

Intelligent Automation Exchange (IAE) October 6-7, 2021

Connecting Transformative Start-Up/Early Stage
Companies with Digital Innovating Enterprises Worldwide



AppOrchid: (<https://www.apporchid.com/>)


AppOrchid is an early-stage company based in San Ramon, CA. The App Orchid platform helps enterprises build AI fueled apps for the Energy, Utilities, Insurance and Healthcare industries. AppOrchid just announced a jointly developed application with BP, Contract AI, that rethinks the way that companies author contracts with their suppliers. ContractAI enables BP to collapse time to contract on average from 90 days to just 14 days. AppOrchid was recently announced as #14 in Deloitte's Technology Fast 500 growth firms and #2 in Silicon Valley.

Topic Title: How to reduce the costs, time & risks associated with supplier contracting.

Primary Goal: Share how AI can improve contracting efficiency, cost reduction and risk management.

Key Issues/Opportunities:

- 1) How to quickly define your optimum contract templates thru use of AI,
- 2) How to eliminate red lining of contracts dramatically reducing time & cost to contract,
- 3) How to minimize risks associated with your contracting process.

 **Note:** Companies identified with a yellow star are seeking capital/funding at the current time.

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BID OPS

Bid Ops: (<https://bidops.com/>)

Bid Ops is the only predictive procurement software built to keep your team continuously exceeding targets. Using Bid Ops, you can orchestrate your activities across systems using instant forecasts and real-time collaboration. Predict and win 2-5x faster savings and never get stuck waiting for a KPI report again. Learn more at <https://www.bidops.com>

Topic Title: Predict and win faster savings.

Primary Goal: Enable procurement teams to influence more spend, drive greater impact and align with stakeholders strategic business objectives.

Key Issues/Opportunities:

- Predict and win 2-5x more savings using real-time price prediction
- Align procurement with finance and ops to deliver on business objectives
- Catch costly exceptions with automated alerts before they hit your P&L



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Concerto.ai (www.concerto.ai)

Concerto.ai is a start-up based in Edgewater, New Jersey, just across the river from NYC. The mission of Concerto is to help businesses extend their customer reach through automated, human-like natural language interactions, across a range of digital channels such as Voice Assistants (Alexa, Google, Siri, etc.), Messaging Platforms (Facebook Messenger, Slack etc.), Chat Clients (on Websites and Mobile Apps) and Telephony (Automated Call Responses). The key differentiators for Concerto.ai versus its competitors are its ease of implementation, user flexibility and extremely low cost to implement and maintain. It is possible to launch conversational AI from the Concerto.ai platform in a matter of hours and days, not weeks and months!

Topic Title: How to easily land quickly leverage human-like conversational AI to dramatically improve customer service, order management and organizational profitability.

Primary Goal: Share how the use of human-like conversational AI can dramatically improve your organization's client interactions driving greater revenue, profits, and better customer/employee service.

Key Issues/Opportunities:

- 1) How to quickly and easily deploy conversational AI to improve business performance,
- 2) How to use conversational AI to handle all types of client/employee interaction requirements ranging from traditional forms of conversation to advanced integrated technologies,
- 3) How organizations can accomplish the above at "ZERO" investment costs through gain-sharing and other ROI options.



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COSTDRIVERS: (<https://en.costdrivers.com/>)

COSTDRIVERS, headquartered in New Jersey, is a rapidly growing data/analytics firm in Latin/South America (100 new logos in 2020 alone) that is now bringing its global SAAS platform that provides exclusive tools and information on future pricing and costs across various commodities and sectors to the North American Market.

COSTDRIVERS uses intelligent automation and specializes in turning data into insights for strategic decision-making, creating a flow of information between the sales, controller, and marketing departments. Some of COSTDRIVERS clients are the largest in their sectors in the world, including 20 companies in the Fortune 500.

Topic Title: Optimizing data/analytics to achieve superior future pricing/cost estimates

Primary Goal: Understand how to use COSTDRIVERS data/analytics services to dramatically improve the accuracy and timeliness of future commodity costs and pricing.

