

Accion  
**INNOVATION**  
**SUMMIT 2023**

02-05 March 2023,  
Sofitel Dubai  
The Palm Jumeirah  
Dubai

INNOVATION SUMMIT 2023



# Easy Answers for Enterprise AI at Scale

## Accelerating Data | AI/ML | Apps

Accion

# INNOVATION SUMMIT 2023

Accionlabs



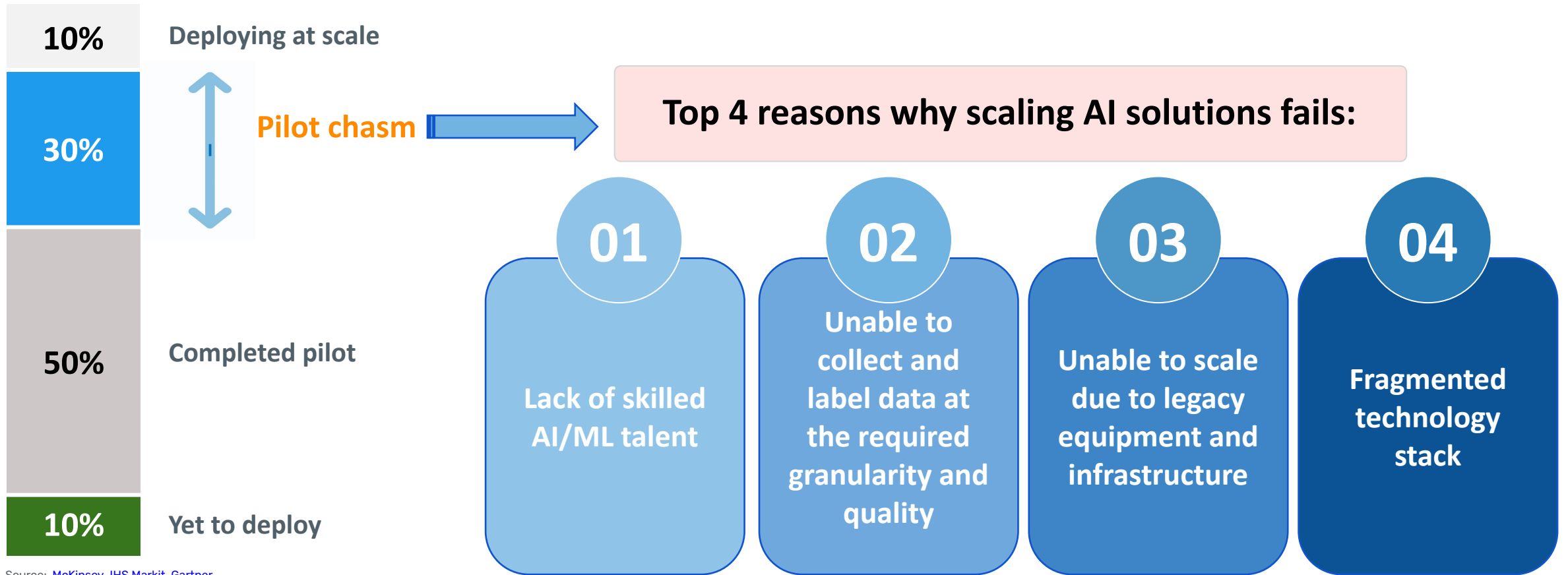


## Vaibhav Nadgauda

CEO - App Orchid  
Managing Partner – Moneta Ventures

Vaibhav Nadgauda is the CEO of App Orchid and a Managing Partner at Moneta Ventures. Prior to joining Moneta, Vaibhav was President of the SAP Business Unit at KPIT, managing a global portfolio of over \$100 Million in revenue and a team of over 1,800 employees. He was co-founder and partner at Sparta Consulting, where he served as Executive Vice President and played a key role in growing the company to \$100+ Million in five years.

