

**With or without AI
Kim gets the work done**



**Transform operations now
Leverage existing systems
Add AI when you're ready
AI model agnostic**

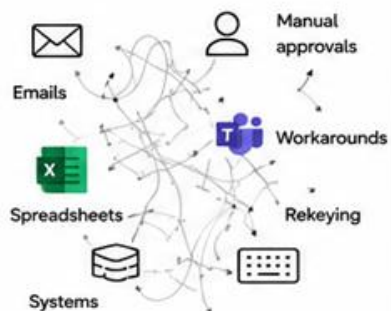
The Control Layers for AI Operations



Reduce operational cost now. Add AI later — without risk.

1 THE PROBLEM

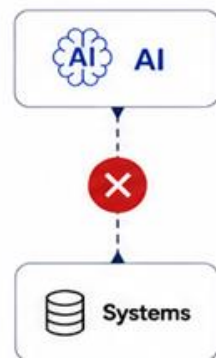
Operations are messy and costly



- ✗ Hidden cost
- ✗ Delays
- ✗ Poor data quality
- ✗ No visibility
- ✗ AI pilots not scaling

2 THE GAP

AI creates intent — but not execution



AI is probabilistic.
Operations require deterministic outcomes.

3 THE ANSWER

Kim delivers deterministic execution — with or without AI



- ✓ Automate workflows now (no AI required)
- ✓ Add AI later — no reengineering
- ✓ Controls execution, not just insight
- ✓ Works with any model
- ✓ Secure. Governed. Auditable.

4 PROVEN AT SCALE

Real deployments. Measurable results.

40%
faster processing time

65%
reduction in cost per contract

51%
reduction in total cost of ownership

No new tool
for users to learn

Finance | HR | Legal |
Compliance | Procurement | ...

5 START & COST



START

Live in 30 days

- ✓ Pilot in 1 workflow
- ✓ ROI in weeks
- ✓ Prove value in weeks — scale what works



COST

- ✓ Low, predictable platform cost
- ✓ Unlimited users
- ✓ Unlimited automations
- ✓ No per-user scaling penalty
- ✓ AI optional — you control cost
- ✓ No vendor lock-in



With or without AI —
Kim gets work done.

OUR APPROACH: PROVE VALUE IN WEEKS — SCALE WHAT WORKS



1. Identify
Select workflow,
quantify impact



2. Deploy
Automate & integrate
with existing systems



3. Measure
Cost reduction, time
savings, quality, UX



4. Scale
Expand & add AI
when ready



Typical pilot into production: ~£50k
Typical ROI: 5x
Deliver measurable ROI in 8–12 weeks

The AI reality

Everything **and**
nothing has changed.

All roads still lead to
data and context.

We all know operations are messy

Organizations are Messy - Work is Fragmented	AI is Being Added on Top – It Amplifies Mess
<p>Across:</p> <ul style="list-style-type: none"> • multiple systems • emails • spreadsheets • shared mailboxes • approvals • manual workarounds • disconnected workflows • rekeying between systems <p>This is where:</p> <ul style="list-style-type: none"> • cost hides • delays happen • data breaks down • risk accumulates <p>Most organisations already know this</p>	<p>Organizations started by:</p> <ul style="list-style-type: none"> • selecting AI models • adding chatbots / copilots • running pilots <p>Yet very few organisations have successfully transitioned pilots into production – operationalising AI at scale.</p> <p>The reason is simple</p> <p>AI does not solve fragmented operations It amplifies them</p> <p>Because:</p> <ul style="list-style-type: none"> • AI is probabilistic • Enterprise operations require deterministic outcomes
<p>The organisations that succeed will not be those with the best AI models It will be the organisations with the best operational execution</p>	

Why this matters now

<p>The market is moving fast</p> <p>Most organisations are investing in:</p> <ul style="list-style-type: none">ModelsInterfacesCopilots	<p>But this is not where value is created</p> <p>Value is created at:</p> <ul style="list-style-type: none">ExecutionOperational consistencyLeveraging existing tech stackData integrity
<p>The real divide is emerging</p> <p>Some organisations will: experiment with AI <i>others will:</i> operationalise AI</p>	
<p>The difference is execution</p>	

With or without AI ...

