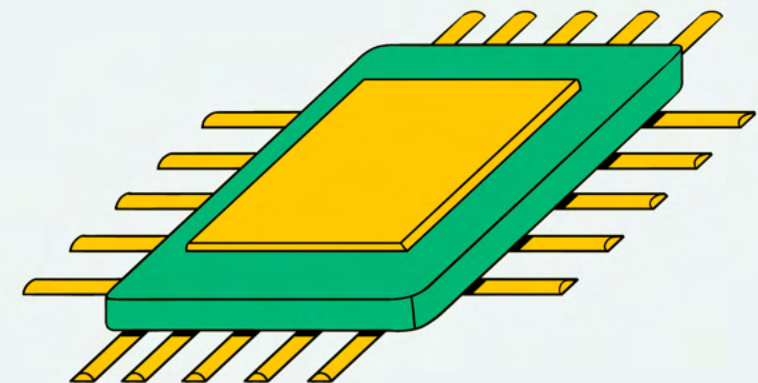# AI TOOLS FOR REAL-TIME BUSINESS EFFICIENCY & PROFITABILITY

A PRACTICAL GUIDE FOR SMALL BUSINESSES

PRESENTED BY:

ELOY YNDIGOYEN

INTRODUCTION - ELOY YNDIGOYEN

Industry Experience

Education

THE EVOLUTION OF EFFICIENCY

AI TOOLS FOR OPERATIONAL EFFICIENCY

Real-Time Tracking and Updates

Intelligent Invoicing

Automated Inventory Management

Automated Order Processing

Data-Driven Insights
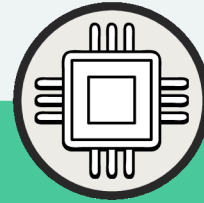
Customer Communication Automation

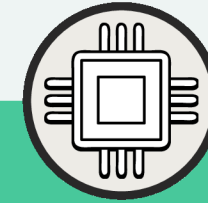# THE SIX DRIVERS: FROM STREAMLINING TO AUTOMATION
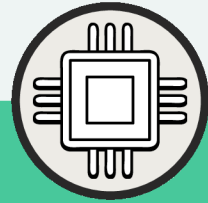
EFFICIENCY

Wasted Time in Hiring and Manual Processes
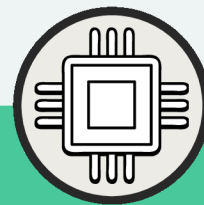
ENGAGEMENT

Employee Satisfaction and Retention
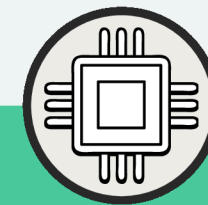
SPEED

