

Devs.ai Sales Guide

SELL EVERY AI MODEL WITH DEVS.AI

Your clients need AI. Devs.ai gives them everything: access to 50+ major LLMs (GPT, Claude, Gemini, and more) and the ability to build custom agents and apps trained on their data, in one governed workspace.

Tap into a **\$1.3T** opportunity

The AI market is set to reach \$1.3T by 2032

2 LLMs

are released weekly, often leading to

2x price increase of older models.

CAPTURE YOUR CUSTOMER'S AI SPEND

Your customers are already using ChatGPT, Anthropic, and other LLMs, so why not shift their spend through you? With devs.ai, you can offer your customers all the AI tools they need to work smarter—all under one plan.

CUSTOMER CHALLENGES

Common challenges faced by your customers and prospects, and solutions to position against them.

CHALLENGE	SOLUTION
Too many AI models to manage	One platform to access 50+ leading AI models under a single subscription.
Resource & skills gap	Easy-to-use tools that let anyone build AI agents and apps to automate tasks and complex workflows — no coding required.
AI costs and performance are hard to track	Automatically update agents and apps, monitor performance, and control spend — all from one place.
Consumer-grade AI tools	Devs.ai is built enterprise-grade from the ground up — with security, access controls, and compliance baked in.



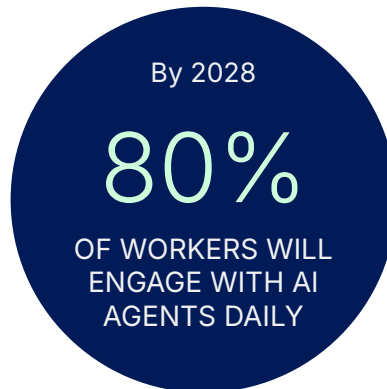
Solutions Overview



Central access to 50+ LLMs

Give your customers the freedom to update their agents to the latest LLMs when they want at no additional cost.

- X** No integration costs
- X** No vendor lock-in
- X** No operational roadblocks
- X** No service disruptions



Agent Builder

Enable customers to build and deploy AI agents on any LLM, trained on their data, wired to their tech stack.

Custom data uploads	Workflow builder	Task automation	Persistent memory
RAG & Python tools	Skills	APIs & integrations	Embeddable agents



App Builder

Empower businesses to build the AI apps their teams use. Replace expensive internal software with custom-built applications.

Choice of AI model	Collaboration	Secret management	Version control
Powered by agents	Brand-compliant	Secure by default	Private AI store



Enterprise-first

Provide peace of mind for your customers by offering a secure AI platform where all activity is tracked, controlled, and safe

- ✓ Private Azure tenant
- ✓ On-prem options
- ✓ GDPR
- ✓ SOC II Type II
- ✓ ISO 27001
- ✓ SSO and SCIM



Streamline AI management for your customers

GIVE YOUR CUSTOMERS CONTROL OVER THEIR AI STRATEGY

Here are some important ways in which your customers can manage the entire AI lifecycle to guarantee optimal and cost-effective performance.

Iterate & optimize

Continuously refine agents and apps to enhance performance and expand capabilities

Automate data updates

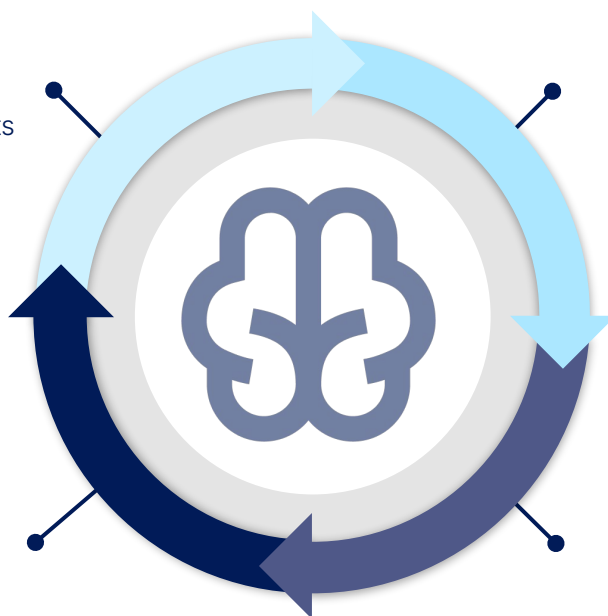
Ensure your agent's knowledge stays current

Monitor metrics & spend

Gain visibility into AI performance and resource usage

Easily swap LLMs

Swap LLMs to adapt to business needs and stay current with the landscape



DRIVE SECURE INNOVATION

Offer customers a solution that centralizes access and control of their AI, promising safe and compliant AI usage

LESS THAN 25%

OF WORKERS ARE USING AI TOOLS AUTHORIZED BY THEIR COMPANY



ANTHROPIC



Devs.ai continuously updates its library to offer all the latest LLMs.



Spot the ideal customer



Businesses with vast amounts of proprietary data to train their agents on

Financial services are projected to lead AI spending, followed by IT services and retail during the period of 2025-2028.



IT teams looking to reduce AI risk, ensuring secure & compliant AI usage



Businesses paying for multiple AI subscriptions, such as OpenAI and Anthropic

WIN BIG WITH ENTERPRISE PROSPECTS

- ✓ Private LLMs
- ✓ Professional services
- ✓ Custom on-prem options
- ✓ Increased data storage

Once you've identified an enterprise customer, contact your Channel Manager to learn more about our Professional Services packages offered.

