

Columbus®

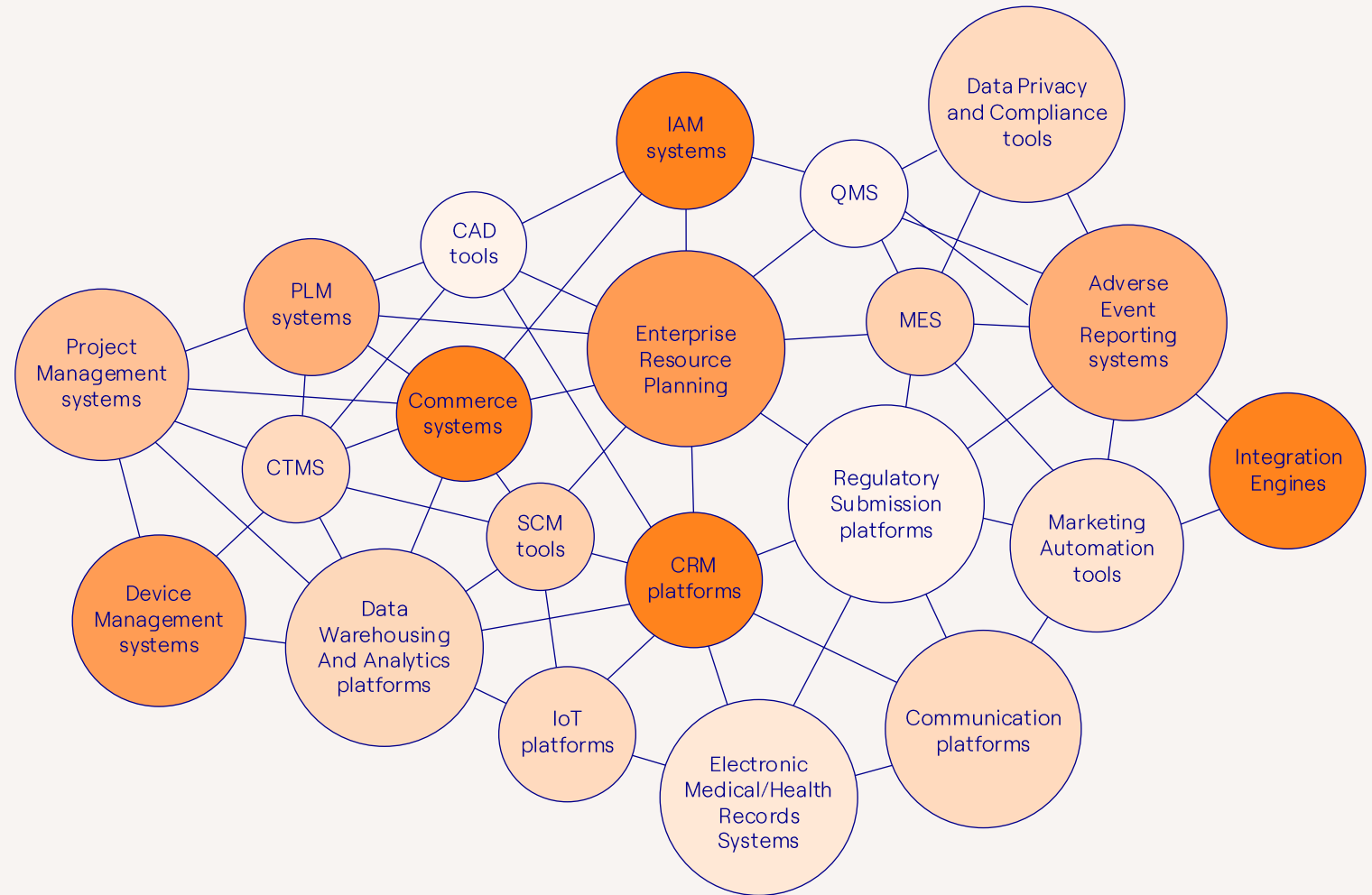
AI Intelligent Business Layer

Design & Build



Business reality today

Most organizations run on a tangled mix of SaaS products and decades-old custom tools, requiring manual effort to stitch everything together



Too many systems, too many handovers



Most organisations run their business across ERP, CRM, spreadsheets, email, Teams, BI tools and industry systems. Work happens between systems, not inside them.

Productivity is capped by application boundaries



Apps are designed for users who know where to click and what to fill in. That limits who can actually use the system effectively.

