

Pricing Estimation

The AI Way of Projects Price Estimations

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



LTIM Solve

Calculation of price estimations via

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



Business Goals

- AI-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 GenAI 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 GenAI augmented Pricing Solution**

<i>70% effort reduction for customization</i>	<i>20- 30% reduction in time spent for manually analysing records</i>	<i>10-20% increase in productivity</i>	<i>90% accuracy for all match models</i>
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How to Spot Gen AI Opportunities for this offering?



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



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



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



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

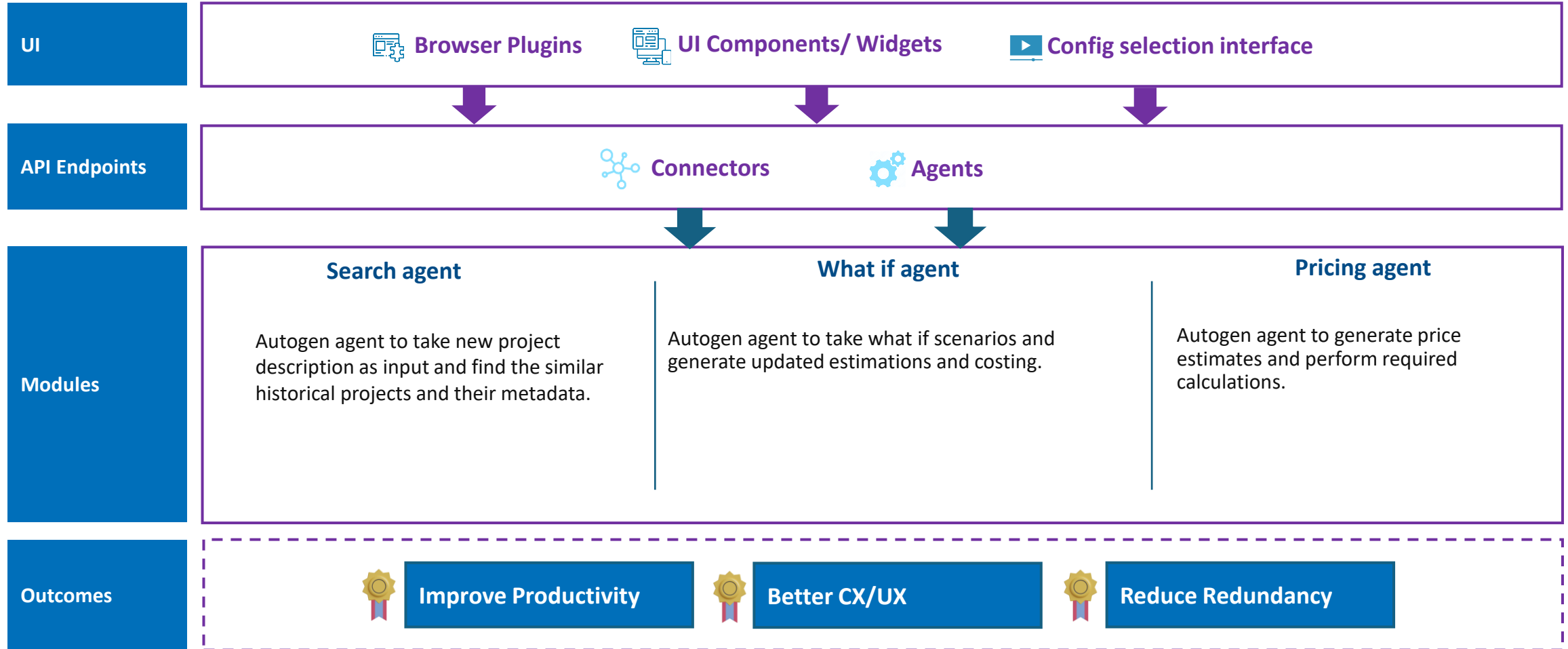


Do you spend a lot of time in searching through databases ?

