



# ADAPTIVE

SOLUTIONS & ADVISORY GROUP

AI TRAININGS  
OFFER



## 01 ADAPTIVE GROUP PROFILE

## 02 OUR SERVICES & SOLUTIONS

## 03 ADAPTIVE OFFER

## 04 COMMERCIALS

## ADAPTIVE GROUP PROFILE

ADAPTIVE SOLUTIONS & ADVISORY GROUP HELPS ORGANIZATIONS SEIZE COMPETITIVE ADVANTAGE IN THE BUSINESS WORLD  
BY CENTRALISATION, TRANSFORMATION AND AUTOMATION OF BUSINESS PROCESSES!

CEE REGION LEADER  
FOR GLOBAL  
BUSINESS SERVICES  
& OUTSOURCING  
INDUSTRY

ONE-STOP-SHOP  
SERVICE OFFERING  
FOR GBS &  
BUSINESS  
CORPORATE  
FUNCTIONS

CERTIFIED  
PROFESSIONAL  
COMPETENCES  
WITH AUTOMATION  
FOCUS  
CAPABILITIES



YEARS  
ON THE  
MARKET  
> 10

CLIENT  
EXPERIENCE  
> 90

PROJECTS  
COMPLETED  
> 380

CLIENT  
LOYALTY  
> 95%

AVG  
GROWTH  
Y-o-Y  
> 30%

HEADCOUNT  
STRENGTH  
> 100

AVERAGE  
JOB  
EXPERIENCE  
> 10 years

EMPLOYEE  
REFERRALS  
> 94%

# BUSINESS VALUE PROPOSITION

ADAPTIVE GROUP PROFILE



STRATEGIC  
BUSINESS  
GUIDANCE

- BUSINESS SERVICES STRATEGIES WITH COMPREHENSIVE ANALYSIS OF BUSINESS IMPERATIVES & ORG STRUCTURES
- GBS FEASIBILITY STUDIES & PROCESS MATURITY ASSESSMENTS
- SUPPLIER SOURCING STRATEGIES & BUSINESS LOCATION STUDIES



TRANSFORMATION  
MANAGEMENT  
OFFICE

- LEADING ORGANIZATION CHANGE PROGRAMS AND X-FUNCTION INTEGRATION ALIGNMENT
- IMPLEMENTATION SUPPORT FOR X-DOMAIN TRANSFORMATION PROGRAMS - PROCESSES, SYSTEMS, PEOPLE
- GBS PRACTITIONER METHODOLOGIES TO GUARANTEE QUANTIFIED RESULTS



SERVICE  
DELIVERY  
ENHANCEMENT

- PROCESS OWNERSHIP AS-A-SERVICE WITH BEST-IN-CLASS DELIVERY EXCELLENCE MODELS
- RIGHT PROCESS MEASURES & GBS KNOWLEDGE MANAGEMENT BENCHMARKS
- PEOPLE ENGAGEMENT PROGRAMS
- INTERIM GBS MANAGEMENT, BUSINESS DOMAIN LEADERSHIP AND DELIVERY SUPPORT AT ALL LEVELS.



ENTERPRISE  
AUTOMATION  
HUB

- AUTOMATION STRATEGY & ROADMAP DEVELOPMENT ALIGNED WITH BUSINESS OBJECTIVES
- END-TO-END AI & AUTOMATION IMPLEMENTATION SERVICES FROM ASSESSMENT TO DEPLOYMENT AND SUPPORT
- ENTERPRISE-WIDE DIGITAL WORKFORCE SUPPORT AND MANAGEMENT

C-level

Tactical  
GBS/GPO/  
Function

GBS Ops

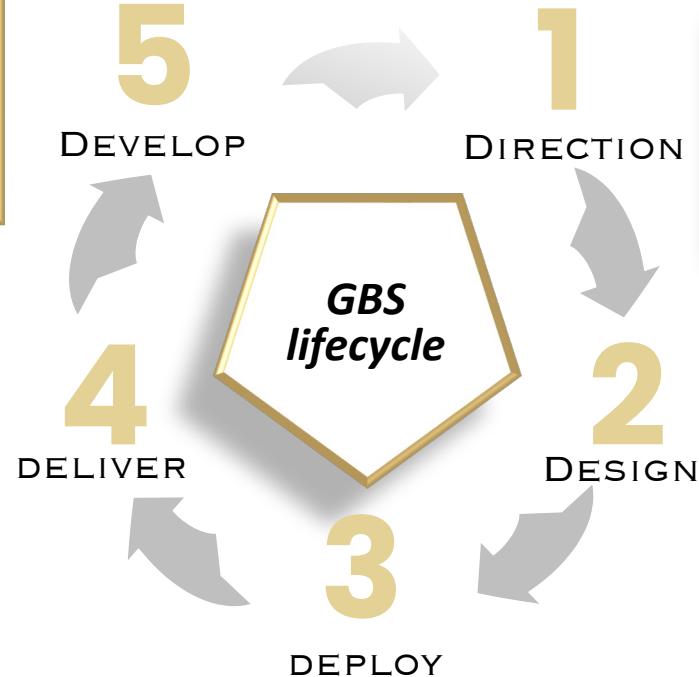
# BUSINESS VALUE PROPOSITION – ‘ONE STOP SHOP’

ADAPTIVE GROUP PROFILE

STRATEGIC GUIDANCE WITH PRACTITIONER-BASED SOLUTIONS.

