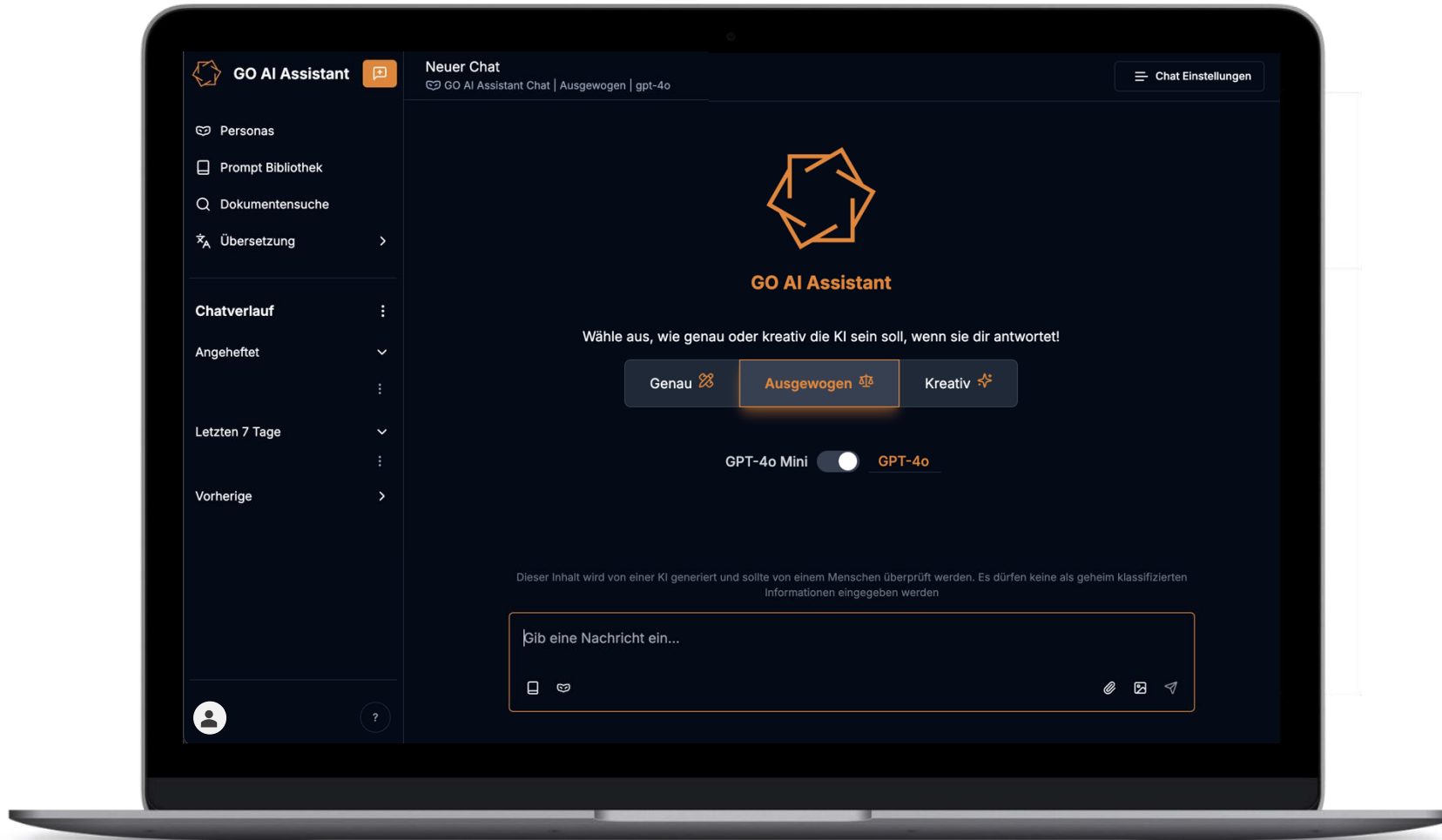# GRAYOAK
# Enterprise GenAI Platform

**Marcus Makowsky**

Head of Data & AI

GRAYOAK

# Secure and Customizable Enterprise GenAI Platform

The Grayoak GenAI-Chat solution on Azure Cloud

GRAYOAK



**GenAI for everyone**

*Inexpensively role out a general purpose GenAI solution to a wide audience*

**Self-service platform**

*Beyond the classic AI-Chat we intend to enable end users to build their own GenAI solutions through prompting and integrations*