Kim automates fragmented work — **without AI**

Kim automates work — **with AI**

Kim works with **any LLM / SLM**

Kim **avoids AI model lock-in**

Kim requires **no reengineering** when AI is added

Kim **controls AI** execution

Kim **delivers deterministic outcomes**

Kim **scales from pilot** to production

**Unlimited users. Unlimited automations.
No new tool to learn (users do not see Kim)**

What Kim delivers in practice

<p>1. You do not need to wait for AI</p> <p>You can:</p> <ul style="list-style-type: none">• fix operational fragmentation today• automate workflows immediately• remove manual coordination and data rekeying• standardise execution• leverage the existing tech stack• users have no new tool to learn	<p>2. You do not need to commit to AI upfront</p> <p>You can:</p> <ul style="list-style-type: none">• introduce AI where it adds value• do it now or later• create a mixed economy• change models over time• use different models for different automations• avoid long-term dependency
<p>3. You do not need to redesign workflows later</p> <p>The same Kim automation layer:</p> <ul style="list-style-type: none">• works without AI• works with AI• works across any AI model <p>No reengineering required.</p>	<p>4. You do not lose control when AI is introduced</p> <ul style="list-style-type: none">• AI understands the request• Kim controls the AI model and governs the execution• Core tech stack is leveraged• Systems of record are updated correctly

Before and after Kim



Live deployment example — shared services workflow

Automation delivers ROI today - AI can be added later

BEFORE KIM

- User confusion as to where to make a request
- Requests via email / Teams / spreadsheets
- Manual triage and routing
- Data rekeyed between systems
- Approvals buried in inboxes
- No visibility or reporting
- High operational cost



AFTER (WITH KIM)

- Existing and new users know where to go
- Single front door for all requests
- Automated routing to correct team/system
- No rekeying — structured data from start
- Governed approvals and workflows
- Full visibility and reporting
- Deterministic execution

Measurable impact (example)

- 50–70% reduction in manual coordination
 - 2–5x faster processing time
 - Improved data quality
 - Immediate auditability
 - Reduced operational cost
 - User satisfaction

