



Digitale Kollegen

ALAIQ

GET THE
WORK
DONE.

Skills shortage

Effects of the skills shortage in the company



Digitale Kollegen

ALAIQ

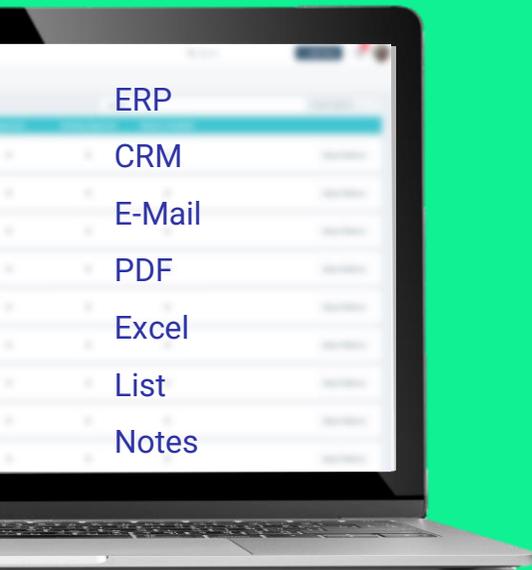


Quelle: * Fachkräftemangel – mit gravierenden Folgen (dihk.de)

Solution & Understanding Difference

SOFTWARE GAINS WORK

HUMAN & DIGITALER KOLLEGE GET WORK DONE



Onboarding-Prozess

No more skills shortage with ALAIQ



Workflow



Digitale Kollegen



For collaboration, the data can be transferred to different data sources



Work Instruction

↓
Customers
ENVIRONMENT

INPUT

- Data via e-mail
- Interface
- REST API
- ERP system (e.g. SAP)