Automation stops at the department level



Most automation today is local. Finance automates finance. Supply chain automates supply chain. Sales automates sales.

AI is changing business reality



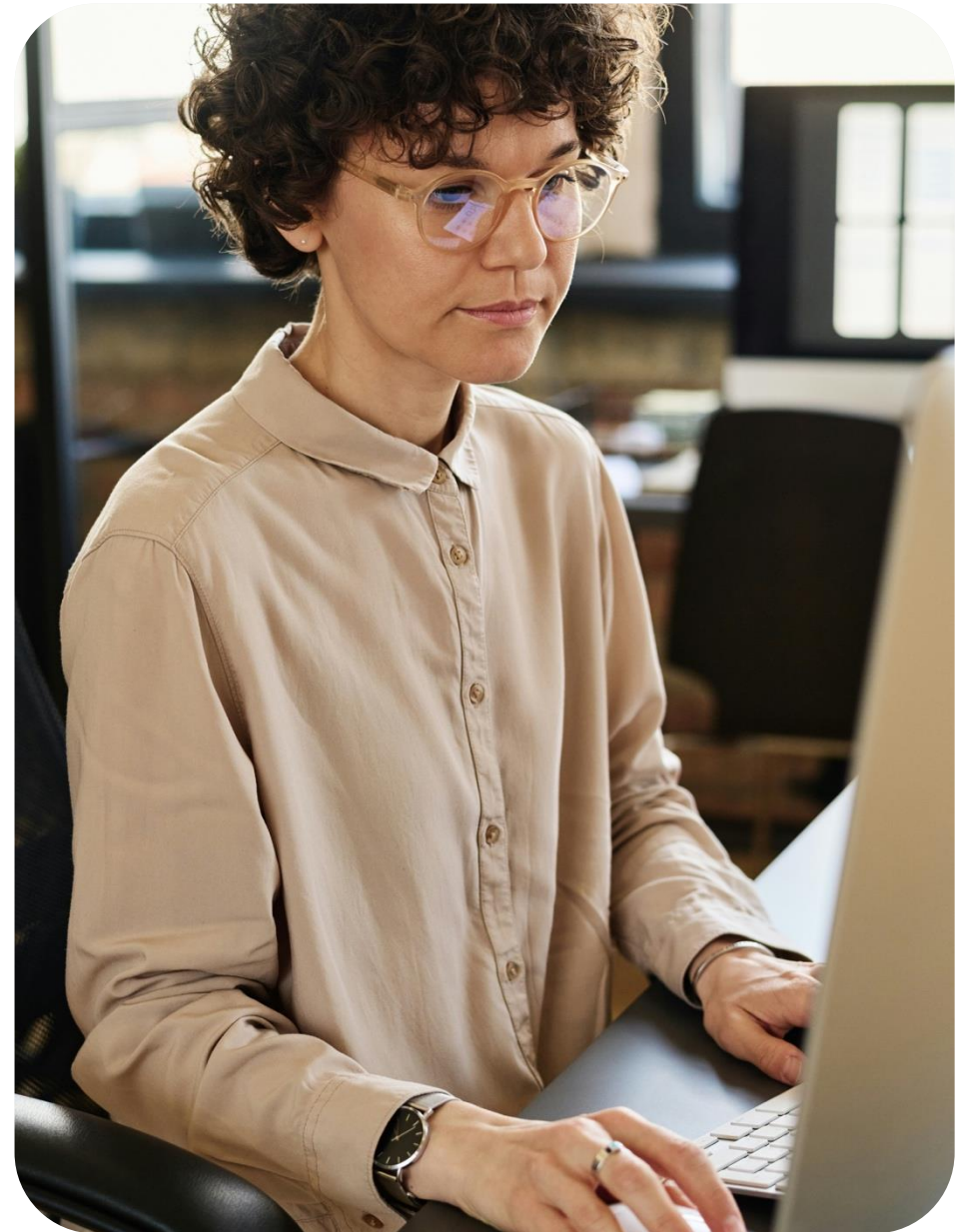
Agents can operate *across* systems. They follow the process end to end, not just a single screen.



Agents let people work in plain business language instead of system logic.



Agents can coordinate across departments and systems, not just inside one function.



Challenges with AI and agents

AI fails without business context

Generic AI works in demos, but breaks in real operations. Processes, roles, data and industry logic make the difference.

AI must be onboarded, not just deployed

Like a new colleague, AI needs to learn how your organisation works, not just what it can do.



