



Your blueprint to AI sales profitability

Thrive 2024

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Introductions



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AppDirect



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Generative AI & Digital
Transformation
Ivado Labs

AI Industry Trends

Hype to Value Cycle

Bloomberg estimates the Generative AI market share will rise to \$1.3T by 2032, up from \$40B in 2022

71%

Companies exploring AI technology to drive operational efficiencies

Forrester

56%

Companies expecting large efficiency gains with AI

Software Strategies Blog

27%

Companies actually realising the benefits from AI

Deloitte

Barriers in Building and Launching AI Solutions **at Scale**



Technical Expertise (Data ingestion, Prompt Eng, LLMs)



Data Security and Privacy Concerns



Access Controls & Governance



Deployment Challenges

Who is Appdirect.ai Platform for?

For Companies aiming to build and launch secure Generative AI applications without coding, empowering them to boost Productivity, enhance Customer Satisfaction, and drive Sales growth.

Our Mission

Democratize the access to Generative AI for our Customers and Partners to help them **realise the enterprise value.**



AppDirect AI Platform Key Differentiators



No-code Solution

Intuitive Interface for configuring AI App



Choice of LLMs

OpenAI GPTs, Anthropic, Cohere, LLama



Security

Enterprise grade security with Microsoft Azure



Augment AI Knowledge

Advanced RAG Pipelines with Vector database storage



Access & governance

Access controls for Organizations & Individuals

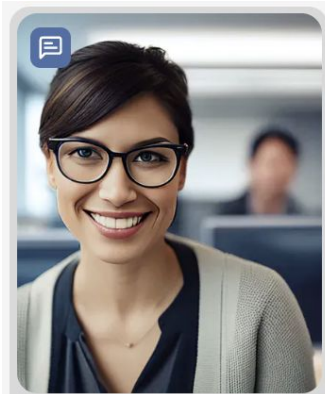


Actions

Execute Actions by making API Calls

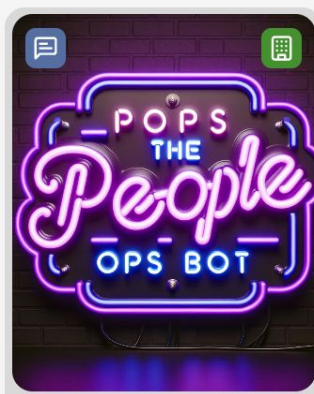
How is AI being used by our Employees currently

Each Department at AppDirect has built an AI App using our no-code platform



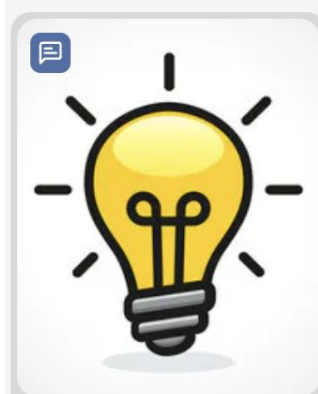
UX Designer

User Experience advice and best practices! Great for writing UX/UI documentati...



People Ops

You have questions about our HR Policies, we have answers.



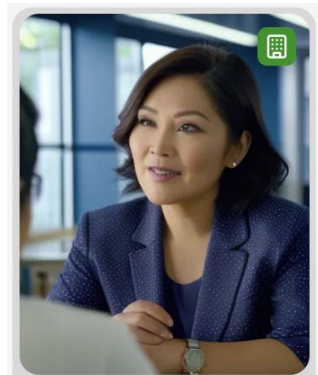
Advisor Onboarding

The goal of onboarding is to decrease time to quote and time to order. We're lookin...



Acronis Sales Specialist

As an Acronis Sales Assistant, your main task is to assist by answering thei...

