

avonali

The logo for 'avaali' is written in a lowercase, sans-serif font. The letters are a vibrant red color. The background of the entire slide features abstract, flowing organic shapes in shades of purple, lavender, and orange, creating a sense of movement and fluidity.

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Make enterprise operations *flow.*

LESS FRICTION. MORE INTELLIGENCE. FASTER PROGRESS.

We bring together platforms, intelligence, and productised transformation so enterprises can move faster, operate smarter, and scale with control.

Executive Agenda

A customer-facing conversation on business outcomes anchored in Avaali Products

1. Why intelligent enterprise operations matters

The operating complexity now constraining speed, control, and growth.

2. Avaali's product-led portfolio

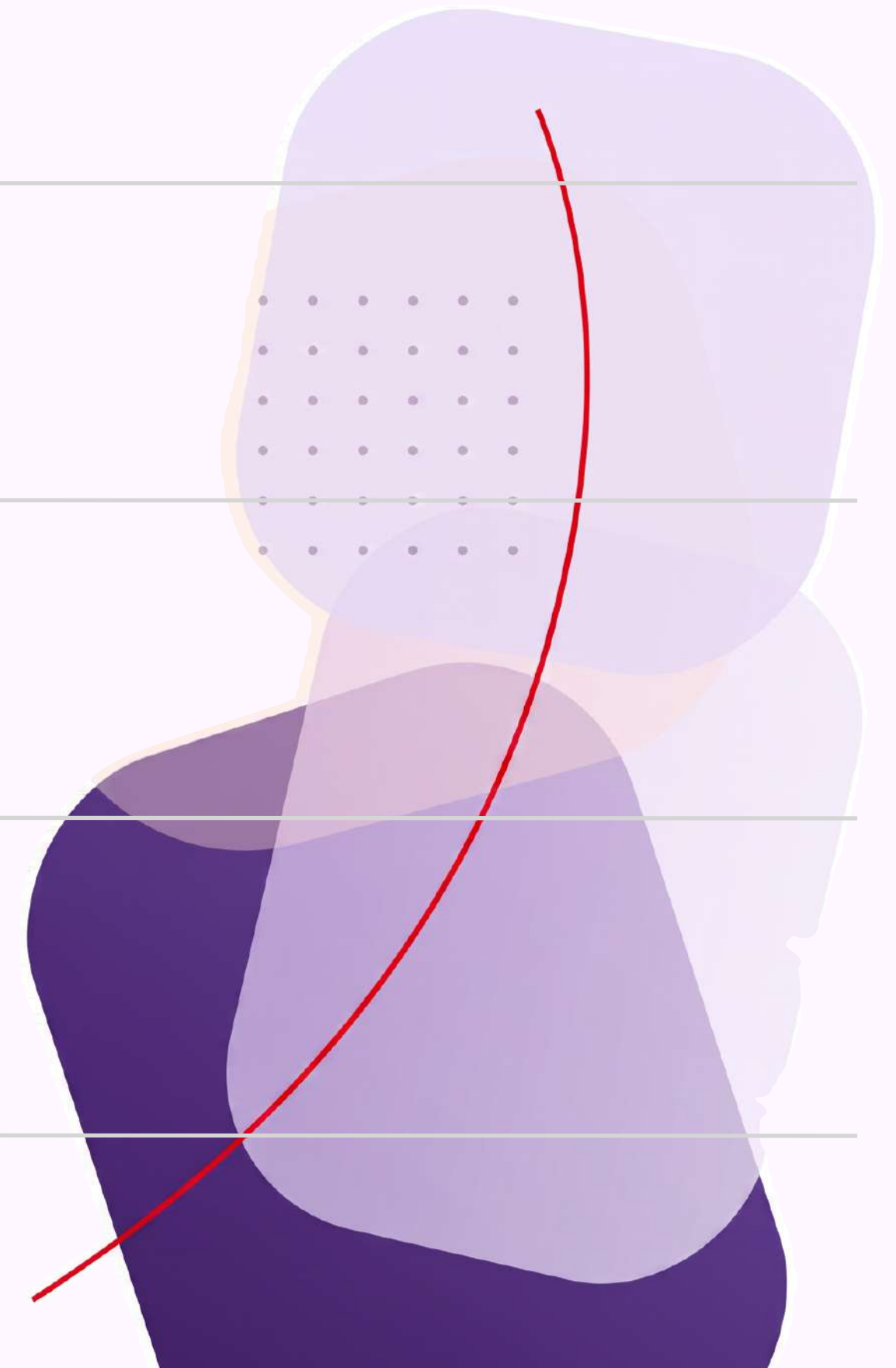
Velocious, Avagama, QUantum Clean, and the capabilities that convert intent into execution.

3. How technologies converge into outcomes

AI, RPA, AP Automation, MDM, ECM/ILM, and GBS/Shared Services working as one model.