Digitale Kollegen
ENVIRONMENT

WORKFLOW DIGITALER KOLLEGE

- See Microsoft Azure
- Understand TÜV IT
- Act
- Learn



↑
Customers
ENVIRONMENT

OUTPUT

- Email
- ERP system
- Your Systems

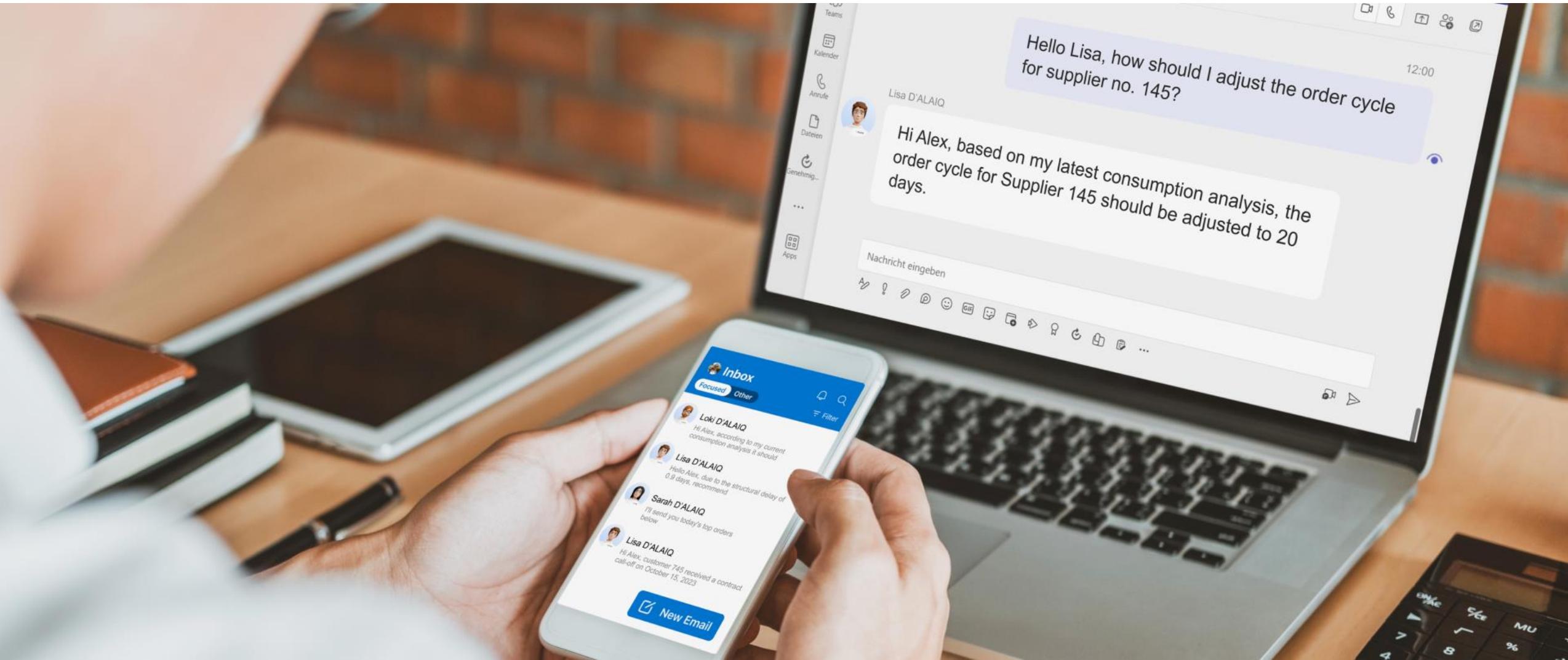
Skills

Digitale Kollegen @work



Easy communication

for example via email or Teams



Vision – Recognition of structured documents

ORDERBEVESTIGING

Wij danken u voor uw opdracht, die wij als volgt bevestigen:

Item	Aantal	Artikelcode	Materiaal	Dikte	Prijs	Subtotaal	Leverdatum
1	20	5038292-A	WGW S355J2+N	60,0	€ 148,07	€ 2961,40	18-10-23
2	2	5048567	WGW S420MC	8,0	€ 114,93	€ 229,86	18-10-23
3	2	5068809	WGW S235JR N2	4,0	€ 20,04	€ 40,08	18-10-23
4	10	5070922	KGW RVS304-2B	3,0	€ 3,09	€ 30,90	18-10-23
5	40	107303-0E	WGW S700MC N2	3,0	€ 12,13	€ 485,20	18-10-23
6	10	5002951-A	WGW S420MC	5,0	€ 9,10	€ 91,00	18-10-23
7	10	5003026	KGW DC01-AM N2	3,0	€ 14,94	€ 149,40	18-10-23
8	20	5017051	WGW S355J2+N	30,0	€ 16,13	€ 322,60	18-10-23
9	10	5022484	WGW S235JR G/G N2	3,0	€ 8,79	€ 87,90	18-10-23
10	4	5040412-A	KGW DC01-AM N2	1,5	€ 41,11	€ 164,44	18-10-23
11	5	5040413-A	KGW DC01-AM N2	1,5	€ 31,27	€ 156,35	18-10-23
12	24	5057759-A	KGW DC01-AM N2	3,0	€ 16,81	€ 403,44	18-10-23
13	34	5059227-A	WGW S420MC	25,0	€ 11,92	€ 405,28	18-10-23
14	14	5060121	WGW S420MC	15,0	€ 1,50	€ 21,00	18-10-23
15	15	130458-0			€ 5,38	€ 80,70	18-10-23
16	6	5058269	KGW DC01-AM N2	3,0	€ 1,74	€ 10,44	18-10-23

Totaal excl. B.T.W.: € 5706,58

Table

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Vision – recognition of handwritten documents

