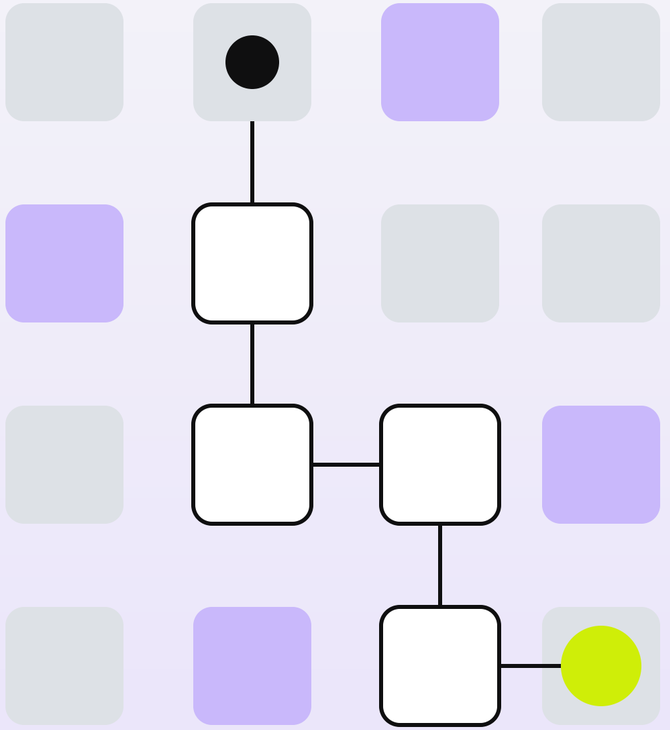
POSSIBLD.

AI & WORKFLOW AUTOMATION.

Give your team back the hours lost to routine work, and spend them on what moves the business.

AUTOMATE IT.

Human, always.



ROUTINE WORK IS THE HIDDEN COST.

Copying data, chasing approvals, answering the same questions, rebuilding the same report. It rarely shows up in a budget, but it takes days every month.

60–70%

of employees’ time

goes to work activities that current generative AI and other technologies could already automate.

[McKinsey Global Institute, 2023 ↗]

58%

of the workday

is spent on “work about work”: searching for information, chasing status, switching apps, duplicate tasks.

[Asana Anatomy of Work, 10,624 workers ↗]

3,680 h

a year, about two full-time roles

if 10 people each lose 8 hours a week to manual tasks (10 × 8 h × 46 weeks).

ILLUSTRATIVE CALCULATION

Automation does not replace the team. It gives the team its time back.

THREE LEVELS OF AUTOMATION.

We choose the simplest level that solves the problem, and keep people in control.

LEVEL 1

WORKFLOW

Fixed steps that run on their own when something happens.

EXAMPLE

A form arrives → a CRM record is created → the owner is notified.

LEVEL 2

AI WORKFLOW

The same steps, plus AI that reads, sorts, extracts and drafts.

EXAMPLE

AI reads an invoice PDF, extracts the fields and checks them against the order.

LEVEL 3

AI AGENT

AI chooses the next action from approved tools, within set permissions.

EXAMPLE

Answers a customer, books a slot, and hands over to a person when unsure.

Human in the loop: a person approves every critical action.

EVERY DEPARTMENT HAS ITS ROUTINE.

Eight areas where we most often find work worth automating. Details on the next slides.

01
SALES & BD
Lead research, enrichment, CRM updates, follow-up drafts.

02
CUSTOMER SERVICE
Chat, WhatsApp and voice assistants, triage, bookings.

03
FINANCE
Invoices, matching, approvals, reconciliation, reports.

04
HR & ADMIN
CV intake, new-hire data, onboarding, policy Q&A.

05
MARKETING
Product content, translations, SEO metadata, reporting.

06
OPERATIONS
CRM–ERP sync, approvals, statuses, internal knowledge.

07
PROCUREMENT
RFQs, specifications, quotes, supplier comparison.

08
LOGISTICS & ENERGY
Shipping documents, contracts, certificates, alerts.

MORE TIME SELLING.
LESS TIME ON ADMIN.

