1 AI execution partner

273 Portfolio Companies

Measurable impact in weeks

Portfolio-scale AI execution

The Adoption Challenge

The default enterprise response to AI is to buy tools.

But AI adoption is an execution problem; not a procurement problem

AI is deployed as a tool, not embedded in how people work

Initiatives start too broad — no constrained scope

ROI is measured against assumptions, not operating metrics

Hidden complexity erodes payback before value is visible

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The Portfolio Execution Challenge

EQT is all in on AI. The question is no longer whether — it's how to deploy it across 273 companies.

Where
Which workflow will produce the fastest, most measurable return?

How
Who executes it, and how fast can it reach production?

What to measure
What's the baseline, and what proves it worked?

Without answers, portfolio companies hit the same five barriers:

1

No clear starting point

budget exists, but no method to identify the highest-ROI workflow

2

Scope too broad

"AI transformation" instead of one workflow, one metric

3

No baseline

without a before measurement, there's no provable after

4

Vendor fatigue

6-12 month engagements that produce strategies, not systems

5

Internal capacity

IT teams built for maintenance, not AI-native delivery at speed

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What We Do

We don’t sell AI tools. We embed AI into existing workflows.

Automate

Manual work creating backlogs and errors

Extraction, validation, straight-through processing

EBITDA lever: Cost reduction, throughput

Augment

Decisions made without adequate support

Scoring, recommendations, draft generation

EBITDA lever: Revenue quality, decision speed

Connect

Systems and data that don’t talk

Cross-system matching, unified views

EBITDA lever: Operational efficiency

These friction patterns repeat across every industry. The workflow details change. The underlying barriers are the same.

Why Horizontal Works

The AI mechanism doesn't care what industry it's in. The workflow details change. The execution model doesn't.

Friction Pattern	Healthcare	Industrial Services	Tech-Enabled Services	Financial Services
Execution backlog	Patient intake	Field service scheduling	Client onboarding	Claims processing
Decision latency	Clinical triage	Maintenance scheduling	Pricing and quoting	Underwriting
Cost-to-serve	Staff scheduling	Route optimisation	Compliance checking	Reconciliation
Data disconnection	Patient records	Asset data across sites	Client data across platforms	Regulatory data

One engagement teaches patterns that accelerate the next. By the third company, we're faster, cheaper, and more accurate.

What We Start

We don’t start with AI. We start with the workflow. Not every process is worth automating first — we start where the math works fastest

Direct business metric

Something the CFO already tracks

Repeatable workflow

High frequency = fast proof

Existing data

No data engineering prerequisite

Contained blast radius

Failure stays local, success is attributable

Entry points: Execution backlogs | Decision latency | Cost-to-serve pressure | Revenue leakage

One Playbook, Every Door

Same execution model. Regardless of industry, company, or use case.

1

Narrow Scope

One workflow, one metric, one team

2

Ship in weeks

Production within 3-6 weeks

3

Measure against baseline

Before/after on the metric that matters

4

Expand only from proof

Next workflow earns its way in

A repeatable model available to every portfolio company. Same playbook. Predictable timelines. Predictable costs. Measurable outcomes.

What Portfolio Companies Receive

Tangible outcomes. Not slide decks about AI.