Beiblatt für zusätzliche Materialien - Inventur

Lager: Kalt

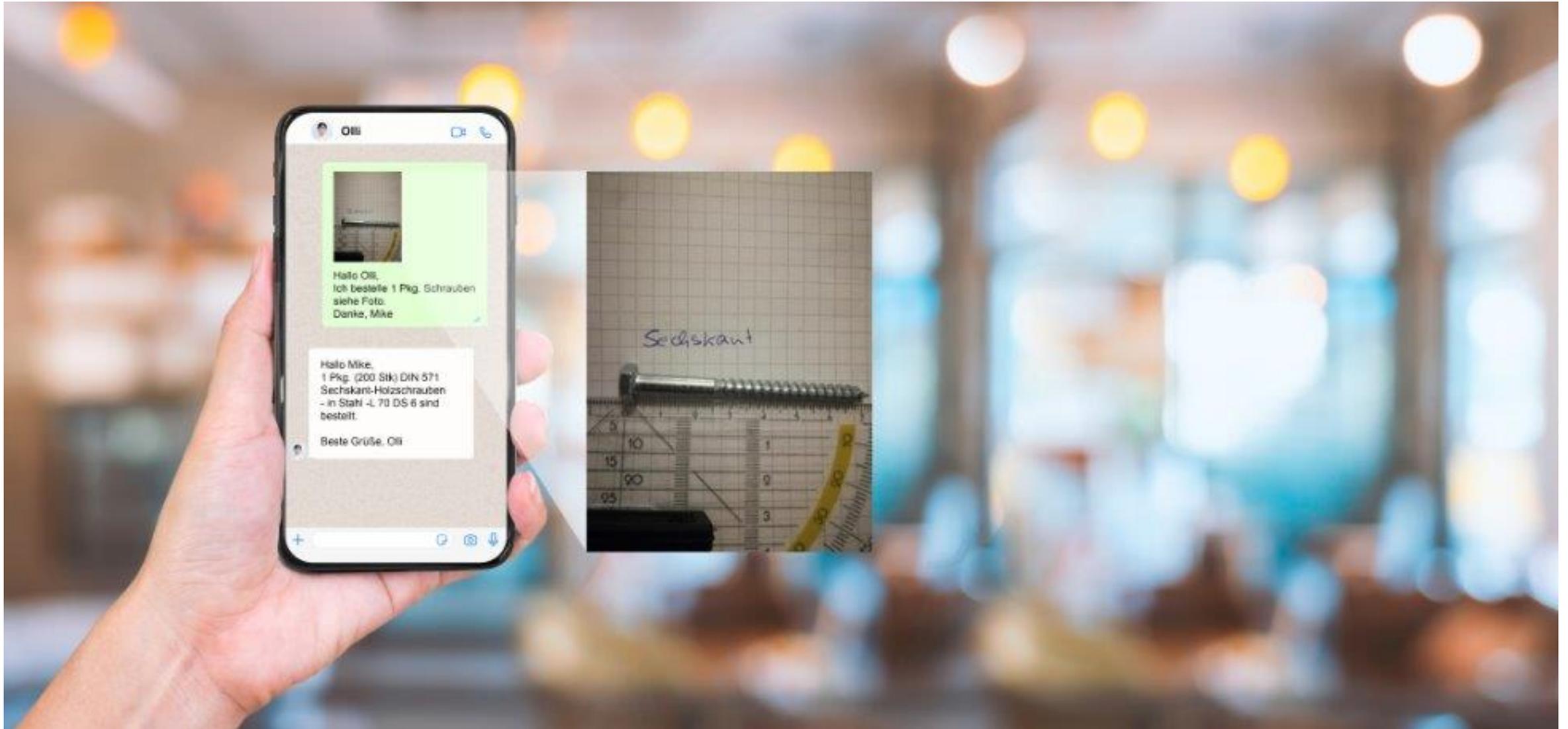
Material	Bezeichnung	Anzahl	Mengen- einheit	Seriennummer
071.190.05	Ablaufsiphon BS	1	Stück	
087 592. 01	Dichtung D= 43,0/8 x 2.0	10	--	
088 540 . 00	Wasserbehälter UpL.	1	- - -	
147 403. 00	Teflonbuchse D=8,6 :D = 5, 1	8	-4-	
184 419 . 45	Abstandbolzen Junenscheibe	4	- u -	
501 360.03	Flachkopfschr. M6 x 16	8	-4 -	
501 360 . 05	M6 x 12	6	---	
504 320.03	Sicherung 1,25 A T	38	- u .	
505 235-10	Ringtrafo	1	-4 -	
505 511.00	Kantenschutzprofil	10	vtv	
506 016.00	Sinterbronzebuchse	10	Stück	
506 597.03	Aluband	3	- u -	
506 597.10	Rep. Land	30	intr	
506 800. 45	Testkit	8	Stück	
507 353.05	Dow Corning	5	- u -	
507 592.40	Janicom	4	- " -	