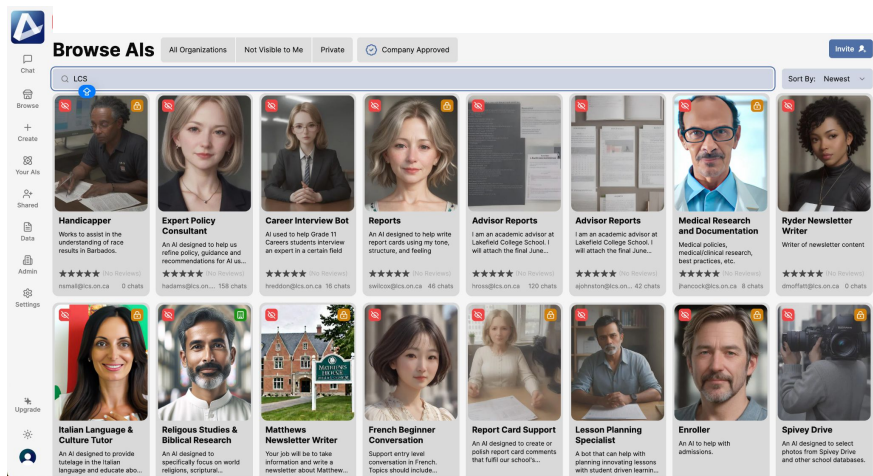


Academy education support

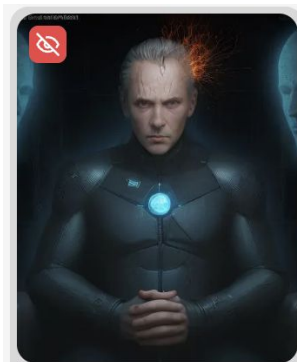
I help AppDirect's channel education team build engaging and effective...

How Customers & Partners are solving real life problems using AI

Educational Institute Faculty using AI for co-education, enrollments, newsletter etc.



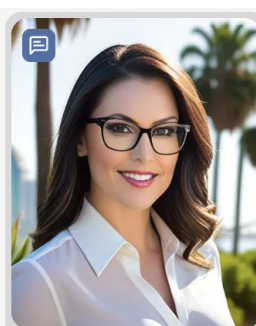
Advisors using AI for co-selling and customer service



NXTSYS Brain

Heat Mapping Tool to determine Geographical footprint by customer and...

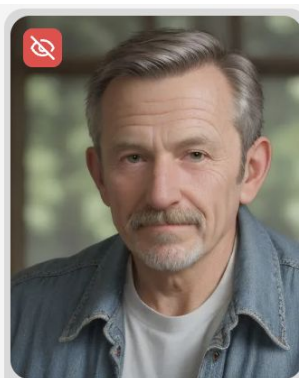
★★★★★ (No Reviews)



Meet Deb, San Diego's AT&T, Cox & Spectrum ICT Best Price AI Bot

Via chat, email or phone, I instantly connect you to the best ICT ("information &...)

Marketplaces using AI for Product discovery



HDM support

Answer questions about HDM listings

★★★★★ (No Reviews)

How to engage your Prospects

1. Identify Business Objectives

Understand the specific goals and needs of their business to tailor the AI solutions effectively.

2. Explore AI Adoption Challenges

Investigate any obstacles they face in adopting AI technologies, including technical, financial, or organizational barriers.

3. Discuss Data Privacy Concerns

Engage in a conversation about their data privacy priorities, ensuring that any AI solution respects their compliance requirements.

4. Understand Data Management Practices

Learn how they currently manage their corporate data and explore their interest or plans to leverage this data for AI training and insights.

5. Assess Readiness for AI Integration

Evaluate their existing technology infrastructure to determine their readiness for AI integration and identify any gaps that need addressing.

6. Highlight Benefits of No-Code Solutions

Explain the advantages of using no-code tools to simplify AI deployment, making it accessible even without technical expertise.

7. Provide Examples of Industry-Specific Use Cases

Share successful use cases from their industry to illustrate the tangible benefits of implementing AI solutions.

8. Address Long-Term Support and Scalability

Discuss how AppDirect.ai can support their AI initiatives over time and scale with their business as it grows.

