

EXECUTIVE PRESENTATION • 2020

AI Initiative APPSolve

Measured results from our own builds. A path to scale them.
The decisions that make it happen.



400H PROJECT

400h → 50h 8x faster

Effort reduction on our own pilot

DEV WORKFLOW

4h → 15min 16x faster

Maintenance screen build time

PM TURNAROUND

3 days → 1 prompt

Working mockup + spec + ClickUp task, automatically



400h Project **Efficiency**

THE SCENARIO

A development team quotes a large project: 400 hours estimated. With the AI scaffold applied end-to-end, initial UAT delivery came in at 50 hours.

Same developer. Same quality standard. The scaffold handled spec generation, code scaffolding, test generation, and documentation at each stage. The 87.5% reduction is the scaffold working, not luck.

WHAT THIS MEANS FOR APPSOLVE

Every large project in the pipeline carries the same opportunity. At current project volumes, this multiplier translates directly to delivery capacity, client satisfaction, and margin.

BEFORE

400h

MANUAL WORKFLOW

AFTER (SCAFFOLD APPLIED)

50h

AI SCAFFOLD APPLIED

THE RESULT

87.5%

EFFORT REDUCED

Same developer. Same quality standard. 8x faster delivery. UAT-ready output, not a prototype.

PM Workflow & ClickUp Pipeline

THE SCENARIO

A PM writes one prompt. Three minutes later: a working, on-brand, interactive mockup exists. The use case is built. The technical spec is written. A ClickUp task is created and tracked.

Without the scaffold, this PM was spending 3+ days per deliverable with inconsistent results. With it, the entire brief-to-tracked-work-item pipeline runs in one session. The developer starts from a verified, documented task. No manual handoff. No lost context.

THE SCAFFOLD IS THE DIFFERENCE

The mockup generator reads the design system, follows composition recipes, applies the correct tokens and components, then verifies against a live replica. The output isn't "an idea." It's a production-ready screen that passes verification. That's what makes the ClickUp task trustworthy enough to send to development immediately.

01 / / /

PM writes one prompt

Describes the screen or feature. No wireframe, no spec document, no design brief needed upfront.

02 / / /

Scaffold generates verified mockup

Reads design-system.yaml, follows recipe rules, applies correct tokens and components, verifies against live replica. Output is production-ready.

03 / / /

Use Case Builder produces spec

Structured use case + full technical spec for developers. Same format every time. No variation, no gaps.

04 / / /

ClickUp task created automatically

Work item created with spec attached and context preserved. Development starts from a tracked, verified work item. No manual handoff required.

Developer **Centralisation**

THE SCENARIO

A senior developer holds critical knowledge: client-specific customisations, undocumented processes, tacit system context. If they're unavailable, the team loses weeks recovering what should already be written down.

The AI-augmented workflow eliminates this fragility. Code is documented as it's written. Customisations are committed with context. A junior developer following the scaffold can pick up where the senior left off with minimal handover. The knowledge lives in the process, not the person.

GITHUB AS THE FOUNDATION

Source control for Acumatica customisations, reports, and client repos, combined with AI-generated context in every commit, creates a centralised, transferable knowledge base. This is the infrastructure that makes the team resilient and makes GitHub adoption the obvious next step.

01 / / /

Before: Knowledge in one person

Customisations undocumented. Context in one developer's head. Any disruption means recovery time, rework, or client impact.

02 / / /

After: Knowledge in the process

Every commit includes AI-generated context. Documentation is a byproduct of development, not a separate task. Any developer can continue the work.

03 / / /

The Outcome: Team resilience

Bus factor eliminated. Onboarding time reduced. Client delivery continuity guaranteed even when the person who built it is not available.

Resource Planning & Project Management

THE SCENARIO

Project scoping, resource allocation, and timeline estimation are time-intensive and often inaccurate, leading to scope creep, underquoting, and resource bottlenecks.

With AI-assisted project management workflows, teams generate detailed work breakdowns, estimate effort from historical patterns, flag resource conflicts before they occur, and keep project documentation current without manual overhead. Planning that used to take days compresses to hours.

WHAT CHANGES AT APPSOLVE

Accurate scoping means accurate quotes. Accurate quotes mean healthier margins. Resource planning that surfaces conflicts before sprint start means fewer mid-project disruptions and more consistent delivery across clients.

01 / / /

Scoping and estimation

AI generates detailed work breakdowns from a brief. Effort estimates drawn from historical project data. Quotes become data-driven, not gut-feel.

02 / / /

Resource allocation

Cross-project capacity checks run automatically. Conflicts surfaced before they become blockers. Right skills on right work, without manual juggling.

03 / / /

Documentation as a byproduct

Meeting notes, status updates, and handover docs generated from context. Project managers spend time managing, not documenting.

Our AI Initiative: What We're Building

01 ///

Education

Structured AI literacy for every developer: tools, prompting, and responsible use. Built on the failure modes already documented so teams skip the learning curve.

02 ///

Standardisation

Defined AI workflows and proven methods. Codified processes that replicate the 15-minute builds and 50-hour projects across every team and every client engagement.