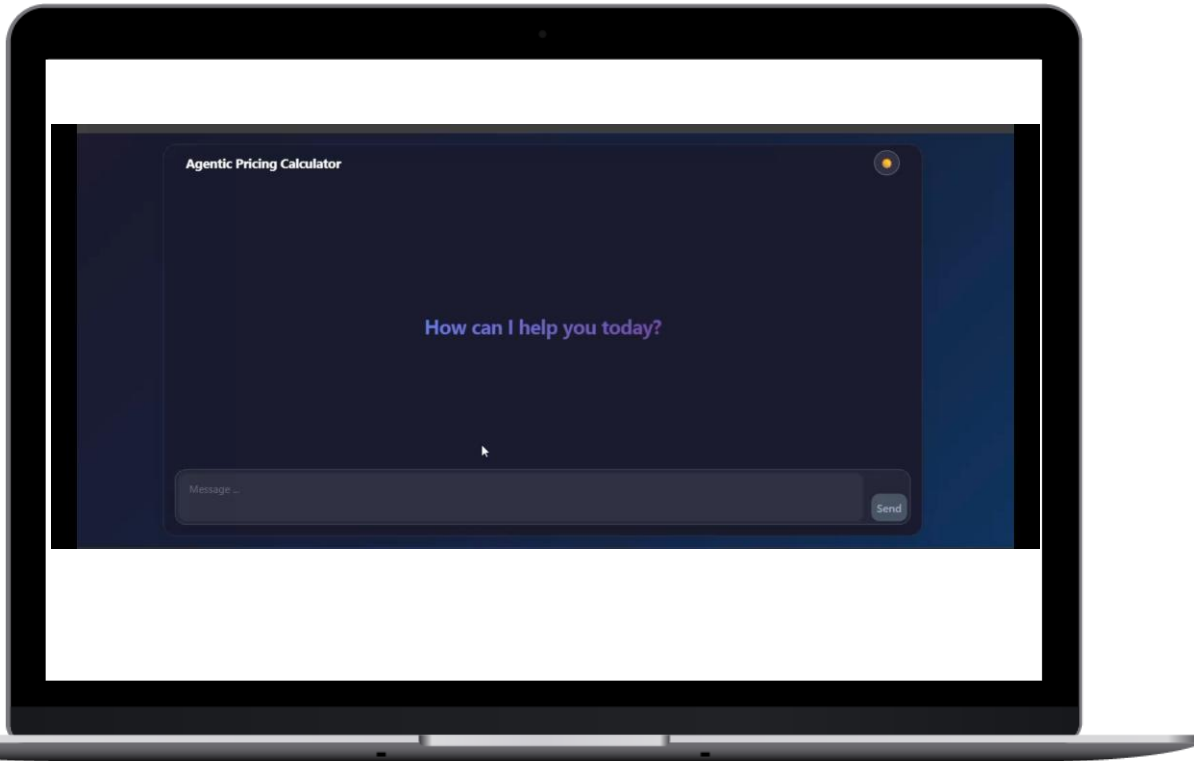


Is Manual analysis of historical estimates from multiple sources and generating final estimates time consuming?

