

ClearSkies.

Episode 03

The AI Blind Spot in SMBs:
You Can't Secure What You Can't See



WELCOME to Clear Skies

Your Hosts:



Caroline Clark



Jim Hake

Fun Facts While We Wait



The Hidden AI Risk

The biggest risk for many organizations isn't the AI they know about—it's the AI they don't know about.

Employees often adopt tools long before leadership becomes aware.



Intent vs. Malice

Most Shadow AI adoption is driven by a desire to:

- Save time
- Increase productivity
- Solve business problems
- Reduce repetitive work



Detection Methods

Discovery usually happens via browser activity, SaaS reviews, or security audits.

You can't manage what you can't see.

Welcome Back



POLL

(About Your Organization Today)

Does your organization have a formal AI usage policy?

- Yes
- No
- We're working on one
- I'm not sure

Welcome Back



QUIZ

(There's a right answer!)

What is usually the biggest challenge with Shadow AI?

- Employees intentionally breaking rules
- AI tools are inherently insecure
- Organizations lack visibility into how AI is being used
- Employees don't want to use AI



Today we're focusing on the growing challenge of Shadow AI:

Understanding how employees are using AI tools,
the risks of limited visibility,
and practical approaches to AI governance for SMBs.

Today's Guest Speakers :

Saurabh Sandhir

CEO / Founder - Kipling Secure

Daniel De La Garza

Sr. Director of Sales Engineering - Kipling Secure

Saurabh Sandhir



CEO & Co-Founder, Kipling Secure

- Co-founder and CEO of Kipling Secure, an AI-native cybersecurity platform built for MSPs and SMBs
- More than 20 years of experience in cloud infrastructure, cybersecurity, and enterprise technology
- Focused on helping businesses gain visibility and control over emerging AI risks

Daniel De La Garza



Sr. Director of Sales Engineering, Kipling Secure

- 25+ years in IT architecture, cloud technologies, and solution design
- Extensive experience supporting channel partners and MSPs
- Focused on helping organizations adopt secure and practical AI strategies





POLL AND QUIZ RESULTS

What's On Your Mind?



Questions, comments, concerns?

Ongoing disputes with your office printer, or AI hallucinations?

Let's gab.



Thank You for Joining Us

AI is evolving fast — thank you for learning with us.