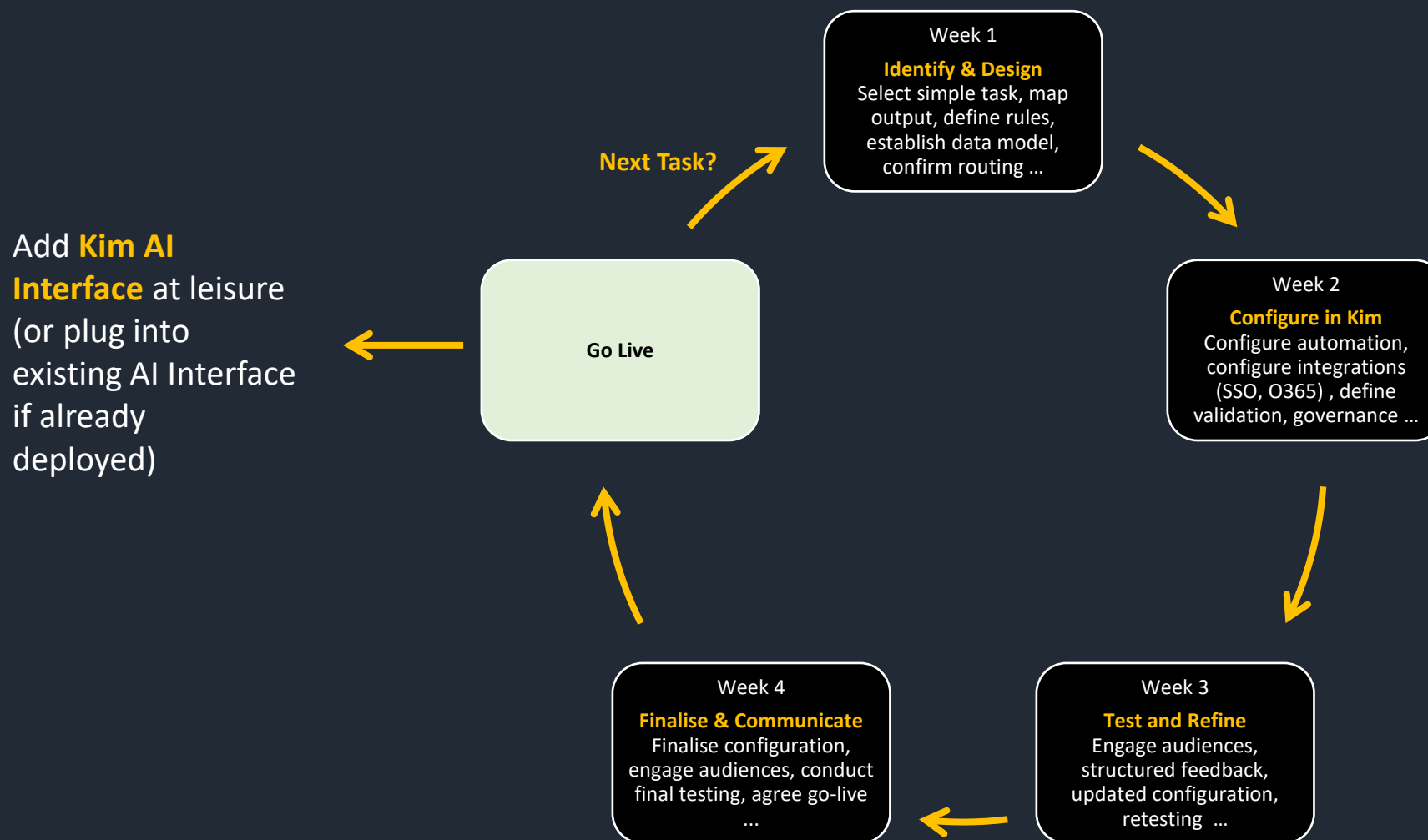
How we start



Deliver measurable ROI in 8–12 weeks

Step 1	Step2	Step 3	Step 4
4-5 elapsed weeks		Ongoing	
Identify Select pilot workflow Quantify current cost and inefficiency	Deploy Automate and standardise execution Integrate with existing systems Deliver live production workflow	Measure Cost reduction Time savings Process improvement Data quality User experience	Outcome Immediate ROI Scalable model Foundation for future AI
Reduce cost now Add AI when it pays			

Live in 30 days – real deployment



- Live automation in production
- Measurable operational ROI
- No system replacement
- No reengineering

With or Without AI Kim Gets the Work Done

Fix operational mess today (no AI required)

Automate tasks and workflows

Stop patching your tech stack with emails, xls, shared mailboxes, data rekeying and workarounds

Deliver immediate ROI

Add AI now or later

No reengineering required
All under full control

Start with deterministic automation
Add probabilistic AI when ready
AI provides input not execution

3. Organizations Operations Layer – The Delivery

Organizations core tech stack & systems of record (may or may not include Kim) triggers approvals, workflows, doc generation, record updates ...

2. Kim Execution Layer – The Control

Governs execution before any system action occurs, enforces business rules, coordinates execution across systems. The AI Agent control point

Control gate before any system action – all requests pass through here. Kim controls AI

1a. Kim AI Interface Layer – The Option

Connect automation to Kim configured AI Interface Layer and client preferred AI interface (Claude, Gemini, Copilot, SLM ...)

