

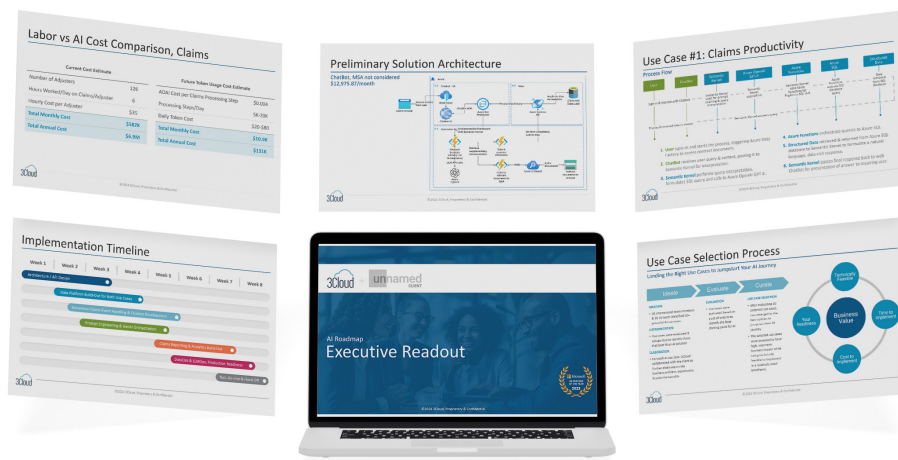


SAMPLE AI ROADMAP

EXECUTIVE READOUT

What is an Executive Readout?

Typically, an executive readout summarizes key findings and recommendations to propel your organization forward in implementing an Azure-based strategy. It helps identify your starting point, outline your journey and achieve proof of value within a short period of time.

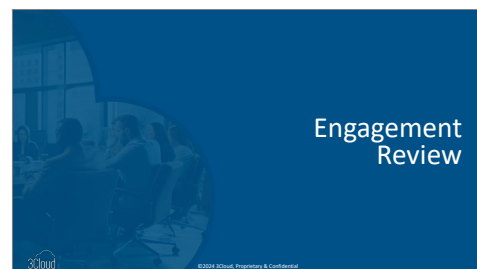
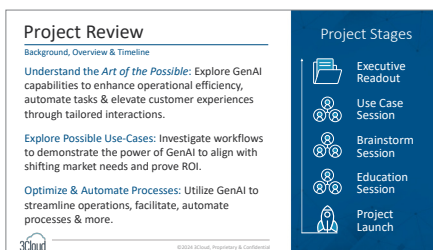
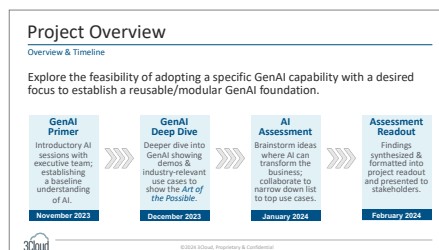


The Four Sections of an Executive Readout

SECTION 1: Engagement Review

Details regarding the initial engagement and preliminary phases resulting in the selection of targeted client use cases. This can include technology introductory sessions, demos, reviewing of existing industry use cases, brainstorming sessions and more.

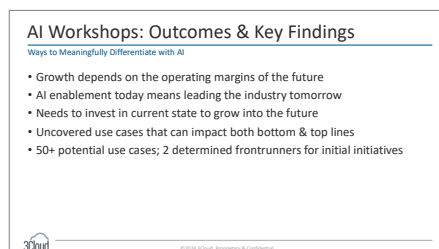
A sampling of slides you may see:



Project Overview High-level overview & timeline of the entire engagement.

Project Review High-level background & overview of the process & stages of the engagement.

Outcomes & Key Findings A comprehensive list of the key impressions, outcomes and findings that were uncovered during the engagement.



SECTION 2: Selected Use Cases, Proposed Solutions
Details surrounding the top use case candidates. Typically, the initial phases of our engagement results in 10-50 specific AI use cases that are whittled down to 1-2 top use case candidates.

A sampling of slides you may see:

Use Case #1: Claims Productivity

Create a Comprehensive Process Increasing Productivity for Claims Specialists

Data Governance: ensure organized indexing of data

Data Quality: monitor and govern integrity of data

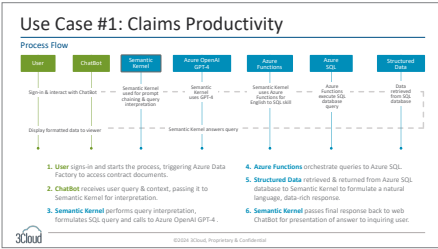
Data Version Control: track changes to maintain data freshness

Unified Orchestration: ensure streamlined data workflows & pipelines

- Data Storage
- Platform Transformations
- Modern Data Platform
- Reporting / BI
- Document Cracking

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Use Case Review Slides A series of slides catered to showcasing each selected use case. Slides may include Process Flows, Estimated Savings, Technology Used and more.

Use Case #1: Claims Productivity

Estimated Savings of 30% on Annual Claims Spend

Average Time Saved per Claim Over Lifetime <small>(from 20 hours to 14 hours, weighted average)</small>	30%
Savings per Claim <small>(due to time saved per adjuster)</small>	\$210
Adjuster Workload Cost Savings per Month <small>(Based on claims processed per adjuster, 22 productive days per month)</small>	\$7,700
Savings per Month	\$407K
Savings per Year	\$4.9M

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SECTION 3: Timeline & Readiness, Proposed Solutions
An AI solution project summary. Specifics include a production & implementation timeline, an outline of associated costs, 3Cloud roles and all key activities & deliverables.