Key Issues/Opportunities:

- 1) Establishing a data/analytics approach to strategic costing/pricing in procurement
- 2) How to access and leverage global data sources in costing/pricing analysis
- 3) Examples and use cases of advanced uses of data/analysis to achieve improved understanding of future costs/pricing in global commodities



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Djuno <http://djuno.io/>

Djuno uses AI to help companies optimize their cloud IT infrastructure costs, increase performance, availability and reduce operational risks. It's an early-stage startup launched in 2020, already serving 2 commercial projects for a Swiss insurance tech company. Djuno AI already generated 30%+ savings on cloud costs and doubled the available cloud resources at the same time. Djuno Ltd is registered in the UK and operates globally from physical locations in England, Switzerland, and California.

Topic Title: How to reduce Cloud Infrastructure costs while improving service.

Primary Goal: Reduce Cloud costs by 30%+ while improving performance & availability.

Key Learning Objectives:

- 1) How to continuously compare cloud prices & costs between providers.
- 2) How to improve performance, availability and reduce operational risks of Cloud Infrastructure using AI.
- 3) How to reduce your Cloud IT infrastructure costs by 30% or more while improving performance & availability.



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GET Corporation (www.getcorp.com)

Global Energy Transmission (GET) is a start-up with its global headquarters in Portland, OR. USA and development laboratory in Moscow, Russia. Global Energy Transmission (GET) enables battery-powered drones to fly forever by safely and quickly recharging while still in flight. Drones simply hover for a few minutes in one of our large wireless charging area produced by GET Wireless Charging Station, which can be installed kilometers apart along flight routes, and inside. GET's solution elevates drone-driven applications to a new level of autonomy, while providing high utilization of the drones, enhanced security and all-weather operations.

Topic Title: How to provide continues uninterrupted power to drones and other forms of robotic process automation.

Primary Goal: Share how the use of advancement in energy distribution can address mission critical challenges in the use of drones and other robotic tools.

- 1.) How to maintain continuous/un-interrupted flight of drones
- 2.) How to imbed lightweight continuous charge autonomous technology in drones,
- 3.) Explore additional application of advanced forms of energy distribution.



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Justice Bid: (<https://www.justicebid.com/>)

Justice Bid is a Chicago based start-up company (from the 1871 incubator) that is focused on assisting enterprises in optimizing their pricing and deals for obtaining legal services. JB's e-Sourcing system is an intuitive software platform that combines simple, easy to use navigation with robust data management capabilities. Our e-Sourcing suite includes eRFx software and encompasses: E-RFI, E-RFP and E-Auction capabilities. The key benefits of our solution include achieving sustainable cost reduction and increased savings, increase compliance while mitigating risks and tracking and delivering real results to the business.

Topic Title: Optimizing Spend with 3rd Parties in Legal Operations

Primary Goal: Share how digital innovation can dramatically improve ROI in provision of 3rd party legal services

Key Issues/Opportunities:

- 1.) Top 5 legal procurement challenges in 2020
- 2.) What is legal procurement as-a-service and how can organizations leverage it?
- 3.) Experience 1st-hand a demonstration of the depth and breadth of the technology & its functionality



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MOBY: www.mobycorp.com

Moby is an early-stage software company based in Woodland, Washington. **Moby's Mission** is to enable direct safe and secure human communication. **Moby** develops and markets a peer to peer (P2P) communications software platform and decentralized applications (dapps). We enable humanity to communicate directly and securely by eliminating cost, data size and transfer speed limits of centralized cloud services.

Most software client apps on our computers and phones use centralized cloud servers to connect us with each other to communicate, share and deliver content. These services store, own, mine and monetize our messages, files and profile data, while charging us for bandwidth, content delivery and storage. They limit our ability to securely communicate and share big files.

Moby solves the widespread frustration users have with securely communicating and sharing large files and streams easy, fast, and reliably at lowest cost.

Topic Title: How Moby's Software Revolutionizes Global Human Communications.

Primary Goal: Share how Moby's software creates an edge cloud between users that enables direct more productive communications with far easier and faster sharing of files, folders and streams of any size, greater privacy and safety from hacking, phishing and SPAM, and user data control and ownership, over an encrypted trusted and secure user network at far lower cost.

Key Issues/Opportunities:

- 1) How to easily deploy the Moby Platform and develop decentralized applications on it for your users.
- 2) How Moby Dapps built on the Moby Platform natively send any size file, folder or stream faster more privately and securely.
- 3) How Moby eliminates the high costs of cloud bandwidth and storage with its device-level edge cloud direct architecture.