Time to Hire and Cost of Delays
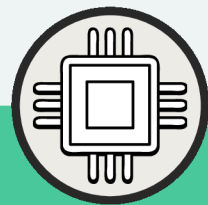
RISK

Cost of a Bad Hire

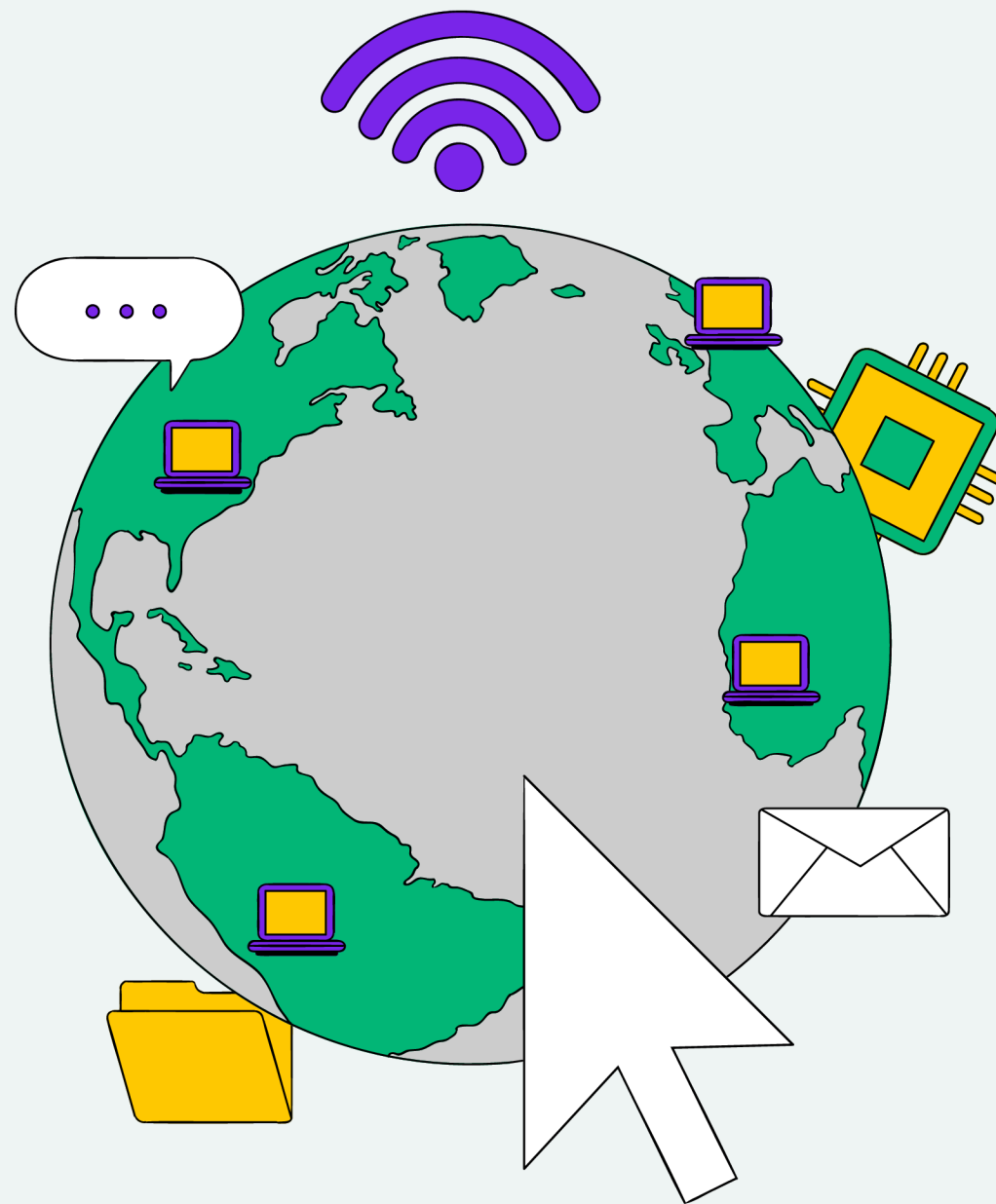### PRODUCTIVITY

Productivity Boost from Automation

RETENTION

Financial Impact of Turnover

CHALLENGES & INEFFICIENCIES

To fully leverage AI, you first need to tackle existing challenges. At **Spread The Love**, manual order handling, invoicing, and customer communication processes can create delays and inefficiencies.

- **High Risk of Human Error and Delays:** Manual data entry, order processing, and invoicing increase the likelihood of mistakes and cause delays, leading to customer dissatisfaction and potential revenue loss.

- **Time-Consuming and Resource-Intensive:** Relying on manual steps for inventory checks, shipment tracking, and follow-ups consumes significant time and effort, limiting productivity and scalability.

