

AI TRANSFORMATION PARTNER

# What a Build Could *Look Like* For You

Six examples of what changes on the ground when a Build goes live — the problem in plain terms, what your team gets back, and where it typically starts.

A LEAVE-BEHIND AFTER YOUR DISCOVERY CALL

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We don't sell AI tools. We own the outcome.

# These all start with an Audit

Nothing in this document is a package you can buy off the shelf. Every example below is a composite of what we've built or scoped for businesses that look like yours — not a menu, not a quote.

A Build is always scoped from an Audit first. We spend one to two weeks inside your actual workflows — interviewing the people who do the work, watching where they wait, copy-paste, or ask someone for information — before we recommend anything. **We start with an audit, not a pitch.**

That means the examples on the following pages are illustrative, not prescriptive. Your version might combine two of them, need only half of one, or surface a leak none of them mention. The point of this document isn't to give you a shopping list — it's to help you picture what "AI actually working inside your business" looks like, in terms you can hold your team to.

## WHAT STAYS CONSTANT

Every Build we scope includes documentation, hands-on training for your team, and a 30-day stabilization window after go-live. *AI makes your people more valuable — not replaceable.*

- **Read for the problem, not the tech.** Each page opens with a situation you'll recognize, not a feature list.
- **The RM band is a starting point.** Final scope and price come from your Audit, not this document.
- **One recommended next step.** By the last page, there's a single thing to do next — not a menu.

# Stop building the Monday deck by hand

Your sales manager spends Friday afternoon and Monday morning pulling numbers from the CRM, WhatsApp updates, and three spreadsheets into a deck nobody reads past slide two.

TODAY

**A weekly report, always a week late**

Someone manually reconciles pipeline data from the CRM against WhatsApp deal updates and a side spreadsheet. By the time leadership sees it, the numbers are already stale — and the person who built it is doing it instead of selling or managing.

AFTER THE BUILD

**Live numbers, same-day questions answered**

Pipeline, conversion, and rep performance update automatically from your CRM and messaging tools into one dashboard. Ask a question in plain language — "which deals stalled this week" — and get an answer the same day, not the following Monday.

*~6-8 hrs/wk*

manual reporting time given back to the manager who used to build the deck

*Same-day*

answers to pipeline questions, instead of waiting for the next report cycle

TYPICALLY STARTS AT

**Starter Build** · RM 8,000–18,000 · 2–4 weeks — one workflow, one CRM integration

# Stop asking the same person twice a day

Your policies, pricing, SOPs, and past-project notes live across shared drives, email threads, and one senior employee's memory. New hires ask, get an answer three hours later, or guess.

TODAY

Answers live in people, not systems

Finding the current pricing sheet, the latest SOP version, or how a past client issue was resolved means messaging the one person who remembers — interrupting their day, and creating a single point of failure if they're on leave.

AFTER THE BUILD

One search box, sourced answers

A search assistant indexes your shared drives, past documents, and internal wikis, and answers questions in plain language with a source link back to the original document — so staff can verify, not just trust.

- **New hires ramp faster.** They stop waiting on tribal knowledge and start finding answers themselves in week one, not month three.
- **One key person stops being a bottleneck.** What only they knew is now documented and searchable — protecting the business if they're out or leave.
- **Every answer is sourced.** No guessing — the assistant points to the actual document, so your team keeps the final judgment call.

TYPICALLY STARTS AT

**Standard Build** · RM 20,000–45,000 · 4–8 weeks — multiple source systems, change management for adoption

# Know what's happening before it's a fire

You run the business from instinct and whoever remembers to flag a problem. By the time a margin slip or a stalled deal reaches you, it's already cost you weeks.

TODAY

**You find out when someone tells you**

Cashflow, sales, ops, and delivery data sit in separate systems that nobody looks at together. Problems surface in a hallway conversation or a bad month-end close — not when there was still time to act.

AFTER THE BUILD

**One view, flagged before it's a crisis**

A single dashboard pulls the numbers that actually matter to you — cash position, pipeline health, delivery risk — and flags anomalies as they emerge, so you're deciding on this week's data, not last quarter's.

## Weekly

leadership view instead of an ad hoc, whoever-remembers-to-flag-it update

## Earlier

warning on margin slips and stalled deals — while there's still time to act

TYPICALLY STARTS AT

**Standard Build** · RM 20,000–45,000 · 4–8 weeks — multi-system integration, executive-level reporting

# Close the books without the week of dread

Month-end means your finance lead manually matching invoices to bank statements to purchase orders, line by line, hoping nothing was missed.

TODAY

**A week of manual matching, every month**

Reconciliation happens in spreadsheets, cross-referencing three or four documents by hand. Discrepancies get caught late — or not at all — and your finance lead dreads the same week every month.

