

AI Partnership

Experts in ROI focussed AI delivery

Fulcrum Labs
FULCRUM IT PARTNERS

Being unprepared is a choice

You know you need to do something, but what?

Strategy led delivery

Our AI partnership offers an outsourced delivery model that leverages:

Benefit #1

Proven expertise and methodologies

Benefit #2

Accelerated deployment

Benefit #3

Scalable solutions

Benefit #4

Focussed approach

Benefit #5

Tailored use cases

Integrating AI across all viable business use cases can be costly and time-consuming, often requiring specialised expertise that may not be readily available.

By partnering with us, you not only navigate the complexities of AI adoption more efficiently but also ensure that your investments in AI technology yield tangible and sustainable benefits.

What is an AI partnership?

In the rapidly evolving landscape of AI, partnerships are more crucial than ever.

Our AI Partnership framework establishes a **strategy** for **adopting AI** and a **delivery model** that continuously delivers **AI driven solutions** and **value over time**.

Our approach ensures consistency across initiatives and alignment with your key business objectives, fostering ongoing value and innovation.

AI Partnership



Key principles

Principle #1

Quantifiable ROI

Focus on delivering **tangible improvements** in both **operational efficiency** and **commercial performance**, ensuring that AI solutions provide significant value to the business.

Principle #2

Move fast. Deliver value.

Prioritise **building** and **deploying AI solutions** quickly through **iterative processes**, enabling **agile responses** to evolving business needs and **maximising impact**.

Principle #3

Balance risk and rewards

Our focus is on ensuring that the investment is **asymmetrical**, we'll create a **roadmap** that balances **safer** and **lower impact** project, that will **build up the ROI** and higher risk innovations that **pioneer new ways of working**.

Key focus areas

Focus #1

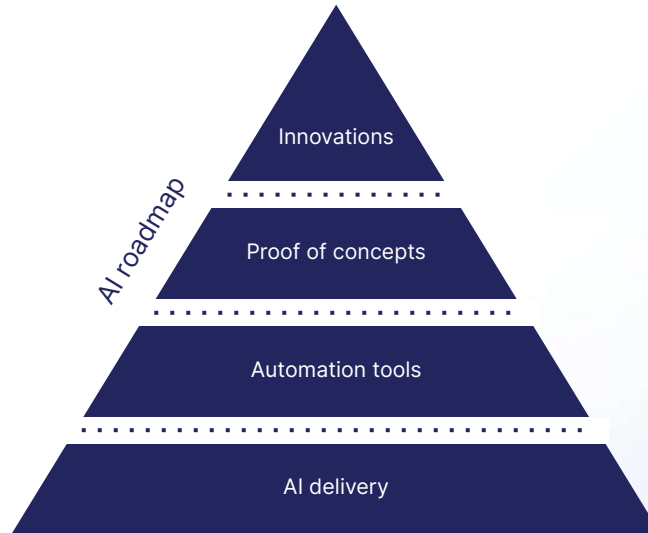
AI delivery

Continuously delivering the AI roadmap based on return on investment.

Focus #2

Automation tools

Low hanging fruit that will focus on automating internal processing and aid with reducing administration time.



Focus #3

Proof of concepts

Focussed on proving what's possible to inform future AI roadmap delivery.