THE ROUTINE TODAY

- Researching companies and contacts by hand
- Copying data between forms, sheets and CRM
- Writing call notes and follow-ups
- New leads waiting hours for a reply

WHAT WE AUTOMATE

- Research by ideal client profile and buying signals
- Enrichment, lead scoring and routing
- CRM updates and duplicate clean-up
- Call summaries and follow-up drafts

WHAT YOUR TEAM GETS

- Qualified leads, with the reason they fit
- A clean, current CRM
- Faster first response
- Reps focused on conversations

PUBLIC EXAMPLE

Vendasta automated call summaries and follow-up drafts: 15 minutes saved per call, 282+ working days of sales admin a year.

ZAPIER ↗

ANSWER FASTER, AROUND THE CLOCK.

THE ROUTINE TODAY

- The same questions, every day
- Sorting and forwarding tickets
- Searching several documents for one answer
- Missed calls and messages after hours

WHAT WE AUTOMATE

- AI assistant for chat, WhatsApp, email or voice
- Ticket triage and routing
- Reply drafts from your own knowledge base
- Bookings, with handover to a person

WHAT YOUR TEAM GETS

- Instant answers to standard requests
- Agents focused on complex cases
- Consistent replies in several languages
- Nothing lost after hours

PUBLIC EXAMPLE

Erewhon (10 grocery stores, Los Angeles) uses AI to draft support replies: 70% are sent without edits, saving about 1,500 hours a year.

ZAPIER ↗

DOCUMENTS IN.
CLEAN, CHECKED DATA OUT.

THE ROUTINE TODAY

- Retyping invoices and receipts
- Matching invoices to orders
- Chasing approvals and payments
- Building the same report every month

WHAT WE AUTOMATE

- Data extraction from invoices and contracts
- Validation and order matching
- Approval routing and reminders
- Reconciliation and recurring reports

WHAT YOUR TEAM GETS

- Fewer errors and faster month-end
- People review exceptions only
- A full audit trail
- Reports ready on time

PUBLIC EXAMPLE

Canon USA automated vendor invoice processing: about 4,500 invoices a month, 90% straight through, about 6,000 hours saved a year. UIPATH ↗

LESS ADMIN AROUND PEOPLE.
MORE TIME FOR PEOPLE.

THE ROUTINE TODAY

- Sorting CVs and application emails
- Booking interviews by email, back and forth
- Copying new-hire data into several systems
- Answering the same policy questions

WHAT WE AUTOMATE

- CV and application intake into one record
- AI assistant that schedules interviews
- New-hire data synced across teams
- Policy Q&A assistant and onboarding

WHAT YOUR TEAM GETS

- One source of truth
- Smooth first days for new hires
- HR time back for people
- Hiring decisions stay with people

PUBLIC EXAMPLE

General Motors uses an AI assistant that chats with candidates and books interviews: time to schedule fell from 5+ days to 29 minutes, saving about $2M a year.

PARADOX ↗

CONTENT AND CATALOGUES AT SCALE, ON BRAND.

THE ROUTINE TODAY

- Writing product descriptions one by one
- Translations and SEO metadata
- Pulling reports from several tools
- Monitoring reviews and mentions

WHAT WE AUTOMATE

- Catalogue enrichment and product copy
- Translations and SEO metadata
- Automatic weekly reporting
- Review monitoring and content checks

WHAT YOUR TEAM GETS

- Launches go live faster
- A consistent brand voice
- One report instead of five
- Human review before publishing

FROM REQUEST TO APPROVED QUOTE, WITHOUT RETYPING.

THE ROUTINE TODAY

- Reading RFQs and spec PDFs
- Checking prices in the ERP
- Comparing supplier offers
- Tracking statuses and certificates

WHAT WE AUTOMATE

- RFQ and specification analysis
- Catalogue matching, quote drafts
- Supplier comparison and orders
- CRM–ERP sync and status alerts

WHAT YOUR TEAM GETS

- Faster replies to RFQs
- Fewer missed details
- One flow from lead to invoice
- A manager approves every quote

PUBLIC EXAMPLE

Ricoh automated 50 processes, including customer orders, supply chain and invoices: about €100,000 and 500 days of work saved a month.

AUTOMATION ANYWHERE ↗

ILLUSTRATIVE SOLUTION CONCEPT

WHAT A WORKFLOW LOOKS LIKE: AN RFQ FOR AN INDUSTRIAL SUPPLIER.