100 TOP-QUALIFIED INDUSTRY EXPERTS TO ACCELERATE YOUR GBS GROWTH & MATURITY.

- Benchmark against Market Best-Practices
- Maturity Assessments & Value Stream Maps
- Transformation Project Management Office
- AI & Automation Implementation Hub



- GBS Strategy from Business Imperatives
- Transformation & Automation Strategies
- GBS Scope/Expansion Roadmaps
- Outsourcing & Offshoring Potential

- Global Process Management Framework
- End-to-end Performance & Quality Measures
- Tailored AI & Process Training Centre
- Process Expertise On-Demand

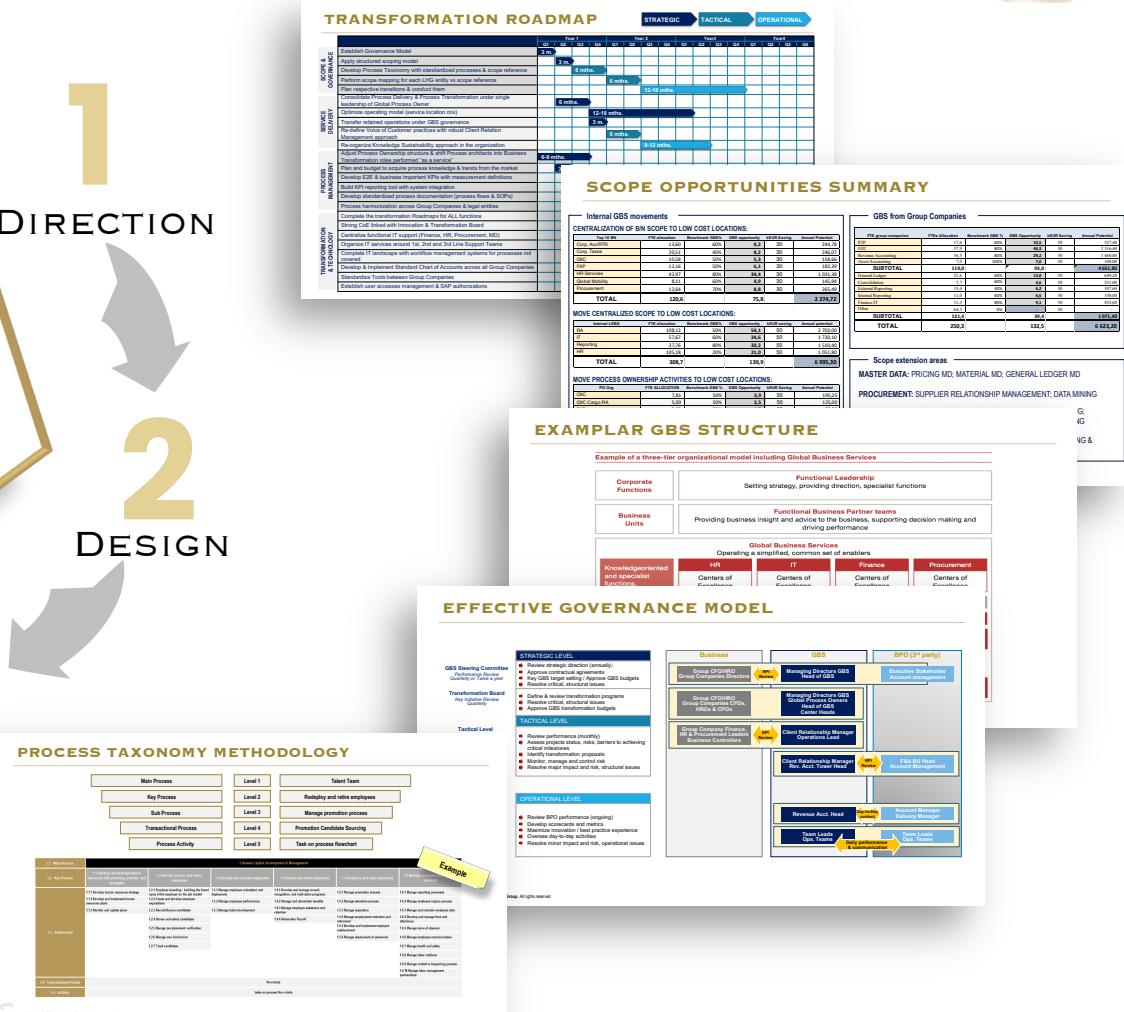
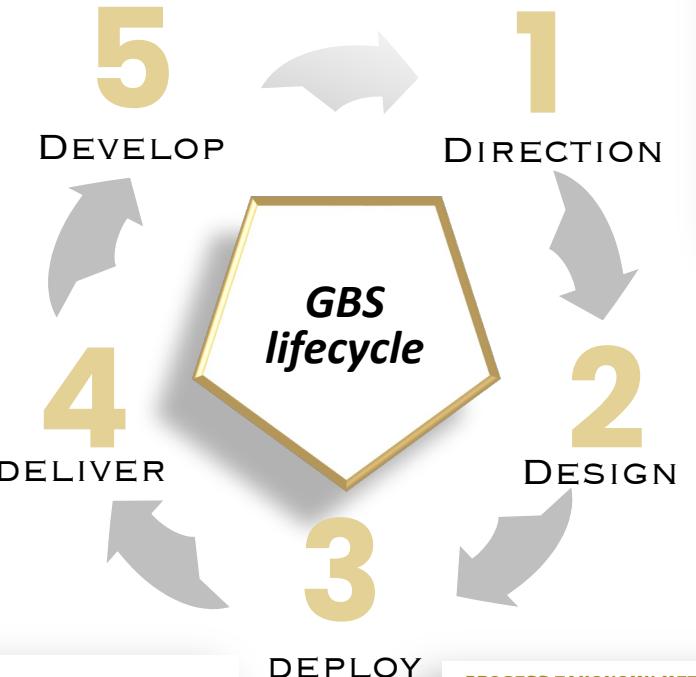
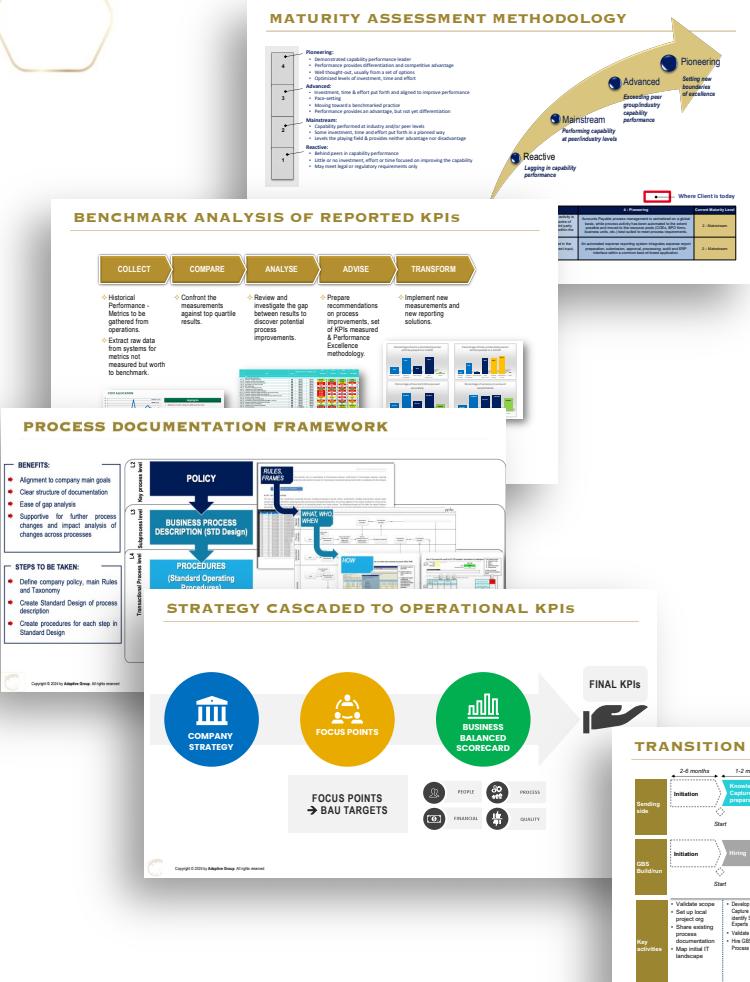
- Target Operating Models
- Location & Delivery Structures
- Strategy for Organization Change
- Governance & Control Framework