4. Enterprise proof and customer trust

Large-enterprise footprint, cross-industry logos, customer outcomes, and case proof.



One conversation: *How Avaali assists large enterprises to move faster, operate smarter, and scale with control.*

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Why This Matters in the Boardroom Now

Organisational value leaks when suppliers, transactions, content, contracts, data and decisions operate in fragments.

 Margin Pressure	<i>Rising input costs, process leakage, and exception-heavy operations make margin protection harder.</i>
 Cash Discipline	<i>Slow invoice cycles, weak supplier data, and delayed approvals trap working capital.</i>
 Control and Compliance	<i>Audit exposure rises when workflows, contracts, records, and approvals are manually managed.</i>
 Decision Speed	<i>AI and analytics only scale when the underlying data and workflows are reliable.</i>

The question is no longer which technology to buy. *It's how to build an operating model that moves faster without losing control.*



The Avaali Advantage

Built for the external enterprise leaders that seek speed, intelligence, and control across complex operations.



Platforms

Purpose-built technology for critical enterprise operations

Velocious: Source-to-Pay & supplier experience
Avagama - Enterprise AI intelligence
Quantum Clean - Master data quality

A scalable digital foundation that is ready for what's next.



Intelligence

AI, agents, and analytics that convert operational signals into better decisions.

Discover and prioritise high-impact opportunities.
Embed intelligence into everyday operations.
Enable quicker, data-backed decisions.

Smarter, more adaptable operations across the enterprise.



Productised Transformation

Proven accelerators, templates, and delivery patterns that reduce reinvention.

Pre-built assets, industry use cases, and playbooks.
Deep process and domain expertise.
Lower risk, shorter time-to-value, measurable outcomes.

Faster, more predictable transformation at scale.



WHY IT MATTERS TO YOU

Fewer Silos

A connected approach across people, processes, and data.



Stronger Compliance

Built-in governance controls and audit-ability across the lifecycle.



Faster Value Realisation

From opportunity to impact with proven accelerators and reusable assets.



Greater Accountability

Clear ownership, measurable outcomes, and sustainable change.

The advantage is not more technology. *It is making technology, intelligence, and execution work as one.*

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Avaali's Products

The Avaali Product and Capability Portfolio

Three platforms built around three persistent enterprise struggles; Supplier friction, AI value discovery, and trusted master data



Velocious

Source-to-Pay & Supplier Experience

A modern, intelligent platform that simplifies procurement and payables whilst delivering a superior supplier experience.

- Supplier onboarding
- Sourcing & contracting
- AP automation
- Supplier experience & analytics
- Built in-compliance

What it changes - Supplier interaction and transaction flow

Relevance - Better supplier experience and more efficient S2P



Avagama

Enterprise AI Intelligence

A platform designed to assist you to discover, prioritise, and operationalise AI across your enterprise.

- Process discovery & assessment
- AI opportunity prioritisation
- Agents, analytics, and automation
- Business impact modeling
- Tracking and scaling value

What it changes - How AI opportunities are identified, prioritised, and operationalised

Relevance - AI investment directed towards viable, high-impact opportunities



Quantum Clean

Master Data Quality

A purpose-built platform to cleanse, enrich, and govern your master data for trusted, accurate, and consistent operations.

- Data profiling & cleansing
- Enrichment & standardisation
- Ongoing data quality monitoring
- Governance and lineage
- Ready for AI and analytics

What it changes - Consistency, data quality, and readiness

Relevance - Trusted data for automation, operations, analytics, and AI

Velocious: The Operating Layer for Source-to pay

A single source of truth between enterprises and suppliers, built for adoption, visibility, and compliance.

Why Velocious matters to enterprise leaders

- **Unified source-to-pay:** One integrated platform for sourcing supplier onboarding, supplier experience and AP control.
- **Greater visibility:** Real-time visibility across spend, suppliers, invoices, exceptions, and approvals.
- **Built for compliance:** Controls and workflows for policy, risk, and regulatory needs are efficiently configurable.
- **Faster, more efficient operations:** Designed for adoption, measurable value, and ongoing improvement.



Enterprise Credentials

Recognised, certified, and trusted in complex operating environments.

Sourcing

Reverse auctions, RFQ, configurable rules, and quote comparison.



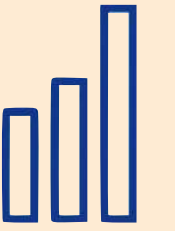
AP Automation

OCR extraction, invoice approval, exception handling, and audit trails.



Spend Analytics

Spend visibility by category, entity, and business unit.



Supplier experience

PO visibility, ASN, invoice visibility, and self-service.



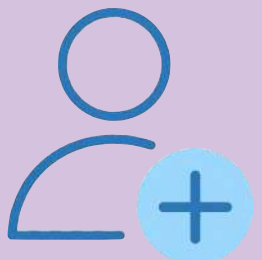
Contract Management

Authoring, approval, renewal, and obligation visibility.



