

# Becoming the Enterprise of the Future

Fuelled by Software, Transformed by AI

## Tech adoption trends & stats

**89%**

of Board Directors Say Digital is Embedded in All Business Growth Strategies \*

\*Gartner

**35%**

Current global AI adoption rate, which grew steadily in 2022. This means a four-point increase from the year before \*\*

\*\* IBM Global AI Adoption Index 2022

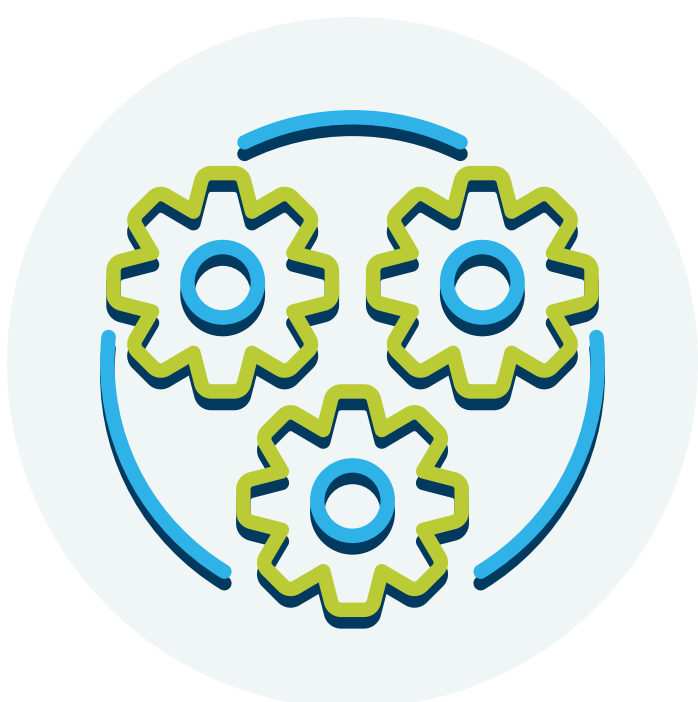
**in 18 months**

What is cutting-edge today becomes commodity

Some industries are more prone to transformation driven by small margins, high risks (FMCG, Distribution, Fintech / IFN).

As the world undergoes rapid transformations, our extensive experience in numerous projects, client interactions and implementations consistently demonstrate that the Enterprise of 2025 and beyond will be defined by a set of robust foundational elements:

- **Automation** - All standard operations, internal and external processes, will be subject to automation
- **Software** - Software will be the fully enabling factor
- **AI** - AI will play a pivotal role in augmenting all parts of the business, becoming a crucial competitive advantage and game changer for those who implement it effectively
- **Security** - the paramount requirement for all operations and all parts of the business



## Automation for the Enterprise

For years a vast majority of standard operations and processes have been subject to automation. Great technologies like RPA solutions or decision-based flow technologies are used in day to day business by companies across the globe. It's quite easy to design and implement a dashboard of Collaboration and Communication, plus Automation, centralized on Microsoft Teams and developed with Microsoft Power Platform.

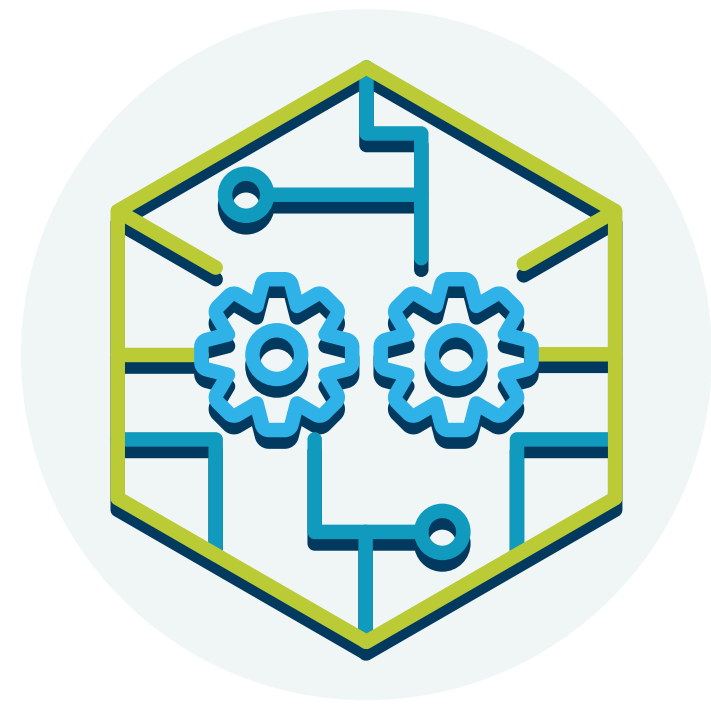
Nothing new here in terms of technology yet there is still a lot of work to do, especially because of the complexities of a usual large Enterprise: different and disconnected applications, islands of data, complexity of the organizational chart and teams structure, etc. By drafting and adopting a pragmatic and comprehensive strategy it becomes possible to overcome these hurdles and implement a significant level of automation throughout the entire business.