03 ///

Policy & Governance

Clear policies on what tools to use, how data is handled, and what outputs require validation. Removes ambiguity and makes AI use auditable.

04 ///

Measurement

Tracking time saved, quality improvements, and ROI. Makes the business case visible and reportable at every leadership review.

05 ///

Team & Resourcing

One person owns standardisation, iteration, and feedback. The PM workflow went from concept to V4 because one person championed it. That ownership model, applied at team level, is how this scales.

06 ///

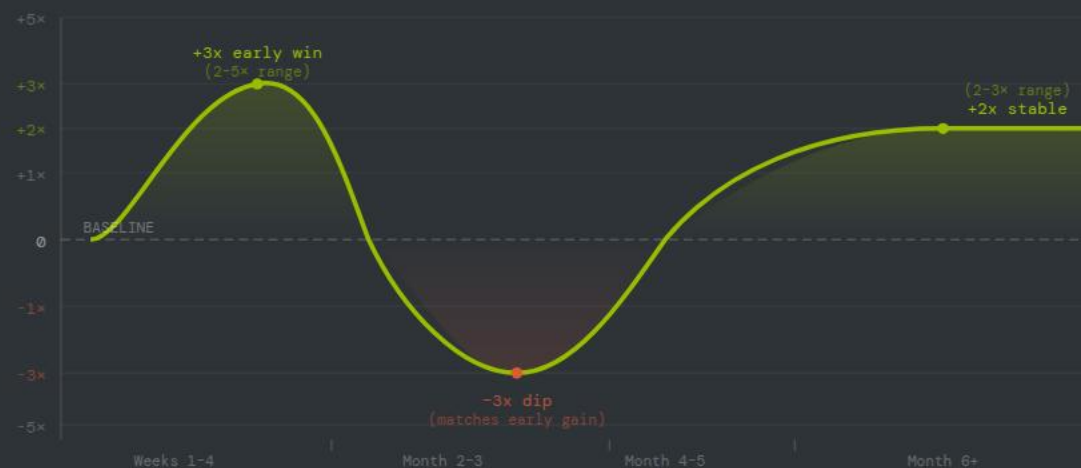
Executive Alignment

Three asks: public leadership commitment, approval for the short-term productivity buffer during upskilling, and policy sign-off. These are what move this from individual effort to company capability.

Understanding the Adoption Curve

There is a learning dip. We are planning for it.

When developers begin adopting AI, initial productivity drops 20–30% as they map the learning curve. This is expected and temporary. The real budget cost is billability, not cash. The scaffold shortens that dip significantly, because the failure modes are already documented. Teams that follow it recover faster and stabilise higher.



WHY THE FIELD IS ACCELERATING

LLM inference costs fell 40x per year (Epoch AI). The same AI capability costs 280x less than two years ago (Stanford AI Index 2025). Every month of delay means competitors access better tools at lower cost. The adoption curve gets steeper, not flatter, the longer you wait.

01 / / /

The Dip Is Temporary

Productivity drops 20–30% as developers adjust. Those who persist (especially with scaffolded guidance) recover and exceed their original output.

02 / / /

The Scaffold Shortens It

The failure modes are already mapped. The scaffold gives developers a structured path through the learning curve, not trial and error.

03 / / /

Stagger the Rollout

One team at a time. Keeps delivery stable, lets us refine the rollout, and surfaces problems early without broad impact.

What We're Asking For

01**Budget Approval**

The real budget is billable time, not direct cash. People's billability dips temporarily as they upskill. Approval means accepting a short-term billability buffer while teams clear the adoption curve. The payback begins immediately after and compounds with every project.

02**Executive Sponsorship**

Visible leadership endorsement to signal this is a company priority, not a team experiment. Without it, individual effort cannot produce company-wide change.

03**Dedicated Headcount**

One person with clear ownership to drive standards, training, and continuous improvement. This moves the initiative from person-dependent to institution-dependent.

04**Policy & Governance Sign-off**

Executive approval of an AI usage policy, formalising what is encouraged, permitted, and required. This protects the business and makes AI use consistent and auditable.

Addressing Your Concerns

“Isn't this moving too fast?”

Our results come from structured pilots with proven processes. The scaffold already exists. We're not asking to abandon discipline. We're asking to codify it. Standardisation is the opposite of recklessness. It is how we make what works repeatable.

“If this is working, why isn't it spreading already?”

Results don't spread on their own. They spread when someone structures the evidence clearly enough that a decision becomes easy. You're experiencing that right now. The initiative formalises that process so it isn't dependent on one person doing it. That's how individual results become company results.

THE DATA IS CLEAR · THE RESULTS ARE REAL · THE RISK OF DELAY IS MEASURABLE

We move from pilots to practice together.

Four decisions. One direction. Secure our competitive position.

- Approve the budget to scale our AI initiative
- Provide executive sponsorship to signal company-wide commitment
- Authorise dedicated headcount to own and drive AI standards
- Sign off on the AI governance policy to protect the business

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