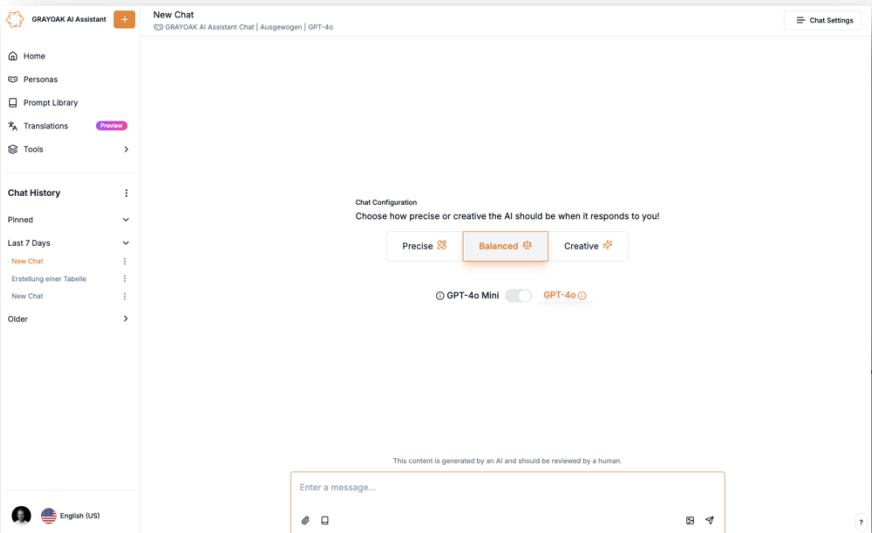
**Customer-driven development**

*We build our solution based on your needs and feedback as well as that of other Grayoak customers to create software that actually delivers value*

# Our Enterprise GenAI Platform

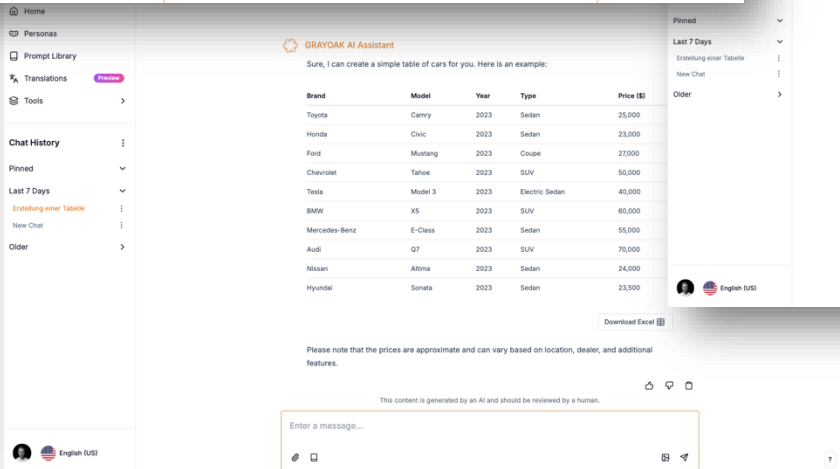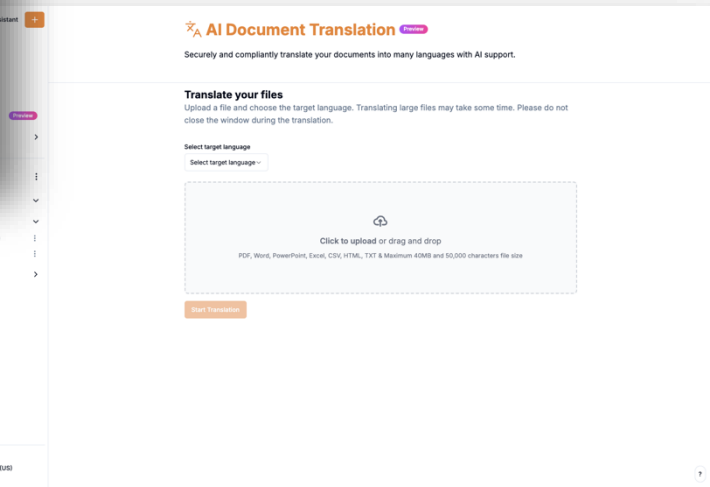Secure and compliant efficency boost for every business

