

SOLVEWORKS

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Prepared for Revaly

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Executive Summary

The Opportunity

Revaly is creating a new category — Payment Performance Management. With a lean 63-person team competing against well-funded players, every efficiency multiplier matters.

Deploying OpenClaw AI assistants across your organization could deliver **\$1.3M-\$2.5M in annual productivity value** — equivalent to adding 10-15 full-time employees without the headcount cost.

**\$1.3M–
\$2.5M**

Annual productivity value

<3 months

Payback period

10–15 FTE

Equivalent headcount

Phased Rollout Strategy

Start with 3-4 leadership team members to prove value, expand to full ELT (9 people), then scale company-wide based on results. This approach minimizes risk while maximizing learning.

Department-by-Department Impact

Sales & Business Development (8-12 people)

Time saved per rep: 8-12 hours/week

- Prospect research and competitive intelligence
- Personalized outreach drafting
- Demo preparation and customization
- RFP and security questionnaire responses

Customer Success (6-10 people)

Time saved per rep: 8-12 hours/week

- Client health monitoring and analysis
- QBR preparation and reporting
- Onboarding automation
- Churn risk identification

Engineering (15-20 people)

Time saved per engineer: 6-10 hours/week

- Code review assistance
- Documentation generation
- Debugging support
- Internal knowledge base queries

Investment & ROI

Phase	Seats	Setup	Monthly	Focus
Pilot	3-4	\$7,500–\$10,000	\$450–\$600	Leadership proof of concept
ELT Rollout	9	\$22,500	\$1,350	Executive team deployment
Full Deploy	60	\$150,000	\$9,000	Company-wide transformation

Return on Investment

Conservative estimate: \$1.3M annual productivity value

Investment cost: \$255K–\$510K (Year 1)

Net ROI: 300-500% in Year 1

Bottom line: Every \$1 spent returns \$3–\$5 in productivity value.

Implementation Timeline

Phase 1: Quick Wins (Weeks 1-4)

- Deploy to Sales and Marketing leadership
- Configure with Revaly product docs and competitive intel
- Set up CRM integrations
- Train assistants on PPM category positioning

Phase 2: Core Teams (Weeks 4-8)

- Roll out to Customer Success with client data access
- Deploy to Product with feedback channels
- Configure Engineering assistants with codebase context

Phase 3: Full Deployment (Weeks 8-12)

- Finance/Ops with reporting templates
- Leadership with board presentation tools
- Cross-team workflows and automations

The Category Leader Advantage

Every hour your team saves on administrative work is an hour they can spend defining Payment Performance Management and staying ahead of competitors.

Ready to transform your team's productivity?