



The Universal Agent is Here

Claude is the leading Universal Agent today



One tool. Across roles

From CXO to Analysts.

From Spreadsheets to Enterprise Apps

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Everybody Uses It - The Excel Analogy

The entire world uses Excel. But everybody uses it differently. The Universal Agent is the same.

CXO

Senior Leaders

Product

Manager

Finance, Risk

Treasury

Marketing

Ops

Analyst

Data Scientist

Developer

Tech Lead

One agent. Used differently by every role.

What Claude Can Do

One agent - used differently by every role.

The Claude Suite:

- Claude in Excel
- Claude in PowerPoint
- Claude Desktop
- Claude Code (terminal)
- Claude Code on the web
- Claude Cowork

Advanced Analysis - Connected to databases

Dashboards - Highly customized dashboards

Tools - Internal web apps, utilities

AI : AI Apps and integration

Automations : Workflow automation

Excel - Advanced analysis to formatting

Presentations - Decks, pitch books, reports

PDFs - Reports, documents

Enterprise Apps - Production-grade

IT & Security - CI/CD, security, deployment

Remote: Claude working on your laptop –
you directing from phone

How the Work Splits

You bring:

- Domain expertise
- Judgment
- Quality checks
- Strategy
- Decisions

The AI does:

- Coding
- Building
- Analysis
- Deployment
- Automation

Human expertise... that's the differentiator

Feed it gold, you get gold ...feed it bull

The Impact

The impact is not in percentages. It is in **multipliers**. It comes from two areas:

1

Faster & Better

What you already do today - done at multiples of the current speed and quality.

2

Entirely New

Things you could not build before - now you can. New capabilities that were not possible earlier.

Each era brought a tool that collapsed weeks of work into hours.

Punch Cards



Programming Languages

Weeks of card-punching
- hours of typing

Pen & Calculator



Spreadsheets

One person does what a
team of clerks did

Manual Ledgers



Accounting Software

Month-end close: weeks
- days

Humans on Computer

Human builds



AI on Computer

Human describes.
The AI builds.

Same equation...
Weeks to hours

What Changes for Each Role

Some examples

CXO / Senior Leaders

Before: Describe your vision to the team. Wait for a deck or prototype.

Now: Describe it to Claude. Get a working mock-up in minutes.

Product Manager

Before: Write a spec sheet. Share with design and engineering. Wait.

Now: Share a working prototype. Run competitive research in hours, not weeks.

Developer / Tech Lead

Before: Specialize in frontend or backend. Hand off across the pipeline.

Now: Full pipeline - frontend to server management to security. One person, full stack.

What Changes for Analysts & Data Scientists

The new normal – going beyond analysis, dashboards & ML models

What We Used to Do

- Excel analysis – create every pivot & formula by hand, validate manually
- SQL, Python – by hand
- ML models - code by hand
- Dashboards & reports - format and update manually

... and then comes the PPT .. by hand ...

then the v2 ...v3 by hand

The New Normal

*Everything above - that's still the foundation. **But now you direct and AI does it for you.***

Plus:

- Internal tools & AI Apps
- Fully custom dashboards
- Automated workflows
- Working prototypes - build it, hand to IT
- API - connect systems, pull live data
- MCP servers - connect AI agents to analytics outputs and reports
- Full-stack apps - React, FastAPI, databases / CI-CD (basic/ internal)

Note : Enterprise Grade Apps are a different ball game

Resources

Claude in Excel & PowerPoint

[Power User Guide to Claude in Excel & PowerPoint - 26 Working Tips](#)

Claude in Excel and MCP

[MCP Guide for Claude in Excel – Connect to Databases, Generate PDF/HTMLs](#)

[Pull your quants numbers directly with Claude in Excel](#)

[Claude in Excel + MCP + xlwings Lite + Claude Code: The power of 4 impact](#)

Claude Code

[Claude Code: Top 10 Tips from Boris Cherny – Creator of Claude Code](#)

[2026 Infra Guide for AI Tool Builders - Part 1: AI Coder](#)

[AI Coders give you the edge. 6 Rules I Follow When Working with AI Coders.](#)

The tools changed.

The way of working changed.

The outcomes got bigger.

40+ tools built with this approach and live on Tigzig.com