ACP Digital

AI BUSINESS RETAINER

Comprehensive Solutions for AI-Powered Business Models

ACP Digital

Embrace the Future with AI

The pressure on businesses to adapt to rapid changes driven by artificial intelligence (AI) and to develop resilient business models is immense. At Microsoft, we understand the challenges and offer a comprehensive solution to help you succeed.

Key Challenges

Strategic and Operational Integration
Businesses need to clearly define how AI will support their business model and integrate it into existing processes to create real value. Scalability from the start is crucial to expand with growing customer numbers and market demands.

Technology Selection and Data Management
Choosing the right AI technologies and managing high-quality, relevant data are vital for developing effective and efficient AI systems. These must be securely and seamlessly integrated into the existing IT infrastructure.

Compliance, Data Privacy, and Ethical Considerations
Ensuring AI applications comply with local and international data protection regulations while maintaining ethical standards such as fairness and transparency is essential. Addressing liability issues in case of errors or damages caused by AI decisions is also critical.

Human Factors and Acceptance
Managing resistance within the workforce and building trust with users are central to the successful implementation of AI systems. The shortage of qualified AI professionals requires investment in training and potentially recruiting new talent.

Deliverables and Outcomes

With targeted measures alongside Microsoft, you can significantly enhance the quality and success rates of AI projects.

Professional support in strategic integration, technology selection, offering and pricing, compliance, and employee engagement lays the technical and organizational foundations for more effective and sustainable AI solutions.

These initiatives not only lead to **higher operational efficiency** and better **market positioning** but also to **comprehensive risk mitigation** and **stronger acceptance of AI** solutions among all stakeholders.

Our partnership expands technical and strategic capabilities, upholds legal and ethical standards, and effectively manages human aspects.

Summary

Starting Point
New or Ongoing AI Strategy Process

Target Audience
CxOs, Product Management, Finance, Business Development

Delivery-Ressources
Board
Business Consultant
Technology Consultant
Innovation Coach

Location
Remote & OnSite

Focus Areas

Strategic Orientation

- **Value Proposition Definition:**
  A key element is the clear definition of how AI supports the business model and the added value it offers to customers and the company itself. We work on this with the leadership team.
- **Integration into Business Processes:**
  We help integrate AI solutions to improve existing processes without being disruptive.
- **Scalability:**
  The business model is designed to scale with increasing use and a larger customer base.

Regulatory and Legal Issues

- **Data Privacy and Compliance**:
  In regulated industries and regions like the EU with GDPR, companies must ensure their AI applications comply with data protection regulations. We work together to establish the necessary foundation for safe data and AI handling.

- **Liability and Responsibility**:
  Clarifying legal liability, especially in case of errors or damages caused by AI decisions, is complex. Together, we develop a strategy to handle legal issues in AI business models.

Pricing and Offer Development

- **Variable Costs**:
  AI services based on cloud platforms or specialized hardware often incur variable costs depending on usage duration and intensity. We develop a balanced pricing model with you.
- **Value-Based Pricing**:
  Understanding and reflecting the value created by the AI solution for the customer in pricing is essential.
- **Break-Even Points Calculation**:
  Determining a flat-rate price requires precise calculation of average costs per customer and identifying a break-even price that covers unforeseen expenses.

Risk Management

- **Protection against Overuse**:
  With a flat rate, there is a risk that some customers may use the service more intensively than the costs cover. We develop fair use policies together.

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Process Overview

Action Plan und Budget
- What areas need action?
- What is the best approach currently?
- How much of the budget will be used for this?

Meassure & Learn
- What are the results of the implemented measures?
- What new insights have been gained?
- What actions should be taken next?

Initial Analysis and Status Quo
Where does the company currently stand regarding the use of AI technologies? .
- What has already been done?

Operative Excellence
- Implementing agreed actions within time and budget.

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Packages

Pack

S

20 Person-Days
1.950 € per Day (net)

Pack

M

40 Person-Days
1.850 € per Day (net)

Pack

L

60 Person-Days
1.750 € per Day (net)

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*Additional travel expenses within the country: €220 per day

Customer Trust