Add AI chat, voice interface
(no model lock-in)



1. Kim Automation Layer – The Foundations

Configure automation in Kim (no code) - data, rules, workflows, integrations, assembly ... Configurable across all functions and sectors

Without AI

Same automation layer no reengineering

With AI

From Probabilistic to Deterministic Outcomes

Start here (no LLM/SLM)
invisible form interface, API trigger



Case studies



Global Pharma	Global Telco	UK Law Firm
<ul style="list-style-type: none">• Uses platform to manage legal and Clinical Trials processes including Clinical Trials Agreements, other document generation, workflow automation and reporting.• Generates over 21,000 documents a year.• 65% cost reduction in cost per contract• 39% reduction in license costs	<ul style="list-style-type: none">• Uses platform for self-service, workflow automation, document generation, contract repository reporting and data integrations.• Generates 20,000 customer contracts a year.• A customer for over 6 years with 3,000 users.• Time to contract reduced by 40%• 85,000 fully searchable contracts stored in Kim repository	<ul style="list-style-type: none">• Uses platform for task automation, workflow, document generation and reporting.• Generates over 100,000 documents a year.• A customer for two years with 900 users.• 51% reduction in Total Cost of Ownership.• 37% reduction in processing time.

What does it cost



Without AI			
Number of Weblink / End Users	Number of Automations	Number of Super Users	Annual License Fee
Unlimited	Unlimited	1	£24,000
Unlimited	Unlimited	2	£36,000
Unlimited	Unlimited	3+	Negotiated
With AI			
Configuring the AI Interface	One-off Cost – Depending Upon Scope		£25,000 - £50,000
AI Interface Annual Licence	Depending upon scope		£15,000 - £30,000
Other Costs			
Professional Services	Configuring automations and integration support		£1,200 - £1,800 per man day
Hosting	Multi-Tenant Azure managed by Kim (client selects UK, EU, USA): £0 Private Azure managed by Kim (any MS region): circa £70,000 pa Instance of Kim installed in Client Azure managed by client: £24,000 pa		

Meet the Kim AI Interface



This is a Kim branded example of its **AI Interface Layer**

Users interact via chat/voice.

Kim is agnostic as a clients preferred LLM / SLM.

The Kim **Automation Layer** controls the interface

Kim's **Execution Layer** delivers deterministic outcomes

The screenshot shows the Kim AI Interface in a demo environment. The header includes the title "Execution Layer - Demo Environment" and a list of departments: HR · IT · Finance · Legal · Procurement · Sales · Operations. The top right corner features a "Claude" logo, a microphone icon, a menu icon, a user profile icon, a notification bell, and the "kim" logo. The main navigation bar includes "Chat", "My cases", "All cases", "Dashboard", "Finance", and "Help". The left sidebar has a "New conversation" button and a search bar for chats and messages. Below the search bar, it says "RECENT" and "No conversations yet — start chatting to see them here." The main content area displays a large greeting: "Hi, I'm Kim. I help you get work done." Below this, it prompts the user to "Ask me anything — or start with one of these:" and provides six suggested actions: "Submit a purchase request", "Onboard a new client", "Generate a document", "Check my open cases", "Request time off", and "Get IT help". At the bottom, there is an input field with an "Attach" button and a microphone icon, and a footer with various links and a disclaimer: "Kim AI can make mistakes. Verify important information before acting. Privacy · AI Transparency".

One AI Interface multiple automations



The screenshot displays the 'kim' AI interface in a 'Demo Environment'. The top navigation bar includes 'Execution Layer - Demo Environment' and various departmental links (HR, IT, Finance, Legal, Procurement, Sales, Operations). The main chat area shows a conversation where the user asks 'Who will be approving this request?'. The AI (Claude) responds with details about a purchase request for an AI and Automation Conference in London. The user then asks for the approver's name, and the AI (Kim) suggests the 'line manager' and offers to set the urgency to 'High'. The interface includes a search bar, a recent chat list, and a bottom navigation bar with legal and privacy information.

Once created this **AI Interface** (client branded) can act as the gateway to any automation

For example, this screen shot is for a purchase request.

One AI Interface multiple automations



This screen shot is for a (live) rolling 12-week cashflow forecast process.

