



IN-TELECOM[®]
INTEGRITY. EXCELLENCE. COMMITMENT.

AI Clocks In, So You Can Clock Out!

Free Up Time & Cut Costs with
Smart Business Automation

Presented By:

Asanka Kamburugamuwe | Ben Bergeron



Agenda

- **Why AI Matters**
- **Real-world use cases & short multi-AI Agent Demo**
- **Proven AI Implementation Model**
- **ROI and Next Steps**

Meet The Presenters



Asanka (AK) Kamburugamuwe Perituza Solutions **PERITUZA**

- 22+ years of experience in software development and automation.
- Award-winning technologist
- Frequent speaker and advocate for practical AI Automation
- Microsoft Certified Technology Specialist
- Live in League City, TX, with wife, Yuka LaTulippe, & 2 cats



[LinkedIn](#)



Benjamin Bergeron In-Telecom **IN-TELECOM**

- 10+ years of leadership experience with a proven record accelerating revenue growth and operational excellence.
- Dedicated to building strong client partnerships, delivering technology solutions that improve operations, and driving shared financial growth for clients and In-Telecom.
- Live in Slidell, LA with wife Paulene and 2 beautiful children



[LinkedIn](#)



Let's Chat

Common Misconceptions

- If we add AI, productivity will automatically improve
- More AI = more efficiency
- AI is for large enterprises & it requires massive investment
- AI is too technical to implement & we are not ready yet

AI is not minimizing your workforce it's multiplying it!

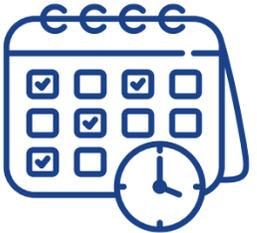
- Handles Repetitive Tasks
- Works 24/7
- Frees humans for strategic and specialized work

