



✓ BOOK OF IMPACT

Enterprise AI, From Pilot to Production

Real stories of enterprises putting GenAI, agents, and machine learning to work, at scale.

Simplifying Data, Scaling Enterprise AI.



Why enterprise AI needs a new playbook

✓ THE SHIFT

Across enterprises, one line keeps landing:

Most AI pilots never ship. The enterprises that break that pattern are not the ones with the flashiest models. They are the ones that got the foundation, the governance, and the use case right, then moved fast.



✓ **The question has changed.**

Leadership has stopped asking whether AI works. Now the questions are what is in production, what it returns, and how fast the next use case ships.

✓ **Most pilots stall for one reason.**

The model is rarely the blocker. Fragmented, ungoverned data is. The enterprises pulling ahead fixed the foundation first.

✓ **GenAI and agents are ready for real work.**

Copilots, contract intelligence, and autonomous agents are moving from demo to daily operations across finance, supply chain, and customer teams.

✓ **The window is open now.**

The enterprises that operationalize AI over the next few quarters will set the benchmark their peers spend years chasing.

The gap is no longer ambition. It is **execution**. This book is a set of proofs that the distance from pilot to production can be measured in weeks.



How KPI Partners moves AI from pilot to production

✓ WHAT WE BRING

Not advice decks. Working systems.

KPI Partners pairs a governed, AI-ready data foundation with production GenAI, agents, and ML, delivered through accelerators that compress quarters into weeks.

Enterprise Context Engine

FLAGSHIP OFFERING

Your platform can already talk to your data. **KPI Partners makes the answers trustworthy**: governed, permission-scoped, and verified on the stack you already run. This is the context layer that turns auto-context into answers people act on, the proof behind “no context, no capability.”

Define

Connect

Translate

Deliver

100% governed, verified context

Enterprise AI and GenAI

Copilots, agentic workflows, and predictive ML taken from concept to production. Enterprise-safe, governed, and deployed at scale.

Agentic AI

Autonomous agents that act on enterprise workflows and decisions, not just answer questions, from competitive intelligence to supply chain orchestration.

Domain-based GenAI & Agentic AI Accelerators

Pre-built accelerators such as **RebateIQ**, **ClaimsIQ**, and **ProcureIQ** that ship value in weeks, on one shared semantic layer.

Data Science and ML

Forecasting, causal measurement, and optimization that turn enterprise data into defensible, repeatable decisions.

Enterprise AI Lab

A focused 90-day path from a GenAI or agentic use case to a working, measurable proof of value.

Built with the platforms your stack already runs

Databricks

Snowflake

Microsoft Fabric

AWS

Google Cloud

Oracle

Anthropic

THE ACCELERATOR

Rebate Contract Intelligence, Automated with GenAI

Food service equipment, supplies & design · ~\$2.3B revenue



FOOTPRINT

Finance and rebate operations

MANDATE

Make a manual, error-prone rebate process fast and audit-ready

BUSINESS CHALLENGE

Trimark's teams converted complex vendor rebate contracts by hand, a slow and error-prone process that tied up finance staff and put rebate dollars at risk. As contract volume grew, manual interpretation could not keep pace or scale.

WHAT KPI PARTNERS DELIVERED

- ✓ RebateIQ, KPI Partners' domain GenAI accelerator on AWS, reads, interprets, and standardizes rebate contracts end to end, with a full audit trail.
- ✓ Automated extraction and validation using Textract and Amazon Bedrock, feeding a governed Redshift foundation the business can trust.

BUSINESS IMPACT

90%

faster contract data extraction, freeing finance teams for higher-value work

30%

fewer errors, protecting rebate revenue and cutting rework

- ✓ A scalable foundation that keeps pace as contract volume grows

[Read the live case study →](#)

THE SAFEGUARD

Proactive GenAI Fraud Intelligence

Banking and financial services



FOOTPRINT

Fraud, risk, and compliance operations

MANDATE

Move from reactive detection to proactive, explainable fraud intelligence

BUSINESS CHALLENGE

As digital banking volumes surged, rule-based detection could not keep pace with increasingly sophisticated attacks, driving high false positives and manual review backlogs that strained the fraud team.

WHAT KPI PARTNERS DELIVERED

- ✓ An Enterprise AI fraud platform combining real-time ML scoring with GenAI behavioral-deviation detection and cross-channel signal correlation.
- ✓ An explainable AI layer for audit and compliance, with automated case prioritization to clear review backlogs.

