How Concurrency Helps You Leverage Technology to Drive Business Outcomes

1. Marketplace Disruption
- Revenue → **Apps & Product**
- Operational Savings → **Data & AI**

2. IT Operations
- Efficiency
- Enablement → **Cloud Transformation**
- Security → **Secure Modern Workplace**

Concurrency IP Solutions & Offers

Concurrency IP Solution	Business Impact	Activation Method	Customer Cost (funding available)	Customer ROI	Workloads
Demand & Inventory Forecasting	• Create more resilient supply chain • Agile operations	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $250k - $500k project	10% – 30% inventory overstock optimization = $40m	Azure ML, AKS, Azure Synapse, Databricks, Power BI
Inventory Location & Shipping Optimization	• Create More Resilient Supply Chain • Agile Operations	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $250k - $500k project	Up to 60% reduction in customer shipping costs = 80% optimization	Azure ML, AKS, Azure Synapse, Databricks, Power BI
Small Customer Demand Prediction	• Create More Resilient Supply Chain • Agile Operations	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $250k - $500k project	10% - 30% inventory overstock optimization = $40m	Azure ML, AKS, Azure Synapse, Databricks, Power BI
Flash Quoting with Intelligent Agent	• Engage customers in new ways	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $650k project	1 – 2% sales uplift = $40m	Bot Framework, AKS, Synapse, Azure ML
Flash Quote Bot Framework	• Engage customers in new ways • Transform your workforce	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $900k project	1 – 2% sales uplift = $40m	Bot Framework, AKS, Synapse, Azure ML
Predictive Maintenance Framework	• Optimize investments and cost of capital	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $250k - $500k project	Per hour manufacturing cost optimization and repair cost optimization = $10m+	Azure IoT, Azure ML, AKS, Synapse
Product Picking AI Platform (aiforgood)	• Transform your workforce • Agile operations	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $200 – $300k project	Improved picking efficiency, ability to employ individuals with cognitive disabilities	Bot Framework, Cognitive Services, Azure ML
Product IoT Framework	• Unlock innovation and deliver new services	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $250k - $1m project	10 – 20% price increase through "smart" product uplift= $25m+	Azure IoT, Azure Sphere, Synapse, Azure ML
Product Catalog & Customer Usage	• Unlock innovation and deliver new services	Customer Two Hour Workshop, Leading to Pilot	$50k pilot $200k – $500k project	5% sales uplift tied to new products or offers to customers with existing needs discovered via better information	Azure Synapse