AI for Everyday Productivity: Replace Hours With Minutes

Simple
Real World
Use Cases



Data Entry



Scheduling



Turning notes
into action plans



Report Generation

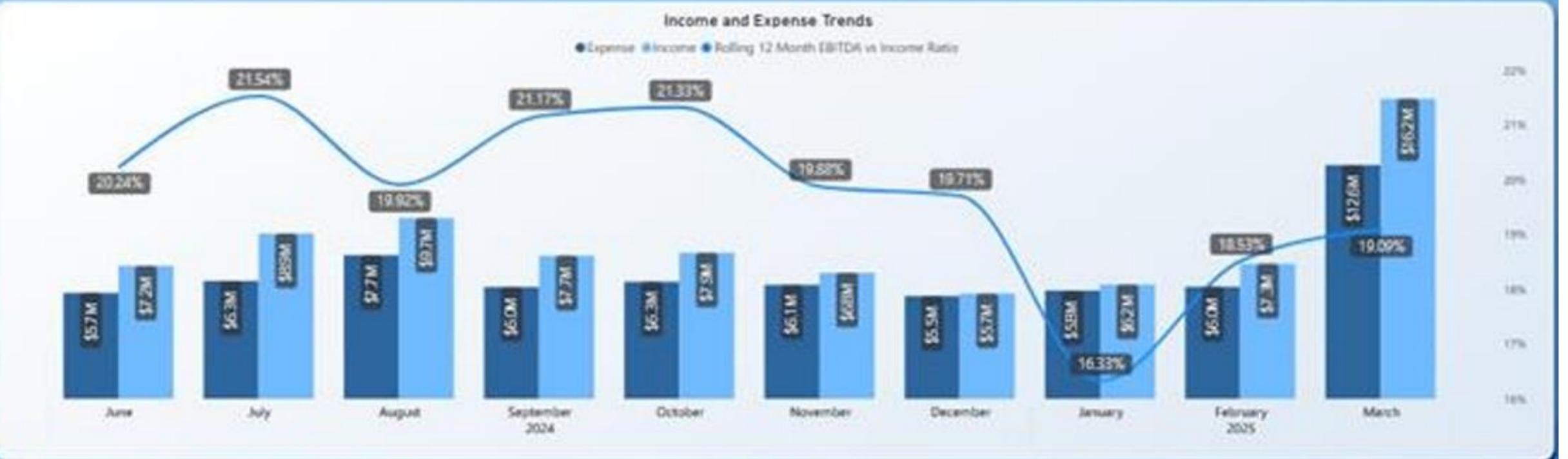
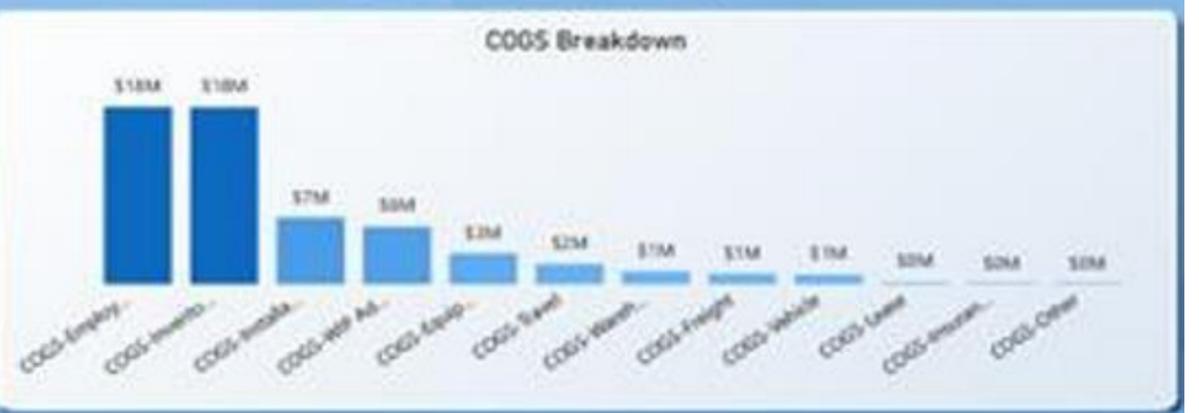
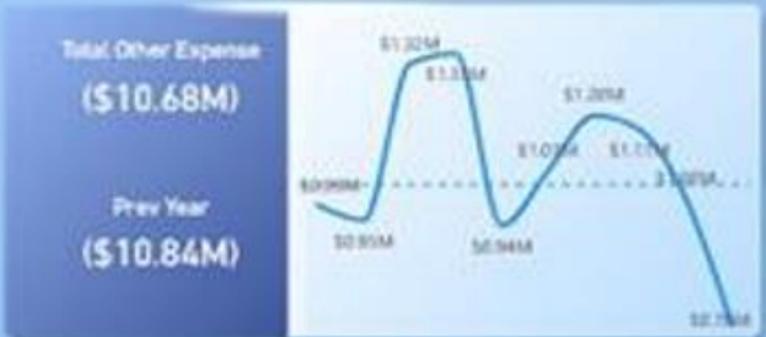
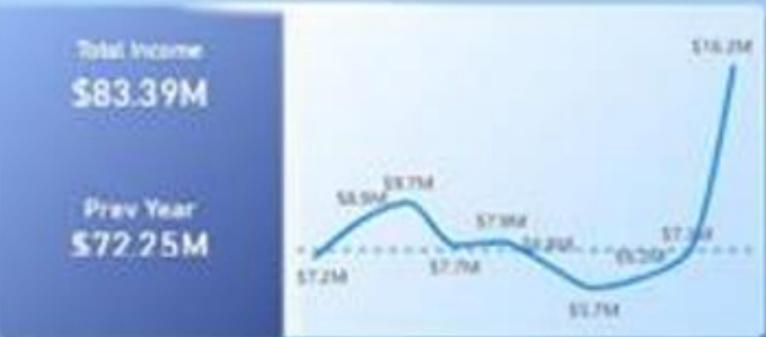