- Taxonomy & Service Catalogues
- Change & Communication Plans
- Functional/Regional Business Transitions
- Standardisation & Automation Initiatives

# BUSINESS VALUE PROPOSITION – ‘ONE STOP SHOP’

ADAPTIVE GROUP PROFILE

THOUGHT LEADERSHIP WITH TANGIBLE DELIVERABLES FOR EXCEPTIONAL GBS AGILITY LONG-TERM!





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# SERVICES & SOLUTIONS

ADAPTIVE BUSINESS VALUE PROPOSITION

## CENTRALIZATION



## TRANSFORMATION



## AUTOMATION



STRATEGIC  
BUSINESS  
GUIDANCE

- ✓ Consulting business services strategies with comprehensive analysis of client business imperatives, structures and functions.
- ✓ Indicating opportunity potential and readiness for transformation journeys.
- ✓ Defining roadmaps and organizational design changes corresponding with business goals, market benchmarks and available technology solutions.

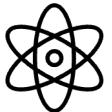
# SERVICES & SOLUTIONS

ADAPTIVE BUSINESS VALUE PROPOSITION

## CENTRALIZATION



## TRANSFORMATION



## AUTOMATION



TRANSFORMATION  
MANAGEMENT  
OFFICE

- ✓ Leading the organization change and x-functional integration alignment.
- ✓ Optimizing organizational and cost structures via people competency development, system standardization, supplier sourcing, process reengineering, harmonization and digitalization programs.
- ✓ Applying market best-practices and qualified methodologies addressing business specific implementation challenges to guarantee quantified results.

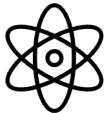
# SERVICES & SOLUTIONS

ADAPTIVE BUSINESS VALUE PROPOSITION

## CENTRALIZATION



## TRANSFORMATION



## AUTOMATION



### SERVICE DELIVERY ENHANCEMENT

- ✓ Introducing process ownership with service delivery excellence models matching end-customer expectations and process execution challenges.
- ✓ Defining adequate process measures and optimizing performance control.
- ✓ Driving business domain initiatives or quality improvements leveraging people engagement and technology developments.
- ✓ Supporting business domain leadership, GBS management and delivery needs at all levels.