Seite _____ von _____ Unterschrift _____

M. Noll
Materialwirtschaft

01.01.2023
Seite 1 von 1

Vision – recognition of photos and text



Vision – recognition of handwritten documents



Recommendation for action

Digitale Kollegen sends his supplier recommendation based upon given information (alternative suppliers / products, prices, terms of delivery) by email .

Employees can then reply directly by email if they want accept the recommendation. This creates a constant exchange.

From: Loki D'Alaiq <loki.alaiq@alaiq.com>
Sent: Oct-25, 2023 10:58
To: Toralf Müller <toralf.mueller@ahk-gmbh.com>
Subject: Report-42

Hi Toralf,

please find below my proposal for the material request.

REQUEST No.	POS	DOCUMENT DATE	MATERIAL No.	SUPPLIER	SUPPLIER MATERIAL No.	ORDER QUANTITY	ENB	DELIVERY DATE	PLANNING REMARK	LOKI REMARK
K00493796	1	26-04-2023	30000	30000/783ER Industrie GmbH	8PCCXRN2 2146 16 7000 90 0 01A E	40,00	00(X)	10-06-2023	Next alternative: 21-09-2023	
K00493796	2	26-04-2023	34930	30000/783ER Industrie GmbH	8PCTWNR 2146 16 7000 9 80 E	80,00	00(X)	23-06-2023		
K00493447	1	26-04-2023	28420	30070/POO Group	09 E 28PCRN25 2099 28 6900 21	226	00(X)	14-06-2023		
K00493447	2	26-04-2023	23891	30070/POO Group	8PCCXRN25 2099 28 870 130 0 E	1.319	00(X)	14-06-2023		

SYSTEM INFO:

ORGANISATION	Uploader_Username	File_Name	Upload_Date	Archiving_Type
TST1	EmailAddress@comit	TST-EmailAddress@com.xbat	2023-10-25T15:51:11Z	edit
TST1	EmailAddress@comit	EXPORT_10n-Jul-23.S48	2023-10-23T14:05:35Z	EXPORT
TST2	EmailAddress@comit	EXPORT-TST2.XLS48	2023-10-23T07:59:25Z	from last-File



Best regards

Loki D'Alaiq



ALAIQ Technologie GmbH

Am Talschlur 47

Business Case

Digitale Kollegen @work

Procurement



Business Case



Digitale Kollegen

ALAIQ

Industry: **Mechanical engineering**
Employees: **600**
Turnover: **ca. 100 Mio. (EURO)**

~55%

Time savings per procurer

~85%

Reduction of safety stock

~50%

Earlier detection of tactical risks in the supply chain

TASKS

Analysis of the demand/supply situation and recommendation of countermeasures

Calculation of structural lead times per material and supplier and suggestions for safety stocks

Recommendation for SAP planning data adjustments

Reading of order confirmations, checking and automatic update in SAP

STARTING SITUATION

More than 10 employees were involved in operational procurement.

Order monitoring and escalation management were done completely manually with the SAP ERP system

No regular checks of the actual delivery times and performance analyses of the suppliers

High safety stock levels, which were discontinued due to non-deliveries

Poor material availability due to incorrect delivery time assumptions



First steps

Let's work together.