BUSINESS IMPACT

32%

reduction in fraud losses

\$18M

in annualized fraud savings

41%

fewer false positives, easing the review load

[Read the live case study →](#)

THE COPILOT

A GenAI Copilot That Puts Oracle ERP in Reach

Beverage manufacturing · ~\$4B revenue



FOOTPRINT

Supply chain and inventory operations

MANDATE

Give operational teams instant, self-serve access to ERP data

BUSINESS CHALLENGE

Every Oracle ERP lookup ran through VPNs, IT tickets, and manual work orders, a path that could take two days to answer a simple inventory or supplier question. The friction slowed operations and buried IT in routine requests.

WHAT KPI PARTNERS DELIVERED

- ✓ A Microsoft Teams-native GenAI copilot on Copilot Studio answers inventory and supplier questions in plain language, with no VPN and no ticket.
- ✓ Secure, governed access to Oracle EBS through Power Automate and an on-prem gateway keeps answers accurate and current.

BUSINESS IMPACT

85%

faster request resolution, from days to moments

70%

higher system engagement as teams self-serve

30%

lower operational cost by removing manual handling

[Read the live case study →](#)

THE INTELLIGENCE

GenAI That Reads Client Sentiment at Scale

Insurance and risk management · ~\$17B+ revenue



FOOTPRINT

Client experience and data science teams

MANDATE

Turn unstructured client feedback into reliable, actionable insight

BUSINESS CHALLENGE

Legacy models misread nuanced and mixed client feedback, so the insight reaching the business was inconsistent and hard to act on. Maintaining and retraining those models added ongoing manual effort.

WHAT KPI PARTNERS DELIVERED

- ✓ A GenAI pipeline on Databricks uses large language models (Llama 3, Mosaic AI) to interpret sentiment accurately, including mixed and nuanced responses.
- ✓ Governed, repeatable delivery through Unity Catalog and Foundation Model APIs, with insight surfaced directly in Power BI.

BUSINESS IMPACT

20%

higher user adoption as teams come to trust the insight

- ✓ Sharper accuracy on the nuanced feedback that matters most
- ✓ A far simpler model lifecycle, reducing ongoing effort

[Read the live case study →](#)

THE MEASUREMENT

Proving What Actually Drives Revenue, with AI

Travel and hospitality · ~\$12B revenue



FOOTPRINT

Revenue management and commercial analytics

MANDATE

Replace promotional guesswork with defensible proof of impact

BUSINESS CHALLENGE

Across a global hotel portfolio, promotions were run to lift occupancy and revenue, but traditional analytics could not isolate what truly drove results. Teams risked spending on promotions with no proof of real, incremental return.

WHAT KPI PARTNERS DELIVERED

- ✓ AI-driven causal inference, using synthetic control and difference-in-differences, isolates the true revenue lift of each promotion from background noise.
- ✓ Automated, repeatable reporting lets commercial teams measure and compare promotions with confidence.

BUSINESS IMPACT

5%

revenue uplift in tested markets

20%

improvement in forecast accuracy

30%

faster decisions on where to invest

[Read the live case study →](#)

THE AGENT

Agentic AI Across a 50-Plant Oracle Fusion Network

Beverage manufacturing · 50+ plant network



FOOTPRINT

Supply chain and plant operations

MANDATE

Move from reactive order management to predictive, network-wide intelligence

BUSINESS CHALLENGE

Across a 50-plant Oracle Fusion network, order management was reactive. Demand surges surfaced late, changeovers piled up, and each new plant took 12 to 18 months to reach full forecasting accuracy.

WHAT KPI PARTNERS DELIVERED

- ✓ A three-agent Agentic AI suite on Oracle Fusion, orchestrated with LangGraph, that forecasts demand, routes orders intelligently, and transfers learning to new plants.
- ✓ Predictive recommendations surfaced to planners to augment their judgment, not replace it, with step-level tracing for trust.

BUSINESS IMPACT

3 to 6 weeks

of advance demand warning before surges hit orders

15-25%

fewer plant changeovers across the network

- ✓ New plants reach full accuracy in **90 days**, not 12 to 18 months

[Read the live case study →](#)

THE FORECAST

AI Forecasting, Re-Architected for Scale on Databricks

Biopharmaceutical services (CRO) · ~\$5.4B revenue



FOOTPRINT

Clinical data and forecasting teams

MANDATE

Keep clinical forecasts fast and trustworthy as study volume climbs

BUSINESS CHALLENGE

Clinical enrolment forecasting drives delivery timelines and risk, but a legacy ingestion framework buckled as study volume grew, threatening the speed and reliability the business depended on.

WHAT KPI PARTNERS DELIVERED

- ✓ A re-architected forecast data product on Databricks with an incremental-first design (Delta Live Tables, metadata-driven loads) restores speed and scale.
- ✓ A streamlined pipeline estate that is easier to run, govern, and extend.