Essentials for high performance agents

Rich, connected context

Industry-specific pre-configuration

Unified access to data and applications

Governance, observability, and trust

Why Columbus – we solve business problems, not technology problems

Pure Tech Partners:

Ask: "What problems do you have?"

Technology-first approach

Need to learn business context

Columbus:

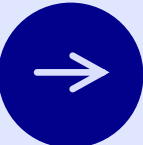
Deliver: "We understand your challenges"

Business process-first

30 years of industry context

"If you understand processes, you can talk AI.
But not the other way around – it's a one-way street."

Solution – The Columbus Agentic Framework in a nutshell



A Complete
Methodology for
Apps-to-Agents
Transformation



Customer
Engagement Model
– we meet you
where you are



Delivery
Methodology –
Iterative value
delivery



Team Structure
Industry +
AI expertise
combined



Technology
Platform – Digital
Colleague

How we engage – The Agentic Maturity Stack

Everyone Moves Up – At Different Speeds

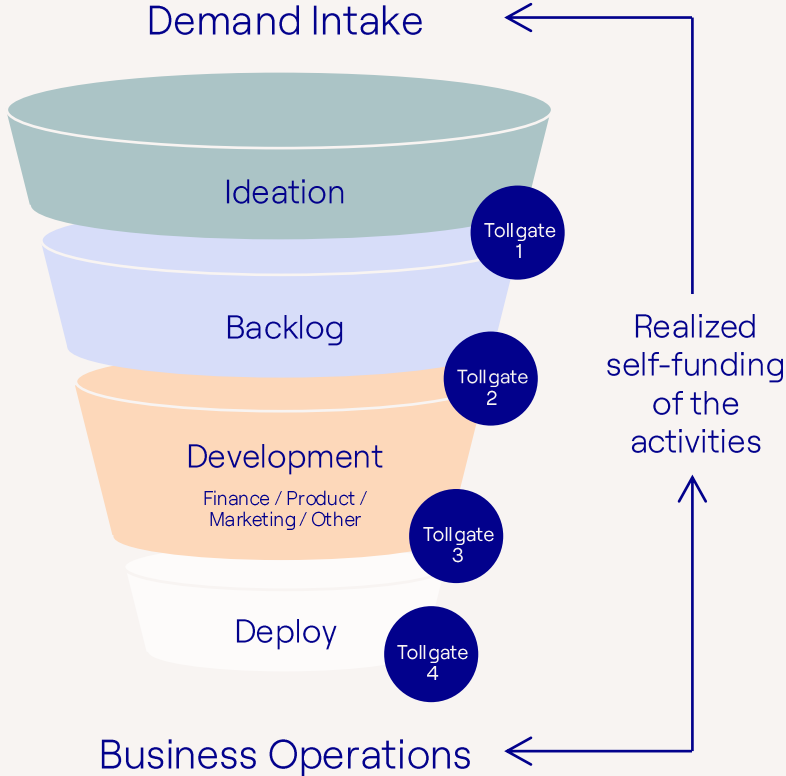


Theoretically selling the future doesn't work – we meet your where you are.

How We Deliver – The AI Transformation Funnel

AI Factory – Our self-funding framework for scaling AI

- Business Engagement:**
Definition of use cases in close collaboration with business units.
- Factory Board:**
Backlog prioritization by demand and ROI.
- Production Engine:**
Development and deployment of AI use cases by process specific AI Teams.



- Value Identification**
(Potential benefits for you; investment hypothesis)
- Value Estimation**
(Business case, validation, effort estimation, prioritization)
- Value Realization**
(Track expected vs. realized benefits; adjust and scale)