# Enterprise AI at scale - Challenges



Source: [McKinsey](#), [JHS Markit](#), [Gartner](#)

**The data for intelligent insight exists,  
the skills and resources are lacking**

# The answers are in your data, but how do you find them?

The problem with getting useful insights today



Question?

What if we automate this with AI?



Insight

2-3 seconds



Takes too long



Too Manual



Not actionable

# Wouldn't it be easier just to ask your data questions like Chat GPT?

## The Hype

**F Forbes**  
**OpenAI Releases First \$20 Subscription Version Of ChatGPT**  
...  
The new plan, called ChatGPT Plus and announced in a company blog post on Wednesday, will charge subscribers \$20 for monthly use of ChatGPT's tools. Users will...  
9 hours ago

**F Forbes**  
**What Is ChatGPT? How AI Is Transforming Multiple Industries**  
You've likely heard about ChatGPT, a revolutionary new tool that has made headlines since it was released late last year. The AI-powered chatbot generates...  
24 mins ago

**tc TechCrunch**  
**Report: Microsoft plans to update Bing with a faster version of ChatGPT in the coming weeks**  
Although ChatGPT sometimes takes a up to a few minutes to form a response, GPT-4 is said to be a lot quicker in responding to queries. The latest software's...  
11 hours ago

**SE Search Engine Land**  
**Report: Microsoft Bing's ChatGPT feature to be faster and ...**  
Reed Albergotti said that it is not just ChatGPT from OpenAI that is being added to Bing Search but a faster and richer version named GPT-4. The report. The...  
6 hours ago

## The Reality

Write a rap about Accion Labs

Listen up, let me tell you 'bout a company so fine  
Accion Labs, they're always on the grind  
Started back in 2011, they're not so old  
But they're growing fast, making moves bold

Chorus:  
Accion Labs, Accion Labs  
They're the ones that innovate and grab  
Technology's their forte, it's what they do  
From design to development, they're always on the move

They work with clients big and small  
From healthcare to finance, they serve them all  
With software development, data analytics and more  
They're always pushing forward, never keeping score

Chorus:  
Their people are their strength, it's plain to see  
With talent from all over, they're a family  
With a culture that's inclusive and diverse  
They're a company that's built to last, that's no curse

Chorus

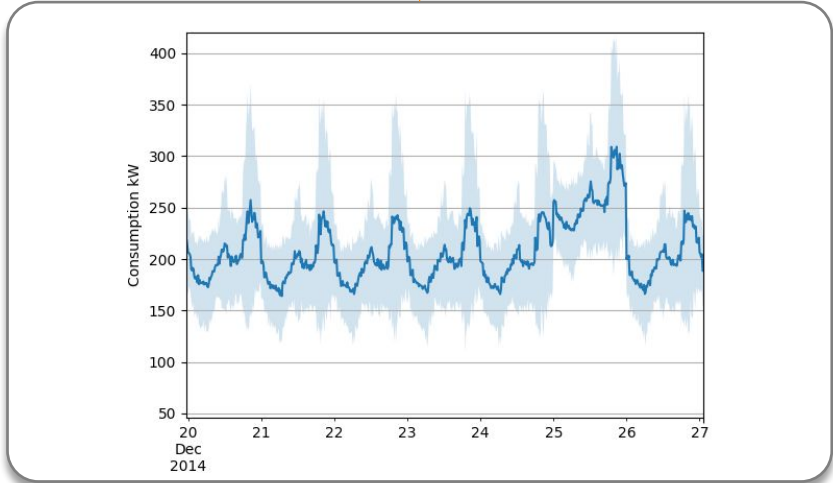
Given this sequence of electricity consumption values [60.4, ..., 61.1], can you forecast the next 3 observations?