GRAYOAK



+37%
Productivity

Increase in productivity and quality based on MIT Study* for white collor workers using GenAI

+57%
Quality

In specific Use-Cases our customers gave feedback of >80% efficiency increase

**Cost-effective and highly scalable Generative AI solution**

**Compliance & Security: DORA-, GDPR- & ISO27001-compliant, regularly Pentested**

**Domain specific apps and customer driven development**

**Translate documents like PDF, Word, PPT etc. in your own cloud**

**Securely connect the enterprises data to our GenAI Hub in your cloud**

**Access to state of the art AI Models**

**Hosting in your own Azure Cloud**

**Perfectly integrated in existing workflows**

*MIT study by Shakked Noy, Whitney Zhang: Experimental Evidence on the Productivity Effects of Generative Artificial Intelligence

# State-of-the-Art Translation Feature

Translate text, PowerPoint's, PDF's and more while keeping your formatting
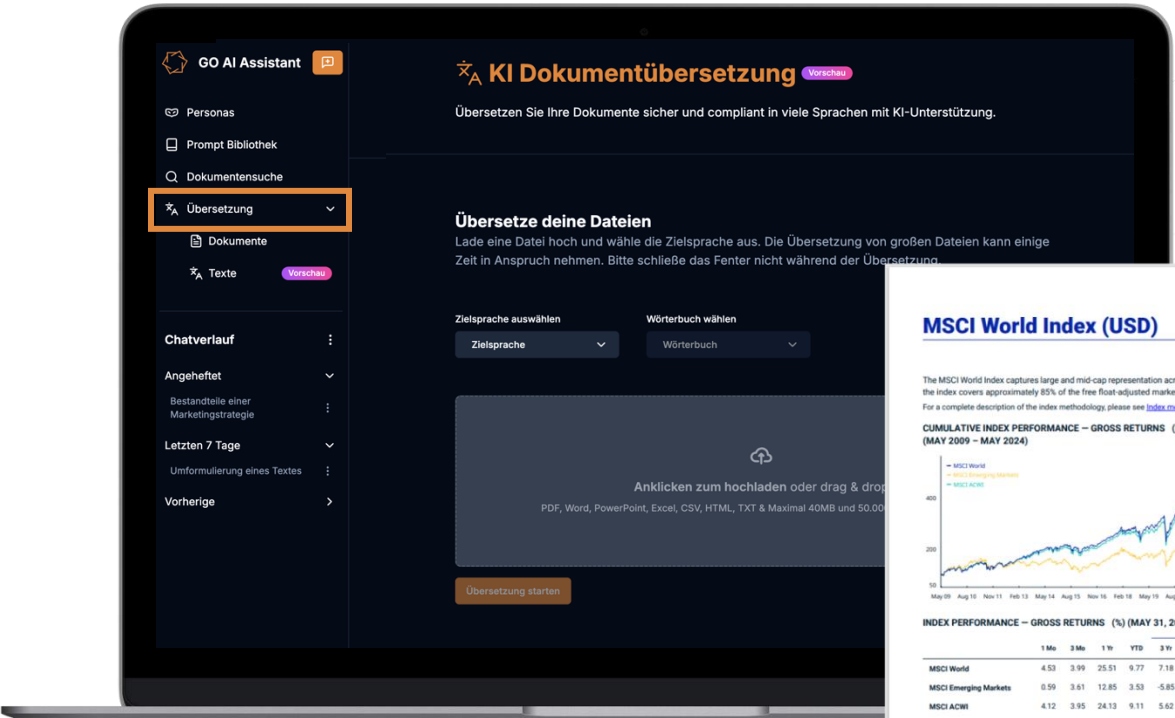
GRAYOAK

Effortlessly translate **entire documents** in seconds with the help of the GRAYOAK Enterprise GenAI Chat **securely and compliantly** in your own Azure cloud. Choose from **almost 100 languages** and increase your efficiency in tedious everyday tasks by **preserving all formatting**.

