

02-06 Consultation: OCP AI

Digitalization Pricing, Contracting, and Readiness Assessment

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00:00:02 Jose Cortinat

hey Nada we are back so I was just trying to tell you that how I see it happening I mean ideally you know the client would pay four four the development you know so I can also have an income you know while we complete the the software I don't think that this is a possibility let me know if you think.

00:00:25 Nada

that worth thru OCP could be a possibility it's good let me this is my way of seeing it okay first you're going to you're going to have a physical something phase okay where you spot the bottlenecks and efficiency let's say yeah, Okay, this is this is our analysis. This is the things we think that could be benefit.

00:00:58 Nada

from digitalization. Well, this is the thing. So this is this has a fee. Initially, it will help you in a way gather the information. And the second part is the development of the solution and you need to, let's say price the development of the solution to the client because it's going to be customized for them. Yeah, maybe it's not going to be used by someone else. It might get used by someone else. But in this case, it is customized for them. Okay.

00:01:30 Nada

Okay, so you could do this too. Because I know for sure. that if we were going to develop the solution from scratch it's going to cost us a minimum of 200 000 euros okay so if we are in a target that is below this four the clients worth something that could bring value based on what we've seen in the beginning and the efficiency let's say the.

00:02:01 Nada

points that we think would benefit from ai or by submitting the value that would bring to it.

00:02:09 Jose Cortinat

i think it's doable okay okay i was i was being very pessimist you know and i was kind of thinking i need strategically to think about this as as the opportunity to work

worth a big client, and they develop something useful for them and then get this kind of like a authority, of saying we have successfully launched this in four OCP uh we have the capability to to deploy.

00:02:45 Jose Cortinat

four other i don't know mine's clients and so on but i'm very happy to to listen and thank you.

00:02:51 Nada

very much Nada then yeah in my opinion you don't you shouldn't worth a big client like, suggest a lesser price you see what i mean yes um if you have the opportunity to to land bigger because that that will um let's say um define the baseline four afterwards yes this is what.

00:03:14 Jose Cortinat

you don't want to have yes okay okay Nada so do you think that the more or less around, Well, we need to define, of course, the scope. Maybe, you know what I would like also from you, Nada? Yeah, yeah. To help me out a little bit on... Because I'm happy to even cover part of my cost. Again, I want to develop this, you know? We have the capabilities, there is the use case.

00:03:45 Jose Cortinat

Is the opportunity, like, let's say 2020, it's now, you know? Oh, sorry, 2026, 2027. Those are the years to actually start to launch this kind of things. So, I'm willing to kind of invest in a way, okay? But I understand your point. It needs to be, it is a consulting work around that, you know? Exactly, exactly. So, maybe you can help me a little bit on certain rates. that are accessible that they they say okay they are competitive this could be really really.

00:04:20 Nada

interesting that could be interesting four you in order to cover your costs exactly interesting and, very appealing to the client that was okay it's easy four us to invest exactly not not i don't.

00:04:32 Jose Cortinat

want to create like okay these guys are too expensive they are doing exceptional work yeah yeah it's not it's not sustainable four in the future no no i don't want to get into that you know so okay so if you can aim maybe by whatsapp or how or you you want to tell me now a little bit about around the estimations of rates and so in terms of let's say consultant or the.

00:05:00 Nada

kind of developers or this kind of like positions okay okay four consultants i would say um, i'm going to go ahead and i'm going to go, You need to be less than 1,600 euros per day, and as four development fees per day, it has to be less than 580 euros paid per day, that would be the baseline I would say.

00:05:33 Jose Cortinat

So, 1,600 per day four consultant, senior consultant, and then 580 euros per day four a developer and so on. Okay.

00:05:46 Nada

And we could frame it as, let's say, not per day, but let's say we could frame it by the solution.

00:05:53 Jose Cortinat

Yes, yes. Yeah, yeah, but it is good to have these rates. So that I can, you know, plan a development, of course, in, let's say, like a closed deal, you know, like fixed price four the solution.

00:06:10 Nada

We could discuss it later if you want, no problem. We could discuss it and see and run it thru and see if it's going to go by or not. And I can, like, talk worth Moad based on their budget and adjust it in order four us to go thru.

00:06:24 Jose Cortinat

Yes. Another, another, maybe, could we, I think it's appropriate if we do it, do the contract thru you, you know, like.

00:06:34 Nada

Yes, that's what I'm suggesting, to do the contract thru me. Because I have more flexibility when it comes to OCP. They do not need to do an open bid because they do have the contract worth me.

00:06:46 Jose Cortinat

Yeah, that's great. So we do it thru you. And not just that, we use certain resources from. From you also, you know, in the consulting phase, you know, maybe let's say we can have like a. young engineer working in collecting certain data going to the site implementing we can think about it okay Nada very good very good very happy I.

00:07:20 Jose Cortinat

hope you get better though okay so what about the payment do you have any news about that at the other payment thank you and I'm gonna be working in the in the next couple of weeks on kind of defining very let's say well as much.

00:07:50 Jose Cortinat

glist or clear it will be it didn't get a.

00:07:55 Nada

I think you are onto something here, really. The way you are thinking is a bit different on what is in the market now. You are bringing the AI side to the industry while making it easy, in a way.

00:08:15 Jose Cortinat

Exactly, yes. And I see it that way. There are so many use cases. You know what? Everything is progressing a lot, but you know, it's the workflows here. It's like, okay, we have AI, you have the chat GPT, it's defining the workflows.

00:08:43 Nada

What would be really interesting is to say, okay, what we bring when we do consulting with you is that we bring... We have our own tools. that would make your life easier you see yes um actually there is a news from our end is that we have partnerships with INSEAD it's a international i think organization that gives you like certifications on indexes of readiness when it comes to ai and digitalization okay they have.

00:09:18 Nada

frameworks and evaluation that you could do through an organization and based on which business the organization is, They give them where they are at with other organizations and what are the fields they should focus on when it comes to digitalization. And it comes from operational excellence to digitalization to AI. So based on which level of maturity you have, for example, in operational excellence, you could say whether or not you are ready to do digitalization or not.

00:09:57 Nada

Because not all organizations are ready to do digitalization because they do not have the processes in place. They do not have the culture, they do not have the things that would help them take advantage of the digitalization. Okay. So yeah, this is something we are working on for now. It could be interesting. to like us intervene to evaluate the readiness and you coming to like let's say proposing solutions.

00:10:33 Jose Cortinat

you are you are reading you are reading my mind because it's starting you know starting this, evaluation or assessment side by side you know systemized through the same tool a same methodology same time of reporting so that we can then also compare maturity levels, at the different process mind site process plant and different sites and then based on the.

00:11:06 Jose Cortinat

the the gap analysis and the and okay where potential is, come out with a certain very customized workflows ai driven workflows and solutions that can add value like immediately to close those gaps that's a very interesting approach actually so if you.

00:11:30 Nada

find something like that we can deliver all this we can deliver all this yeah very good so there's.

00:11:40 Jose Cortinat

a lot of things to do apparently by the way do you do you have that like um that assessment.

00:11:46 Nada

uh with you do you have it or not actually it's um it is book you you buy access it's a platform, okay you buy access to the platform uh and you get to do for example one assessment with this amount.

00:12:02 Jose Cortinat

of money okay if you can share me if you can share me the the website i'll i'll have a look at it, you, Okay, great. Okay. Okay, partner. Thank you very much for your call. Keep in touch, okay?

00:12:19 Nada

Thank you. Bye.