AFTER THE BUILD

**Discrepancies flagged, not buried**

Invoices, bank statements, and purchase orders reconcile automatically, with exceptions and mismatches flagged for a human to review — instead of a human checking everything to find the few that don't match.

- **Half the close time.** What took a week of manual matching becomes a review of the exceptions the system already found.
- **Fewer errors reach the ledger.** Discrepancies get caught at the point of mismatch, not discovered in an audit months later.
- **Your finance lead reviews, not retypes.** Judgment goes where it belongs — on the exceptions, not on re-keying numbers that already matched.

TYPICALLY STARTS AT

**Standard Build** · RM 20,000–45,000 · 4–8 weeks — accounting system integration, exception-handling logic

# Stop losing good candidates to slow screening

You're hiring, but resumes pile up faster than anyone can screen them, and by the time you reach a strong candidate, a faster competitor has already made an offer.

TODAY

**Screening is a backlog, not a process**

Someone manually reads every resume, cross-checks it against the role, and schedules interviews over email tag. Strong candidates wait days for a response — and take another offer in the meantime.

AFTER THE BUILD

**Shortlisted in hours, not days**

Resumes are screened and ranked against the role automatically, with interview scheduling handled without the back-and-forth — so your HR lead spends their time talking to strong candidates, not sorting a backlog.

*Days to hours*

from application received to shortlist ready for review

*Fewer offers lost*

to slower competitors, because good candidates hear back faster

TYPICALLY STARTS AT

**Starter Build** · RM 8,000–18,000 · 2–4 weeks — one workflow, applicant-tracking integration

# Stop re-typing what the client already sent you

A new client sends contracts, ID documents, and forms by email and WhatsApp. Someone on your team re-keys every field into your system by hand — and every re-key is a chance to get something wrong.

TODAY

**Onboarding runs on manual data entry**

Documents arrive in every format and channel. Staff extract the details by hand into your practice management, ERP, or CRM system — slow, repetitive, and the first place errors creep into a client file.

AFTER THE BUILD

**Documents in, structured data out**

Incoming documents are read automatically, key fields extracted and validated, and the client record created directly in your system — with a human reviewing only what the system flags as uncertain.

- **New clients onboard in days, not weeks.** The bottleneck moves from data entry to actual client work.
- **Fewer costly errors in client files.** Less manual re-keying means fewer transposed numbers and missed fields — the ones that cause rework or compliance headaches later.
- **Built for professional services and distribution.** This is the highest-frequency leak we see in accounting, legal, agency, and distribution businesses — document-heavy, owner-led, high manual-process density.

TYPICALLY STARTS AT

**Standard Build** · RM 20,000–45,000 · 4–8 weeks — document processing, system-of-record integration

BUILD TIERS

# How scope and investment scale

Every Build is scoped from your Audit, but the tiers give you a sense of what different levels of complexity typically cost and take.

| TIER           | TYPICAL SCOPE                                                   | DURATION   | RM BAND            |
|----------------|-----------------------------------------------------------------|------------|--------------------|
| Starter Build  | One workflow, one automation, light integration                 | 2-4 weeks  | RM 8,000-18,000    |
| Standard Build | Multi-step workflow, 1-2 system integrations, change management | 4-8 weeks  | RM 20,000-45,000   |
| Advanced Build | Multi-agent orchestration, deeper CRM/ERP integration           | 8-14 weeks | RM 50,000-100,000+ |

Milestone billing applies across all tiers: 40% at kickoff, 40% at the build milestone, 20% at go-live. Every Build includes documentation, hands-on handover training, and a 30-day post-launch stabilization window — so your team can run it without us in the room.

THE WALK-AWAY TEST

Before we call a Build done, someone on your team operates it unassisted, on camera. If we disappeared tomorrow, would it keep running? That's the bar.

NEXT STEP

# Find out which of these is yours

None of the examples above are guesses about AI in general — they're what we've built for businesses that look like yours. The only way to know which one (or which combination) fits your business is to look at your actual workflows.

- 1 We run the Audit**  
One to two weeks inside your workflows — interviews, workflow shadowing, and a real look at your data, not a demo.
- 2 You get the numbers**  
A Leak Ledger of what manual work is actually costing you, a prioritized roadmap, and a Build proposal — presented live, never emailed cold.
- 3 The Audit fee credits in full**  
If you proceed to a Build within 60 days, 100% of what you paid for the Audit comes off the Build price.

**You've tried AI before and it produced nothing. That's not a failure of AI. It's a failure of *partnership*.**

WHY WE START EVERY ENGAGEMENT WITH AN AUDIT, NOT A PITCH

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Winning Systems · AI Transformation Partner