The screenshot displays the 'Execution Layer - Demo Environment' interface. The top navigation bar includes 'Claude', a search icon, a menu icon, a user profile icon, a notification bell, and the 'kim' logo. Below the navigation bar, there are tabs for 'Chat', 'My cases', 'All cases', 'Dashboard', 'Finance', and 'Help'. The 'Finance' tab is active, showing the 'Finance Tracker' section. The main content area features a 'Welcome to Finance Tracker' message with instructions on how to use the cashflow forecasting tool. At the bottom of the main content area, there are three buttons: 'Edit in-app', 'Download template', and 'Upload XLSX'. The footer contains links for 'FAQs', 'Data processing agreement', 'Privacy policy', 'Terms & conditions', 'Cookie policy', and 'Legal notice'. It also includes the text 'Powered by Kim and AI - The Execution Layer' and social media icons for LinkedIn, Facebook, Twitter, and YouTube.

Execution Layer - Demo Environment
HR · IT · Finance · Legal · Procurement · Sales · Operations

Claude 🔊 ☰ 👤 🔔 🌙 kim

New conversation

Search chats & messages...

RECENT

No conversations yet — start chatting to see them here.

v4.0.0

FAQs Data processing agreement Privacy policy Terms & conditions Cookie policy Legal notice

PATENTS GRANTED: US 10,817,682, US 10,733,366 and US 11,790,159

Powered by Kim and AI - The Execution Layer

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One AI Interface multiple automations



The screenshot displays the 'Execution Layer - Demo Environment' interface. The top navigation bar includes 'Claude', a search icon, a menu icon, and the 'kim' logo. Below the navigation bar, there are tabs for 'Chat', 'My cases', 'All cases', 'Dashboard', 'Finance', and 'Help'. The main chat area shows a conversation with 'Kim AI'. Kim AI's messages are: 'Great, let's get your OneNDA set up! I'll start with your details. What's your **full name, job title, and company name**? And what **email address** should be on the NDA?' and 'Thanks Karl! Now let's get the details for the other party. What's the **company name, contact's full name, job title, and email address** of the counterparty?'. A user response from 'You' is: 'Karl Chapman, Business Manager, Kim Technologies LLC, karl.chapman@kimtechnologies.com'. The interface also features a sidebar with 'New conversation', a search bar, and a list of recent conversations. At the bottom, there is a footer with 'v4.0.0', a disclaimer 'Kim AI can make mistakes. Verify important information before acting. Privacy · AI Transparency', and social media links.