Product Demo

How to create an AI App and share

Demo AIs

1. Advisor Quoting Assistant (Origo)
2. Provider Serviceability and Quick Quoting Assistant (V2)
3. JIRA Helper

AI Platform Roadmap

1

Embeddable Widget (React Component)

Embed the AI chatbot on your webpage or any web application with just a few lines of code.

2

Monetization Strategies for AI Creators

Charge your customers who use your AI App using various pricing models.

3

Inputs and Workflow Builder

Framework to capture data inputs from Chat User and build a sophisticated multi-step orchestration.

4

Multi-Agent Collaboration

Interactions between multiple agents to accomplish a complex task.

5

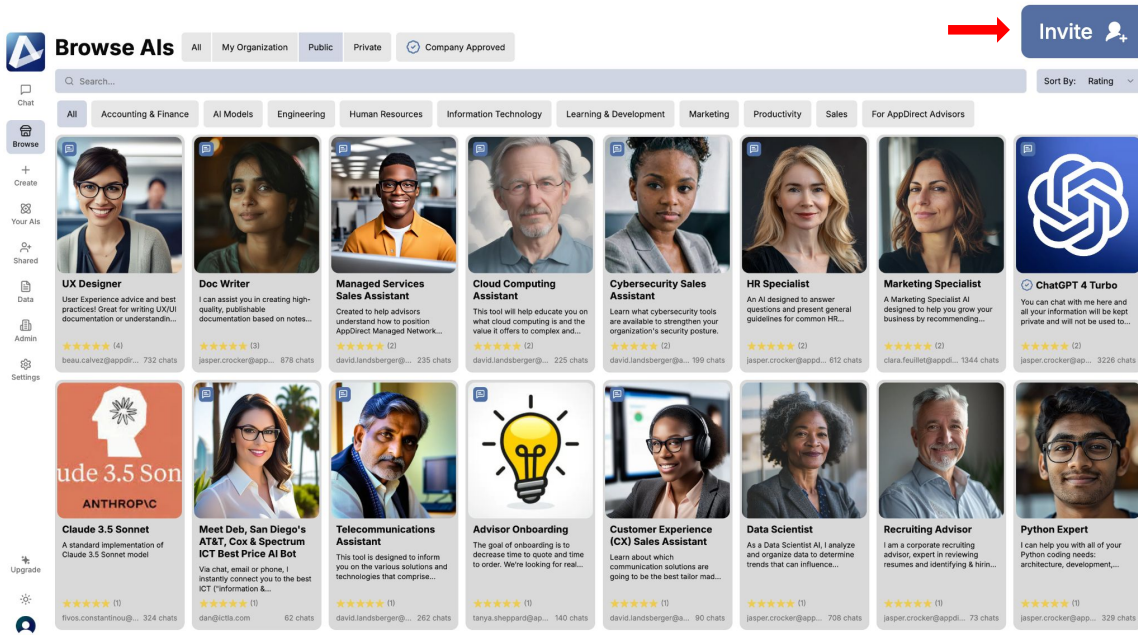
Monitoring and Alerting

AI to monitor other AI interactions and flag violations.

How to invite your Prospects to test drive AppDirect.ai

Using Affiliate Link

[Referral Guide](#) to be shared after this session



Browse AIs All My Organization Public Private Company Approved

Search...

Sort By: Rating

All Accounting & Finance AI Models Engineering Human Resources Information Technology Learning & Development Marketing Productivity Sales For AppDirect Advisors

UX Designer
User Experience advice and best practices Great for writing UX/UI documentation or understanding...
★★★★★ (4) [beau.calvez@appdirect.ai](#)... 732 chats

Doc Writer
I can assist you in creating high-quality, publishable documentation based on notes...
★★★★★ (3) [jasper.crocker@appdirect.ai](#)... 678 chats

Managed Services Sales Assistant
Created to help advisors understand how to position AppDirect Managed Network...
★★★★★ (2) [david.landsberger@appdirect.ai](#)... 235 chats