Job Description Template



Digitale Kollegen



JOB TITLE	
DIGITALER KOLLEGE	
FUNCTION	Support in the process of dealing with non-compliant goods in SAP and Celonis
GOAL OF THE POSITION	The aim is to support the existing employees in the daily processing of complaints and to carry out certain activities independently according to specifications. Sending reminders if deadlines are exceeded. Analysing data
DIRECT SUPERVISOR	Team leader
MAIN TASKS	Assess whether target values have been exceeded and send reminder emails after checking whether feedback has been received and processing has not yet taken place. Checking whether data has been maintained correctly according to specifications, correcting it if not and informing the employee of the errors by e-mail. Process messages in SAP for certain valuation statuses according to specifications, including postings. Carry out analyses for optimisation potential.
SIDE TASKS	
INTERFACES AND COLLABORATION	The job holder works together with purchasing and control, as well as with work preparation and fitters. IT must be integrated due to the Group structure

Work Instruction

Digitale Kollegen are controlled by means of a clear and comprehensible work instruction in list form, which includes proactive and reactive routines and can be flexibly adapted at any time.



Work Instruction

Input

Suppliers are asked every six months about the current planned delivery time. Consideration of all articles for which orders have been placed within the last 12 months

Data source

E-Mail

Topic

Query of planned delivery times

Interval

Half-yearly

Recipient (RACI)

Operational Buyer (Name)

Measure

Automatic update of planned delivery times in the material master

Condition

The saved planned delivery time does not match the new planned delivery time.

Project Milestones



Digitale Kollegen



GET TO KNOW
Presentation



START ONBOARDING
Kick-off Meeting



DOCUMENTS
Contract



OPERATION PHASE
Daily collaboration

2 – 3 months

Continuous (min. 6 months + 3 months notice period)



FEASIBILITY WORKSHOP
Job Identification
Activity Structure Analysis
Cost-benefit analysis



ONBOARDING PROCESS
Preparation
Orientation
Integration



START OPERATION PHASE
Release for all employees

Cost identification



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Let's work together.

SKILLS

Data processing

Perform calculations, analyze large amounts of data, connect data & information

Working independently

Prepare decisions, recognize situations and derive actions, execute routines

Well-founded decisions

Learning from mistakes & experience, building a knowledge database

Document recognition

Extracting information from PDF documents

Program knowledge

Outlook, Excel, SAP

Communication

English (or another language)

Special skills not included, e.g.

Demand prediction / forecast, automatic clustering, scenario building for decision-making, time structure analysis

Hourly fee

from 79 €*

minimum term 22 hours/month

PLEASE NOTE!

Self-configuration
possible on our
website:

Konfigurieren
Digitaler Kolleger -
ALAIQ Technologie

**Potential further system integrations will be charged on actual effort bases.*

The exact price will be calculated after completion of the FEASIBILITY WORKSHOP.

Cost identification



Digitale Kollegen



Let's start together.

1. FEASIBILITY WORKSHOP

Before a Digitaler Kollege can be set up, a FEASIBILITY WORKSHOP takes place. During this workshop, the basic feasibility of the described tasks is determined.

1 day on-site + 1 day remote (Alternatively: 2 days remote)

- ✓ Process nodes
- ✓ Workflow Shadowing
- ✓ Data identification
- ✓ Job description(s)
- ✓ Validation
- ✓ Cost-Benefit Analysis

Contents and goals

- Presentation of the job description by the customer
- Explanation and delimitation of the tasks of the Digitaler Kollege
- Determination and assessment of basic feasibility
- Coordination of the next steps

2 days

3.600 €*

Plus travel costs

2. ONBOARDING PROCESS

After completing the FEASIBILITY WORKSHOP, the ONBOARDING PROCESS starts the onboarding of the Digitaler Kollege. This is structured as follows:

Phase 1: Preparation

- Customer & ALAIQ - Kick-off Meeting
- Data integration and development of work instructions

Phase 2: Orientation

- ALAIQ - Implementation

Phase 3: Integration

- Customer & ALAIQ - Agile Project
- Training, establishing routines, Testing & Fine-tuning

One-time

from 25.000 €**

Depending on the specific effort

* The FEASIBILITY WORKSHOP are charged at 100% when implemented in the ONBOARDING PROCESS.

*Potential further system integrations will be charged on actual effort bases

"The exact pricing will be determined upon completion of the FEASIBILITY WORKSHOP.



Our mission

“ We do overcome all remaining obstacles in fully automating complex office jobs in collaboration with humans. “

Get in touch.

ALAIQ



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