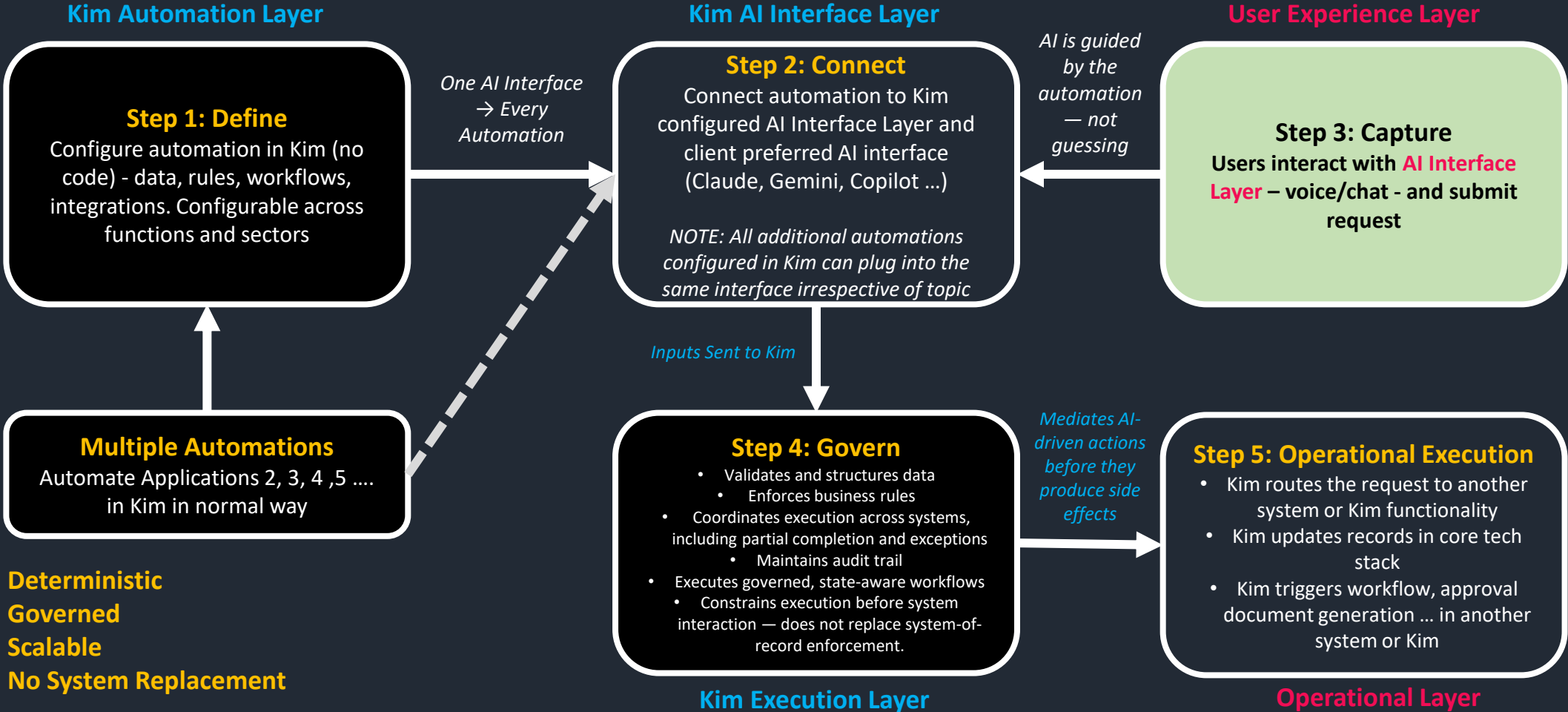
This screen shot is showing document self-service. This is an NDA but it can be any self-serve document (e.g. letter, contract, customer on boarding form .. etc)

Dashboards



The extensive case management functionality also includes dashboards

How does Kim do it



Where Kim sits with your systems



Layer	Typical Platforms	Primary Role
Kim Automation Layer	Kim	Automates tasks, designs data scheme, codifies business rules, triggers activity
AI reasoning layer	ChatGPT, Claude, Copilot, Gemini ...	Understand requests and generate recommended actions
Kim Execution Layer	Kim	Validate, govern and execute operational workflows across systems
Workflow / orchestration	ServiceNow, Power Automate, Kim	Route tasks and manage workflows within platforms
Integration layer	MuleSoft, Boomi, Kim	Move data and connect APIs between systems
Systems of record	ERP, CRM, HR platforms	Store structured data and official transactions

What makes Kim different

<p>1. Built for enterprise reality</p> <ul style="list-style-type: none"> • API-first • integrates with existing systems • no system replacement • no-code configuration • fits inside current architecture 	<p>2. Built for scale</p> <ul style="list-style-type: none"> • deterministic workflows • governed execution • structured data creation • auditability • production-ready 	<p>3. Built for commercial reality</p> <ul style="list-style-type: none"> • unlimited users • unlimited automations • no per-workflow scaling penalty • no dependency on token economics 	<p>4. Built for the AI future</p> <ul style="list-style-type: none"> • works with any LLM or SLM • supports private and public models • avoids vendor lock-in • adapts as the market evolves
<p><i>The question is not: “How do we use AI?” - The question is: “How do we execute work — correctly, consistently, at scale?”</i></p>			
<p>5. What To Do Next</p> <p>You do not need to:</p> <ul style="list-style-type: none"> • commit to an AI strategy upfront • replace systems • redesign operations • wait for organisational readiness 	<p>6. You can start with one use case</p> <p>For example:</p> <ul style="list-style-type: none"> • shared services intake • purchase requisitions • approvals • xls optimisation • onboarding processes • document self-service 	<p>7. Deliver – with or without AI</p> <ul style="list-style-type: none"> • immediate operational ROI • reduced manual work • improved governance • better data 	<p>8. Then scale</p> <p>Across:</p> <ul style="list-style-type: none"> • functions • workflows • business units • systems • countries • acquisitions