Cloud Computing Assistant
This tool will help educate you on what cloud computing is and the value it offers to complex end...
★★★★★ (2) [david.landsberger@appdirect.ai](#)... 225 chats

Cybersecurity Sales Assistant
Learn what cybersecurity tools are available to strengthen your organization's security posture.
★★★★★ (2) [david.landsberger@appdirect.ai](#)... 199 chats

HR Specialist
An AI designed to answer questions and present general guidelines for common HR...
★★★★★ (2) [jasper.crocker@appdirect.ai](#)... 612 chats

Marketing Specialist
A Marketing Specialist AI designed to help you grow your business by recommending...
★★★★★ (2) [clara.feuillet@appdirect.ai](#)... 1344 chats

ChatGPT 4 Turbo
You can chat with me here and all your information will be kept private and will not be used to...
★★★★★ (2) [jasper.crocker@appdirect.ai](#)... 3226 chats

Claude 3.5 Sonnet
A standard implementation of Claude 3.5 Sonnet model
★★★★★ (1) [frivos.constantinou@appdirect.ai](#)... 324 chats

Meet Deb, San Diego's AT&T, Cox & Spectrum ICT Best Price AI Bot
Via chat, email or phone, I instantly connect you to the best ICT (Information &...
★★★★★ (1) [dangict@a.com](#)... 62 chats

Telecommunications Assistant
This tool is designed to inform you on the various solutions and technologies that comprise...
★★★★★ (1) [david.landsberger@appdirect.ai](#)... 262 chats

Advisor Onboarding
The goal of onboarding is to decrease time to quote and time to order. We're looking for real...
★★★★★ (1) [tanya.shepherd@appdirect.ai](#)... 140 chats

Customer Experience (CX) Sales Assistant
Learn about which communication solutions are going to be the best tailor mad...
★★★★★ (1) [david.landsberger@appdirect.ai](#)... 90 chats

Data Scientist
As a Data Scientist AI, I analyze and organize data to determine trends that can influence...
★★★★★ (1) [jasper.crocker@appdirect.ai](#)... 708 chats

Recruiting Advisor
I am a corporate recruiting advisor, expert in reviewing resumes and identifying & hirin...
★★★★★ (1) [jasper.crocker@appdirect.ai](#)... 73 chats

Python Expert
I can help you with all of your Python coding needs: architecture, development...
★★★★★ (1) [jasper.crocker@appdirect.ai](#)... 329 chats

Invite people to join you in AppDirectAI

- ☒ Invite a user to AppDirect.ai with an affiliate link
- ☐ Invite a user to join my company and access company AIs

Share this personalized affiliate sign up link:

<https://appdirect.ai/signup?ref=peush.patel%40appdirect.com>

Ivado Partnership

Enterprise Bespoke Implementations

Why bring us in?

For You:

Enterprise deals can be very lucrative

For your clients:

Customers will get a solution customized to their specific needs

- Meet more rigid compliance needs
- Provide greater visibility/trust
- Seamlessly integrate with their workflow/existing systems
- Address specific security requirements

When to bring us in

Organizations need sophisticated expertise to deploy business-ready AI solutions



Meaningful Use Case

Client has a well-articulated target use case and objective.



Ground-Truth Data

Client has usable and accessible data.