## Software

Indeed, there are excellent business applications and readily available commercial off-the-shelf software solutions. However, the demand for custom software development remains a constant requirement as each business has its own unique features.

Regardless the frameworks and tools used, either Rapid Application Development technologies (like Microsoft Power Apps) or common modern tech stack to build from scratch, the need to understanding the intricacies of the Enterprise, translate them into working orders and build them into production software is here to stay.

At Avaelgo, we focus on the essential step of truly understanding what needs to be built and, equally important, all relevant details on how your business operates, thus bridging business and technology: [Software Product Discovery Workshop | Avaelgo](#).



## AI Augmentation

We do believe AI is changing the world. We can clearly see its impact in enterprise: enhancing efficiency, decision-making and customer experiences, automating routine tasks, streamlining operations, and analysing vast datasets for valuable insights. Chatbots and virtual assistants improve customer support, while predictive analytics optimize supply chains and resource allocation. Personalized marketing campaigns boost engagement and conversion rates, leading to increased productivity, cost savings, and higher customer satisfaction, ultimately driving growth and success in a rapidly evolving business landscape.

Thus, we have built our strategy to help you adopt AI in your Enterprise (technical argumentation):

<https://www.linkedin.com/pulse/adopting-ai-enterprise-mihai-tataran> and

<https://avaelgo.ro/artificial-intelligence/>.

## Security

The cybersecurity space is changing at an alarming rate. The sheer number of attacks, their strength and complexity have all increased simultaneously. Very powerful actors with immense resources even use AI-enabled tools to plan and executing cyberattacks.

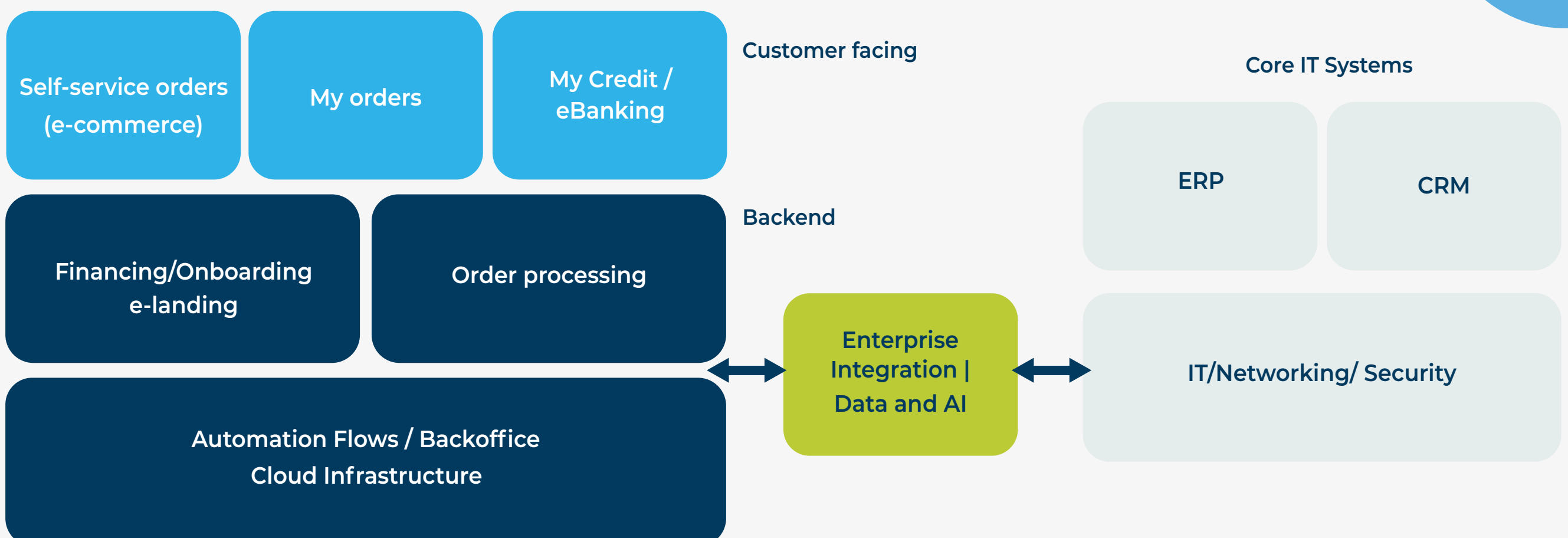
As a response to this extremely serious threat the western world governments have designed Security frameworks which are strongly recommended to public and private entities as a guideline to implement their own Security. US has developed the “Zero Trust” concept (Zero Trust Maturity Model | CISA), while EU has the “NIS 2” directive (NIS 2 Directive (nis-2-directive.com)).