Supplier Onboarding

Validation, review, approval workflow, and supplier readiness.



Market Validation and Trust Signals

Gartner

2025 Gartner Market Guide



Available on SAP Store



ISO 27001:2013 Certified



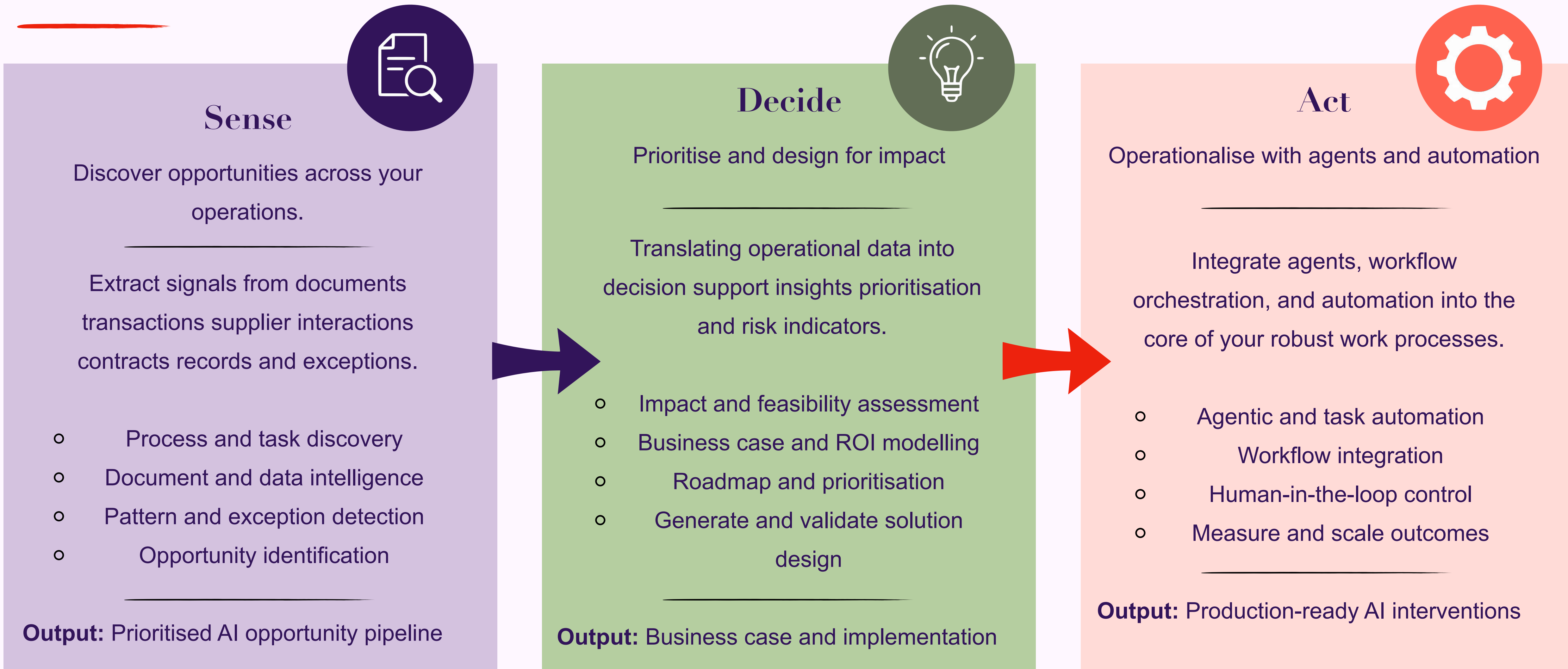
Trusted by leading customers

From supplier interactions to smarter speed - Velocious helps enterprises move *from complexity to progress.*

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Avagama: Intelligence for Enterprise Operations

From operational signals to real outcomes; Avagama helps enterprises find, prioritise, and activate AI where it matters.