# Enterprise GenAI Platform

Scalable and secure in your own cloud

GRAYOAK

## Your AI-driven workplace.

**Features**

- Create images
- Prompt & People Library
- Internet Search
- API-Calling
- Document and Text translation

GRAYOAK
Enterprise GenAI Chat

- Personal Document Chat
- Connectors
- Azure RAG with AI-Search

**Platform**

| Regularly Pen-Test | State of the Art GenAI | Load Balancing | Reporting |
| binsec | | | |

**Infrastructure**

Azure
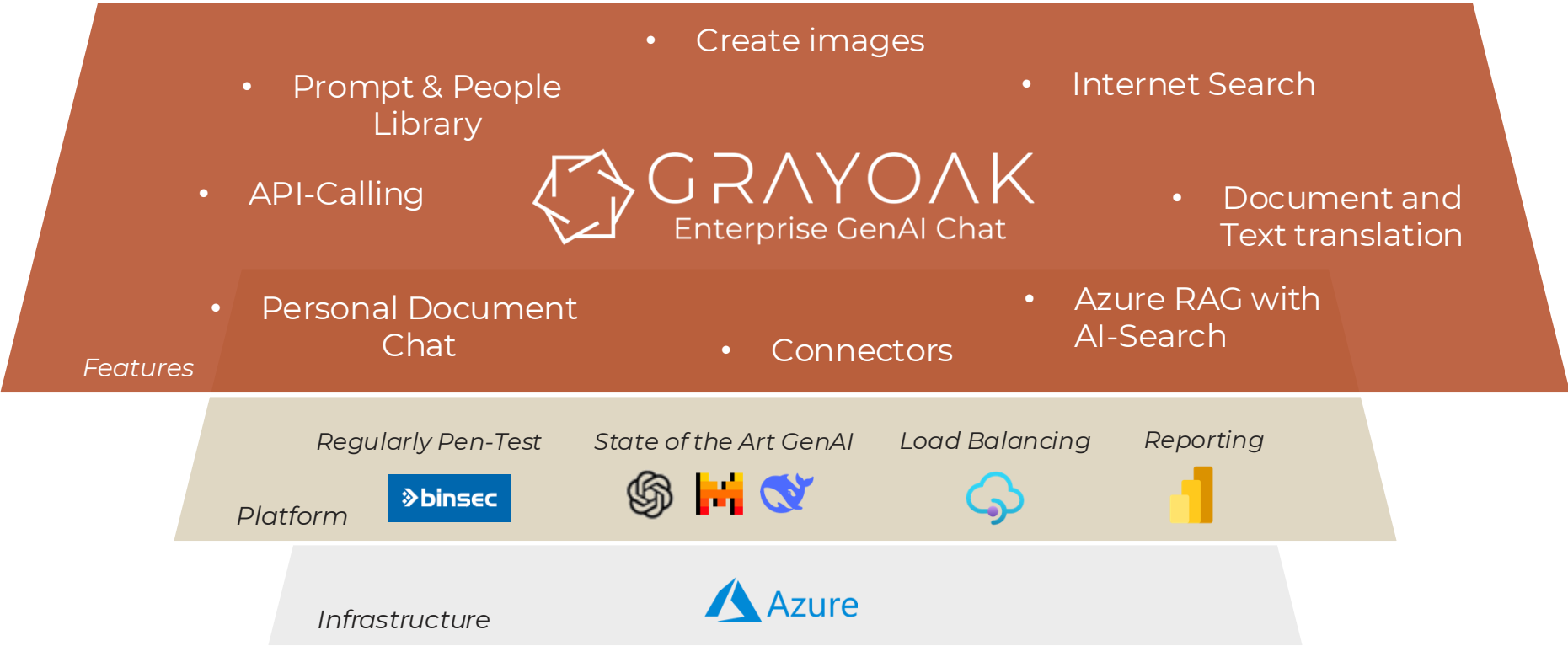
# Our standard process model for the introduction of generative AI

