

Pricing Estimation—The Al Way of Projects Price Estimations

The AI Ecosystem for the Enterprise of the Future

September 2025

Topics Covered...

- Offer Strategy
- Why Businesses Should Explore GenAl augmented Identity Resolution
- How to Spot Gen Al Opportunities for this offering?
- Knowledge Management approach with the lens of AI/GenAI
- Application Demo & Highlights
- Typical Implementation Roadmap

Offer Strategy for Pricing Estimations



Market Opportunity

- Buyer personas- Business stakeholders, Technology Leaders, Compliance officers
- Tier 1 enterprise clients across all sectors especially BFS, Insurance, RCG, Healthcare, TTH
- Government and regulatory agencies like UN, CBDT etc.
- Tier 2 clients may not be best suited for this as they may rely on 3rd party co-pilots instead of custom solutions



Calculation of price estimations via

- LLMs
- Formulas
- GenAl powered NL Search over previous records



Business Goals

- Al-Driven Solutioning at Scale
- **Hyper-Personalized Resource Planning**
- Cost & Profitability Intelligence
- **Enterprise-Grade Architecture on Azure**
- **Cross-Industry Applicability**

Differentiation

- Practical Implementation Expertise: Demonstrated experience in applying knowledge practically.
- Ethical AI Focus: Prioritizing responsible AI implementations.
- Efficiency with Canvas.ai: Reduced implementation time using the Canvas.ai platform.



Value Statement

Enhancing Enterprise Productivity



Why Businesses Should Explore GenAl augmented Pricing Estimation solution



Optimize marketing cost

• Gen AI application enables real time impact analysis on costing and profits



Accelerate Calculations

• Accelerate calculations but following historical estimation trends



Reduced manual efforts

• Reduced manual efforts for costing and estimations and refinement.



Caters all markets

Can be used in different markets and usecases



Potential Benefits via implementing GenAl augmented Pricing Solution

70% effort reduction for customization

20- 30% reduction in time spent for manually analysing records

10-20% increase in productivity

90% accuracy for all match models

How to Spot Gen Al Opportunities for this offering?



Are you spending too much time on manual estimating project pricing estimates?



Is your client facing issues with using historical records to create new estimations?



Do you spend a lot of time in searching through databases ?



Do you feel its time consuming to perform cost estimations for multiple scenarios?



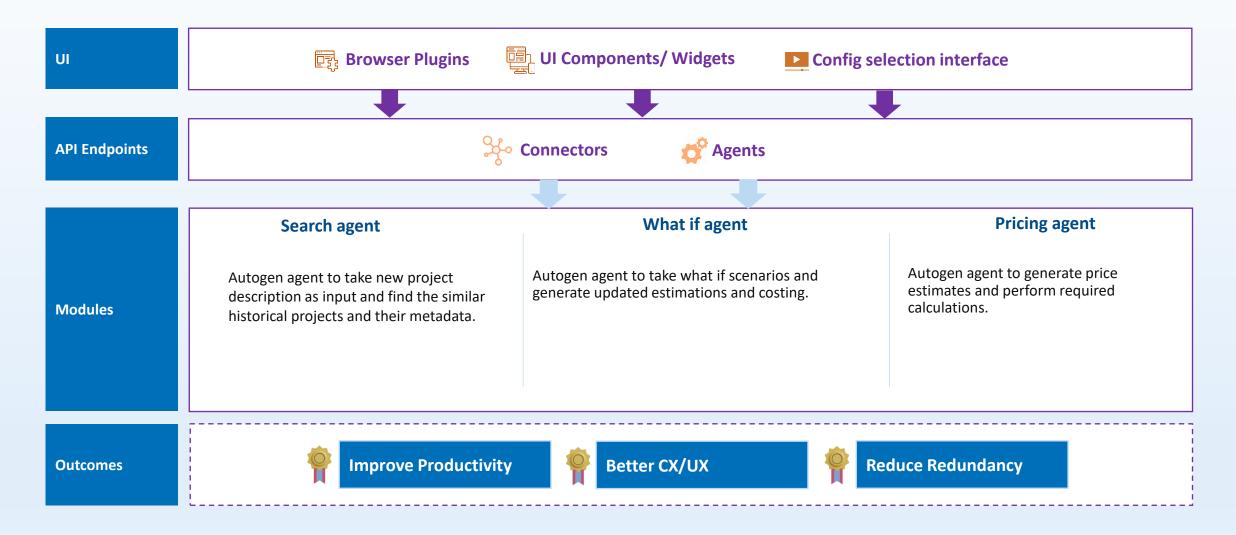
Is your finance team overloaded with requests and needs to prepare multiple estimations?



Is Manual analysis of historical estimates from multiple sources and generating final estimates time consuming?