MEET ZACH, SR. OPERATIONS MANAGER AT STL

Manual Data Entry

Order Tracking Discrepancies
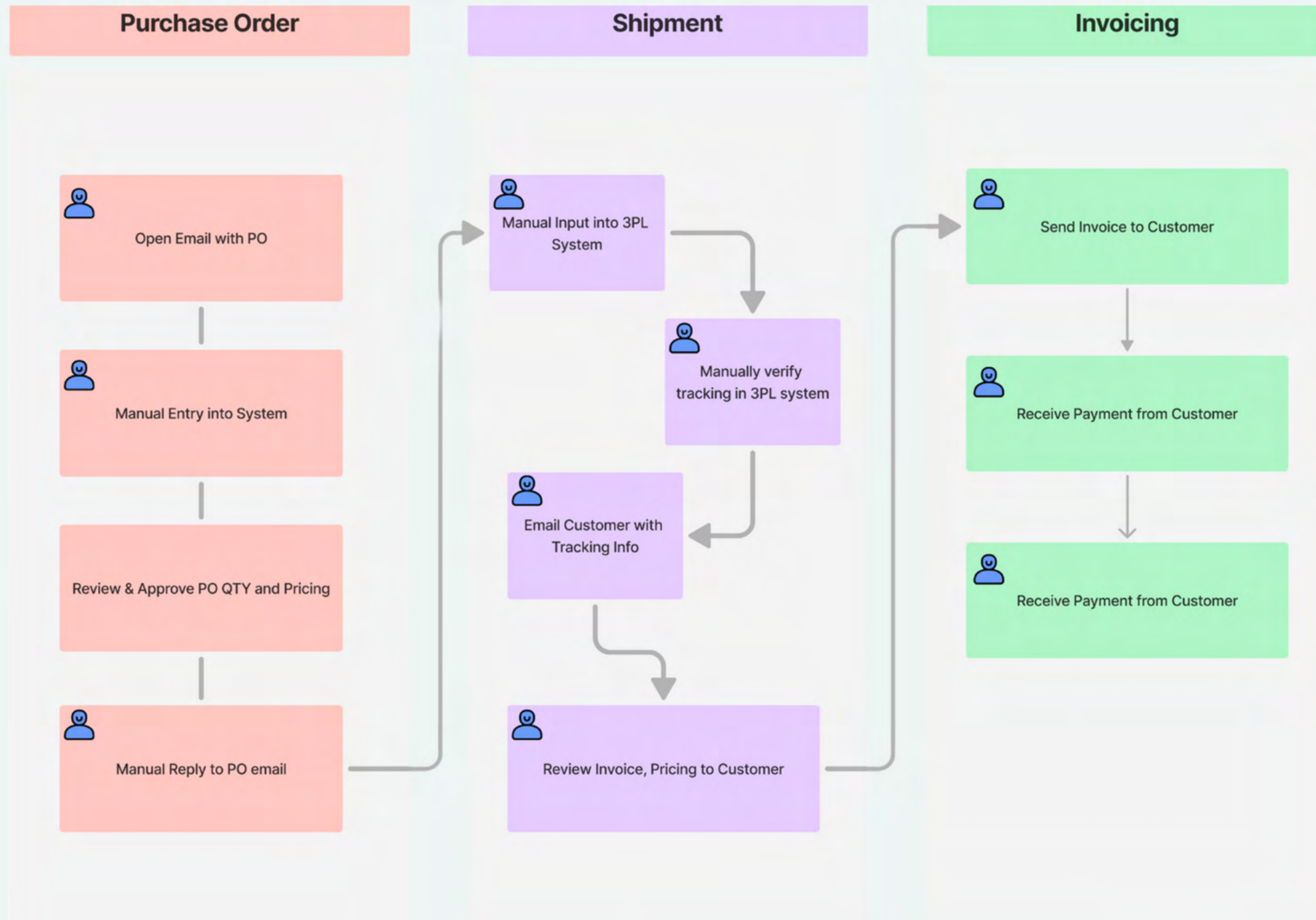
Inconsistent Inventory Updates

Time-Consuming Invoicing

Lack of Strategic Focus

INEFFICIENT MANUAL WORKFLOW: THE NEED FOR CHANGE

Purchase Order

Open Email with PO

Manual Entry into System

Review & Approve PO QTY and Pricing

Manual Reply to PO email

Shipment

Manual Input into 3PL System

Manually verify tracking in 3PL system

Email Customer with Tracking Info

Review Invoice, Pricing to Customer

Invoicing

Send Invoice to Customer

Receive Payment from Customer

Receive Payment from Customer

INTRODUCING DOSS: YOUR AI-POWERED AUTOMATION SOLUTION

Doss is an AI-powered automation tool designed to streamline your business operations by reducing manual work, increasing accuracy, and enhancing efficiency.

Doss seamlessly integrates into your existing systems, enhancing operational efficiency without disrupting your current workflows.