**Response:**

*I'm sorry, I cannot forecast the next 3 observations as I am a language model and do not have the capability to make predictions.*

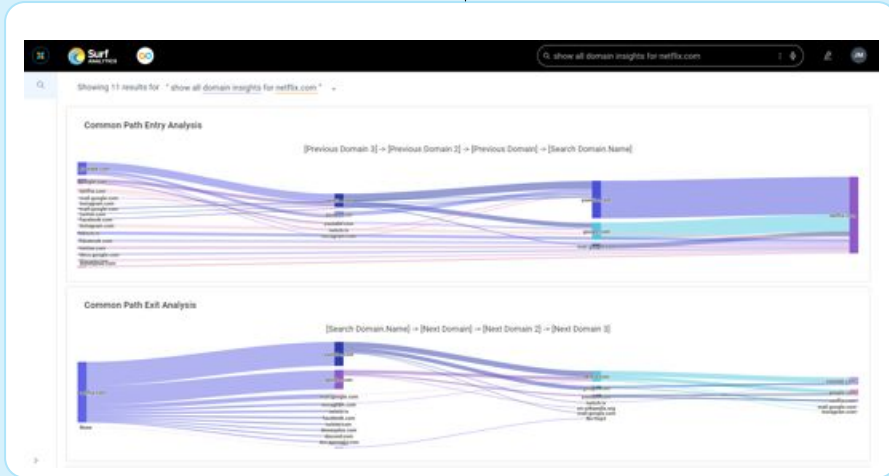
What is the forecast for next 3 months of electricity consumption for Jack?





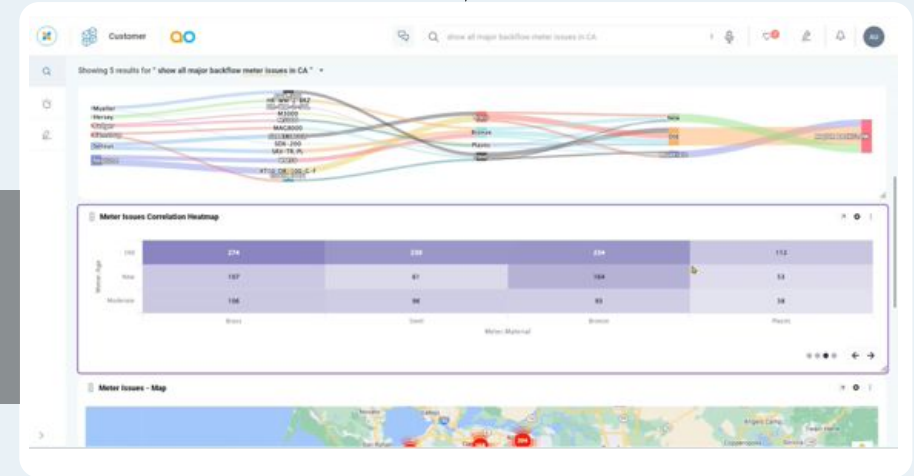
# Easy Answers: a powerful new way to interact with your data

