



# CodeTonight AI & Software Innovation Retainer Options

## PREPARED FOR

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<https://codetonight.co.za>

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"Code tonight,  
work until the break of dawn,  
Release tomorrow,  
tomorrow, we'll be done.

Gather 'round and sing this song,  
Deploy tomorrow,  
Then rest before the next one."

Code tonight,  
Compile 'til the break of dawn,  
Release tomorrow,  
Tomorrow, we'll be done.

Code tonight,



Hi Piet

This might be our standard AI-focused packages, but we can adjust this to your specific needs, such as diagnostics of the current Udok system and where we can fit in and assist.

Following our conversation about the technology opportunities at Udok, please see our standard retainer options below. We would love a follow-up discussion to determine which option suits you best.

## **Unlock the Power of AI & Software Innovation in Your Business**

### ◆ Who We Are: CodeTonight – Your AI-Driven Technology Partner

At CodeTonight, we don't just build software—we create AI-powered solutions that help businesses unlock new efficiencies, automation, and growth opportunities

### ◆ What We Do:

We specialise in using Gen-AI, Large Language Models (LLMs), and Machine Learning with its various APIs and libraries to deliver bespoke integrations of AI into real-world business applications

◆ We partner with companies looking to build AI capabilities from the ground up – creating entirely new solutions and maintaining them diligently in the future

◆ We focus on AI-driven Proof of Concepts (POCs) to prove value quickly before moving on to production implementation. We always build with scalability in mind, using robust and secure industry-grade best practices

🤖 Most businesses today know AI is essential but are unsure where, when or how to start. That's where we come in—guiding AI adoption and building impactful solutions that deliver actual, tangible results

## **Step 1: AI & Tech Discovery Phase (Before Retainer Begins)**

Before onboarding any client into a retainer, CodeTonight conducts an AI & Tech Discovery Phase to ensure we align solutions with your needs. We do intensive research and collaborate with stakeholders to gather data. We do not mind in-office consultations, if the location allows.

### **What We Assess:**

- ✅ **AI Readiness Assessment**—Where can AI have the biggest impact in your business?
- ✅ **Tech Maturity Audit**—Evaluating your current infrastructure, software systems, and integrations
- ✅ **Low-Hanging Fruits**—Identifying easy-to-implement AI-driven improvements.
- ✅ **AI & Data Strategy**—Assessing the quality and structure of your data for AI applications.
- ✅ **Proof of Concept (POC) Roadmap**—Outlining the first AI-driven prototype tailored to your business.

### **What You Get from the Discovery Phase:**

- **AI Maturity Report**—Where your business stands today and what's possible.
- **POC Proposal**—A roadmap for developing an AI-driven Proof of Concept.
- **Retainer Roadmap**—Customised plan for AI implementation & scaling.

### **Pricing:**






- ✓ **Standalone Package:** R20,000 – R50,000+, dependent on complexity, aimed at businesses unsure about committing to a retainer yet.
- ✓ **NB:** Step 1 automatically forms part of our services for clients committing to work with us on a Retainer for 6+ months. Step 1 will be done for an affordable fee of your choice, as an incentive and a value-added service for longer engagements via a retainer.

## **Step 2: Choose the Right AI Retainer – From Idea to Proof of Concept**






Each retainer is outcome-based and focused on building new AI capabilities in your business to enhance operations.

### **What's Included in Your Retainer?**



#### **AI Starter™ – Finding AI Opportunities & POC Scoping (R15,000/month)**

-  AI Opportunity Identification™—Where can we create the most value?
-  Data review & preparation—Assessing if your data is AI-ready and if not, helping you transform it to a suitable format for ML/AI.
-  AI Proof of Concept (POC) scoping—Outlining the prototype
-  AI education & consulting—Helping your team understand the potential of this new future we find ourselves in. We offer hands-on training if need be.
-  Full, Detailed Strategic roadmap for AI adoption in your company.

#### **AI Growth™ – Building & Testing a POC (R40,000/month)**

-  Everything in AI Starter, plus...
-  Development of an AI-driven Proof of Concept (POC)
-  Iterative testing & model adjustments
-  Early-stage AI model training
-  Business case validation and Quality Assurance—Ensuring the AI POC delivers real value to your end user or business.

#### **AI Innovation™ – Scaling AI & Custom Model Development (R60,000/month)**


-  Everything in AI Growth™, plus...
-  Custom AI models & LLM fine-tuning


- ✓ Expert Prompt Engineering. Training available on request.
- ✓ Advanced AI integrations—Function Calling, Voice-To-Text, Digital AI Persona integration, Retrieval-Augmented-Generation (RAG)
- ✓ “Completing The Loop”—Feeding the output back into the AI with instructions to learn from previous mistakes, as a Control System does with an ECC (Error Correcting Code)
- ✓ Building AI with “human-in-the-loop” features properly. Training available on request.
- ✓ Comprehensive documentation to be able to do a successful handover if required.
- ✓ Code Reviews and Mentorship of Junior Developers
- ✓ Custom hosting on AWS or Azure: Full-scale AI Deployment & Automation (MLOps)
- ✓ Assistance with AI copy and branding
- ✓ Further brainstorming for new innovations
- ✓ R&D to ensure we are using the right tools for the job and staying on top of the exponentially expanding world of AI, taking the best tools that are relevant to your needs and utilising them.
- ✓ Strategic AI architecture support, scaling support and maintenance for the duration of our collaboration.

## How Does It Work?


- ◆ Fixed Monthly Fee—No tracking hours, just delivering AI-driven results.
- ◆ From Strategy to Execution—We help businesses adopt AI from scratch and turn ideas into working solutions.
- ◆ Quarterly Reviews—Tracking AI success and refining solutions.

## Why CodeTonight?

 **Experts in AI & Large Language Models (LLMs)**—We help businesses build their **first** AI solutions.

 **Experts in Machine Learning**—AI without ML is like cooking without adding salt. It isn't very sensible.

 **AI-Powered Business Innovation**—We specialise in **identifying, developing, and scaling AI capabilities** for companies new to AI.

 **End-to-end AI/ML & General Technology Service Provider**—From identifying everything needed for AI/ML capabilities and possibly entering a long-term relationship with the client (on their negotiable terms) **and** assisting developers working on other tech areas to advance the roadmap projects.


We are...

## CodeTonight

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*Your AI & Software Partner for Long-Term Success.*

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Let's move beyond once-off projects and **future-proof your business with AI-driven innovation.** 

Thank you for considering us.

Warm Regards,

Laurie Scheepers and the CodeTonight Team

[www.codetontight.co.za](http://www.codetontight.co.za)