# SERVICES & SOLUTIONS

ADAPTIVE BUSINESS VALUE PROPOSITION

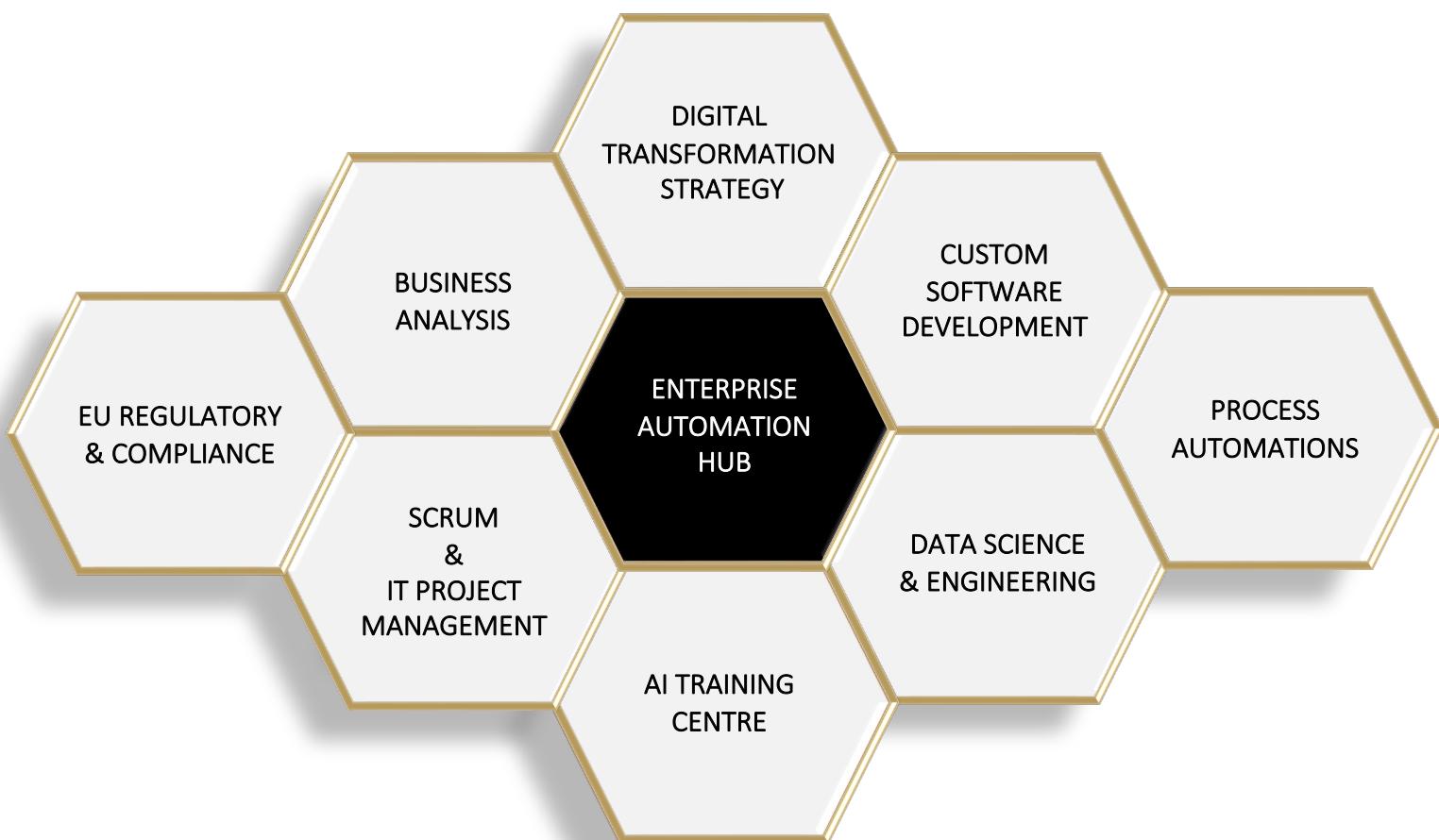
## GOVERNANCE



## ENGINEERING



## DELIVERY



## ENTERPRISE AUTOMATION HUB

- ✓ Enabling digital innovation through advanced technology and consulting implementation strategies aligned with business objectives.
- ✓ Providing comprehensive IT project governance through Agile and Scrum methodologies.
- ✓ Building robust data engineering platforms and analytics solutions leveraging modern cloud infrastructures.
- ✓ Providing end-to-end software engineering services in BOT or Managed Services models focused on business goals.



## RECENT CREDENTIALS

ADAPTIVE GROUP PROFILE

PHARMA

**moderna**



 GEDEON RICHTER



FMCG

**Amway**

**ECCO®**

**AVON**



BPO

**Tech Mahindra**

**CONDUENT**



MED-TECH

**Alcon**

**Boston Scientific**

 eurofins

 Elekta

**amplifon**  
DGS ↓

**SONOVA**  
HEAR THE WORLD

SERVICES

**LUFTHANSA GROUP  
BUSINESS SERVICES**

**KPMG**

**CBRE**

**Deloitte.**

 DLA PIPER

 WARNER BROS.  
DISCOVERY

**HCL**

 Inchcape

MANUFACTURING FOOD/CONSUMER

**BARRY CALLEBAUT**

**TATE & LYLE**

**JTI**

 ADM

 McCain

MANUFACTURING ELECTRIC/HEAVY/CHEM

**Schneider Electric**



Husqvarna Group  
**TRUMPF**

 **DAIKIN**

 **LUMILEDS**

 ArcelorMittal

**Bystronic**

 **GEA**  
Engineering for a better world.

 **CARGOTEC**

 **HIAB**

 **amcor**

 **SWM**  
engineered for tomorrow

**CLARIANT**

 **TIKKURILA**

**FRANKE**

**VELUX®**



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# SERVICES & SOLUTIONS

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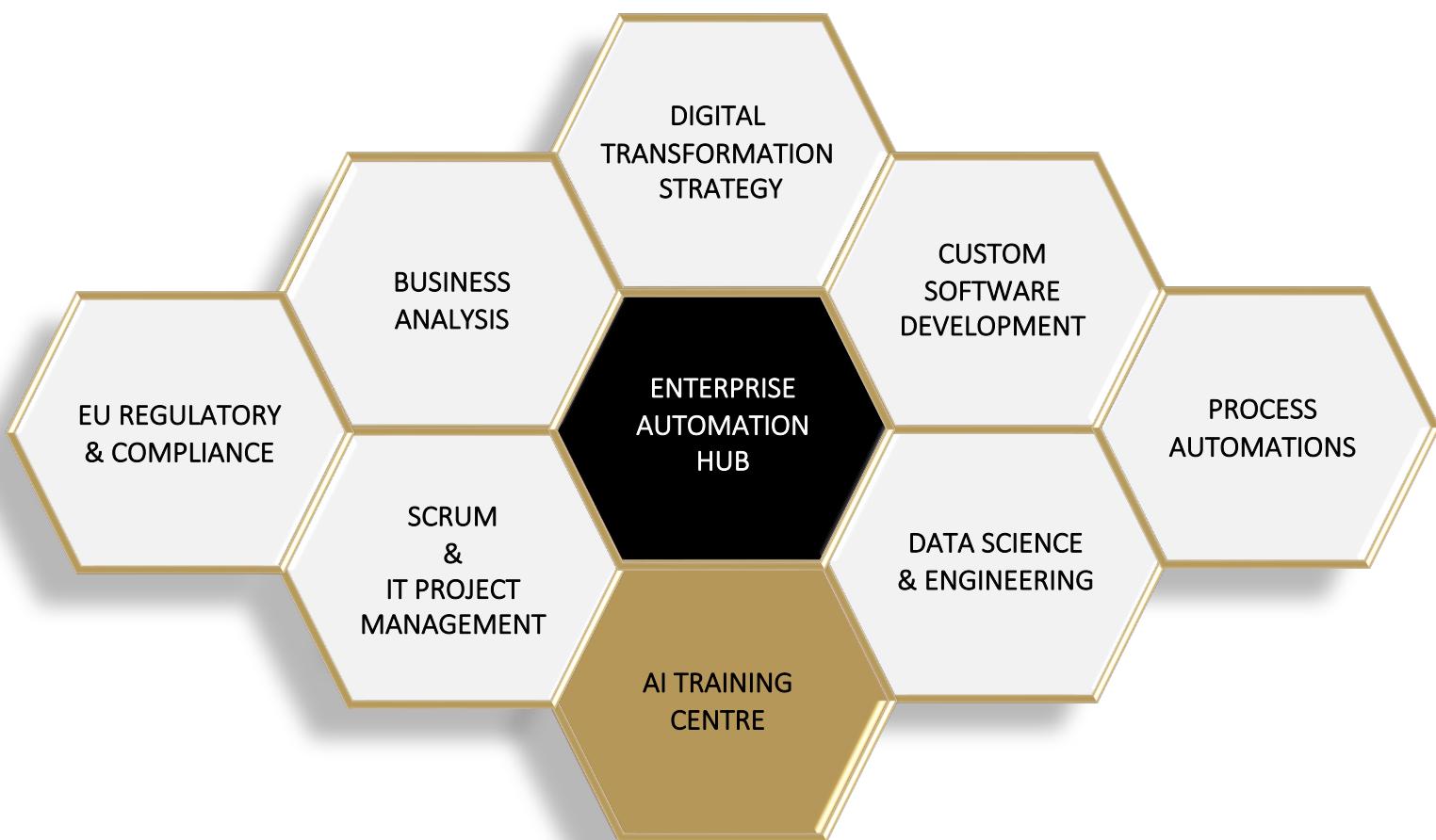
## GOVERNANCE