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RSN Description: (www.rsnetwork.com)

Hire Real Sourcing Network (RSN) to buy your print and packaging.

OR

Buy our software and do it yourself - RSN clients save 14 – 22% annually.

Topic Title: How to decide if a print e-sourcing solution is right for your company

Primary Goal: Share why most companies need a better way to purchase print and packaging.

Key Issues/Opportunities:

- 1) What a print e-sourcing solution does,
- 2) What benefits a print e-sourcing solution provides,
- 3) How to decide if a print e-sourcing solution is right for your company.



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United Solutions: <https://www.unitedsolutions.biz/#contents>

United Solutions is a progressive technology company that helps people do extraordinary things. We have helped federal, state, local agencies, non-profit organizations, and commercial enterprises improve efficiency and strengthen competitiveness. A technology powerhouse with a startup culture, United Solutions creates innovative, meaningful products. One of our greatest areas of pride has been the late nights, passion, and innovation we have put into our development of great blockchain enabled solutions. It could be because we got to be the first vendor to bring blockchain to the Federal acquisitions space. It could also be because we were recognized by Bloomberg as the single largest Federal blockchain vendor, period. However, it's much more likely to be because we just think blockchain's that dang cool! Admittedly, it's also exciting to see our clients, and taxpayers, saving millions of dollars thanks to their new, immutable ledger of historical pricing data.

Topic Title: Enabling Data Strategy Leveraging AI & Blockchain

Primary Goal: Share how large private & public sector organizations are leveraging AI & Blockchain

Key Issues/Opportunities:

- 1.) Why are blockchain & AI technology not just attractive but a requirement in managing global supply chains
- 2.) Explore real-life examples of use of blockchain and AI in the private and public sectors - Use Case Examples: SIGI – Health AI Application, Archangel – Cybersecurity Application, Foresight – Procurement/Supply Chain Intelligence
- 3.) How to get started in exploring the potential value and applicability of block chain in your supply chain



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“Socially Responsible Intelligent Automation” (SRIA)

A New Global Initiative



SRIA - INTRODUCTION



Socially Responsible
Intelligent Automation Initiatives

What's the Challenge?

Intelligent Automation – A Two-Edged Sword (AI/Machine Learning, RPA, Blockchain, Edge/IOT Etc.)

- Enormous Positive Impact on Business & Society:
 - Improve productivity, revenue & profits
 - Enhance business and societal insights/value
 - Enable new products and services
 - Focus human resources on bigger issues/opportunities

AND

- Significant Potential Short & Long-Term Threats:
 - Immediate loss of lower skilled jobs worldwide especially in ill-prepared markets or developing nations
(Example, millions of existing low-end BPO jobs created thru initiatives like impact sourcing since 2011 are now at risk)
 - Shrink or inhibit the growth of the middle class
 - Widen the income and opportunity gap worldwide
 - Loss of trust and confidence in humanity's role in the use of advanced technologies such as AI

What's the Opportunity?

Socially Responsible Intelligent Automation (SRIA)

- **Prepare for the Inevitable Future Now:**
 - Formalize the new people/process/technology equation,
 - Design-In human participation, “Humans-In-The Loop” ,
 - Educate and train today’s workforces on the new skills required,
 - Leverage GSA, GSOS & other ecosystems to ensure participation,
 - Measure success/failure and react quickly.
- **Self-Fund the Transition from the Value of Intelligent Automation:**
Example: Use AI/Intelligent Automation in Sourcing Cloud Infrastructure
 - Use AI to optimize rapidly increasing Cloud Infrastructure spend, performance and availability worldwide,
 - Fund skill development & delivery of new jobs “Humans-In-The-Loop” from a small slice of the financial benefits earned thru use of AI!
- **Ecosystem Members are the Key Enablers of our future success:**
 - Global Sourcing Association (GSA) and other organization bring expose their networks of relationships to engage the SRIA Initiative,
 - The GSOS Network of Start-Up/Early-Stage companies bring advanced use of Intelligent Automation/AI to generate the financial benefits to fund the organizations re-tooling workers in the new GIG economy,
 - Ecosystem members encourage their relationships to engage in the Socially Responsible Intelligent Automation Initiative and other sustainable sourcing activities worldwide.