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# Slide 1 — Title

**Accelerated Delivery.**

**Higher Standards.**

*We use AI to get you faster business wins.*

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# Slide 2 — The Problem We Solve

**AI ambition is everywhere.**

**Execution success is not.**

- Organisations generate dozens of AI ideas
- Few initiatives reach production
- Even fewer deliver measurable business outcomes

**The issue isn't AI capability.**

It's where teams start — and how they execute.

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# Slide 3 — Why AI Transformation Fails

**AI initiatives fail for structural reasons**

- Too many initiatives start too broad
- AI treated as a tool, not embedded in workflows
- ROI depends on assumptions, not evidence
- Hidden costs derail payback before value is visible

**Result:** stalled pilots, wasted spend, lost confidence.

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## Slide 4 — Our Governing Principle

### How we approach AI execution

**We engineer AI initiatives where risk is tightly controlled, proof comes early, and upside compounds as confidence builds.**

- No big-bang transformations
  - No speculative pilots
  - No scale without proof
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## Slide 5 — Where Work Breaks Down

### (visual-first)

**AUTOMATE    AUGMENT    CONNECT**

*Before applying AI, we classify why execution slows down.*

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## Slide 6 — AUTOMATE

### When work slows down because humans are doing unnecessary manual tasks

- Repetitive, rules-based effort
- High volume, low judgment
- Creates backlogs and errors

*Illustrative examples:*

## Slide 7 — AUGMENT

**When work slows down because humans lack good decision support**

- Incomplete or fragmented information
- Manual analysis
- Slow or inconsistent decisions

*Illustrative examples:*

Scoring · Recommendations · Drafting first outputs

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## Slide 8 — CONNECT

**When work slows down because systems and data don't talk to each other**

- Manual reconciliation
- Partial visibility
- Slow handoffs across teams

*Illustrative examples:*

Cross-system matching · Unified views · Data stitching

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## Slide 9 — From Friction to Focus

**Not all friction is worth solving first**

- We don't apply AI everywhere

- We start where removing friction delivers **clear, near-term business impact**

This leads to our **Sweet Spot**.

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## Slide 10 — How We Choose Where to Start (Sweet Spot)

Where AI delivers the fastest, safest payback

We prioritise initiatives with:

- **Direct business metrics** (cash, cost, SLA)
- **Repeatable workflows**
- **Existing data**

This is where:

- Risk is contained
  - Proof comes early
  - Expansion is earned
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## Slide 11 — Safe Starting Doors

The problems we are confident are safe, fast, and worth starting with

- Execution backlogs
- Decision-to-execution latency
- Cost-to-serve or SLA pressure

*These are entry points — not limitations.*

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## Slide 12 — One Playbook, Many Doors

Regardless of where we start, we run the same execution model

- Narrow scope
- One constrained workflow
- Prove value before expanding

This is how we stay horizontal **without becoming vague**.

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## Slide 13 — How We Deliver

In production. With real users. In real time.

- Focused discovery on a single workflow
- Working system deployed in weeks
- **Insights in hours, improvements in days**
- Continuous iteration until value is visible

*We improve live systems — not theoretical roadmaps.*

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## Slide 14 — What Clients Receive

Tangible outcomes, not presentations

- Production-ready AI system
- Measured before/after business impact
- Documentation and handover

- Clear expansion path

**This is AI embedded around you — and working for you.**

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## **Slide 15 — Why This Model Is Low Risk**

**Designed to be safe to say yes to**

- Narrow initial scope
- Staged investment
- Proof before scale
- Failure contained, success repeatable

Clients only expand what is already working.

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## **Slide 16 — Why realfast**

**Execution, not theory**

- Senior engineering-led delivery
- AI-native development practices
- Proven production experience
- Full accountability for outcomes

We build, deploy, and own results.

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## **Slide 17 — How Engagements Typically Begin**

### **A simple, focused starting point**

- One workflow
- One business metric
- 3–6 week delivery horizon

From there, clients decide how far to expand.

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## **Slide 18 — Close**

**See real AI impact**

**before you bet on transformation.**