## ENGINEERING



## DELIVERY



## ENTERPRISE AUTOMATION HUB

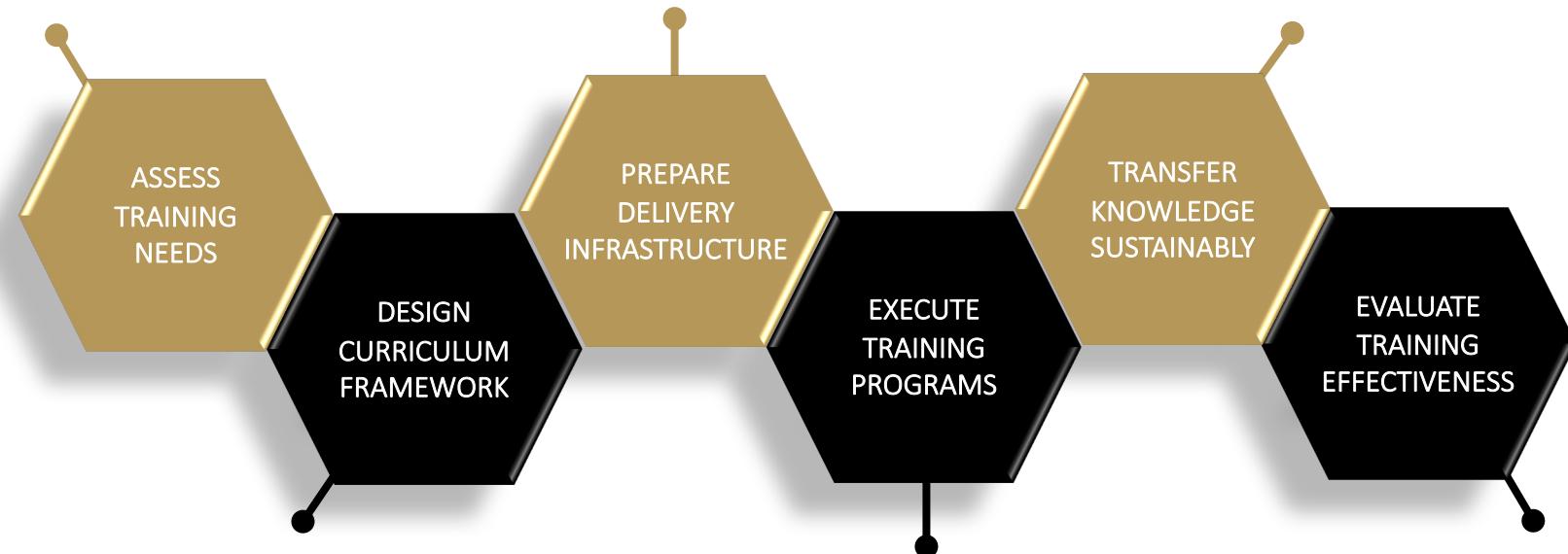
- ✓ Enabling **digital innovation** through advanced technology and consulting implementation strategies aligned with business objectives.
- ✓ Providing comprehensive **IT project governance** through Agile and Scrum methodologies.
- ✓ Building robust **data engineering** platforms and **analytics** solutions leveraging modern cloud infrastructures.
- ✓ Providing **end-to-end software engineering** services in BOT or Managed Services models focused on business goals.



- ✓ Evaluate current AI literacy levels and identify skill gaps across organizational functions
- ✓ Define specific learning objectives aligned with business transformation goals
- ✓ Determine optimal training tracks (Basic, Intermediate, Workshop) based on participant roles

- ✓ Prepare certified trainers with deep expertise in AI implementation and business context
- ✓ Develop supporting materials including practical checklists and resource libraries

- ✓ Establish internal champions network to continue knowledge sharing post-training
- ✓ Create documentation frameworks capturing best practices and lessons learned
- ✓ Develop ongoing support mechanisms for continuous AI adoption guidance



- ✓ Develop customized training modules covering LLMs, prompting techniques, and business applications
- ✓ Create hands-on workshop components with real-world business scenarios

- ✓ Deliver structured learning sessions with optimal group sizes for maximum engagement
- ✓ Facilitate interactive workshops focusing on practical AI applications in SSC/GBS environment
- ✓ Implement progressive learning approach from foundational concepts to advanced techniques

- ✓ Gather feedback to optimize future training iterations and content relevance
- ✓ Define next-phase learning pathways for continued AI competency development

# AI Maturity Journey

FROM PROMPT TO AUTONOMOUS OPERATIONS



Prompt

I enter ChatGPT and type a prompt. I get a result.



Better Prompt

I know how to write a prompt (myself or with AI assistance) that works better and (almost) always delivers the expected result.



Prompt + Data

I can upload files to ChatGPT, Claude, or Gemini, allowing us to work with my own data.



Workspace

I can work on a workspace (i.e.: ChatGPT/Claude project). I have instructions and files that I continuously use.



Workspace +  
Prompts/Assistants

Within my project, I also have several to a dozen permanent prompts that I call up with shortcuts. These prompts/assistants also interact with each other.



Agent on Computer

I launch a project on disk using Claude Code, OpenAI Codex, Gemini CLI, giving AI access to dozens/hundreds of files.



Integrations

I give my assistants access to business tools: CRM, Email, CMS platforms.



Custom Scripts -  
Orchestration

Autonomous  
Business Unit

AI operates 24x7 and executes tasks to achieve business objectives without user involvement except in specific situations.



Error-Free

My system now works in a way that handles most edge cases. I'm gradually giving it 24x7 tasks. AI executes complete processes within policy and budget boundaries.



