Systems Engineering

An agent allowed to act before passing its gates is not automation, it is an operational risk with API access.

A self-built agentic workflow with tool integration, an explicit state model, human-in-the-loop gates, evaluation and abort and escalation logic, signed off in a live stress test.

Who for: Experienced developers and architects tasked with connecting agents to real business processes and systems.



k/aia-ai-agent

Duration: 4 days **Group:** 4-12 people **Lead time:** from 6 weeks

€31,600 flat per delivery

AIA-AI-PLATFORM

PATH 4 · BUILD

Sovereign AI Platform Engineering

Five days after which your team has not just described an inference platform but built, measured and handed one over.

A referenceable platform architecture from GPU sizing to operations handover, built and measured in the lab and documented as a blueprint.

Who for: Platform teams and infrastructure architects who are expected to own LLM inference in their own data center or on Azure Local.



k/aia-ai-platform

Duration: 5 days **Group:** 4-12 people **Lead time:** from 6 weeks

€39,500 flat per delivery

AIA-AI-OPS

PATH 4 · BUILD

LLMOps for Connected, Disconnected and Air-Gapped Environments

Three days after which a model update arrives safely even when no cable leads to the outside world.

A tested promotion process from dev through test to prod, an offline update concept with signature verification and an incident and rollback runbook rehearsed in the lab.

Who for: Platform and operations teams responsible for an LLM platform in environments with restricted or no internet connectivity: public authorities, critical infrastructure, defense, manufacturing with segregated networks.



k/aia-ai-ops

Duration: 3 days **Group:** 4-12 people **Lead time:** from 4 weeks

€23,700 flat per delivery

START WITH YOUR WORK. NOT A TOOL NAME.

AIA-AI-ARC

PATH 4 · BUILD



k/aia-ai-arc

Azure Arc and Azure Local as a Hybrid Control Plane

Three days after which Arc is no longer just an agent on your servers but a control plane with rules you set yourself.

A well-founded Arc resource model with a policy and GitOps foundation, plus a reasoned decision picture of when connected and when disconnected is the right operating model.

Who for: Platform teams that run or introduce Azure Local and want to set up management via Azure Arc deliberately instead of inheriting it.

Duration: 3 days **Group:** 4-12 people **Lead time:** from 4 weeks

€23,700 flat per delivery

AIA-AI-RESIDENCY

PATH 4 · BUILD



k/aia-ai-residency

Sovereign AI Architecture Residency

Five days in the lab that end not with slides but with your own architecture design, validated on real hardware.

A customer-owned architecture and operations design whose critical assumptions were validated on real hardware, with a tested slice, a prioritized backlog and an executive readout.

Who for: The core team of an organization concretely planning a sovereign AI platform: architects, platform owners and the person who has to defend the investment.

Duration: 5 days in the lab **Group:** 4-8 people **Lead time:** from 6 weeks

€44,500 flat per delivery

PRICE MATRIX
ALL PRICES AT A GLANCE

ITEM NO.	SERVICE	SCOPE	NET PRICE
AIA-AI-LIT-LAB	AI Literacy Hands-on Lab	½ day	€3,950 flat per delivery
AIA-AI-WORK	Working Safely and Productively with AI	1 day	€7,900 flat per delivery
AIA-AI-CONTEXT	Prompt and Context Engineering	2 days	€15,800 flat per delivery
AIA-AI-START	AI Onboarding for Career Starters	1 training day	€7,900 flat per delivery
AIA-AI-CHECK	Checking and Improving AI Results	1 training day	€7,900 flat per delivery
AIA-AI-EXEC	Sovereign AI Executive Briefing	½ day	€4,900 flat per delivery
AIA-AI-LEAD	Leading in the Human-Agent Organization	2 days	€15,800 flat per delivery
AIA-AI-VALUE	Use Case and Business Case Sprint	2 days	€15,800 flat per delivery
AIA-AI-CHAMP	AI Champions Program	4 on-site days + 6 Q&A sessions over 12 weeks	€34,900 flat per delivery
AIA-AI-GOV	EU AI Act and AI Governance	2 days	€15,800 flat per delivery
AIA-AI-RISK	AI Risk Classification Lab	1 day	€7,900 flat per delivery
AIA-AI-SEC	Secure GenAI and Agent Threat Modeling	2 days	€15,800 flat per delivery
AIA-AI-DATA	AI-ready Data and Knowledge Architecture	2 days	€15,800 flat per delivery
AIA-AI-RAG	Enterprise RAG Engineering	3 days	€23,700 flat per delivery
AIA-AI-EVAL	Evaluation, Observability and Guardrails	2 days	€15,800 flat per delivery
AIA-AI-AGENT	Agentic Systems Engineering	4 days	€31,600 flat per delivery
AIA-AI-PLATFORM	Sovereign AI Platform Engineering	5 days	€39,500 flat per delivery
AIA-AI-OPS	LLMOps for Connected, Disconnected and Air-Gapped Environments	3 days	€23,700 flat per delivery
bordonaro.ai AIA-AI-ARC	Azure Arc and Azure Local as a Hybrid Control Plane	3 days	Prices €23,700 flat per delivery

TERMS & CONTACT

CLEAR RULES. SHORT PATHS.

Training price anchor	€7,900 net per training day and group, half-day formats pro rata, the lab residency at €8,900.
Minimum group	Delivery from four actually registered participants, up to the stated group size. Smaller groups move to the next date free of charge.
Scheduling	Depending on scope, 2 to 6 weeks lead time counted from written confirmation of date and scope.
Completion	Certificate of participation and audit-ready training records included with every track, as a building block of your Art. 4 EU AI Act evidence.
All prices	Net plus 19 % VAT. Travel costs only for on-site dates outside the region, stated up front.

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BORDONARO

**NOT EVERYTHING NEEDS TO BE OFFLINE. EVERYTHING NEEDS TO STAY
UNDER CONTROL.**

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