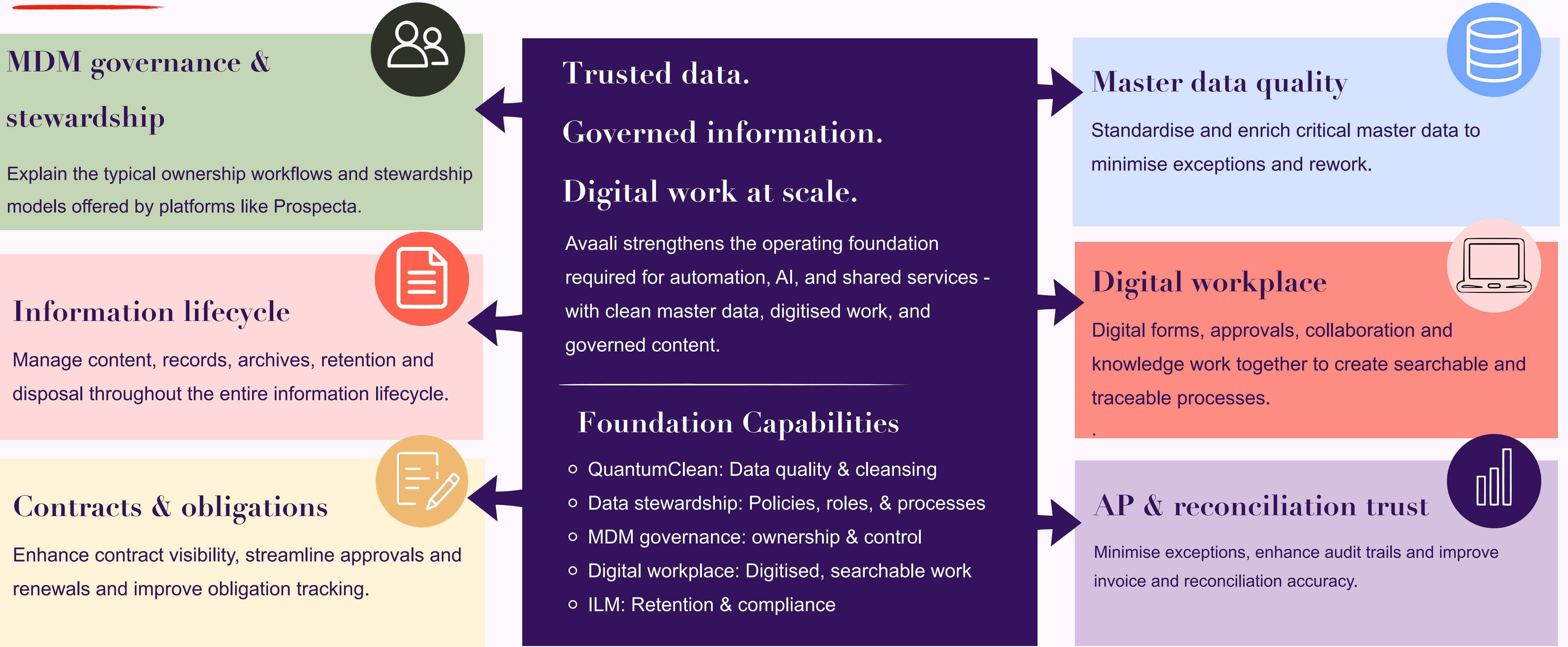


Avagama turns operational complexity into a clear path *from opportunity to impact.*

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QuantumClean, MDM, and Information Governance

Trusted data, governed information, and digital work foundations for AI, automation, and shared services



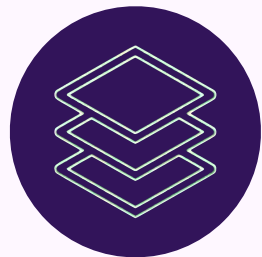
Clean data is the foundation for everything that follows. *QuantumClean is the foundation for everything that follows.*



How Outcomes are Formed

How Avaali Creates Outcomes

Bringing together platforms , intelligence, automation, data, and service delivery into one cohesive operating model - turning technology into measurable business outcomes.



One coordinated operating model across source-to-pay, finance, content, contracts, master data, GBS/shared services and decisions.

1. Platforms

Digital products built for enterprise operations.

- Velocious for source-to-pay, supplier experience, AP workflows, and spend visibility.
- QuantumClean for data quality and MDM.

A strong foundation for operational efficiency.

2. Intelligence

Find, prioritise, and design value with AI.

- Avagama, AI consulting, agents, and AI-led solutions.
- Process and business intelligence on enterprise platforms and open source models.

Turn opportunities into visible use cases.

3. Automation

Execute with speed and consistency.

- RPA, AP automation, workflow orchestration.
- Agentic automation and digital workplace.
- Digitisation of forms, approvals, and processes.

Reduce manual effort and cycle times.

4. Data & Governance

Trusted, governed data across the enterprise.

- QuantumClean, MDM governance, and data stewardship.
- ECM, ILM, CLM, and records control.

Enable reliable, compliant, and AI-ready data.

5. GBS/Shared Services

Deliver at scale.

- People, process, and technology working together.
- Standardised service delivery across AP, vendor operations, reconciliation, content, and data services.

Scale outcomes across the enterprise.

BUSINESS OUTCOMES



Cleaner, trusted data for better decisions.



Shorter cycle times and higher productivity.



Stronger compliance and auditability.