Why business leaders like it



Start with automation operationalize AI quickly	No new tools for employees to learn	Eliminate manual operational work and rekeying
Reduce operational costs, enable leverage	Improve enterprise data quality	Scale AI safely across the organization
Designed for operational work between enterprise systems		

Why technical teams like it

API-first architecture	Works with any AI model	Integrates with enterprise systems
No system replacement required	Deterministic workflows with governance	Creates structured operational data
Fits inside the existing enterprise architecture		

Appendix

Shared Services Example

With or without AI Kim gets the work done

Shared Services Example - With or without AI, within 30 days



- A virtual shared services platform that acts as a single front door for all employee requests across central business functions—Finance, HR, Marketing, IT, Legal, Facilities ... and more
- Fully configurable - Everything routed to the right team/individual or existing function tech platform. Instantly.
- Designed for modern, hybrid organisations that:
 - (a) have no shared service centres; or
 - (b) are considering updating their existing service centre; or
 - (c) need to enhance / complement what they already have by providing a horizontal (all functions) solution in a scenario where only one or few functions currently have a controlled intake process; or
 - (d) want to integrate acquisitions quickly.
- Live quickly - instead of investing in a physical or centralised team, the client branded Shared Service Agent provides all the benefits of shared services—data driven, digital, on-demand - with zero disruption to existing team structures and tech stack.

Shared services interface



This is a Kim branded example of its **AI Interface Layer**

Users interact via chat/voice.


Imagine if any team member comes to this one interface for all requests – in this example shared service request

The screenshot displays the 'Execution Layer - Demo Environment' interface. At the top, it lists various departments: HR · IT · Finance · Legal · Procurement · Sales · Operations. The main navigation bar includes 'Chat', 'My cases', 'All cases', 'Dashboard', 'Finance', and 'Help'. A search bar for chats and messages is present. The 'RECENT' section shows no conversations yet. The central area features a large greeting: 'Hi, I'm Kim. I help you get work done.' Below this, users are prompted to ask anything or start with one of several suggested actions: 'Submit a purchase request', 'Onboard a new client', 'Generate a document', 'Check my open cases', 'Request time off', and 'Get IT help'. Each action includes a brief description of the service. At the bottom, there is a chat input field with an 'Attach' button and a microphone icon. The footer contains legal links, a version number (v4.0.0), and a disclaimer: 'Kim AI can make mistakes. Verify important information before acting. Privacy · AI Transparency'. It also mentions 'Powered by Kim and AI - The Execution Layer' and includes social media icons and a copyright notice for 2025 Kim Technologies.

Before and after



This is for a shared services example – see Appendix

Automation delivers ROI today - AI can be added later		
BEFORE KIM <ul style="list-style-type: none">• User confusion as to where to make a request• Requests via email / Teams / spreadsheets• Manual triage and routing• Data rekeyed between systems• Approvals buried in inboxes• No visibility or reporting• High operational cost		AFTER (WITH KIM) <ul style="list-style-type: none">• Existing and new users know where to go• Single front door for all requests• Automated routing to correct team/system• No rekeying — structured data from start• Governed approvals and workflows• Full visibility and reporting• Deterministic execution
Measurable impact (example) <ul style="list-style-type: none">• 50–70% reduction in manual coordination<ul style="list-style-type: none">• 2–5x faster processing time<ul style="list-style-type: none">• Improved data quality• Immediate auditability• Reduced operational cost<ul style="list-style-type: none">• User satisfaction		