Show all domain insights for Netflix.com

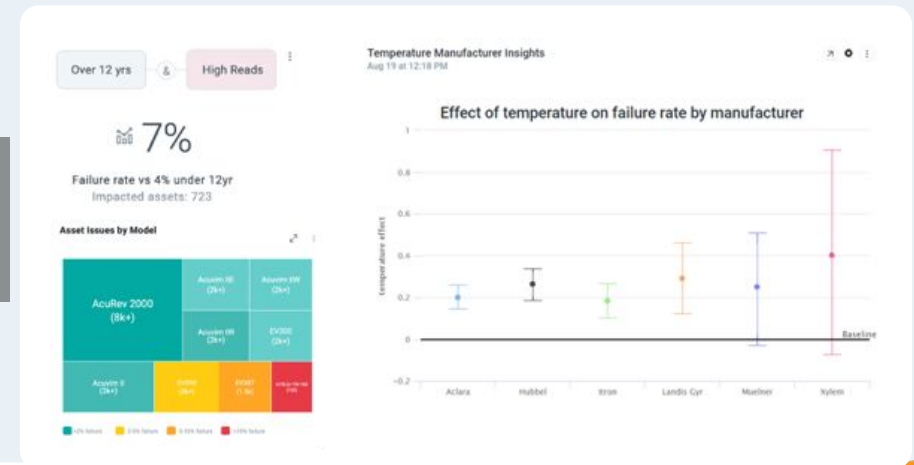
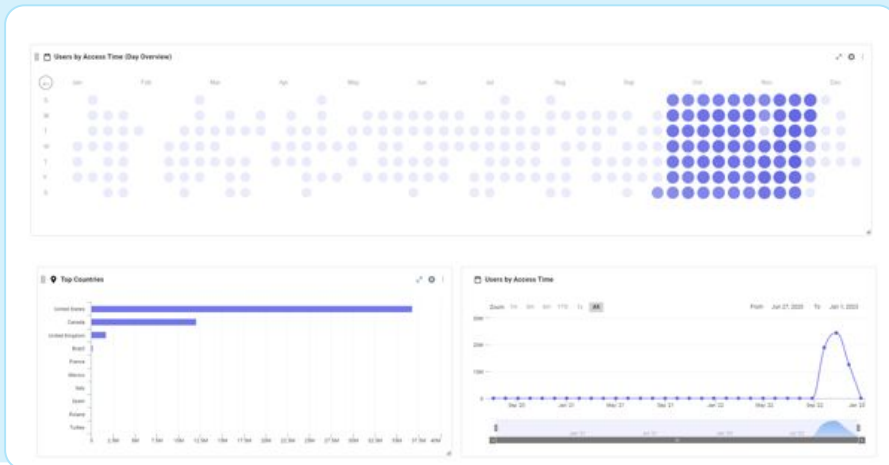


Hyper-contextual, hyper-personalized response with rich visualizations

Show all asset issues in CA

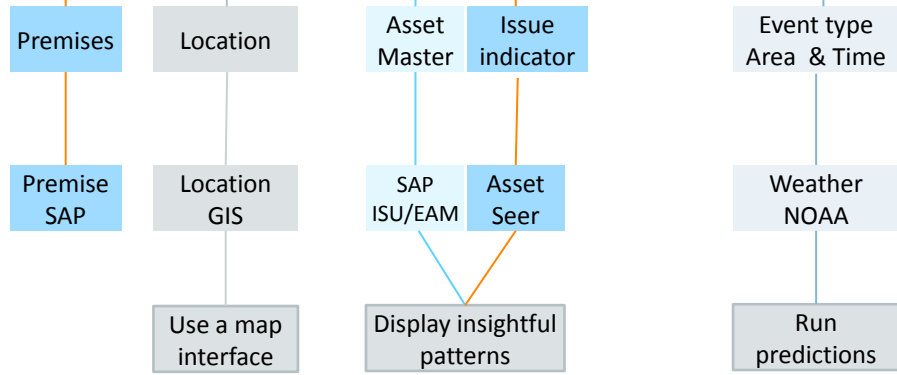


Automatically generated trends and insights, powered by AI



# What it takes

🔍 Show all homes in Hayward with asset issues during this storm?