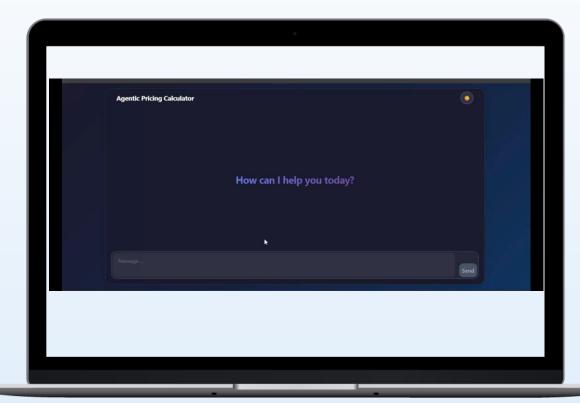


Knowledge Management approach with the lens of AI/GenAI





Application Demo & Highlights



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***** Big Bets for Business

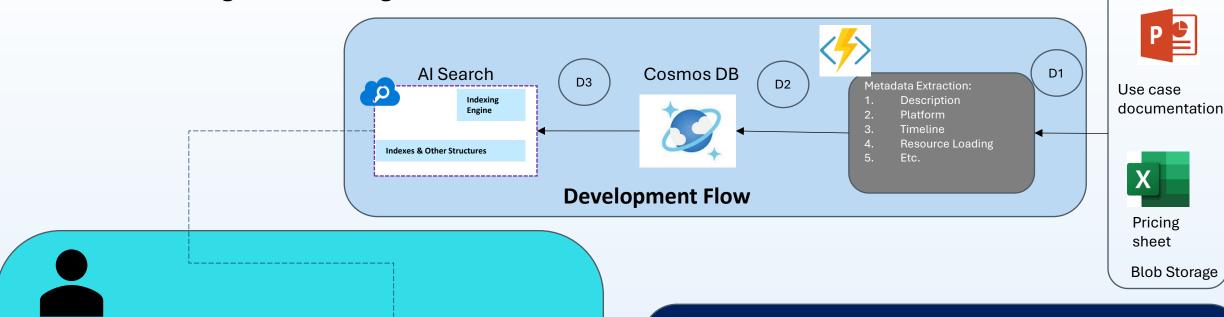
- ❖ AI-Driven Solutioning at Scale
- Dynamic Scenario Simulation ("What-If" Analysis)
- Cost & Profitability Intelligence
- Enterprise-Grade Architecture on Azure
- Cross-Industry Applicability
- Reduced Manual Efforts for Planning and Estimations
- ❖ Faster GTM

App Highlights

- Cloud Availability
- GenAl-powered solutioning using Autogen Swarm Architecture
- Al Search agent for metadata-driven project matching
- Cosmos DB for scalable metadata storage and retrieval
- Dynamic resource loading and utilization estimation
- "What-If" agent for scenario-based staffing and costing
- Python-based cost and profit margin calculations
- Azure-native deployment with OpenAI, AI Search, and Cosmos DB
- Designed for clients across BFSI, Healthcare, RCG, TTH



Architecture Flow Diagram for Pricing Estimator



Step Description

- Past project information is collected from use case documentation and pricing sheets stored in Azure Blob Storage. Metadata such as project description, platform, timeline, resource loading, and pricing details is extracted.
- Extracted metadata and pricing sheets are uploaded to an Azure Cosmos DB instance, forming the searchable dataset.
- Cosmos DB is connected to Azure Al Search, which uses an embedding-based skillset and an indexer to enable semantic search over the stored metadata and documents.
- The system is exposed to a React-based UI with a FastAPI backend. Server-Sent Events (SSE) are used to stream internal decision-making events and agent interactions to the UI in realtime, enhancing transparency and user experience.
- A multi-agent ecosystem is built using Autogen in the swarm architecture. Agents are powered by GPT-40 and include; Orchestrator Agent, Document Retriever Agent, Pricing Estimation Agent and Cost Calculation Agent.



12

User

Typical MVP Implementation Roadmap

- Finalize use case scope and success metrics
- Set up Azure environment (OpenAI, AI Search, Cosmos DB)
- Design metadata schema and ingest historical project data
- Develop and test AI Search agent for metadata matching
- Define Python-based cost/profit formulas and validate logic
- Initial UI/UX wireframes for interaction with agents

Foundation and Setup

4 Weeks

5-8 Weeks

Build and integrate "What-If" agent for scenario simulation

- Connect agents with backend logic and Cosmos DB
- Implement dynamic resource loading and utilization engine
- Validate cost and profit calculations across scenarios
- Conduct internal testing and refinement of agent workflows
- Begin user acceptance testing (UAT) with pilot users

- Add audit logging and compliance features
- Finalize UI/UX and deploy front-end interface
- Conduct training sessions for business users
- Go-live with production deployment
- Post-launch monitoring and feedback loop setup

Optimize performance, latency, and search relevance

9-12 Weeks



Getting to the Future. Faster. Together.