BUSINESS IMPACT

12x

platform cost optimization

85%

faster bulk processing

- ✓ Six pipelines consolidated to two, cutting operational overhead

[Read the live case study →](#)

THE MIGRATION

Off Legacy Informatica, onto an AI-Ready Fabric Foundation

Banking and financial services



FOOTPRINT

Enterprise data and regulatory reporting

MANDATE

Exit end-of-life Informatica for a governed, AI-ready platform

The same bank, a second AI win with KPI Partners.

BUSINESS CHALLENGE

With Informatica PowerCenter nearing end of support and maintenance costs climbing, the bank needed to modernize its regulatory reporting and risk analytics without disrupting a single critical report.

WHAT KPI PARTNERS DELIVERED

- ✓ A GenAI-accelerated migration from Informatica PowerCenter to Microsoft Fabric, standing up a governed, AI-ready Lakehouse on OneLake.
- ✓ An automation-first, validation-led approach that preserved regulatory-grade accuracy straight through cutover.

BUSINESS IMPACT

80%

lower total cost of ownership

2x

faster migration

100%

migration accuracy, reporting intact

[Read the live case study →](#)

THE MODERNIZATION

A GenAI-Accelerated Move off Legacy, with No Loss of Trust

Insurance and risk management · ~\$17B+ revenue



FOOTPRINT

Enterprise data platform and analytics teams

The same global insurer, a second AI win with KPI Partners.

BUSINESS CHALLENGE

A legacy Oracle ADW carried high operational cost, complex pipelines, and six-hour data loads that throttled analytics and slowed the business. Modernizing without disrupting continuity was the real test.

WHAT KPI PARTNERS DELIVERED

- ✓ A GenAI-accelerated migration to Databricks on AWS, using KPI Partners' Data Platform Migration Accelerator to speed delivery and reduce risk.
- ✓ Rebuilt pipelines (Delta, PySpark) preserve accuracy and continuity while cutting complexity.

MANDATE

Cut cost and complexity while modernizing the analytics foundation

BUSINESS IMPACT

- ✓ Data loads cut from six hours to **40 minutes** (80% faster)

60%

less pipeline complexity and **40%** higher team productivity

3x

faster query performance for the business

[Read the live case study →](#)

THE FOUNDATION

The Governed, AI-Ready Foundation Under Every Win

Semiconductor equipment · ~\$18.4B+ revenue



FOOTPRINT

Finance, quality, customer and field operations

BUSINESS CHALLENGE

Fragmented tools, manual reporting, and legacy ETL left teams across finance, quality, and field operations without near-real-time insight, and without a foundation ready for AI.

WHAT KPI PARTNERS DELIVERED

- ✓ A unified platform on Microsoft Fabric with a governed OneLake foundation gives every function a single, trusted source of truth.
- ✓ Optimized Power BI models and automation turn raw data into fast, reliable reporting.

MANDATE

Unify fragmented analytics into one governed, AI-ready platform

BUSINESS IMPACT

60-80%

faster dashboards and reports

40-60%

less manual effort across teams

- ✓ A governed, AI-ready foundation with built-in lineage and security

[Read the live case study →](#)

One foundation under every win

✓ THE THROUGH-LINE

Every result in this book sits on a **governed, AI-ready data foundation**. That is the context layer competitors cannot rent, and the reason these use cases reached production instead of stalling in the lab.

The proof, at a glance

90%

**Faster rebate
extraction**
FOOD SERVICE

32%

Lower fraud losses
BANKING

85%

Faster ERP resolution
BEVERAGE

20%

Higher adoption
INSURANCE

5%

Revenue uplift
HOSPITALITY

90 days

New-plant ramp-up
BEVERAGE

12x

Platform cost cut
BIOPHARMA

80%

**Lower cost of
ownership**
BANKING

80%

Faster data loads
INSURANCE

60-80%

Faster dashboards
SEMICONDUCTOR



Turn one use case into a working proof in 90 days

✓ FROM PILOT TO PRODUCTION

Enterprise AI Lab

A MEASURABLE PROOF OF VALUE, FAST

A focused lab engagement that takes a GenAI or agentic use case from concept to a working, measurable proof of value, built for teams that need to show AI impact to leadership.

90

Days to POC

1

Use case in focus

3

Outcomes defined

Solution build

We scope, design, and ship the AI solution to your service-level agreement (SLA), key performance indicator (KPI), and cost targets.

Accelerators

RebateIQ, ClaimsIQ, ProcureIQ and more, live in weeks on one semantic layer.

Capability pod

We build, operate, and transfer an AI-ready pod, people and IP intact.

Your next AI win starts with one conversation.



[Talk to a KPI Partners specialist →](#)

Simplifying Data, Scaling Enterprise AI.

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