Introduction of generative AI services in the company

GRAYOAK

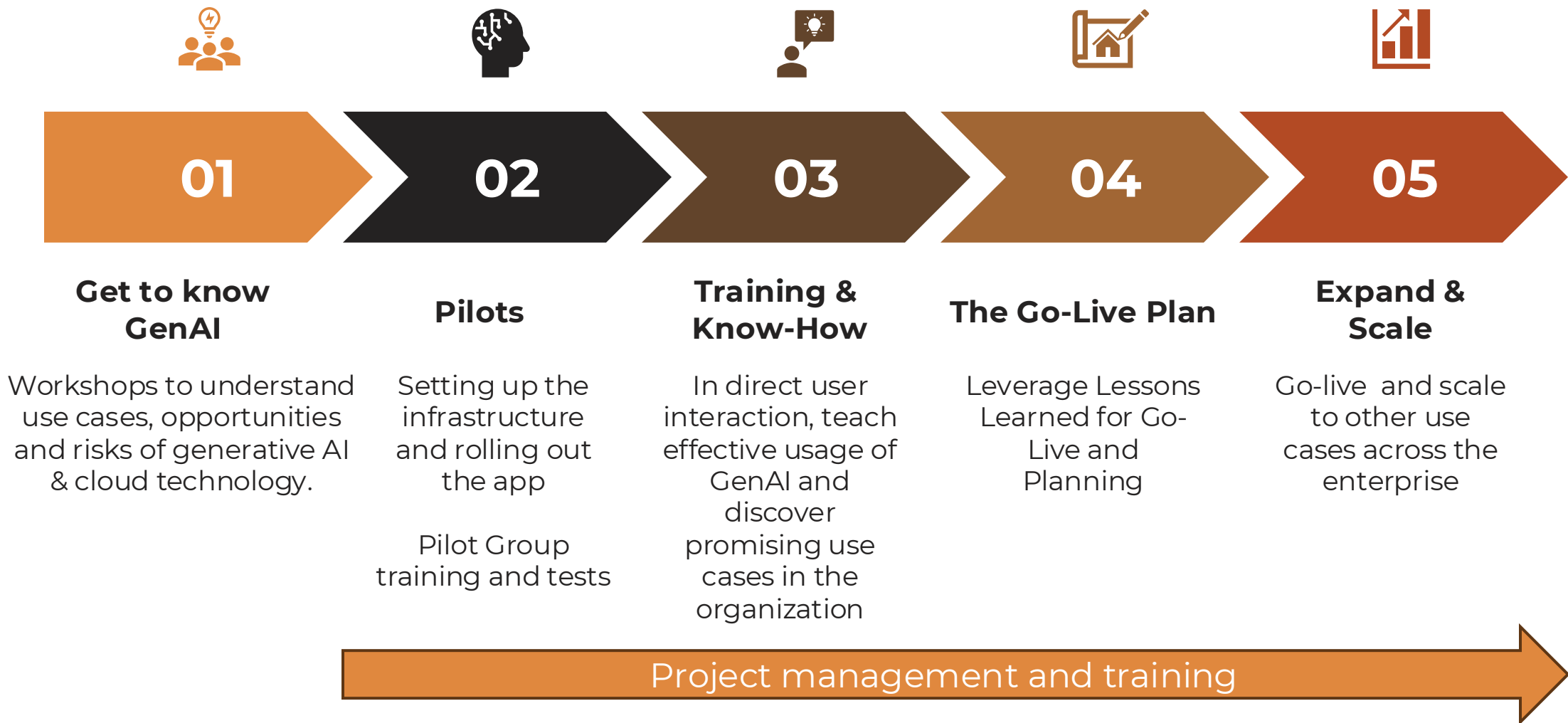| 01 | 02 | 03 | 04 | 05 |
|----|----|----|----|----|
| **Get to know GenAI** | **Pilots** | **Training & Know-How** | **The Go-Live Plan** | **Expand & Scale** |
| Workshops to understand use cases, opportunities and risks of generative AI & cloud technology. | Setting up the infrastructure and rolling out the app | In direct user interaction, teach effective usage of GenAI and discover promising use cases in the organization | Leverage Lessons Learned for Go-Live and Planning | Go-live and scale to other use cases across the enterprise |
| | Pilot Group training and tests | | | |

Project management and training

# Start simple, develop together, find synergies

Customer-Driven Development

GRAYOAK

**Manage**

Design, develop and manage a general GenAI solution for a large organization together