A sampling of slides you may see:

Project Summary

Project Cost
\$475K-\$550K

Azure Cost
\$22K/Month

Project Timeline
10-12 Weeks

Project Team

- Project Manager
- AI Specialist
- Solution Architect
- Senior Application Engineer
- DevOps Engineer

Key Activities

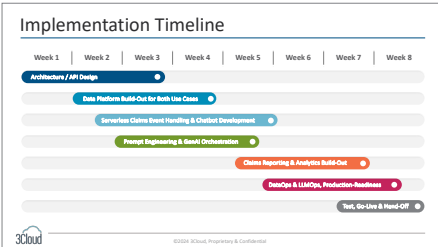
- Data artifact compilation: Compile all relevant data artifacts from existing databases, existing APIs and other sources to ensure comprehensive data access for both use cases.
- Develop a serverless GenAI processing pattern for future use cases.
- Implement & configure Azure OpenAI and data services for trend analysis and reporting / BI.
- DevOps build-out with IaC.
- Design modular GenAI platform.
- Delivery of Claims Notes Analysis and FNOL Chatbot use cases.

Deliverables

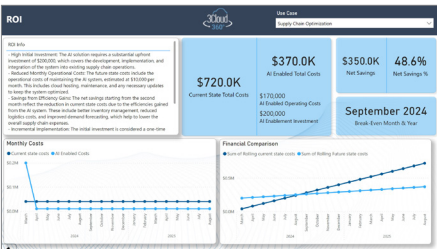
- Claims Productivity AI Solution
- FNOL Chatbot AI Solution
- Reusability patterns
- Modern data platform supporting Claims and Chatbot functionality
- IaC for both use cases
- DevOps for the new Azure resources
- Use case documentation

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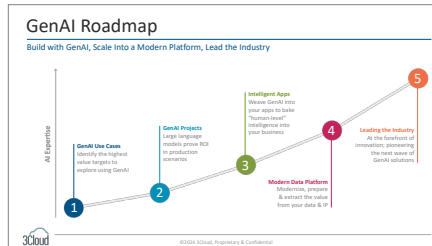
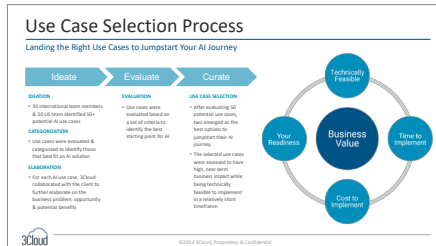
Solution Review Slides A series of slides showcasing the timeline and readiness of the recommended AI solutions. Slides may include Project Summary, Implementation Timeline, Power BI screens and more.



SECTION 4: Appendix

Any additional information documented or used. This can consist of outcomes & key findings, projection calculations, reference materials, solution architecture and more.

A sampling of slides you may see:



Labor vs AI Cost Comparison, Claims

Current Cost Estimate		Future Token Usage Cost Estimate	
Number of Adjusters	126	AI/ML Cost per Claims Processing Step	\$0.004
Hours Worked/Day on Claims/Adjuster	6	Processing Steps/Day	5K-20K
Hourly Cost per Adjuster	\$35	Daily Token Cost	\$20-\$80
Total Monthly Cost	\$582K	Total Monthly Cost	\$30.9K
Total Annual Cost	\$6.9M	Total Annual Cost	\$131K

Impact & Cost
How Your Use Case Could Affect Your Bottom Line

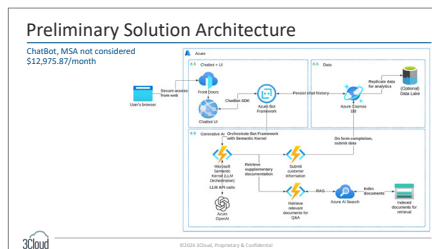
- Unlimited availability to interact with customers; 24/7
- Q&A cost grows linearly, not exponentially
- \$400K+ annual savings
- 2,500+ manhours saved annually
- 100% ROI in 6 months
- GenAI solution easily replicates to other use cases

Operating Margins of the Future
Process Claims Faster & More Efficiently to Improve Margins & Increase the Bottom Line

- Scaling claims processed/day will not require hiring more adjusters
- Number of claims processed/year can be doubled based on efficiency gains

Claims Notes Analysis	FADL Chatbot
Estimated Savings: \$4.9M/year	Estimated Savings: \$864K/year
Operating Cost: \$131K/year	Operating Cost: \$168K/year

(For the current run rate of 12,000 claims/year) (Assumes significant specialist reduction or reallocation)



Process Documentation Outline of the process used for selection of any use cases in the readout.

Cost & Comparison Depict cost savings, margins & overall financial impact with solutions outlined in the readout.

Solution Architecture Slides that showcase the architecture of any solutions discussed in the readout. This will give a preliminary visual of the technology used, the solution process and functionality of the featured solution.

Detailed Backlog Outline of applicable backlog projects defining assumptions, priorities and the sizing of the individual backlogs.

Your next AI project may be eligible for Microsoft funding.

3Cloud is your one accountable partner to deliver Azure infrastructure, application development and data & AI solutions with the fastest time to value from our experience, tools and accelerators. 3Cloud is the largest pure-play Azure partner in the ecosystem with unequalled expertise in Azure. We have hundreds of Azure experts, including MVPs and Fast Track Solution Architects, with thousands of hours implementing cutting edge solutions with Microsoft's most advanced technology.