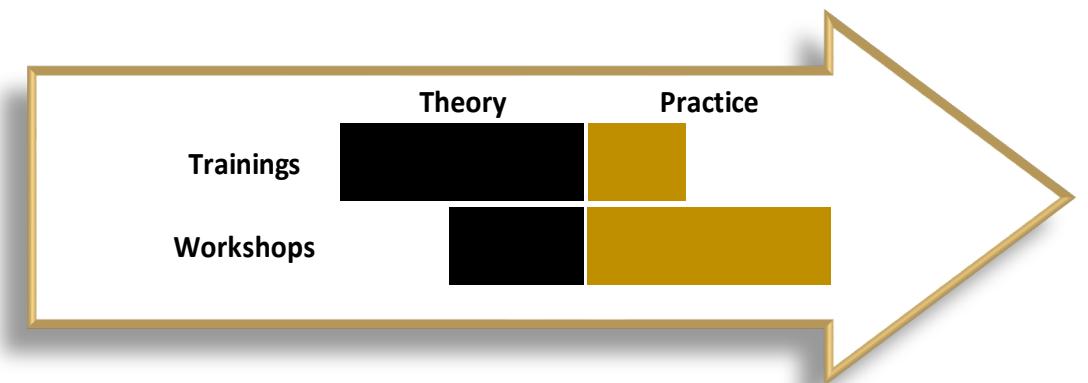
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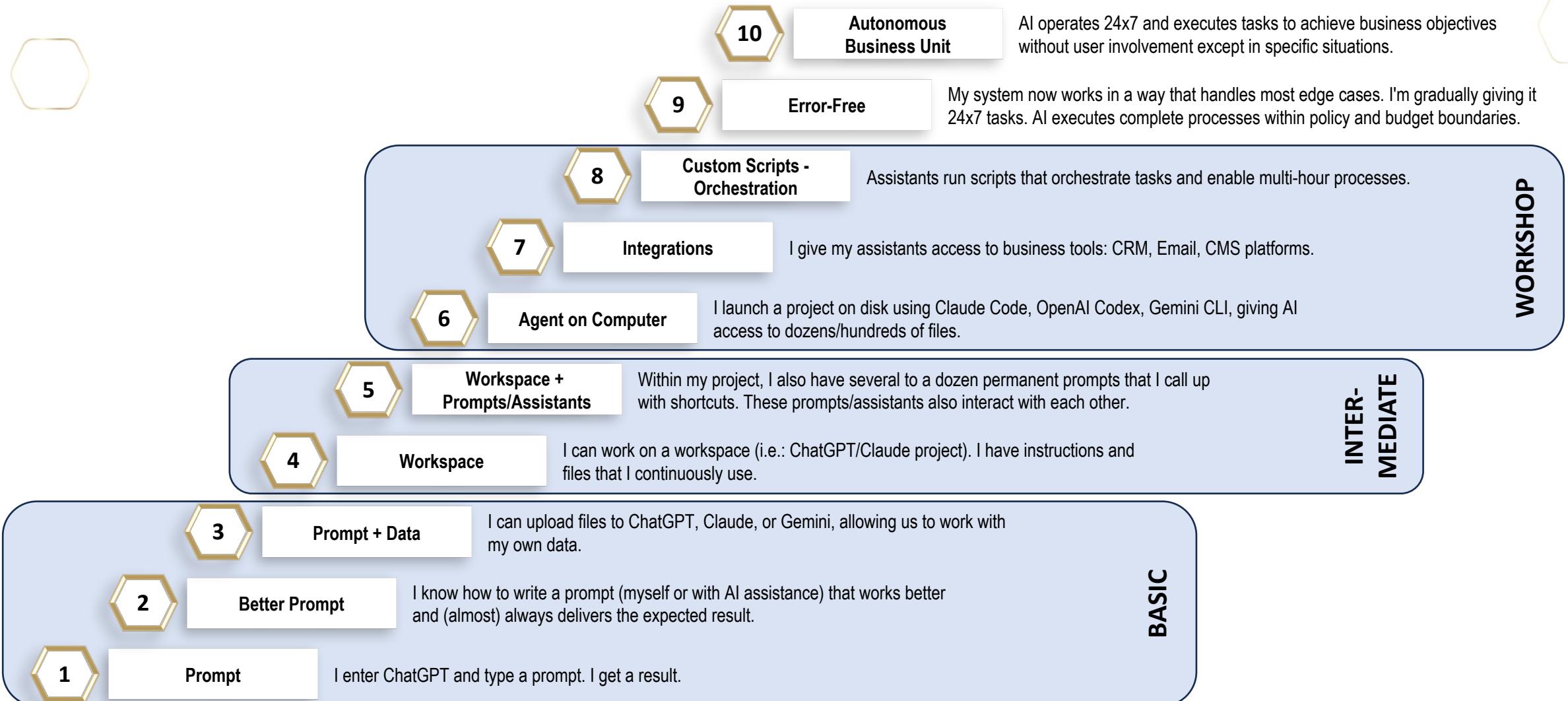
## ADAPTIVE OFFER

ADAPTIVE GROUP is offering comprehensive support to prepare and conduct a series of **AI training sessions** for operational teams and line managers.

- On the basis of a detailed agreement, we would deploy **two highly-skilled AI professional trainers** for the project planning and execution. First project phase would consist of a proper assessment of particular company training needs which will result in tailoring the detailed training content and conduct learnings sessions at the client's location.
- We intent to start with review of training content with Client organization to agree on final shape of the training.
- Then we propose to provide two types of consecutive training:
  - First learning session consisting of the **Basic AI** topic introducing Client Team(s) into AI fundaments.
  - Second training round would touch **Intermediate AI** knowledge
  - These two might be followed by a hands-on **Workshop** session with selected participants in "AI hackathon" mode.



# AI MATURITY JOURNEY ADDRESSED BY OUR TRAININGS





## BASIC AI TRAINING

15 to 20 participants

**8 hours**

### I. What are LLMs, and what are they not? How do they work? → 30 mins.

- a. What does it mean that a model "is trained on textual data"?
- b. Tokens and context windows – why is it important to know about them, and how do they affect the quality of responses?
- c. Hallucinations: Where Do They Come From, How to Recognize Them, and How to Limit Them?
- d. Why do LLMs "not know," only predict – and how does this affect their use?