Shared Services - Benefits

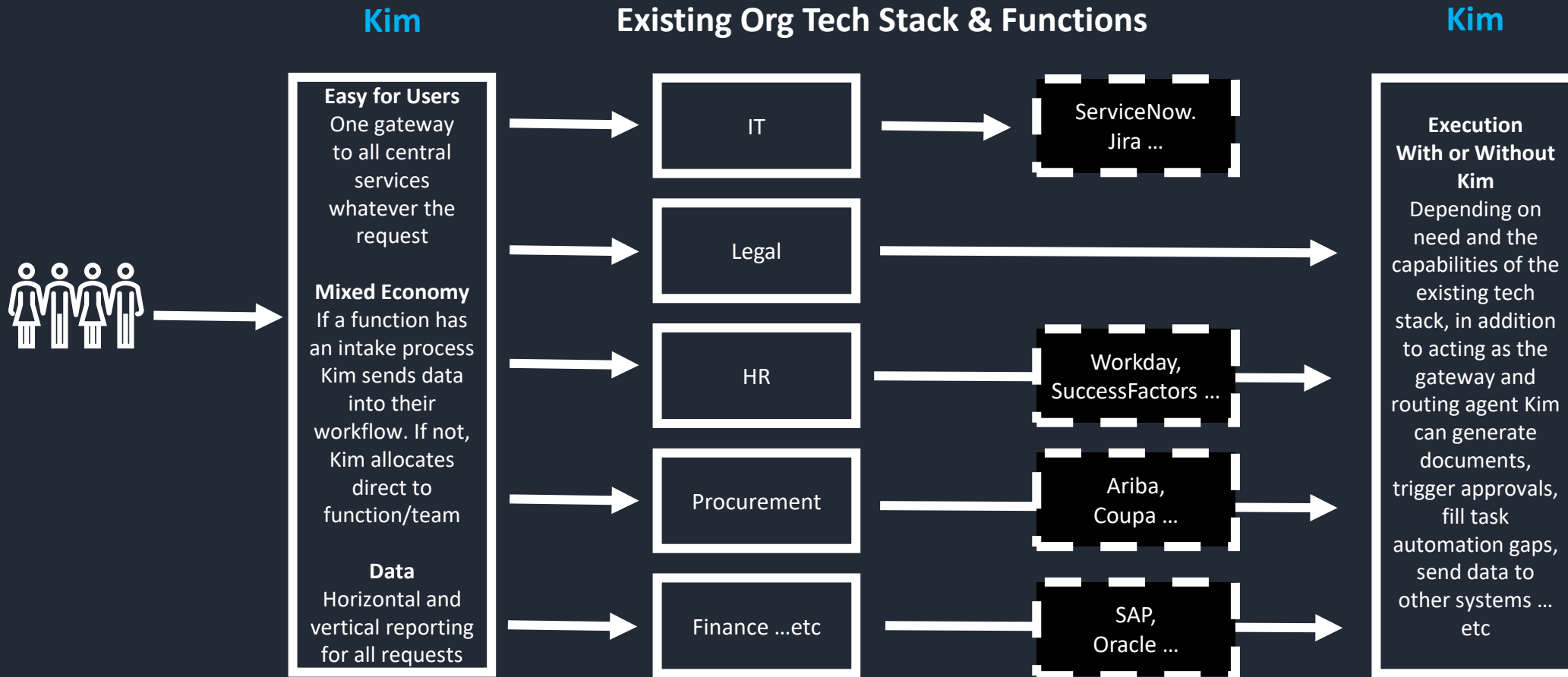


One Gateway, Consistent Data, Actionable Insight

What requests do we have, where did they come from, where did we send them, what work should we stop doing, what work should we self-serve, what work should we outsource ...

With or Without AI	
One consistent front door to all central functions	Everyone knows where to go – one interface
One smart form that adapts to the request type	Instant deployment, no infrastructure required
Automated routing to the right team or existing system	Full transparency and reporting for leadership
No training, no change management needed	Built for hybrid and remote working teams

Shared Services – Mixed economy



Contacts and FAQs



To arrange a meeting
or receive the business and technical FAQs contact

karl.chapman@kimtechnologies.com