**Synergize**

Find Synergies with other GRAYOAK customers and benefit from their use cases
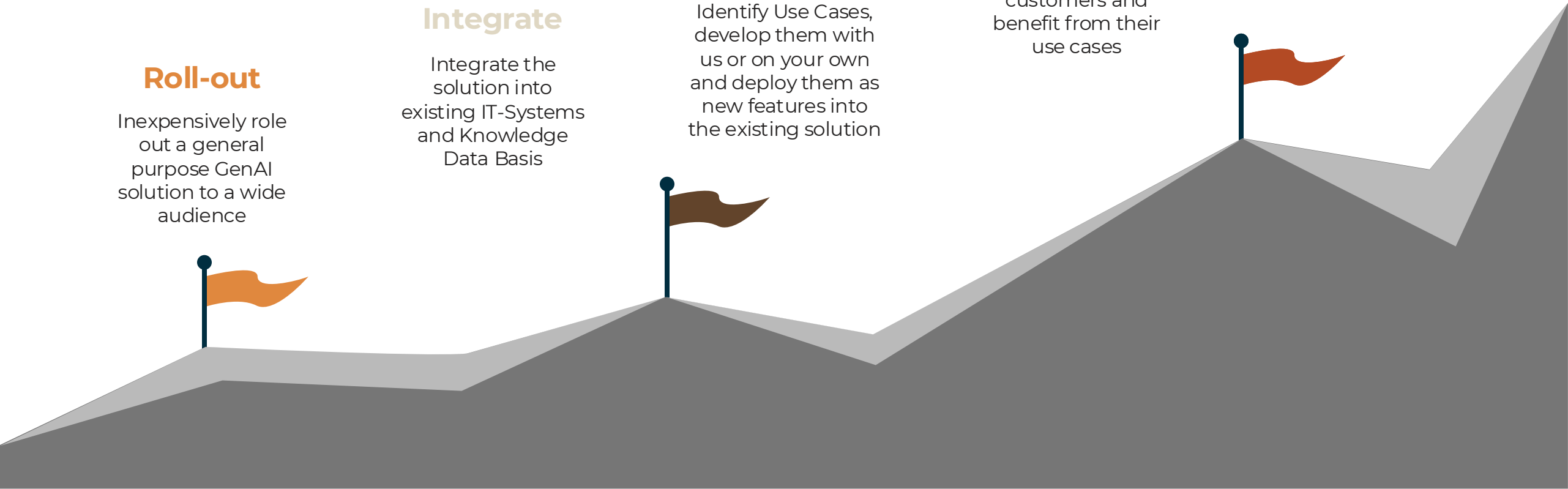
**Customize**

Identify Use Cases, develop them with us or on your own and deploy them as new features into the existing solution

**Integrate**

Integrate the solution into existing IT-Systems and Knowledge Data Basis

**Roll-out**

Inexpensively role out a general purpose GenAI solution to a wide audience

# Success Stories

**GRAYOAK**

## Success Story MRH Trowe

**Challenge:**

> Need for a secure and compliant (ISO27001, GDPR, DORA, VAIT/BAIT) GenAI Solution for Insurance Companies
> Speed up time consuming document processing tasks

**Solution:**
Our solution lets 1.500 employees at MRHT upload large documents to chat with, create summaries & comparisons, integrate a web search and meet all GDPR & compliance requirements.

## Nuclear sector approved

**Challenge:**

> Very high security requirements
> Conservative sector regarding Cloud & GenAI

**Solution:**
Our high secure and compliant GenAI App has been Pen- & tested in 2 nuclear power plants and was judged to be safe. **The solution has gone live in February 2025 for up to 2.000 Users.**

## Microsoft partnership

Microsoft is highly interested in opening up the GenAI market and especially our GenAI Consulting Services as well as our GenAI App is seen as a potentially very impactful service for many companies.

Therefore, Microsoft supports us with the sales process & marketing and gives us a stage to present our GenAI App at Microsoft Network Events.

## HR domain specific app

We have built a GenAI-driven domain specific solution on our platform, called "HR Grading App". It helps HR teams within the process of job gradings and with an increase of +80% in efficiency which has a huge impact on the whole team.

This first domain specific solution created a big demand from several DAX companies.

# We are Microsoft Solution Partner

Certified experts for the implementation of your projects

GRAYOAK

As a Microsoft Solution Partner in the areas of Data & AI Azure and Digital & App Innovation Azure, we support our customers...

» ... from the analysis phase and target definition ...

» ... on the assessment of economic efficiency and feasibility ...

» ... in planning and implementation ...