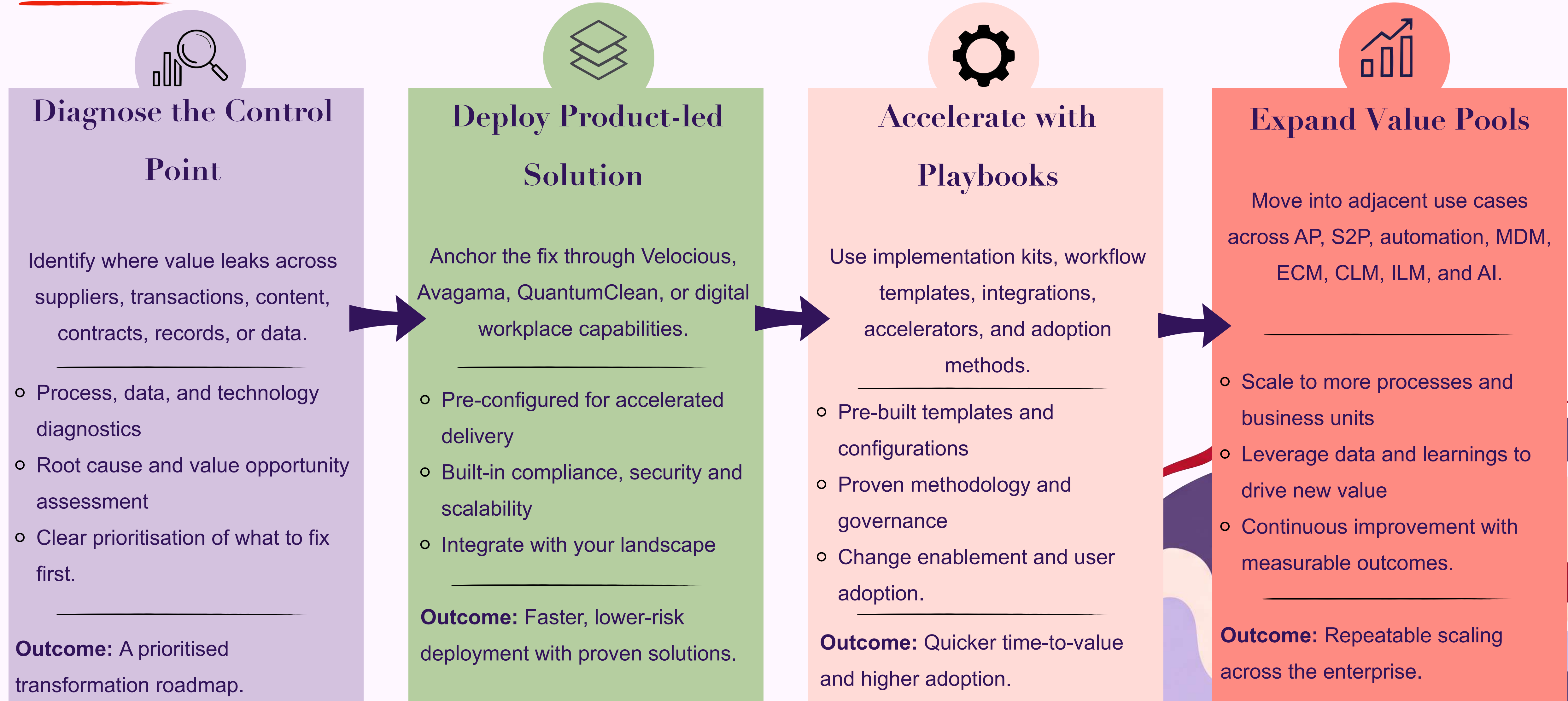
Better employee and supplier experience.

The impact is measurable: *Faster operations, higher confidence, stronger compliance, and scalable service delivery.*



Productised Transformation

Avaali doesn't leave customers with software; we package the entire adoption journey.



Proven technology. Practical adoption. Measurable outcomes. *Transformation on your terms.*

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Enterprise Proof & Customer Trust

Enterprise Proof

Avaali brings product IP, deep operating expertise, and a large enterprise delivery footprint.

300+



Large enterprises served

40-70%



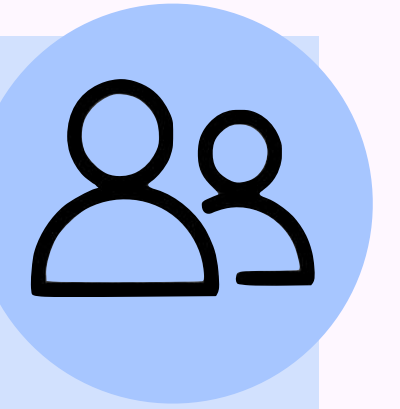
Cycle time reductions
delivered

70+



Digital workplace
transformations

50k+



Suppliers enabled through
Velocious

Trust Markers

- Velocious featured in 2025 Gartner Market Guide for Sourcing Applications
- Available on SAP store
- ISO 27001:2013 certified
- Proven experience across SAP, OpenText, UiPath, AA, Prospecta, Microsoft Power Automate, and Tungsten Automation.