Key Features:
- AI-driven order processing
- Automated invoicing and payment tracking
- Real-time inventory management
- Automated customer communication and updates

DOSS IN ACTION: SALES ORDERS

DOSS IN ACTION: FINANCE DASHBOARDS
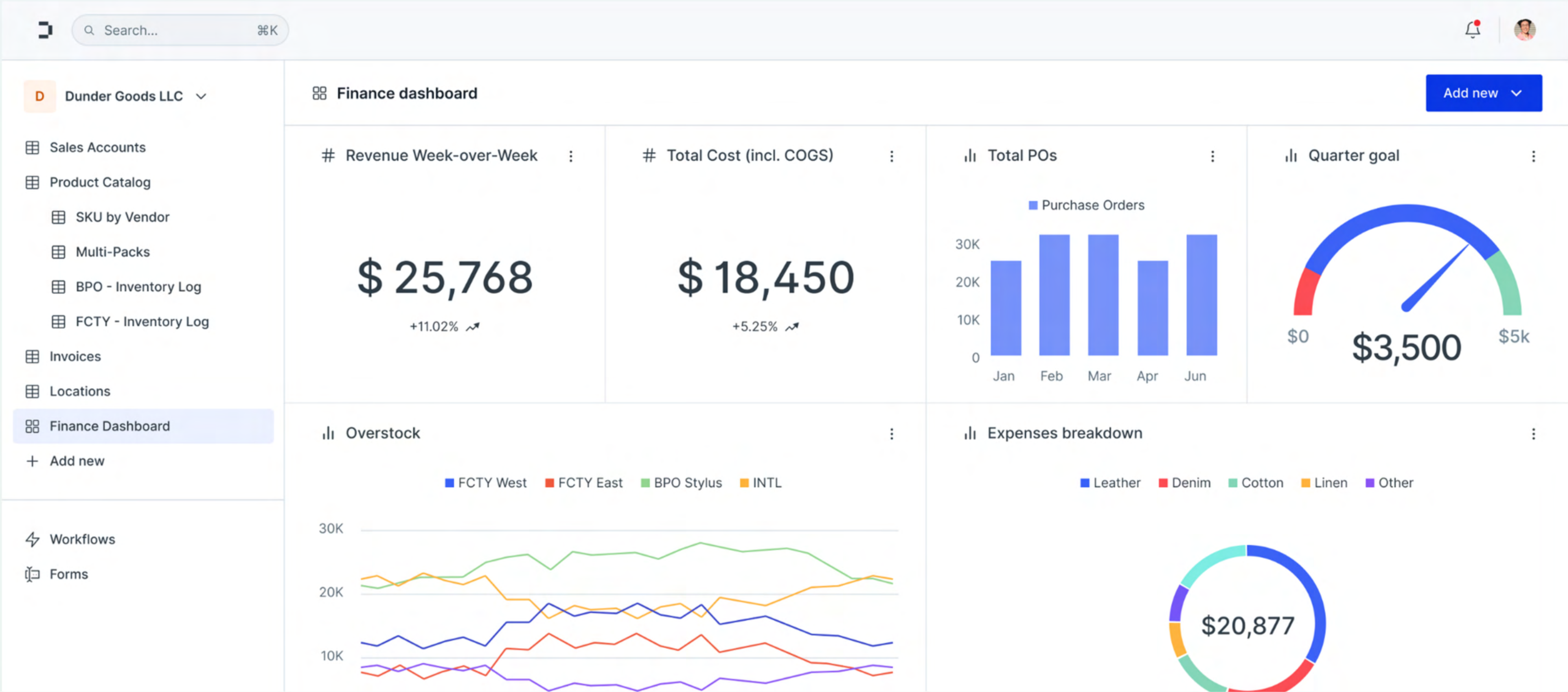
DOSS IN ACTION: ORDER MGMT / TRACKING

DOSS INTEGRATES SEAMLESSLY WITH YOUR EXISTING SOFTWARE
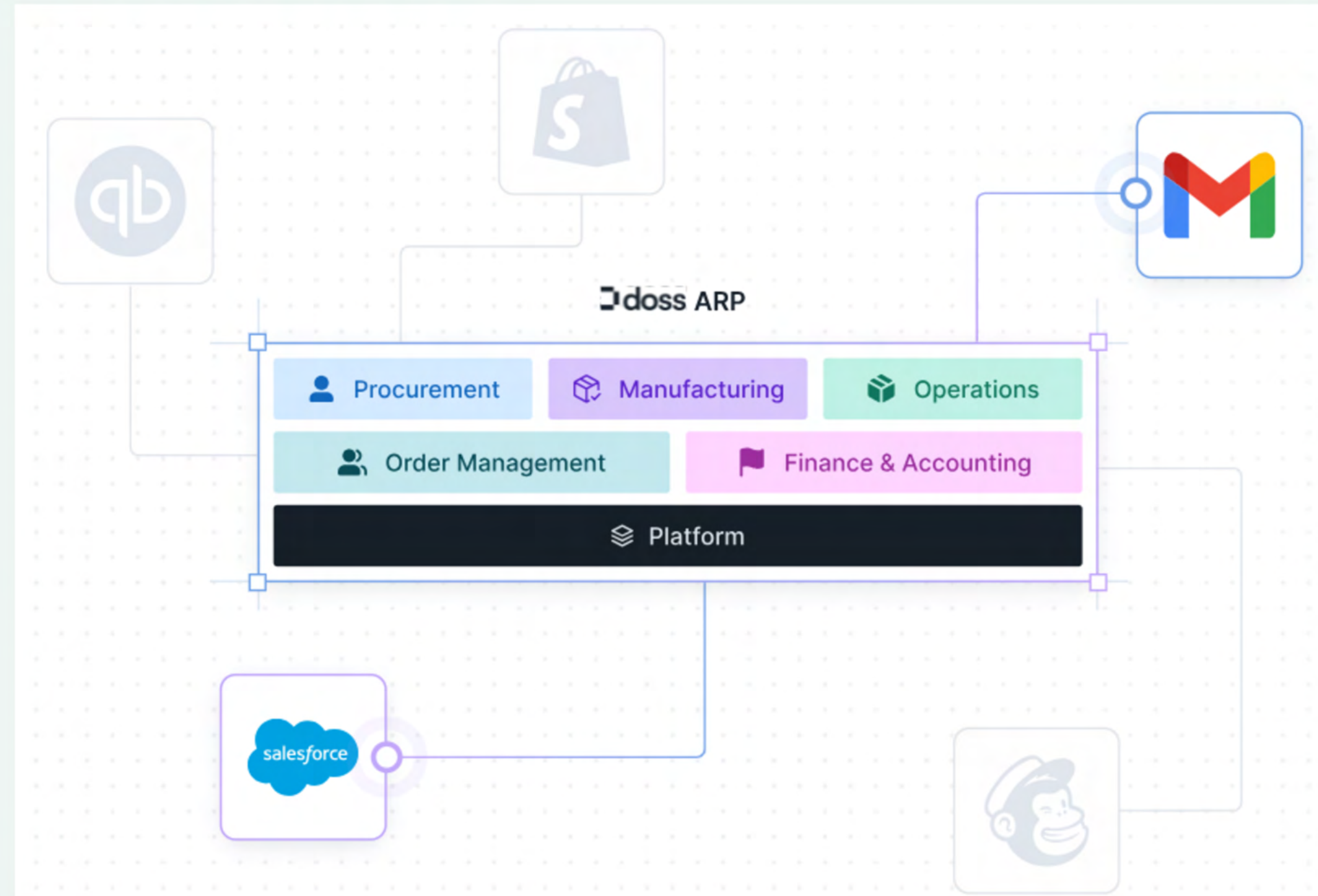
ZACH IS HAPPY TOO!

- Retain Top Talent

- Foster Career Growth

- Lower Turnover

- Boost Productivity

- Improved Work-Life Balance

- Reduced Burnout

- Increased Focus on Strategic Goals

AFTER IMPLEMENTING DOSS

HUMAN VS AI

- AI Handles Repetitive Tasks
- Humans Focus on Strategic Activities
- Collaborative Workflow Between AI and Humans

TEAM DYNAMICS

- Increased Capacity for Innovation
- Greater Ownership and Accountability
- Enhanced Skill Development

BUSINESS IMPACT

- Order Processing Time Reduced by 12x
- Operational Efficiency Increased by Streamlining Workflows
- Cost Savings Achieved Through Automation and Error Reduction

QUESTIONS AND ANSWERS

Your insights and questions are highly valuable to me, and I want to create an engaging and interactive session. Please feel free to send me your questions and concerns for clarification.

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