Convert text to query

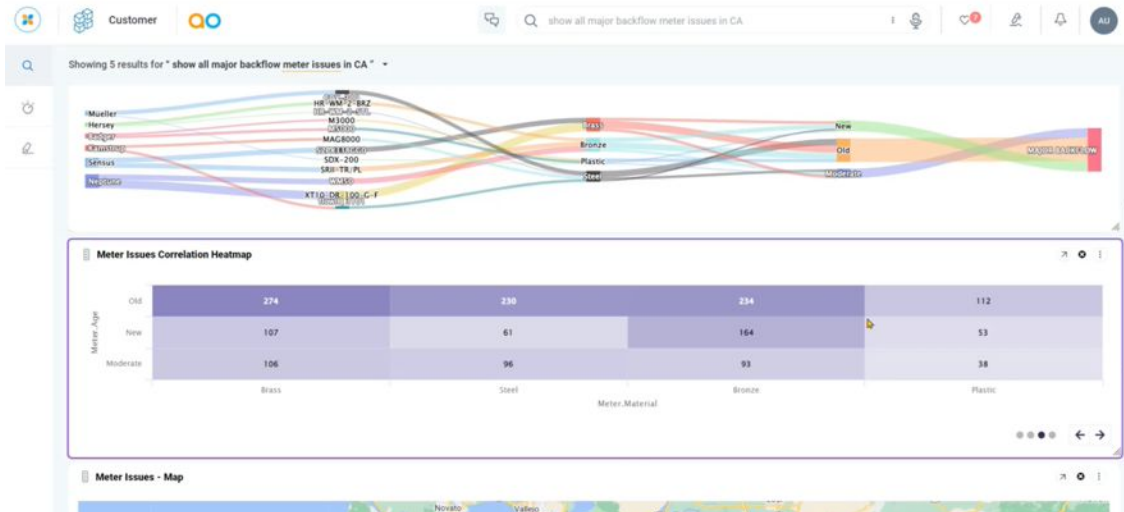
Understand Plain English and convert into machine queries

Search relevant systems

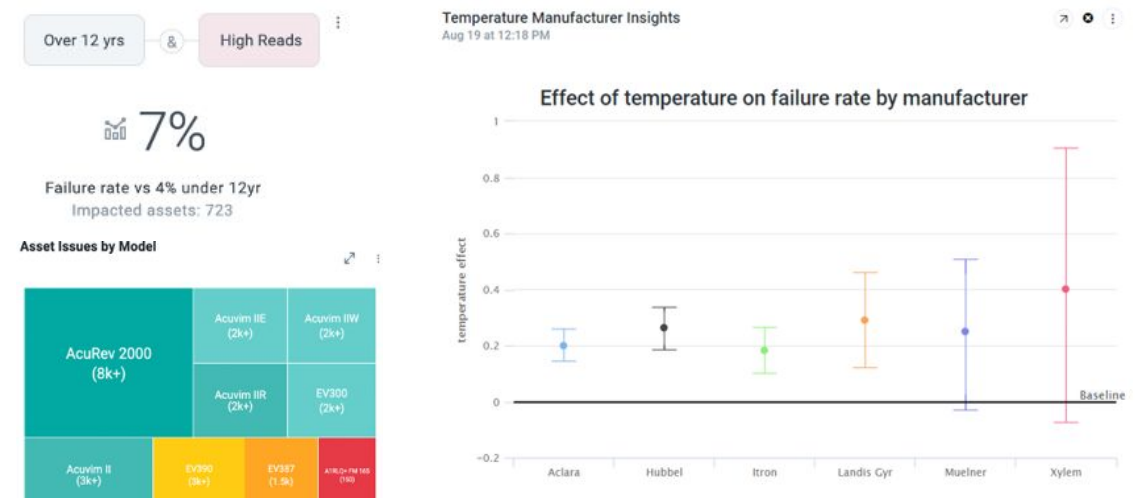
Search across **60+** Enterprise systems  
**Data Sources** External data sources (weather, traffic social, crime, etc.)  
 Unstructured data (documents, images, etc.)