What this means for enterprise leaders

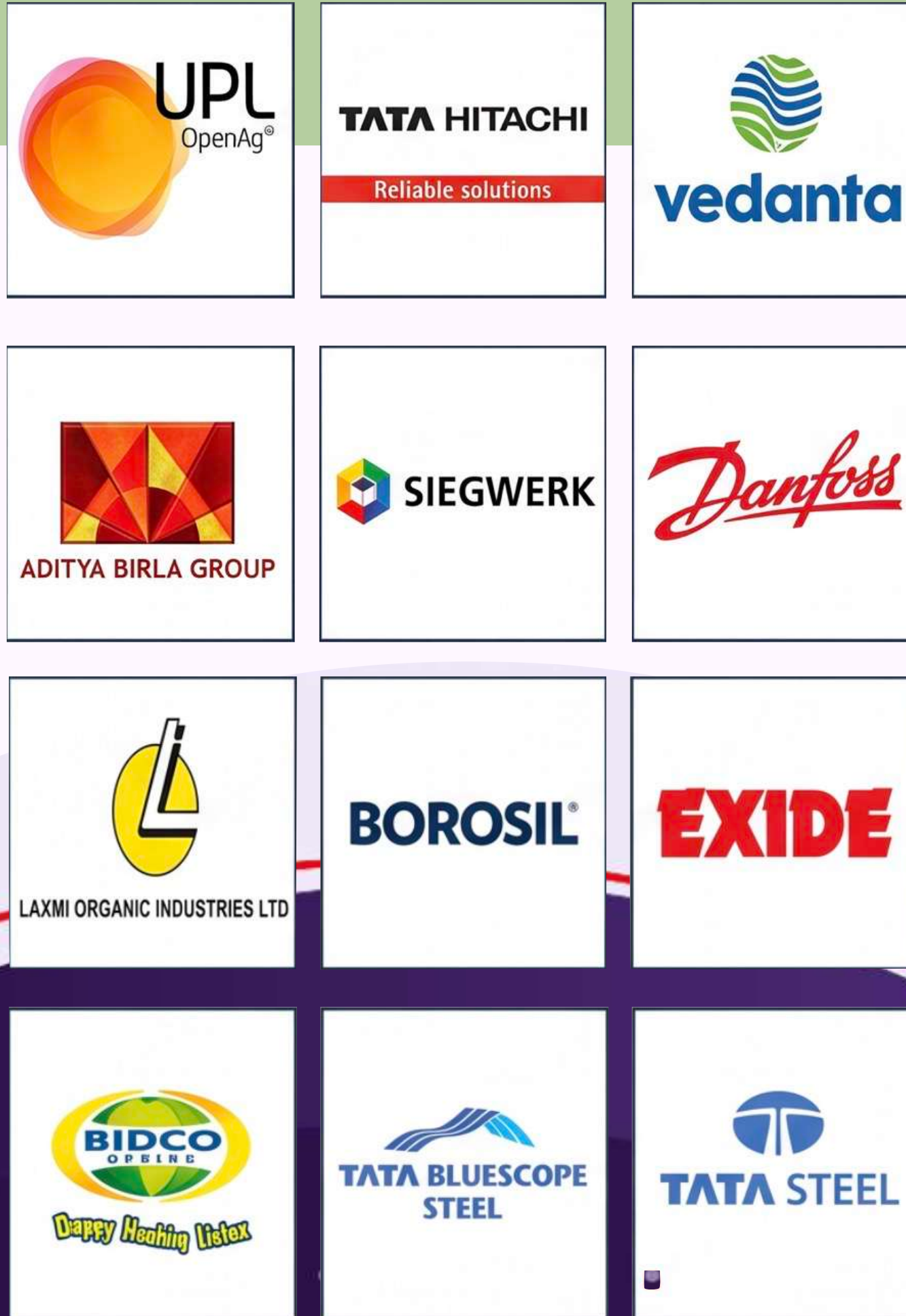
Avaali can start from a priority business problem and bring the right blend of platform, AI, automation, data, and information governance to deliver measurable outcomes.

The result: Greater efficiency, trusted data, stronger compliance, scalable value

Customer Trust Across Core Industries

Manufacturing, pharmaceuticals, healthcare, PSU, energy, and gas.