At Avaelgo, we assist our clients to stay safe by implementing necessary security measures, guided by the two frameworks mentioned above.

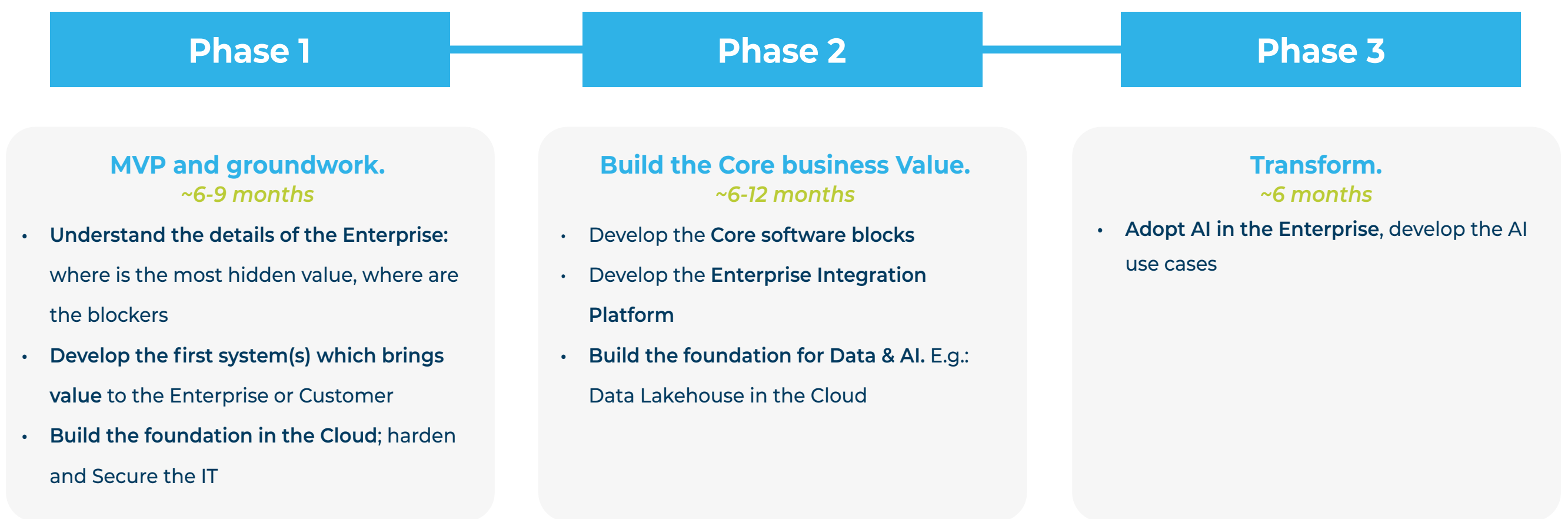


## Building blocks for a Distribution / FMCG Enterprise

### Sample Enterprise of the Future



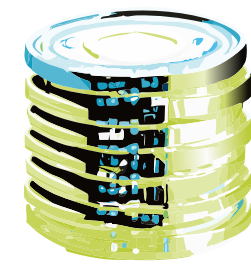
Enterprise of the Future  
**Sample roadmap and Budget**



Phases can be parallelized to some extent

**Budget:** anywhere between 1 and 4 mil, EUR

- Depending on how much is already built (existing software), and
- The complexity and size of the business



**Why Avaelgo?**

Hands on experience

Avaelgo is a custom software house having developed its own “method” and insights based on complex projects  
*Experts in Microsoft Cloud Adoption Framework and Well-Architected Framework*

End to end

Avaelgo offers a complete skillset (SW development, DevOps, Infra, Managed Services, Training, consulting)

Microsoft Certified

Avaelgo holds several specializations

**Application Modernization in Azure | Avaelgo**



**Specialist**  
 Migrate Enterprise Applications to Microsoft Azure

**Specialist**  
 Infra and Database Migration