### II. Prompting Techniques and Tricks. → 75 mins.

- a. What is a "prompt" and how does its form affect the response?
- b. "Context is king" – The essence of situational context in prompting.
- c. Examples of prompting.
- d. Model self-assessment: how to encourage an LLM to reflect.
- e. Building prompts with AI – from basics to advanced development.
- f. Use of scales, metrics, and evaluations.
- g. Deep Research in multiple installations (ChatGPT, Perplexity).

### III. Utilization in Business: What Really Makes Sense? → 75 mins.

- a. Do you always need the best model? (No!)
- b. GDPR and LLMs: Where is the boundary, and how to respect it?
- c. The remaining interfaces of the strongest closed models and how they differ from ChatGPT – Claude, Gemini, etc.
- d. Demo of specific examples.

### III. What are AI agents, and how do they differ from classical workflows? → 45 mins.

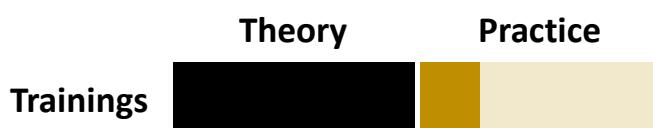
- a. How does an AI agent differ from a regular chatbot?
- b. What are the levels of autonomy – can an agent operate independently?
- c. Advantages and disadvantages of an agent-based approach in a business context.
- d. Practical examples for dummies ;)

### IV. What Can AI Do (Already Now)? → 45 mins.

- a. Text-to-Speech and Speech-to-Text – How AI Can Speak and Listen.
- b. Text to 'x' – CAD or 3D.
- c. Text-to-Music/Sound - Generating Music/Sounds.
- d. Notebook LM – AI that learns with you.

### V. Utilizing AI in Building Threats for Cybersecurity. → 30 mins.

### VI. Summary + Q&A / Takeaway Inspiration. → 30 mins.





## INTERMEDIATE AI TRAINING

max. 10 participants

**8 hours**

**I. Prompting Techniques and Tricks (Optional, in Advanced Form)**  
→ 45 mins.

**II. Business Application: What Really Makes Sense? → 90 mins.**

- a. Local models vs. cloud-based (including the Polish Bielik model)
- b. Example of building automation using a local Large Language Model (LLM)
- c. Building a solution using synthetic data (fake data).
- d. How to Use Hugging Face? Demonstrating and Navigating the Tool.

**III. What are AI agents, and how do they differ from classical workflows?**  
→ 90 mins

- a. Introduction to n8n (ready-made templates & building something from scratch)
- b. Examples: AI as an assistant, analyst, report generator.
- c. RAG - What is it and how does it work?
- d. MCP - What is it and how does it work?

**IV. What Can AI Do (Already Now)? → 45 mins.**

- a. Enterprise solutions examples
- b. Where to Test: Playgrounds, Free Models, Experiments

**V. Utilizing AI in Building Threats for Cybersecurity → 45 mins.**

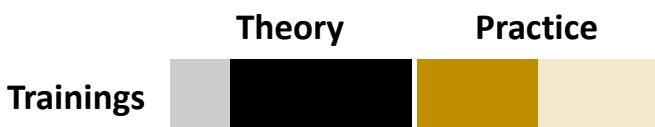
- a. Examples of How AI Can Be a Threat to Organizations.
- b. Prompt Injection deep-dive.

**VI. Fine-tuning your model. → 45 mins.**

- a. How to create a dataset for fine-tuning.
- b. How to perform fine-tuning using publicly available resources.

**VII. Summary + Q&A / Takeaway Inspiration → 30 mins.**

- a. What can you do tomorrow to better leverage AI than you did yesterday?
- b. Practical Checklists.
- c. List of useful tools and resources.





## BASIC AI WORKSHOP

max. 10 participants

TBD (1 day min.)

**IV. Practical AI Adoption: Strategy, Tools, and Use-Case Development**  
→ 90 mins.

- a. Strategic Foundation: When to Build vs. Just Use ChatGPT?
- b. Which tool for the job: Custom GPT vs. Claude Projects vs. Gemini Gems
- c. When artifacts/canvas is the proper output

**V. BUILD SESSION: Knowledge Assistants** → 120 mins.

- a. ChatGPT Custom GPTs/Agent Builder
- b. Claude Projects and Google Build
- c. Example Business Use Cases
- d. Knowledge Management & Quality Control

**VI. BUILD SESSION: Interactive Outputs - Artifacts and Canvas**  
→ 120 mins.

- a. ChatGPT Canvas
- b. Claude Artifacts
- c. Business Use Cases and iterative refinement

**IV. BUILD SESSION: Production Documents and Presentations** 60 mins.

Practical Exercises:

- a. Reports: From data/notes → formatted report (Word/PDF)
- b. Presentations: From Brief to Slide Deck (PowerPoint)
- c. Proposals: From template + inputs → custom proposal
- d. Dashboards: From data → Visual dashboard
- e. Process flows: From process description → Process flow

**IV. Summary + Q&A / Takeaway Inspiration** 30 mins.

- a. What can you do tomorrow to better leverage AI than you did yesterday?
- b. Practical Checklists.
- c. List of useful tools and resources.
- d. Quick showcase: 3-4 people demonstrate what they have built.





## ADVANCED AI WORKSHOP

max. 10 participants

TBD (1 day min.)