How We Deliver – Iterative Value Delivery

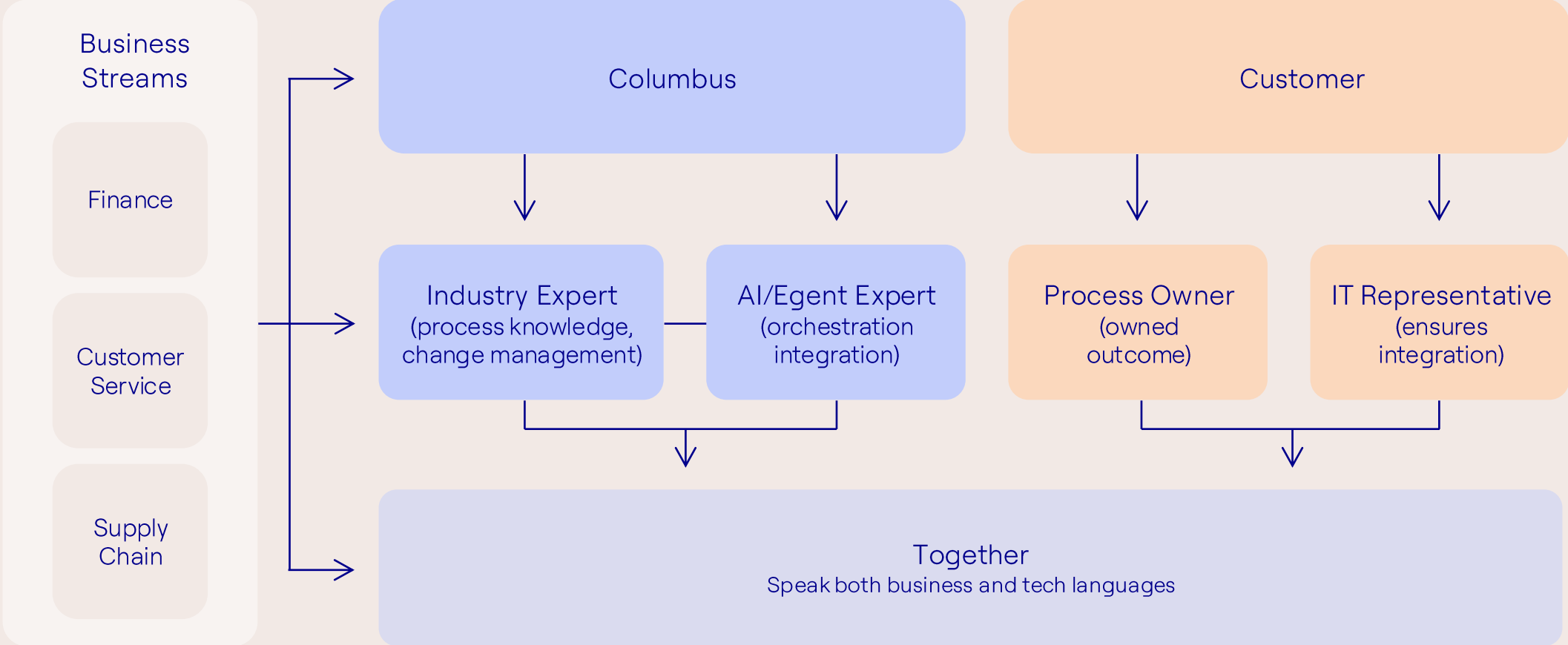
Not Big Bang – Meaningful ROI-Positive Changes

Each AI Stream (2-4 weeks):