Drafting Emails
Smarter chat support



Organizing Files
Creating Documents

Rule of 25 Dashboard



Internet Sales Analysis



\$38M

Revenue

69K

Unit Sold

\$15M

Gross Profit

42%

Profit Margin

69K

Orders

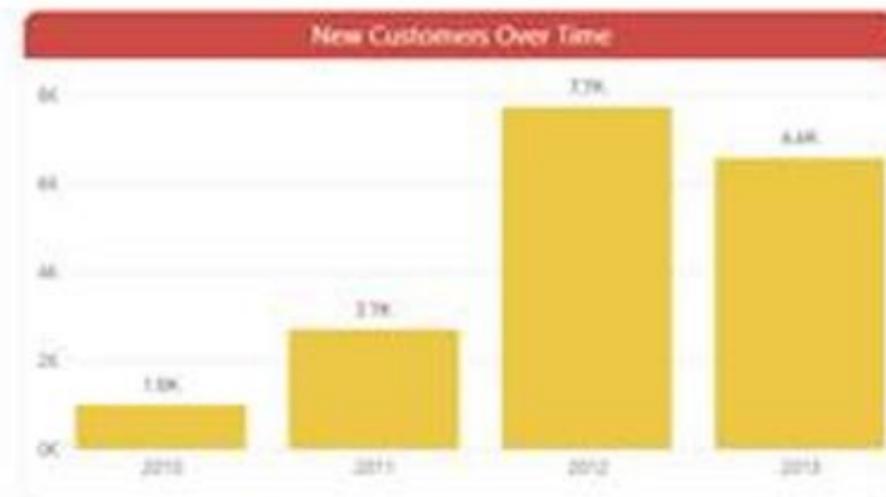
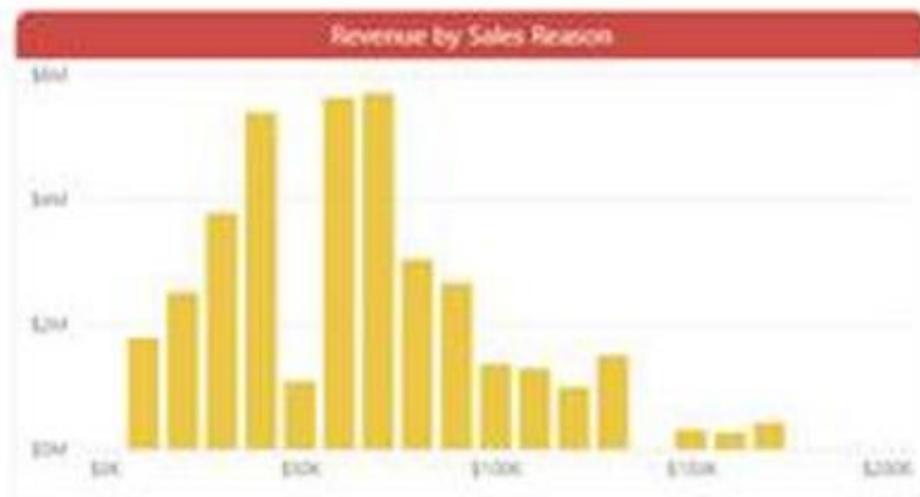
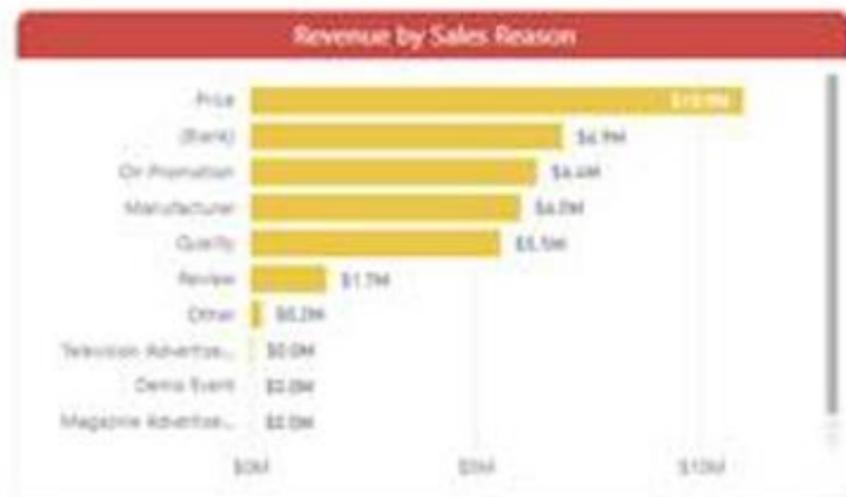
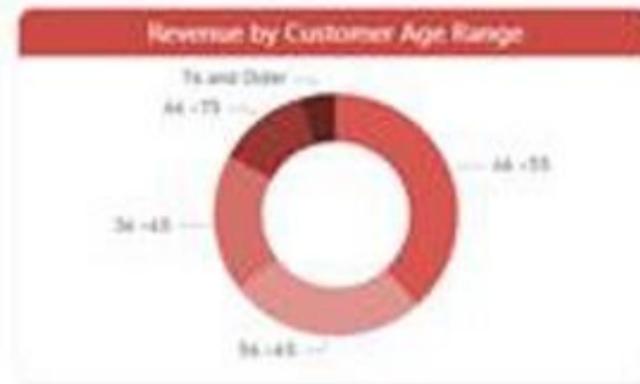
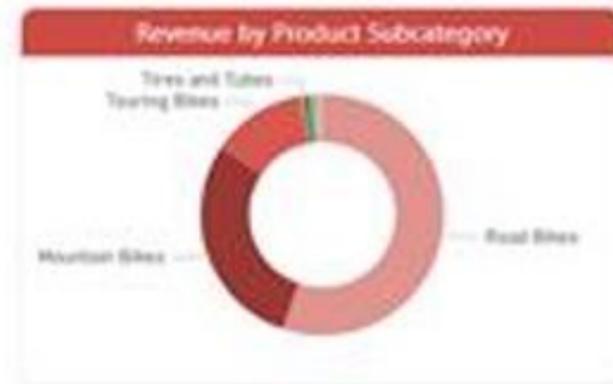
\$549