HOW CUSTOMERS ARE USING DEVS.AI TODAY

Marketing	Sales	Human Resources
<ul style="list-style-type: none"> ✓ Content generation ✓ Campaign ideation ✓ Market research ✓ CTA optimization ✓ Audience segmentation 	<ul style="list-style-type: none"> ✓ Product recommendation ✓ Sales data analysis ✓ Sales pitch creation ✓ Objection handling ✓ Product comparison 	<ul style="list-style-type: none"> ✓ Recruitment advice ✓ Resume comparison ✓ Onboarding automation ✓ Employee goal tracking ✓ HR policy compliance
Product Management	IT/Software Dev	Legal
<ul style="list-style-type: none"> ✓ Feature prioritization ✓ User feedback analysis ✓ Roadmap planning ✓ Product documentation ✓ Competitive analysis 	<ul style="list-style-type: none"> ✓ API documentation ✓ Coding ✓ IT troubleshooting ✓ Technical documentation ✓ System integration advice 	<ul style="list-style-type: none"> ✓ Contract review ✓ Legal documentation ✓ Compliance verification ✓ Risk assessment ✓ Legal pitch support



Ask the right questions

Follow these steps to uncover your customer's AI needs, assess current systems, and understand long-term goals. Be attentive to key indicators in your customer's responses.

01

START THE CONVERSATION & IDENTIFY BUSINESS OBJECTIVES

QUESTIONS TO ASK

- How is your organization currently using AI?
- What is your AI strategy?
- How many employees are using AI tools in your organization?
- What proprietary data do you want to train your AI agents on?
- How are you incorporating AI into your processes or programmatically into your tools?

CUES TO LISTEN FOR

- We're not sure how many people are using AI, we don't really track it.
- We're cautious about using our data because of privacy and compliance concerns.
- We're not sure when to upgrade or migrate to a new model.
- It's hard to compare performance and capabilities across different models.
- We're paying for a few subscriptions from AI providers like OpenAI and Copilot.

02

EXPLORE AI ADOPTION CHALLENGES

QUESTIONS TO ASK

- What challenges is your company facing in adopting AI technologies, including technical, financial, or other organizational barriers?
- How do you keep your AI strategy up to date with the rapid release of new LLMs?
- What challenges are you encountering in your AI deployment projects, and how could guidance or recommendations from technical AI experts help?

CUES TO LISTEN FOR

- We have great ideas for AI, but the technical side is really slowing us down.
- We've struggled with integrating AI models into our existing systems and ensuring data security throughout the process.



03

UNDERSTAND DATA PRIVACY, COMPLIANCE & MANAGEMENT PRACTICES

QUESTIONS TO ASK

- How are you guaranteeing secure and compliant AI usage across your company?
- What tools or policies do you have in place to regulate AI use within your organization?
- What regulatory requirements or compliance standards are you subject to?
- How do you currently store and manage your data?
- How do you plan to leverage your data for AI training in the future?

CUES TO LISTEN FOR

- We don't have a formal AI governance strategy yet, but we know it's something we need to address.
- Shadow AI is becoming a growing concern. We don't have full visibility into how AI tools are being used in our company.
- It's challenging to keep up with and handle new regulations as they come.

04

IDENTIFY ENTERPRISE OPPORTUNITIES

QUESTIONS TO ASK

- What current technologies are in place that could support AI integration?
- What use cases or workflows have you explored for potential AI automation in your business?
- What milestones do you wish to achieve with AI and how will you measure ROI?

CUES TO LISTEN FOR

- We have cloud services, data lakes, and advanced analytics platforms.
- We want to automate workflows in areas such as sales and customer support, onboarding, and reporting.
- Our aim is to achieve a 20% increase in productivity from AI over the next year.

Contact your Channel Manager for more information about [devs.ai](#)—our team of experts will guide you on the best path forward



Overcome objections

Here are some common objections and example responses that you can use to address your customer's concerns and hesitations.

"We are already using AI tools, so we don't see the need to switch to devs.ai"

How do you currently manage your spending on AI tools, and how do you ensure they remain compliant and secure? With devs.ai, you get access to all the AI tools and LLMs you need under a single plan, backed by enterprise-grade security and compliance. On top of that, our agent and app builders lets you build AI tools efficiently—all at a more competitive price than managing multiple vendors separately.

"I'm concerned about the security risks of using AI solutions and sharing our proprietary data."

Data security is our top priority. Devs.ai ensures the confidentiality of your proprietary data by operating on a secure Azure instance, preventing access by public LLMs. Plus, we're fully GDPR-compliant, so your data stays protected.

"We already have Copilot – we're covered."

Copilot is great for productivity inside Microsoft 365, but it doesn't solve your AI needs across your other business applications or data outside the Microsoft environment. Over 80% of AI usage — and most shadow AI risk — happens beyond Microsoft tools. Unlike Copilot, Devs.ai centralizes and governs AI across all systems and gives you secure access to 50+ LLMs that you can train on your proprietary data across all your other tools.



"We don't have an updated infrastructure with AI processing and storing capabilities."

Devs.ai can accommodate large amounts of data processing in minimal time. It leverages modern storage solutions, powerful processors, and advanced training capabilities.

"I'm happy with my current strategy, why would I add cost?"

Devs.ai can actually help you save on costs. With devs.ai you get access to all the top LLMs under a single plan at 75% of the cost of a single model. This not only reduces your expenses but also ensures you're always up to date with the latest LLMs as they emerge.

"We don't have the technical resources or knowledge to implement AI."

Devs.ai simplifies AI with intuitive, no-code tools, enabling anyone to build and deploy AI agents and apps that drive efficiency across departments. We also offer professional service packages to help you scale across your company.