Knowledge Management approach with the lens of AI/GenAI



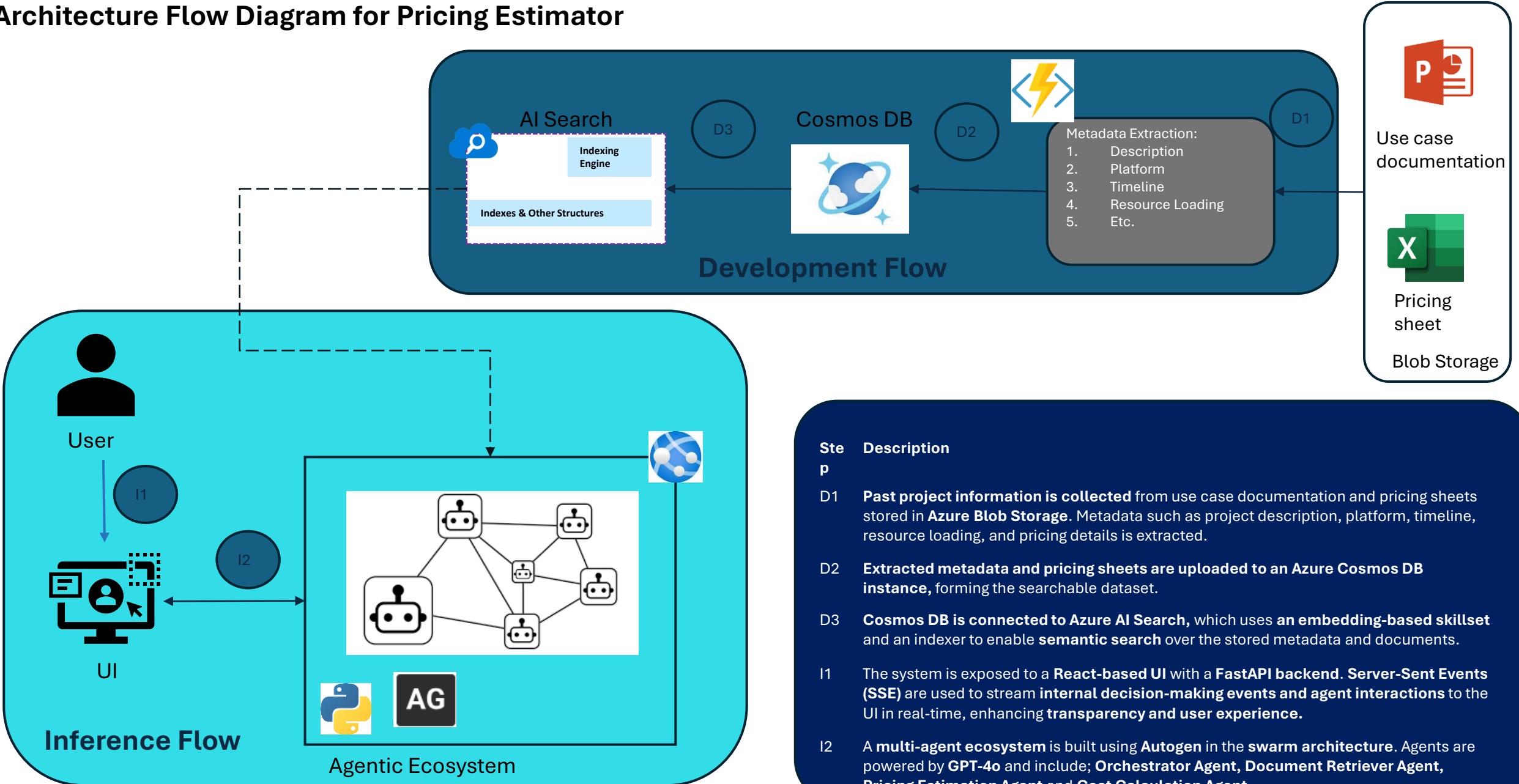
Application Demo & Highlights



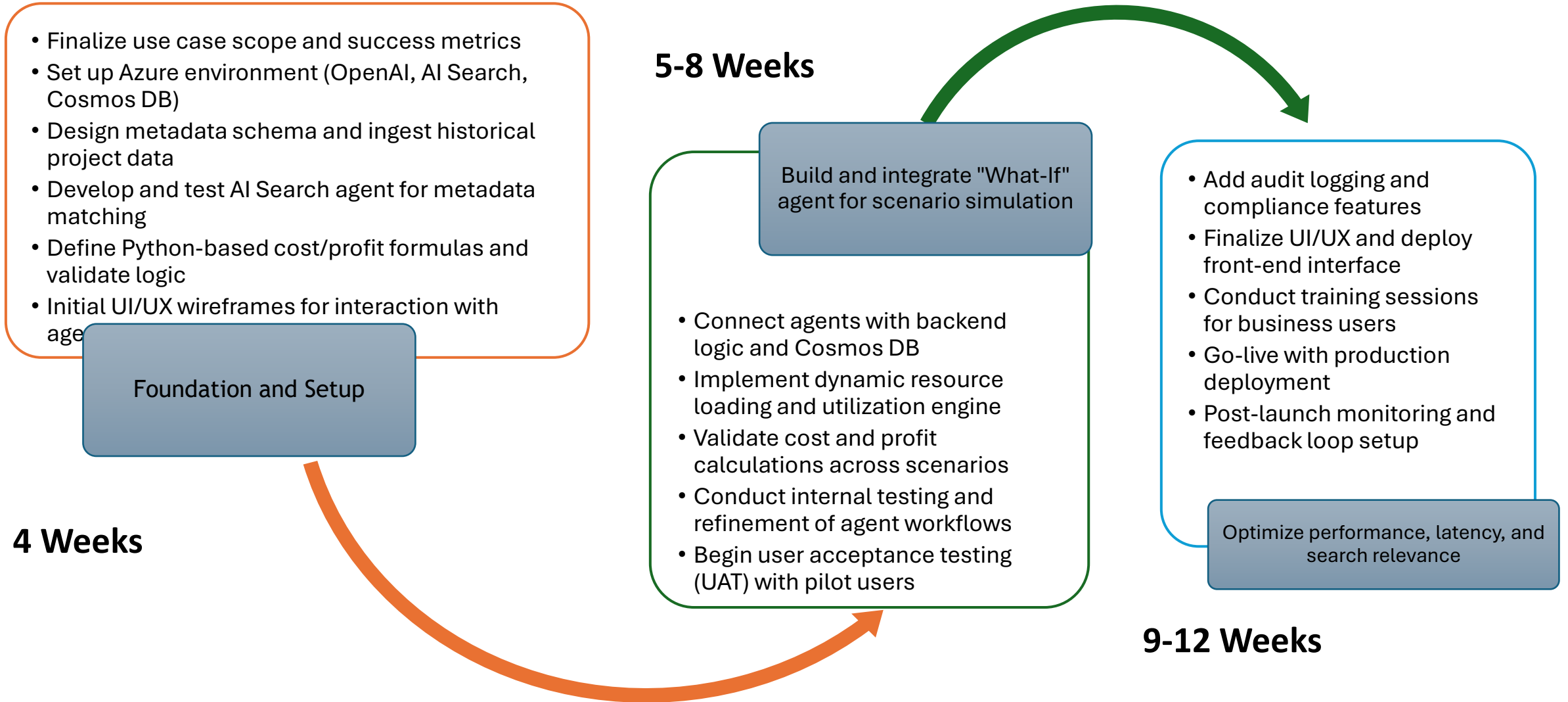
Pricing Estimation– The AI Way of Projects Price Estimations