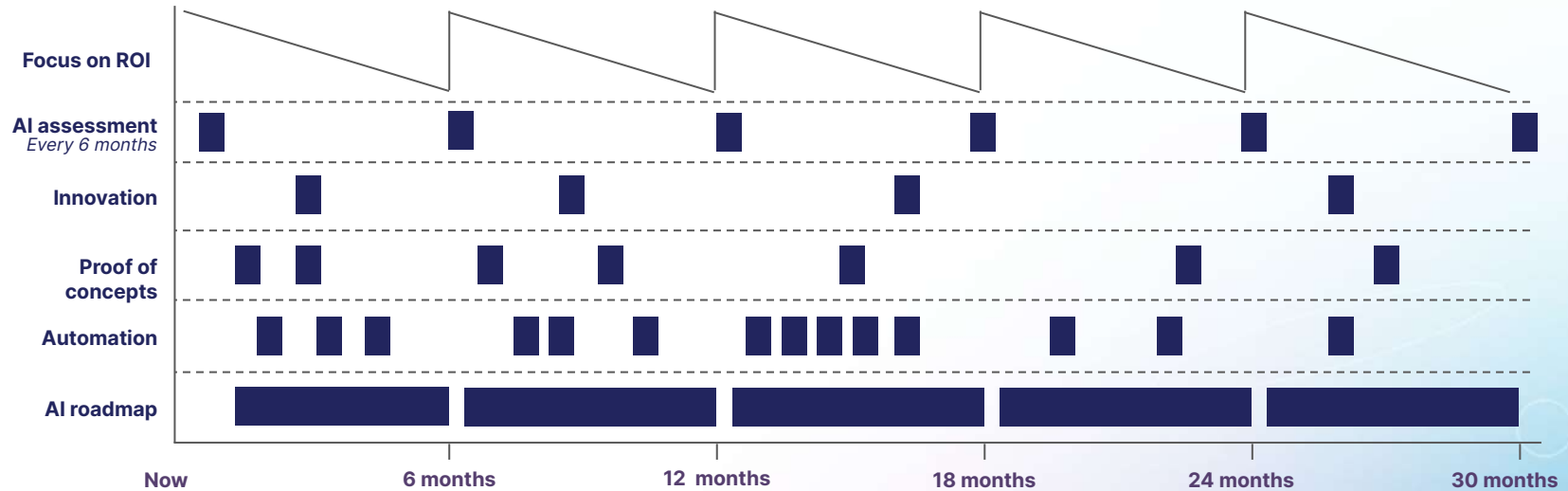
Focus #4

Innovation

Higher Risk project that if successful will fundamentally change the way the business and industry functions.

The process

The partnership is designed for continuous improvement in your ROI. AI assessments every 6 months allow us to measure your return and adjust priorities to ensure ongoing value.



Engagement model

AI Partnerships are based on 6 months of continuous delivery, starting with an AI Assessment to understand the companies vision over the next 5 years.

On completion of the AI Assessment, we will work to the AI roadmap. On completion of the 6 months agreement, we will undergo another AI Assessment and reassess the roadmap based on the biggest drivers for the next 6 months. This structured approach not only ensures the effective delivery of AI solutions but also fosters a collaborative environment where feedback and adjustments can be implemented swiftly to meet evolving business needs.

To ensure alignment with your objectives and maintain transparency, we conduct monthly strategic reviews and planning sessions. These meetings serve to:

#1

Provide transparency to all stakeholders.

#2

Ensure adherence to timelines and milestones.

#3

Facilitate quick decision-making to address challenges.

At the heart of AI success are people. Leading companies are systematically upskilling their workforce in culture, development, responsibility, L&D, and career growth, empowering employees to leverage AI as a tool to enhance, not replace, their roles.

The key players

Throughout the lifecycle of our partnership, a dedicated team of highly skilled professionals will be assigned to drive the successful implementation of the AI initiatives outlined in the initial AI assessment.

Our team composition includes:

- **AI Experts:** Bringing deep domain knowledge and expertise in AI technologies.
- **Solution & Technical Lead:** Responsible for overall solution architecture and technical direction.
- **UX & Front End Designer:** Ensuring intuitive and user-friendly interfaces for AI applications.
- **Software Engineers:** Developing robust backend systems and integrating AI functionalities.
- **Data Engineers:** Designing and managing data pipelines crucial for AI model training and deployment.
- **Data Scientists:** Applying advanced analytics and machine learning algorithms to extract insights.
- **Testers:** Conducting rigorous testing to ensure the quality and reliability of AI solutions.
- **Delivery Manager:** Overseeing project execution, timelines, and stakeholder communication.

Why Fulcrum Labs?

We are trusted to deliver cutting-edge technology
that works in the real world.

Our results

AI writers

50%

Time and money saved when we integrated AI into a process that automated document writing.



Computer vision

96%

Reduction in process time we achieved with an AI application which automated measurement.



Computer vision

4000x

Faster

Reduction in time to analyse aeroplane engine blades for defects.



Automation

98%

Quotation time reduced.



Our group

Fulcrum Labs is part of the Fulcrum IT Partners groups. By joining us, you are opening up the opportunities to work with this network.



You are in safe hands





You're in safe hands with Fulcrum Labs. Their ability to deliver high-quality results at pace has made them the ideal strategic partner for Health Partners. It's great to see the passion that goes into each project and the dedication to create innovative and quality solutions. It makes me excited for our shared plans and future possibilities.

Andrew Noble

Managing Director - Health Partners





At the outset, we knew the challenge that Rolls-Royce had set us was a difficult one - impossible almost. Working with a multidisciplinary team from The University of Sheffield and Fulcrum Labs, we have delivered something that we are collectively very proud of. The project collaboration with Rolls-Royce and Fulcrum Labs has worked seamlessly and really shown what true determination and a shared vision can achieve. Razor's agility, professionalism and energy to succeed has been very refreshing.

Ben Morgan

Research Director - AMRC



Rolls-Royce®

Next steps

Ready to explore how the right AI partnership can transform your business?

Let's discuss your AI ambitions and how we can help you achieve them.

By partnering with us, you're not just adopting AI - you're integrating a future-proof strategy that keeps you ahead in the competitive landscape. Embrace the power of AI with a partner dedicated to your success.

Bad technology slows us down, frustrates customers and loses money.

Guided by the Fulcrum Labs principles of people first, simplicity, imagination and seamlessness, we cut away complexities to reveal the truth and co-create solutions that make your technology beautifully and strategically effective. When technology works, everything else works too.