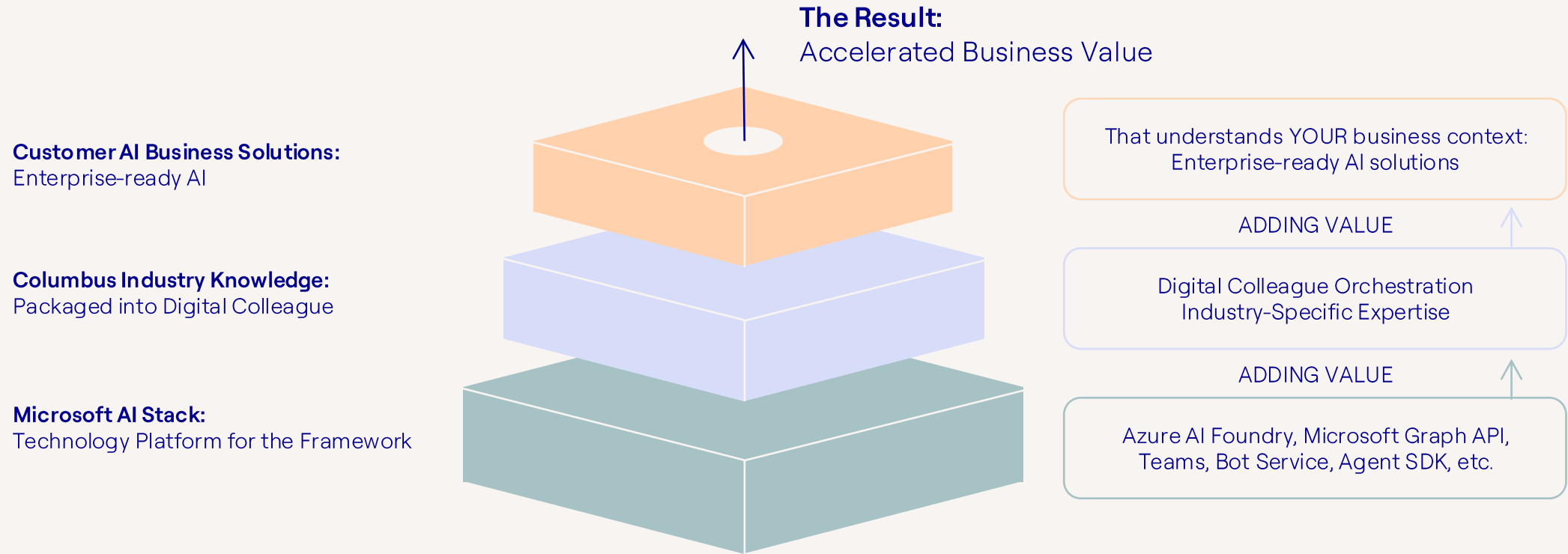


Deliver working agents, not AI strategy documents

How We Deliver – The AI Team Model

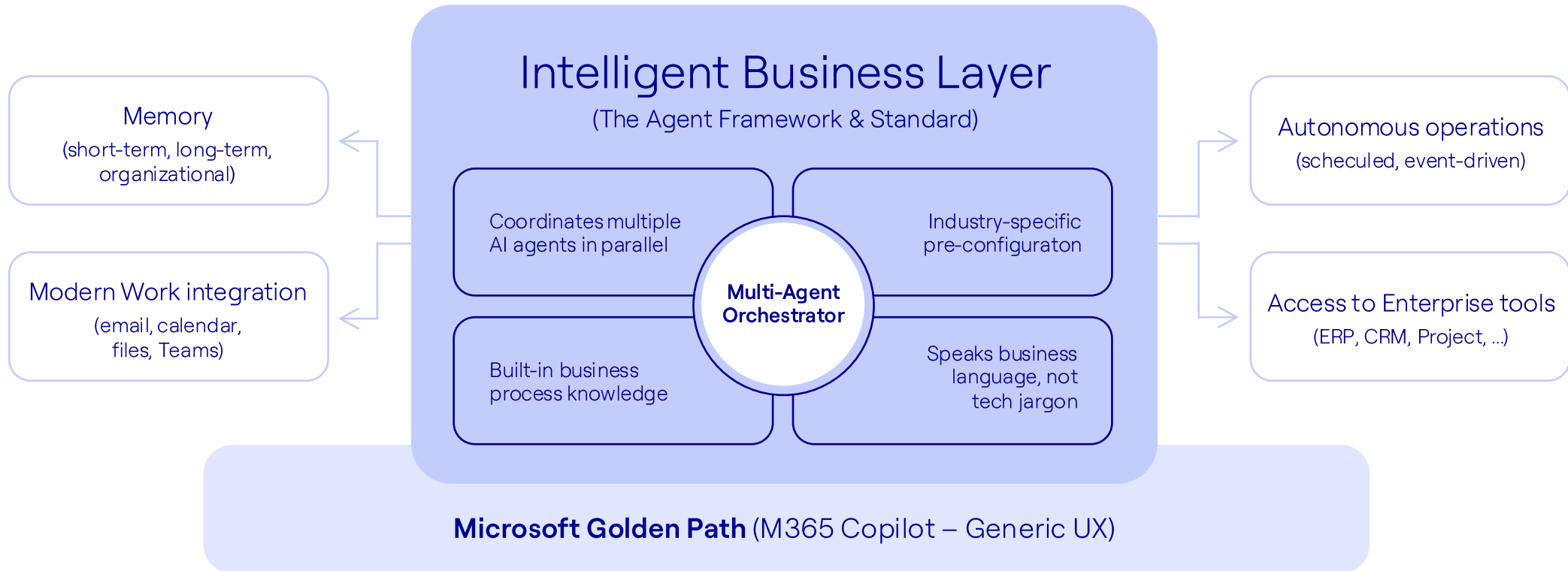


What We Deliver: The Columbus Agent Application Stack



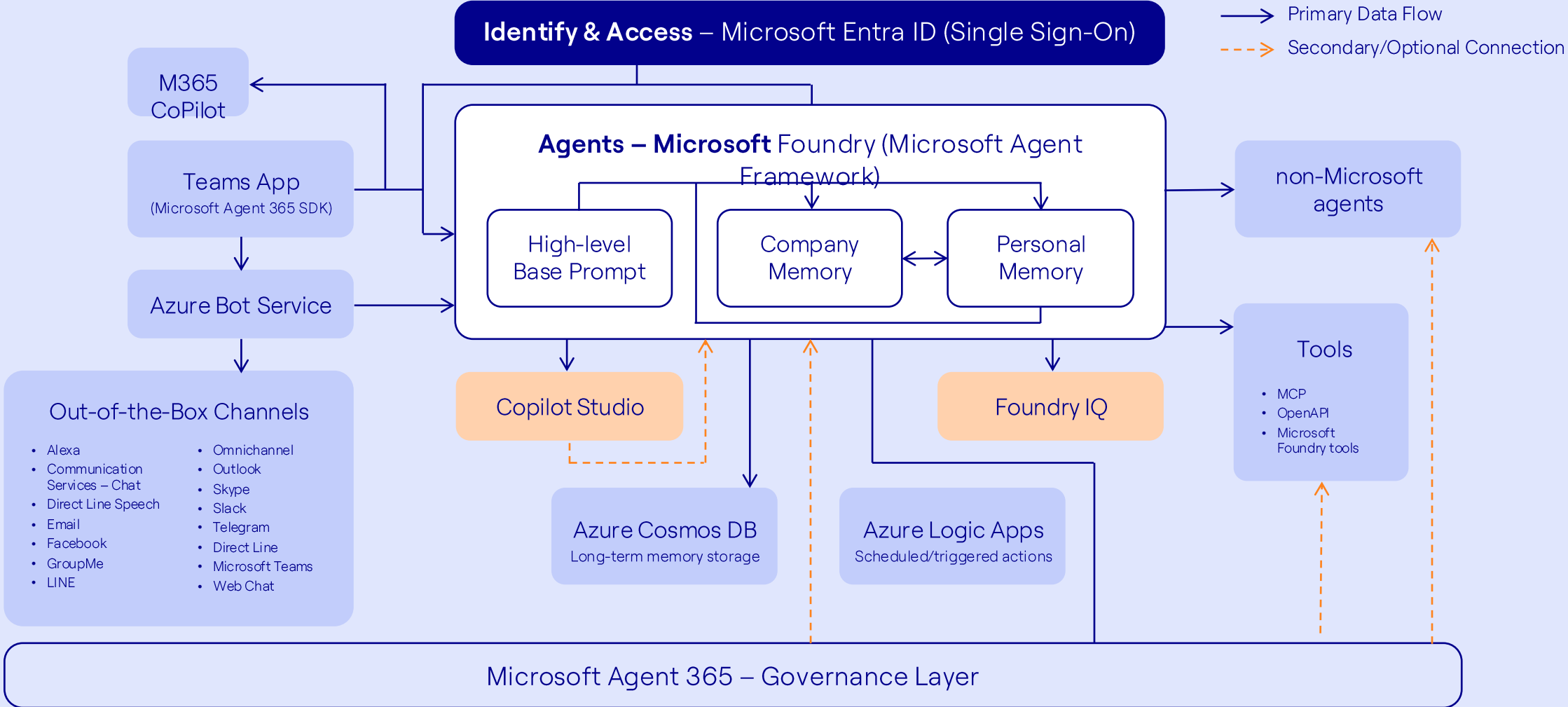
Building on the Core Microsoft Platform, Columbus adds specific Industry Knowledge to create practical; business-ready AI solutions.

What Intelligent Business Layer Does



The Layer that makes AI "Business Smart" for your specific industry:
Recognizable Standard for Columbus & Customers

Technical Design



Not Theory, Evidence

Columbus AI Business Research Team

- 5+ years researching AI business applications since GPT-2
- Building Digital College – digitizing consultant expertise
- We know what works because we've built and using it

Dynamics 365:

- Microsoft provides ERP core
- Columbus adds industry layer
- Result: ERP that drives ROI

Digital Colleague:

- Microsoft provides AI core
- Columbus adds industry layer
- Result: AI that multiplies productivity

We've done this before – we know how to do it

Take the next step with Columbus



Assess your AI readiness



Explore and prioritise use cases



Establish a Center of Excellence



Architect & design solutions