01
RECEIVE
An RFQ email arrives with PDF specifications.

02
UNDERSTAND
AI extracts products, quantities and requirements.

03
CHECK
The workflow matches the catalogue and ERP data.

04
DRAFT
A quotation draft is prepared with open questions.

05
APPROVE
A manager reviews, edits and sends it.

Before: a sales engineer reads every RFQ, searches the ERP and builds the quote by hand.

After: the engineer starts from a checked draft and spends time on the open questions.

WHAT AUTOMATION HAS DELIVERED.

Independent examples published by technology providers. These are not POSSIBLD. projects.

Vodafone UK

TELECOM · n8n ↗

WHAT THEY AUTOMATED

Monitoring of critical security data feeds, triage and ticket creation, across 33 workflows.

£2.2M

in costs avoided

and about 5,000 person-days of work saved.

Canon USA

IMAGING · UiPath ↗

WHAT THEY AUTOMATED

Vendor invoice processing: data extraction and validation, about 4,500 invoices a month.

6,000 h

of work saved a year

90% of invoices now go through without manual handling.

Ricoh

TECHNOLOGY · Automation Anywhere ↗

WHAT THEY AUTOMATED

50 end-to-end processes: invoices, customer orders, customer service, HR reporting, supply chain.

€100K

saved every month

and about 500 days of work freed each month.

Figures as reported in each published case study; results depend on context.

CLOSE TO SALES AND CUSTOMERS.

Independent examples published by technology providers. These are not POSSIBLD. projects.

Vendasta

SAAS · Zapier ↗

WHAT THEY AUTOMATED

Lead enrichment, CRM logging, call summaries and follow-up drafts for sales.

282+

working days of admin saved a year

15 minutes saved on every sales call.

Erewhon

GROCERY RETAIL · Zapier ↗

WHAT THEY AUTOMATED

AI drafts replies to customer service tickets for 10 stores, from the company's own knowledge.

70%

of AI reply drafts sent unedited

About 1,500 hours of customer service saved a year.

Palo Alto Networks

CYBERSECURITY · Zapier ↗

WHAT THEY AUTOMATED

Internal Slack requests (demo accounts, licence resets, access approvals) handled by AI.

$150K

saved a year

The workload of one full-time role, for 3,000+ internal users.

Figures as reported in each published case study; results depend on context.

START WITH ONE PROCESS.

A GOOD FIRST CANDIDATE

- It happens every week, or every day
- It follows clear rules
- It moves data between tools or documents
- Delays or mistakes cost money

Three of four? Worth a look.

HOW WE WORK

01 **Discovery call**
30 minutes to find the processes that take the most time.

02 **Process map**
Current steps, tools, volumes and a time-saving estimate.

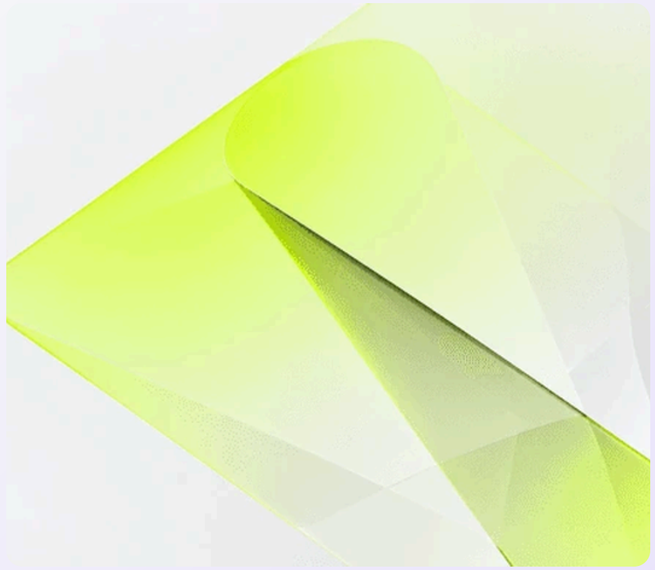
03 **Pilot**
One workflow built, tested and running with your team.

04 **Scale & support**
More processes, monitoring and improvements.

Responsible by design: least-privilege access, agreed data handling, logging and human approval for critical actions. Controls are confirmed during technical assessment.

YOUR NEXT ADVANTAGE STARTS WITH THE RIGHT QUESTION.

Which recurring process is slowing your team down?



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calendly.com/possibld-info/30min