

PajakSight

The AI co-pilot for inbound tax and supply chain intelligence

Business Pitch - To be Shown to Potential Customer

What is PajakSight

PajakSight is an automated AI and machine learning reporting co-pilot built by OnlinePajak. It helps CFOs and Heads of Tax instantly assess business health and operational efficiency in a 1-page executive summary that immediately highlights hidden audit risks and inefficient vendor financial and operational relationships.

How PajakSight Works:

PajakSight monitors your company's operational activity health by comparing your current performance against both your own historical baseline and the platform-wide peer standard.

Why PajakSights:

- **Dual-Benchmarking:** Operational inefficiency is measured against both your entity's history and the global platform median.
- **Machine Learning Anomaly Detection:** We detect anomaly using robust statistical method
- **Formulaic Audit Triggers:** Mathematically calculate tax divergence that mirrors the exact statistical triggers used by government tax authorities.
- **Hallucination Free:** It synthesizes facts; it never invents them.

MVP UI:

Company ID: Live Month: Expected VAT %:

Run Intelligence

Example Reports:

1. Stable Company Report:

```
EXECUTIVE DATA SUMMARY | ENTITY: C001 | AS-OF: 2025-11-01
=====
1. VENDOR OPERATIONAL EFFICIENCY: STABLE
- Current Friction: 24.60%
- Baseline: Company Avg 21.71% | Peer Avg 24.23%
- Danger Threshold: 54.38%

2. VENDOR FINANCIAL EFFICIENCY: NORMAL
- Top 1 Vendor Share: 35.90% (Peer Avg: 39.70%)
- Top 5 Vendor Share: 49.90% (Peer Avg: 67.84%)
- Status: Standard spend behavior

3. EXTERNAL AUDIT RISK: LOW RISK
- VAT Deviation from Expected Baseline: 2.67%
- Deviation Limit: 10.00%

AI STRATEGIC ADVICE:
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Business health indicators are currently stable. No immediate intervention is required. Continue routine monitoring of vendor document quality.

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DISCLAIMER: This is a recommendation based on statistical data. A more thorough investigation is recommended before taking action.
```

2. Company with 1 alert report::

```
Running analysis...  
  
EXECUTIVE DATA SUMMARY | ENTITY: C015 | AS-OF: 2025-11-01  
=====  
1. VENDOR OPERATIONAL EFFICIENCY: STABLE  
- Current Friction: 44.10%  
- Baseline: Company Avg 18.14% | Peer Avg 24.23%  
- Danger Threshold: 51.54%  
  
2. VENDOR FINANCIAL EFFICIENCY: NORMAL  
- Top 1 Vendor Share: 63.50% (Peer Avg: 39.70%)  
- Top 5 Vendor Share: 71.00% (Peer Avg: 67.84%)  
- Status: Standard spend behavior  
  
3. EXTERNAL AUDIT RISK: ALERT - HIGH RISK  
- VAT Deviation from Expected Baseline: 12.90%  
- Deviation Limit: 10.00%  
  
AI STRATEGIC ADVICE:  
-----  
As a financial advisor, my recommendation is that the CFO should reassess the company's accounting practices.  
  
=====  
DISCLAIMER: This is a recommendation based on statistical data. A more thorough investigation is recommended before taking action.
```

3. Company with 2 or 3 alerts report:

```
EXECUTIVE DATA SUMMARY | ENTITY: C050 | AS-OF: 2025-11-01  
=====  
1. VENDOR OPERATIONAL EFFICIENCY: ALERT - INEFFICIENT  
- Current Friction: 46.00%  
- Baseline: Company Avg 14.91% | Peer Avg 24.23%  
- Danger Threshold: 45.71%  
  
2. VENDOR FINANCIAL EFFICIENCY: NORMAL  
- Top 1 Vendor Share: 68.00% (Peer Avg: 39.70%)  
- Status: Standard spend behavior  
  
3. EXTERNAL AUDIT RISK: ALERT - HIGH RISK  
- VAT Deviation: 18.16% (Limit: 10.00%)  
  
AI STRATEGIC ADVICE:  
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Based on detected risks, the CFO should reconcile tax accounts and pause filings, conduct a vendor performance audit.  
  
=====  
DISCLAIMER: This is a recommendation based on statistical data. A more thorough investigation is recommended before taking action.
```

For Internal OnlinePajak

Directional Value

PajakSight will add value to OnlinePajak by adding a strategic financial advisory capability into the platform that creates powerful upselling opportunities. It drastically increases platform "stickiness" by making OnlinePajak indispensable to the C-suite, not just the daily tax preparation team.

Current Limitations and Next Steps to Productize

- **Data Quality Dependency:** The MVP assumes relatively structured and clean inputs. Real-world deployment requires building a robust, upstream data-cleaning pipeline
- **Enterprise LLM Infrastructure:** The current prototype utilizes a lightweight, open-source model to run locally and instantly. Moving to production requires migrating to a secure, enterprise-grade LLM API. It also allows us to fine-tune the model first instead of using external models

- **Data Privacy & Legal Clearance:** While the platform-wide benchmarks utilize strictly aggregated and anonymized metadata, deploying cross-tenant insights requires a comprehensive review by the legal team.
- **Go-To-Market & Pricing Strategy:** Before full rollout, we need to establish the monetization model—whether PajakSight is a standalone paid add-on or a driver for Enterprise-tier upgrades.
- **Cost vs Accuracy:** PajakSight uses an efficient and simple model (local outlier factor, z-score rule of thumb) for cost efficiency. Real-life deployment might need more complex model while still seeking
- **Static Training Data:** the frameworks freeze the data to use Jan-Aug data and Sales start in Sep, integration of new data using reinforcement learning should be the next step