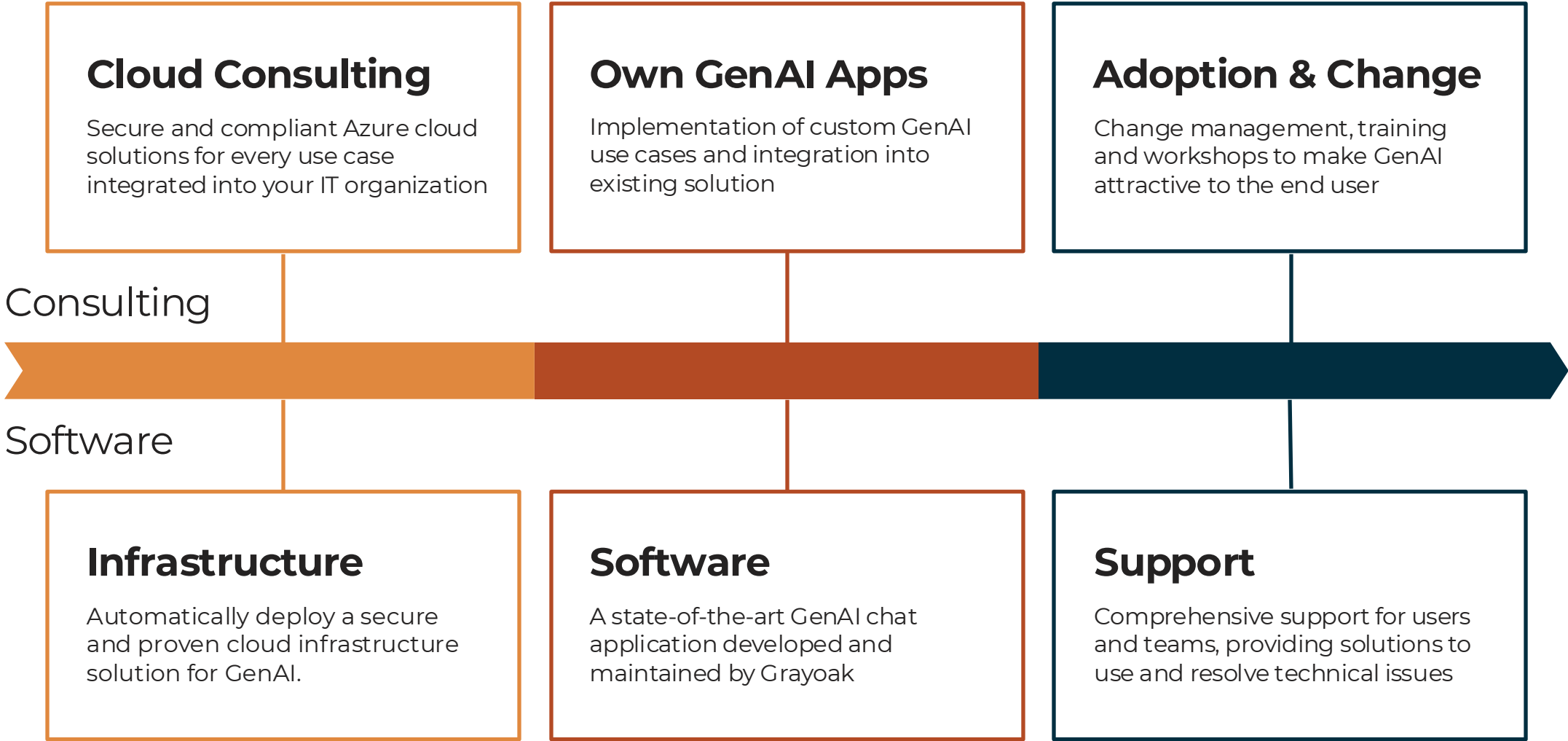» ... as well as in the subsequent quality assurance and change management.

Microsoft
Solutions Partner

Data & AI
Azure

Microsoft
Solutions Partner

Digital & App Innovation
Azure

# Software & consulting from a single source

Customer-oriented development

**GRAYOAK**

## Cloud Consulting

Secure and compliant Azure cloud solutions for every use case integrated into your IT organization

## Own GenAI Apps

Implementation of custom GenAI use cases and integration into existing solution

## Adoption & Change

Change management, training and workshops to make GenAI attractive to the end user

Consulting

Software

## Infrastructure

Automatically deploy a secure and proven cloud infrastructure solution for GenAI.