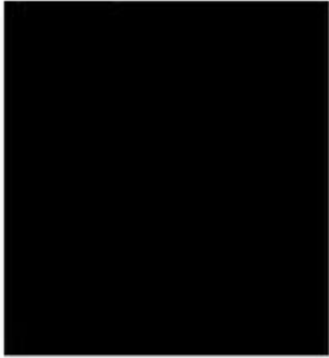
Process raw data response into rich analytics and insight

## Hyper-contextual, hyper-personalized response with rich visualizations



## Automatically generated trends and insights, powered by AI





# Examples | Easy Answers for cross domain questions, in seconds

## SUPPLY CHAIN

Show suppliers with low performing spare parts

Show vendors with highest contracted spend requirements

Show equipment downtime due to spare parts delays in 2022

## CUSTOMER

Show customers targeted with EV charger marketing in 2021

Show high credit risk customers by age in TX

Show me vacation properties in CA with high consumption

## ASSET

Show inactive transformers with alarms in CA

Show me Neptune meters with wiring errors

Show me assets due for replacement in 2 years

## O&M

Show vehicles with high running costs

Show Field service crews with

Show service crews with high service order times

## CONTRACTS/LEGAL

Which contracts include uncapped liabilities?

Show all contracts that contain "change of ownership clauses"

Show me contracts that include GDPR and CCPA

## FINANCE/PLANNING

Show top cost center overruns in Q3

Show impact of wind turbine downtime in Texas

Show assets needing replacement in next 2 years

**TODAY**

**Answers in hours**

- Require hours of analyst time
- Specialized skills like Data science, etc.
- Specialized tools