### IV. When and Why to Go Beyond No-Code → 45 mins.

- a. Cost vs. Complexity vs. Control

### V. Replit Deep Dive - Building Applications → 180 mins.

- a. Part A: Understanding Replit
  - i. How Replit Environment Works
  - ii. Agent 3 Capabilities: Apps vs Agents vs Workflows
  - iii. Deployment and Sharing
  - iv. Limitations and Pitfalls
- b. Part B: Build a Data Dashboard
- c. Open Build of an app defined by the group

### VI. Replit Agents & Workflows → 120 mins

- a. Agents vs Apps
- b. Build an AI Agent
- c. Build Your Own Workflow

### IV. Beyond Replit - Tool Ecosystem → 60 mins.

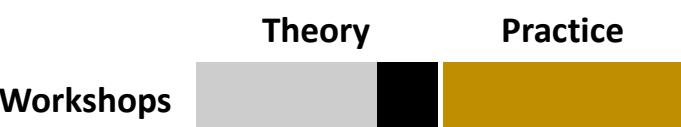
- a. bolt.new (Quick Demo: Build a Landing Page)
- b. Lovable (Quick Demo: Build a Dashboard)
- c. Factory.ai Droids (Quick demo: use specialised agents)
- d. v0 by Vercel (Quick demo: Build a UI component)

### V. Production & Critical Topics → 90 mins.

- a. Error Handling & Edge Cases
- b. Testing & Evaluation
- c. Data & Security
- d. Sharing & Documentation
- e. Maintenance Realities
- f. Measuring Success

### VI. FINAL: Showcase & Next Steps → 30 mins.

- a. 5-6 people demonstrate what they have built (3 minutes each)
- b. Discussion on Encountered Challenges
- c. Q&A





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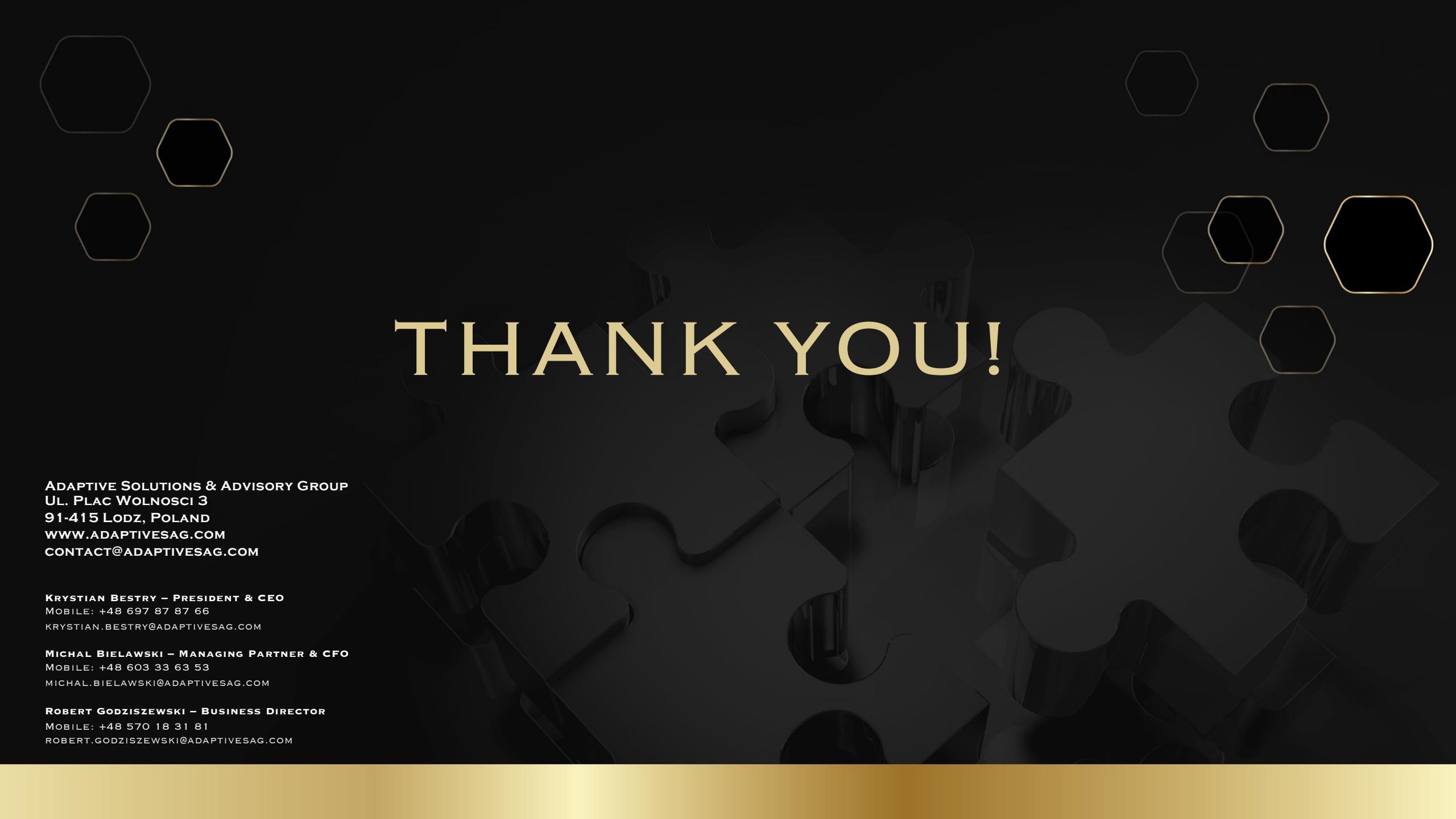
## SUPPORT MODEL & COMMERCIALS

- ❖ ADAPTIVE GROUP project team will consist of a dedicated **two highly-skilled AI professional trainers**. This approach ensures access to the right skillset and experience required to deliver the trainings.
- ❖ As outlined in our offer, we can deliver trainings as standalone sessions tailored to Client's needs:
  - ❖ **Basic** for group(s) of 15-20 participants;
  - ❖ **Intermediate** for group(s) of max. 10 participants;
  - ❖ **Workshop (AI Hackathon)** for group(s) of max. 10 participants.
- ❖ We strongly recommend that selected employees should go through 'Basic → Intermediate → Workshop' sequence to achieve appropriate pacing and solid comprehension of the material.
- ❖ These trainings would take place at client's location, however for Transparency on-line cost of training is presented as well. Workshop mode is available only in 'on-site' mode.

Training name	On-line	On-site (in Poland)
Basic AI training	€ 3 000	€ 3 300
Intermediate AI training	€ 3 300	€ 3 750
Workshop (AI Hackathon)	-	€ 3 750

- ❖ Pricing is provided per each 8-hour training session. Trainings can be delivered in English or Polish, according to the client's preference. All training materials will be prepared in English.

\* Above mentioned rates are excluding taxes and T&E expenses. In case of on-site training at Client's premises outside Poland, the on-site will be increased by T&E expenses (transport & accommodation) and will be added to respective billing as a recharge based on actuals or confirmed estimates.



# THANK YOU!

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