❖ Big Bets for Business	❖ App Highlights
<ul style="list-style-type: none">❖ 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	<ul style="list-style-type: none">❖ Cloud Availability❖ GenAI-powered solutioning using Autogen Swarm Architecture❖ AI 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



Typical MVP Implementation Roadmap



Planned Upgrades

Feature Area	Planned Feature	Description
Pydantic Validation	Tool input models	Define Pydantic models for structured validation of tool inputs.
	Resource mapping validation	Ensure correct mapping of resources (p1–p7).
	Timeline constraint validation	Validate that timelines are positive integers.
	Custom validators	Add validators for resource allocation and utilization factors.
Agent Task Splitting	Agent specialization	Split overloaded agents into focused sub-agents for pricing, resources, timeline, etc.
	New agents	Add agents for deviation calculation and enhanced document retrieval.
	Streaming support	Update <code>process_streaming_request</code> to stream new agent invocations.
Modular System Prompts	Prompt directory structure	Organize prompts into folders for agents, tools, and workflows.
	PromptManager class	Manage loading, updating, and validating prompts.
	UI for prompt editing	Enable prompt editing via UI with optional system restart.
	Prompt versioning	Track and manage different versions of prompts.
Project Deviation Analysis Agent	Deviation metrics	Compare new projects with historical ones on timeline, cost, resources, etc.
	Similarity scoring	Implement algorithms to measure project similarity.
	Risk assessment	Assess risks based on deviation metrics.
	Deviation reports	Generate reports with recommendations.
Context Management System	CPD sheet structure	Use Pydantic models for structured CPD data.
	ContextManager class	Store, retrieve, and update CPD sheets.
	Replace message history	Use structured CPD data instead of relying on chat history.
Validation Tools	Cost/resource/timeline validation	Create tools to validate calculations and allocations.
	Business rule validation	Apply company-specific rules to CPD data.
	Validation reports	Generate reports summarizing validation results.
Azure Traceability & Governance	Azure integration	Add traceability and governance features (marked high priority).
Additional Improvements	Error handling	Add retries, recovery strategies, and logging.
	Performance optimization	Implement caching, parallelism, and query optimization.
LTM	Testing	Add unit, integration, and end-to-end tests.

The background features a dynamic, abstract composition of red particles. These particles form several overlapping, flowing shapes that resemble liquid or smoke, moving from the left side of the frame towards the right. The density of the particles varies, creating a sense of depth and movement. The overall color palette is a range of reds, from deep, saturated tones to lighter, more ethereal ones.

It's time to
Outcreate