## Software

A state-of-the-art GenAI chat application developed and maintained by Grayoak

## Support

Comprehensive support for users and teams, providing solutions to use and resolve technical issues
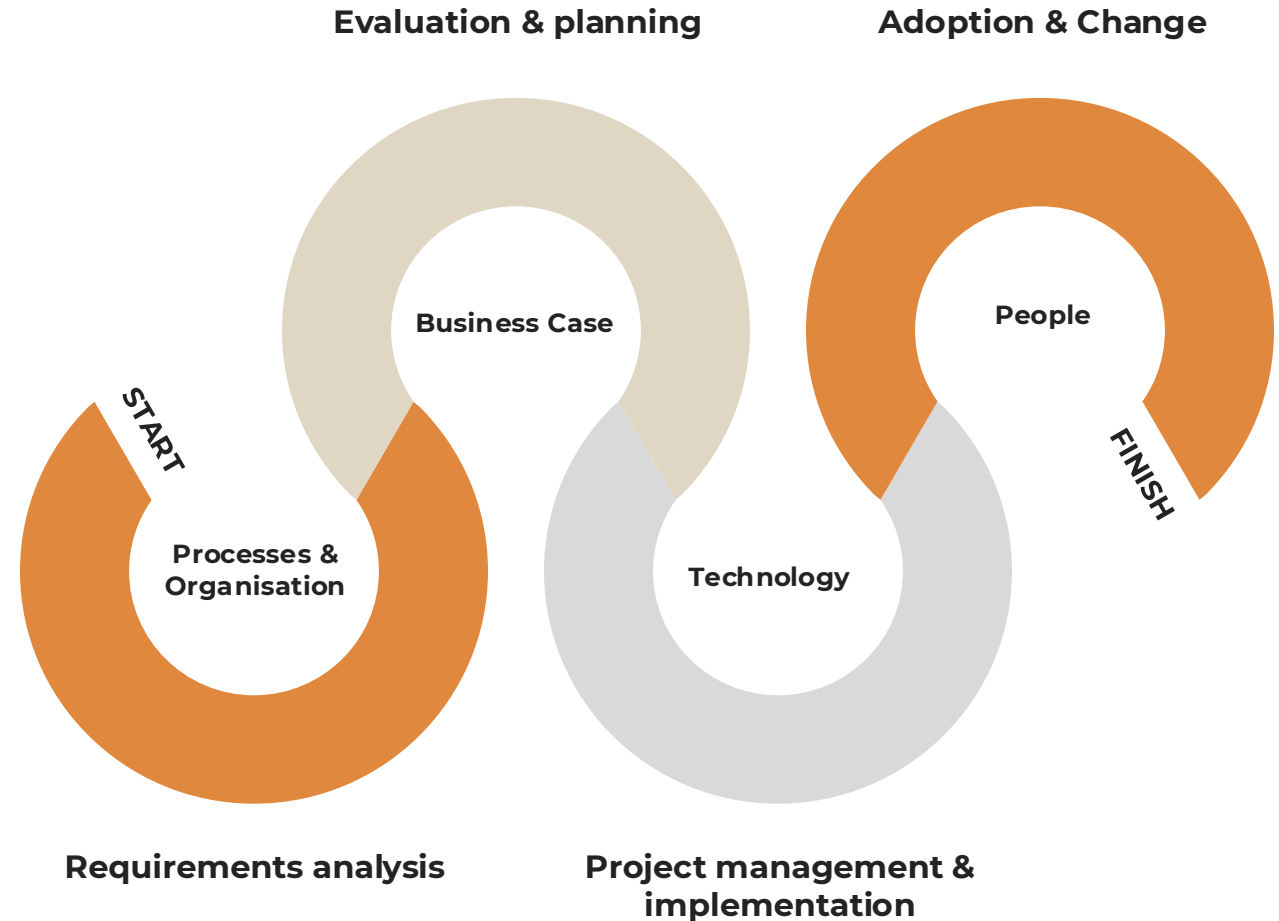
# The measure of our work is the effectiveness of the technology

## That is why we take responsibility

GRAYOAK

> We believe that a holistic view of a company is necessary to create value:

>> Analysis phase: Tailoring a solution approach taking into account all dependencies

>> Evaluation of profitability and feasibility and planning of implementation

>> Technology and project management expertise for efficient and effective implementation

>> A clear focus on people and their requirements during implementation and introduction



**Evaluation & planning**

**Adoption & Change**

**Business Case**

**People**

START

FINISH

**Processes & Organisation**

**Technology**

**Requirements analysis**

**Project management & implementation**

# Your contact person

**GRAYOAK**

**Marcus Makowsky**

Head of Data & AI

E: marcus.makowsky@grayoak.de

# GRAYOAK

**Management & Technology Consulting**

www.grayoak.de | info@grayoak.de | Neue Mainzer Str. 66-68, 60311 Frankfurt a.M.