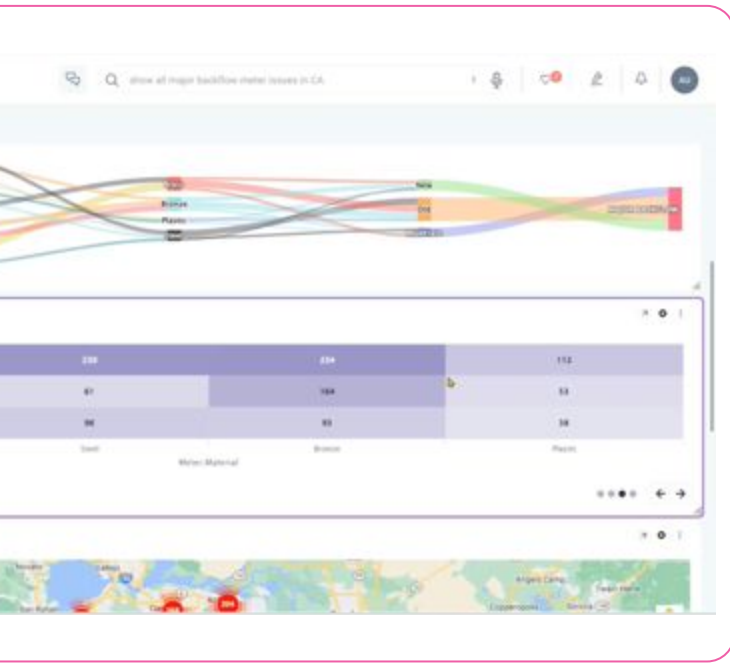


**With Easy Answers**

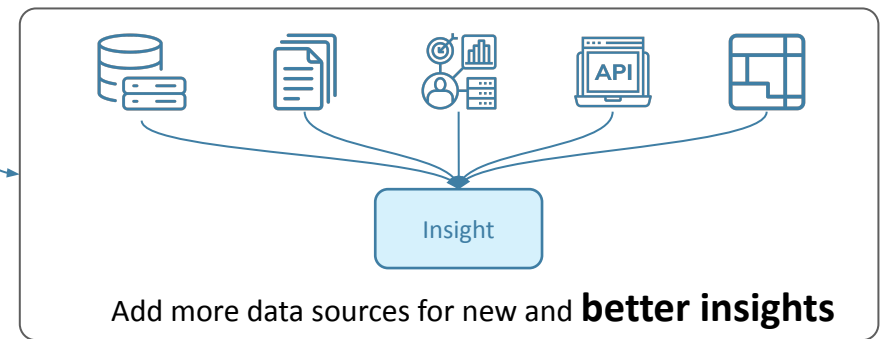
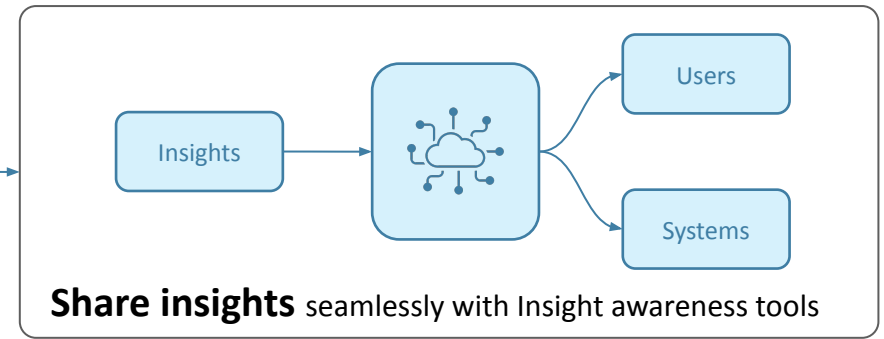
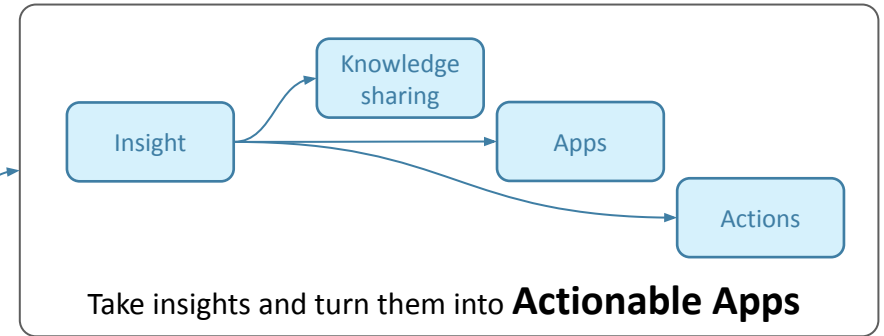
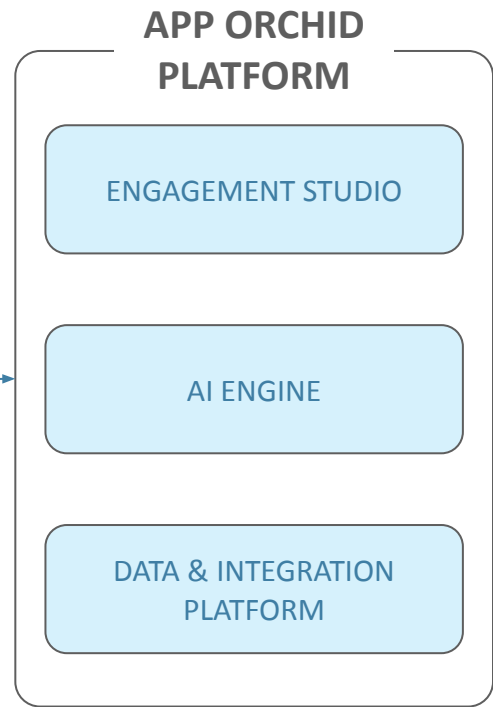
**Answers in seconds**

- No analyst time
- No specialized skills
- No specialized tools

# Going from insights to actions



INSIGHTS



# Answers are good, Results are better

## Call Center

Call center agents manually search multiple systems to answer simple questions, with long call handling times, holds, handoffs and escalations

Use AI to **understand customer needs and sentiment** before they call. **Surface customer issues** from other systems automatically to speed up call handling.

**50+%** Improvement in call handling times

## Asset Operations

Asset Managers must **process historical data manually** to find asset issue patterns, while overcoming data access issues, dispatching trucks and constant reprioritization just to keep the lights on. It's easier just to replace than fix the root cause.