Production AI system

Live, embedded in a real workflow, used by real people

Measured business impact

Before/after on the metric that justified the project

Operational handover

The company owns and maintains the system

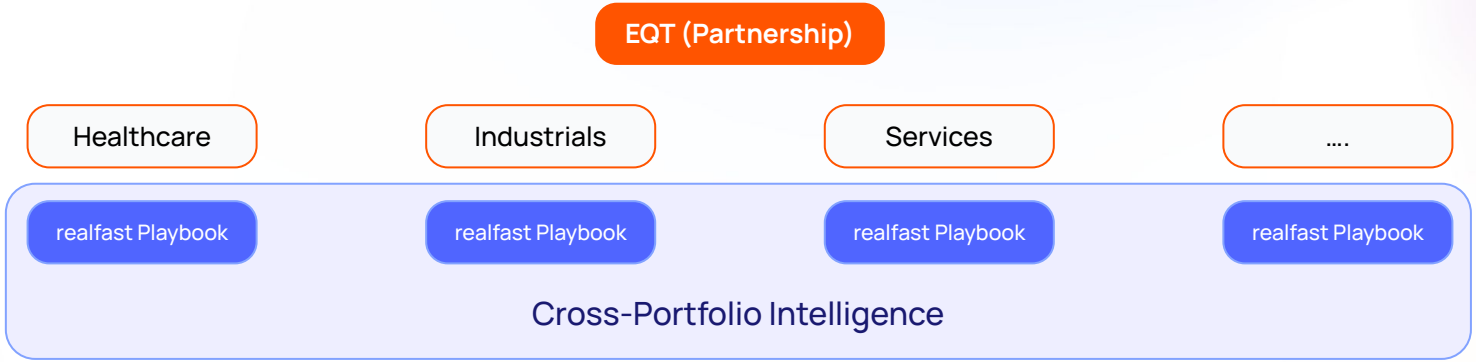
Expansion roadmap

Where to go next, based on proven results

What the CFO sees: a cost line that dropped, a throughput number that climbed, or a revenue metric that improved — with clear attribution.

The Partnership Model

How this works at portfolio scale.



1

Select together

Identify companies where friction and readiness align

2

We execute

Same playbook, adapted to the workflow

3

Results feedback

Patterns, benchmarks, proven use cases

4

Deploy to the next

Each engagement accelerates the one after it

The Economics

Phase model designed for PE risk appetite.

Phase	What Happens	Investment	Timeline
Prove	1 company, 1 workflow	$50-150K	3-6 weeks
Validate	2-3 companies, cross-sector	$150-400K	6-12 weeks
Scale	Cross-portfolio deployment	Framework pricing	Ongoing

We measure in operating metrics, not aspirational percentages.

What We Target	Typical Before State	Typical After State
Manual recurring processes	1-2 days of team time per cycle	Under 1 hour per cycle
Document processing throughput	Hours per document, high error rate	Minutes per document, consistent output
Feature delivery on legacy systems	Months-long backlogs, talent scarcity	Weeks to production, existing codebase
Revenue-critical deadlines	Missed timelines, customer churn risk	Deadlines met, accounts retained

One workflow pays for itself. What follows is expansion — not a second pitch.
Typical pattern: initial engagement surfaces 4-5 additional workflows. Payback on first engagement: 2-4 months.

Based on delivery patterns across engagements. Actual impact depends on workflow complexity, team size, and data readiness.

Why realfast

Don’t take our word for it. Test us.

	realfast	Perficient	Big 4 / SI	Boutique AI
Built for	Horizontal portfolio execution	Broad digital transformation	Enterprise advisory	Deep tech R&D
Speed	3-6 weeks	3-6 months	6-12 months	Varies
Portfolio fit	Same playbook, any industry	Engagement by engagement	Engagement by engagement	Narrow
Learning	Compounds cross-portfolio	Standalone	Standalone	No portfolio view
Teams	Senior engineers, small	Mixed seniority, large	Junior-heavy, large	Research
Pricing	Outcome-anchored	T&M, scope grows	T&M, scope grows	Project

Rather than debate it, let’s prove it.
Pick a portfolio company. Pick a workflow. Run us alongside your existing options. Same problem. Same timeline. Compare the output.

How it Starts

One decision. One company. One workflow.

1

Joint Selection

Identify a company based on friction and readiness

2

Scoping Call

1 hour

One workflow, one metric, success criteria.

3

Discovery sprint

2 weeks

Map workflow, establish baseline, design mechanism.

4

Build + deploy

3-4 weeks

Production system with real users.

4

Measure + decide

Hard numbers. Expand, or stop.

5-6 weeks from handshake to measured impact.

Enterprise AI adoption is held back by structural execution barriers —
not by ambition or technology.

A portfolio of 273+ companies represents both the challenge and the opportunity.

That starts with one conversation