Measurable Success

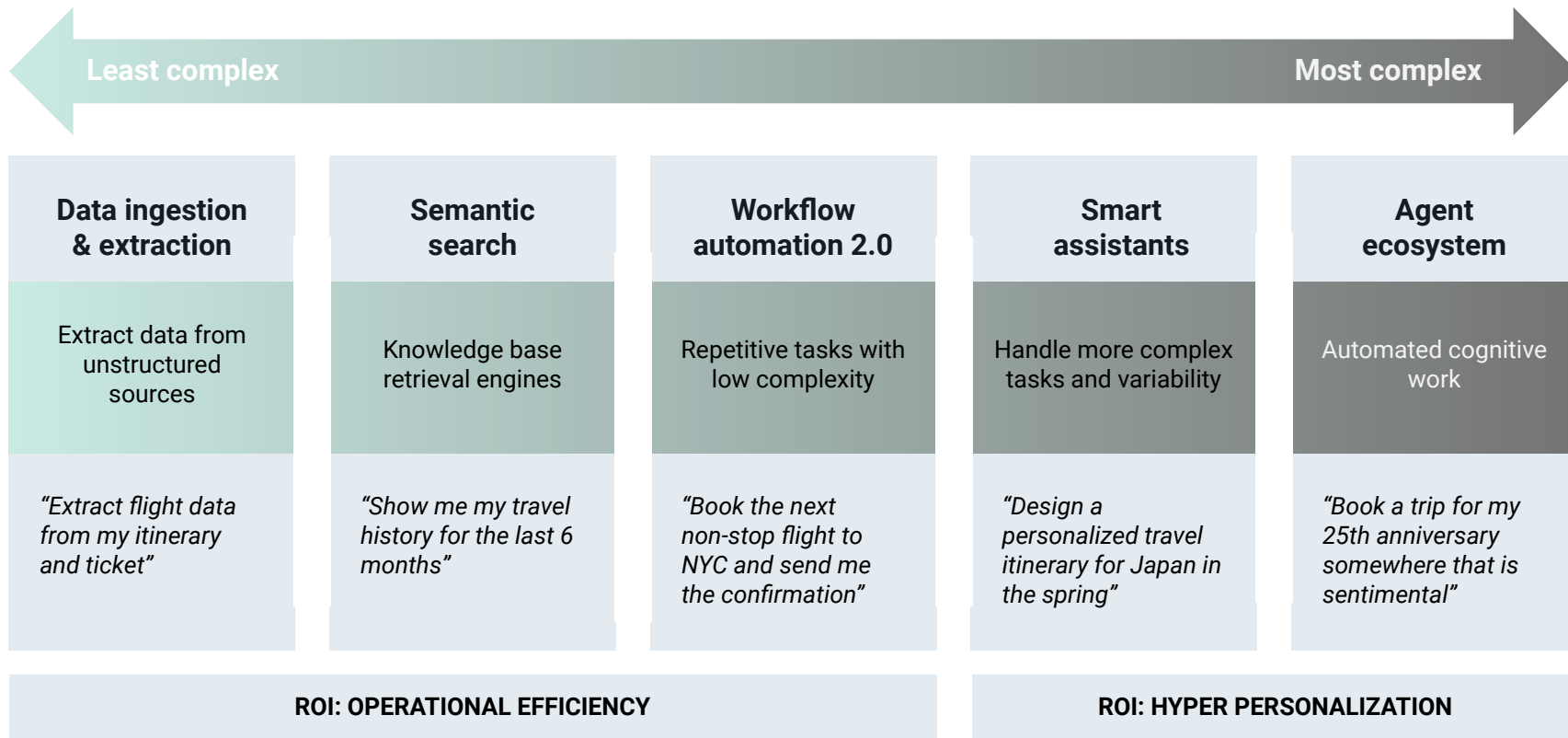
Client has a clear definition of success with a strong ROI case.



Executive Sponsorship

Endorsement from executive leadership is achieved.

Typical enterprise Gen AI use cases



Our past LLM projects - Real ROI



BOMBARDIER

Ready to get started?

Sign-Up

Begin your journey by signing up on our user-friendly platform at appdirect.ai.

Start Using

Transform AI app ideas into reality without any coding skills using our free tier.

Refer Customers

Earn commission when your customers sign up using the [AI Referral Guide](#).

Get Support

Reach out to aisupport@appdirect.com for any assistance or inquiries.

Start selling AppDirect AI using the [AI Sales Guide](#)

Assets and resources



Scan this QR code to access
assets related to this session

Thank You!