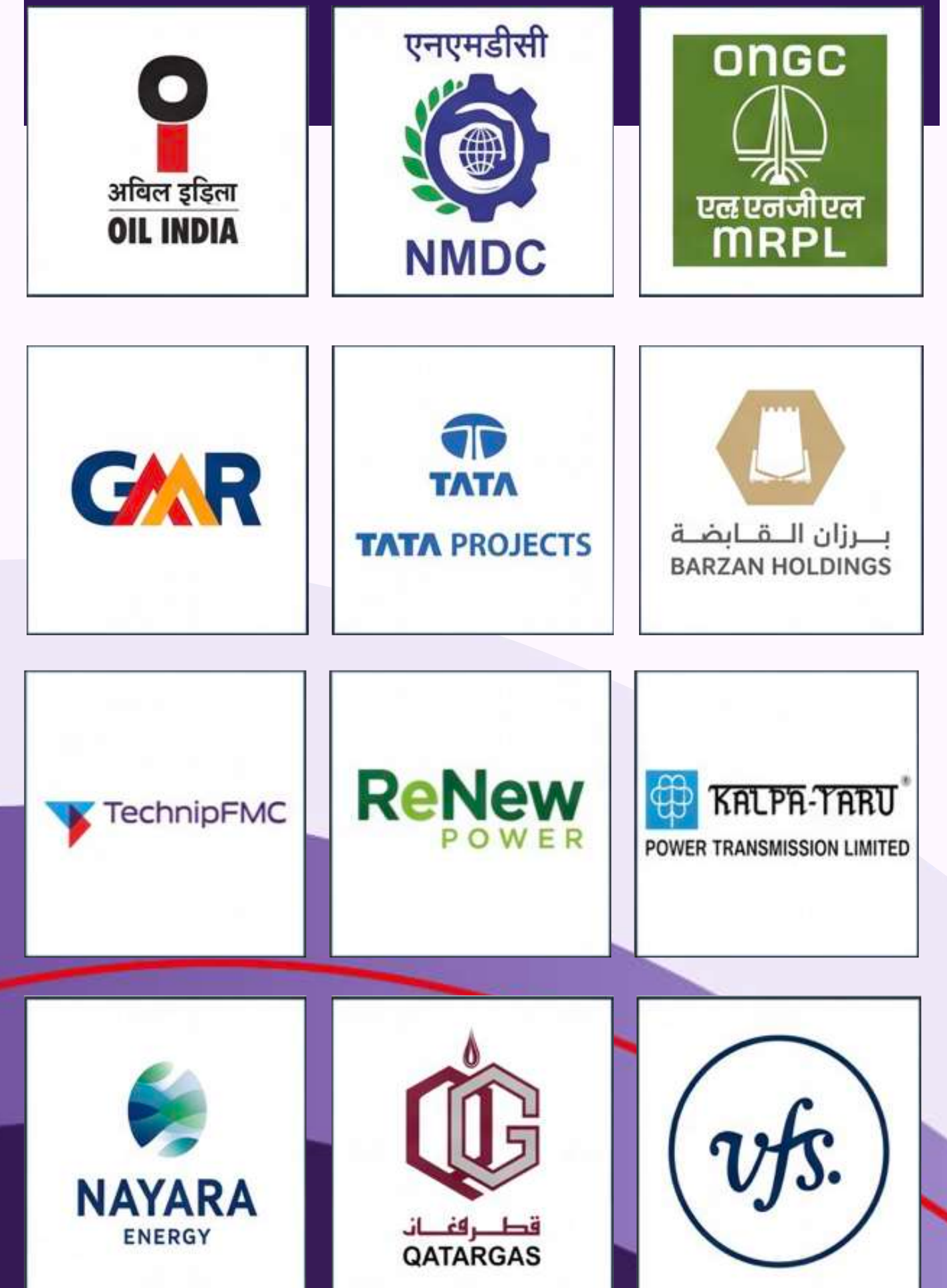
Manufacturing & Industrial



Pharmaceuticals & Healthcare



PSU, Energy, & Gas

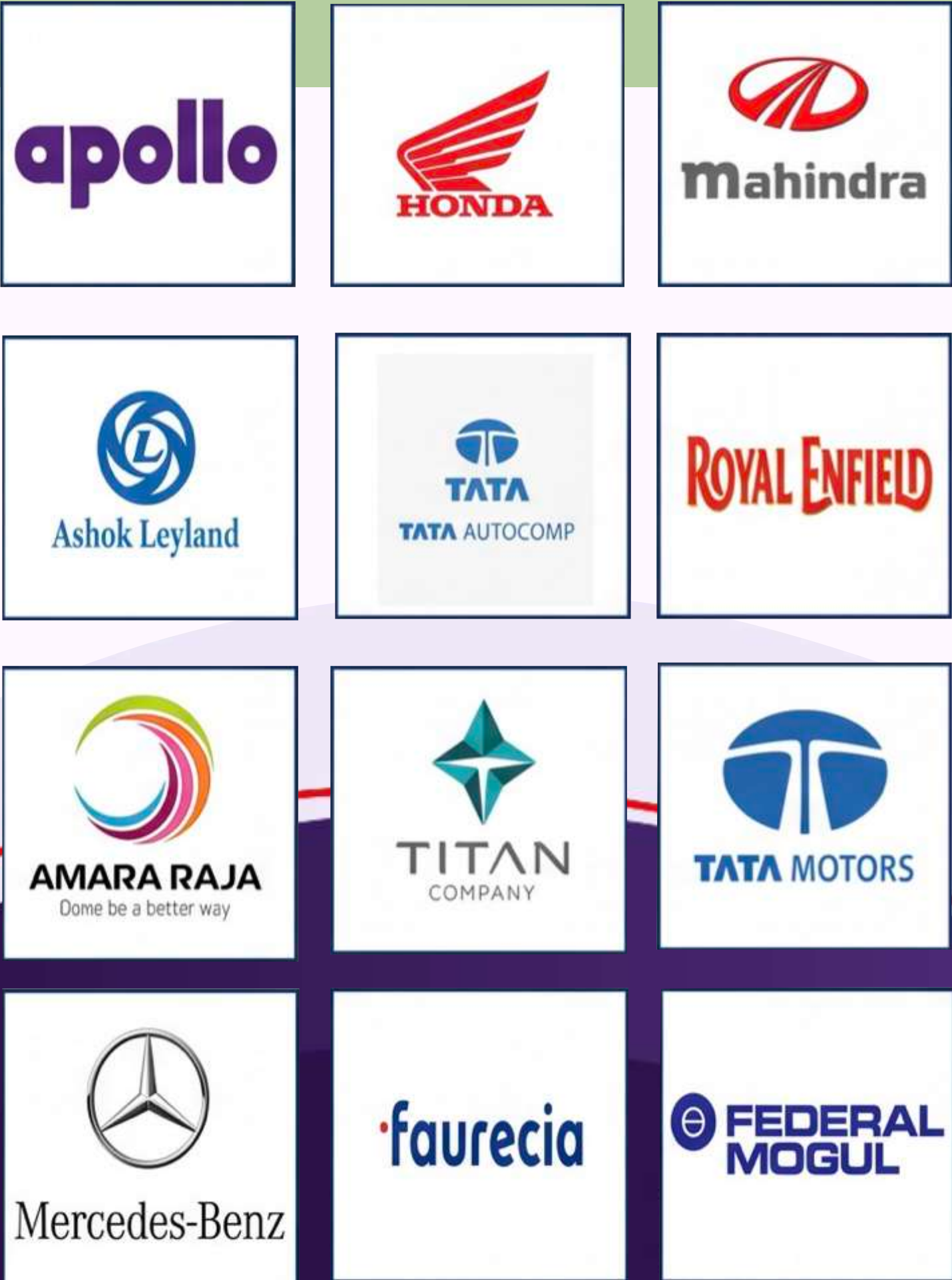


Proven across industries. Trusted to deliver *what's next.*

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Customer Trust Across High-Volume Enterprises | Automotive, retail, consumer goods, BFSI, and conglomerates.

Automotive



Retail & Consumer Goods



BFSI, Media & Conglomerates



Proven across industries. Trusted to deliver *what's next.*

Enterprise Outcomes in Practice

Examples that display different operating challenges, and measurable impact across process, information, finance, and automation.

BIDCO Africa	Invoice processing reduced from 7 days to 1-2 days, with 55% touch less processing within 4 months of go-live. AP automation + VIM
ICICI Bank	Automating 55 processes across seven departments has reduced manual effort by over 80% and cycle time by 7%. RPA + process automation
Croma	Archived 1.5TB of data to reduce operational and administration cost whilst improving retrieval and secure storage. ECM/Archive
Tata Projects	Accounts payable operations have reported improved agility, visibility and governance. AP automation

WHAT THESE OUTCOMES PORTRAY



Faster transaction processing



Significantly less manual intervention



Automation at scale 7 departments



Lower administration overhead

The Avaali Ecosystem

Our engagement extends beyond projects and products - into executive dialogue, practitioner communities, thought leadership, and social impact.

Echelon



The Executive Leadership Forum

A CXO platform that brings together senior enterprise leaders for curated conversations on digital transformation, AI and evolving operations.

Bringing CXO perspectives into enterprise thinking

Bottom line on AI



Avaali's Leadership Podcast

This podcast explores conversations with business and technology leaders about artificial intelligence automation and the realities of enterprise transformation.

Fosters a continuing dialogue around what AI means in action.

Kamala Neela Trust



Social Impact

A social impact initiative focused on expanding education and opportunities for underprivileged girls reflects Avaali's commitment to more than just commercial success.

An impact beyond the enterprise it serves.

Janus



Source-to-pay Community

This practitioner-led community focuses on procurement AP and the broader Source-to-Pay ecosystem. It serves as a forum for peer learning, shared challenges and emerging practices.

Keeps Avaali connected to the practitioners who run S2P every day.

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Let's Talk

REACH OUT TO START THE CONVERSATION

Choose Avaali when a business problem spans multiple technology categories. We are most effective when leadership integrates source-to-pay, AI, automation, data, contracts, content and records to achieve a quantifiable business outcome.

Email: info@avaali.com

Follow LinkedIn, X/Twitter, YouTube

Website: www.avaali.com