Use AI NLP to read historical records and **identify root causes asset failure patterns** in a map. Automatically score performance of assets to understand root cause of issues.

**90%** Reduction in asset false positives

## Contract Negotiations

Contract negotiations are performed today by legal teams emailing **redlines** and acceptable terms back and forth— taking months to complete a negotiation.

Use AI to **ingest contracts** and smart design to **negotiate** at a clause level. Use AI for understanding, exception identification, and smarter search.

**87%** Faster time to contract

## App Development

Many system architects contend with a **patchwork of solutions** and years of technical debt to select, design and deploy a single application that requires deep customization and hours of training

An easy-to-use data centric AI platform to rapidly prototype, test and deploy new solutions while saving money on costly consulting contracts.

**40+%** Faster dev time for new features

## Field Operations

A dispatcher **manually performs work scheduling** and re-routing field service reps, while juggling multiple systems

An ML-enabled **Uber-like scheduling system** that considers workload, capability, traffic, availability and priority to get the right person to solve the right problem at the right time.

**16%** Improvement in Field Service Productivity

Customer Story bp & Contracts

Improving  
time to contract by  
**87%**





Built and deployed  
Carrier Intelligence

in **3**  
weeks







Improving field service  
productivity by  
**16%**  
And 28 other apps deployed





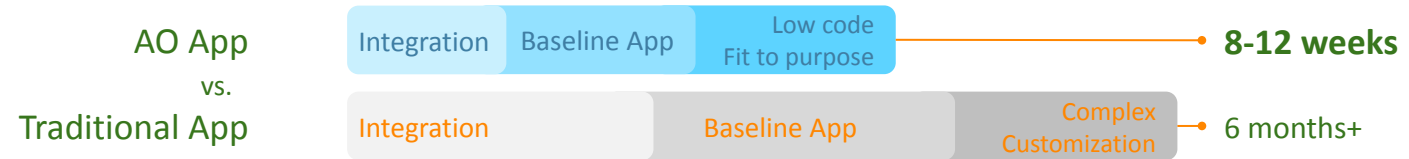
Time to insight of  
Risk & Compliance  
From days to  
**seconds**

craft

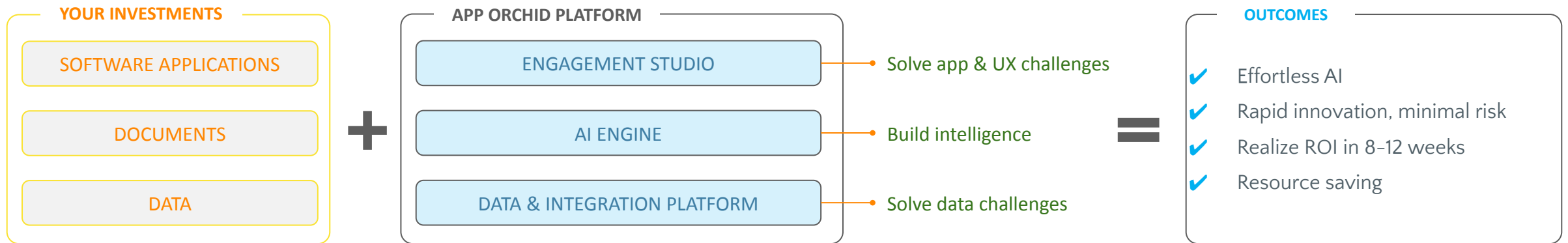
# App Orchid | AI-powered innovation, made easy

Enabling AI-powered business outcomes with incredible time to value

- AI Apps as-a-service
- AI Platform as-a-Service
- Custom Solutions



We unlock the easiest and fastest innovation path by augmenting your existing investments with powerful upgrades



## Customers



## Key Partnerships

# Tested at Scale – Diverse Customer Base





## **Nicholas Lou Saban Jr.**

Saban is considered by many to be the greatest coach in [college football](#) history

**QUESTIONS?**