ACV

18K

New Customer

- Fiscal Date
 - Multiple selections
- Sales Territory Country
 - All
- Product Category
 - All
- Product Subcategory
 - All
- Sales Reason
 - All



Year On Year Revenue Over Time

Fiscal Year	Quarter	Month	Revenue	Previous Year	Revenue Diff	Revenue Diff %
2010	Q1	January	\$838,386			
		February	\$820,584			
		March	\$911,013			
	Q4	April	\$902,840			
		May	\$996,230			
		June	\$1,328,254			
2011	Q1	July	\$1,054,765			
		August	\$1,140,564			
		September	\$1,068,259			
	Q2	October	\$1,262,840			
		November	\$1,147,191			
		December	\$1,195,919	\$68,409	-\$1,127,450	-94%
	Q3	January	\$495,364	\$838,386	-\$343,022	-41%
		February	\$506,994	\$820,584	-\$313,590	-38%
		March	\$173,483	\$911,013	-\$737,530	-81%



Perituza News

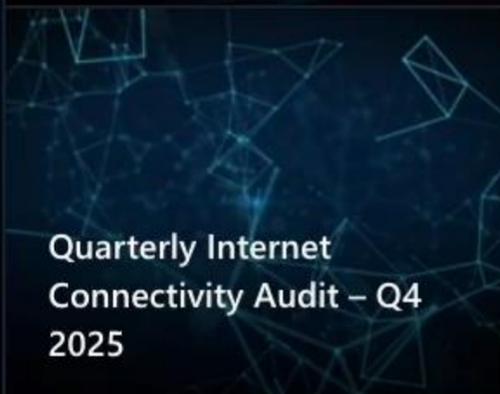
+ Add



Update: IT Equipment Repair Process



Email Signature Update - OGF Office Address



Quarterly Internet Connectivity Audit - Q4 2025



2025 Mid-Year Performance Review

Our Time Zones

Colombo, Sri Lanka | New Delhi, India

5:27 AM Nov 27, 2025

Houston, TX

5:57 PM 11h 30m behind Nov 26, 2025

Upcoming Events

+ Add event



Create an event When you add an event, it will show here where your readers can see it.

Month 01 Title of event Tuesday 12:00 AM - 1:00 PM

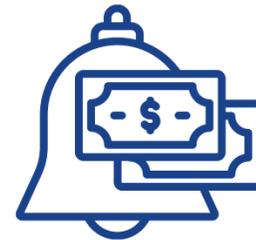
Month 01 Title of event Tuesday 12:00 AM - 1:00 PM

Month 01 Title of event Tuesday 12:00 AM - 1:00 PM

Finance and Accounting

Challenges: Manual invoice processing, collection delays, prompt vendor payments...

Examples:



Payment Reminders



Collections



PO Matching



Cash Flow Forecasting

Real World
Use Cases

Agents

Name

 Reconciliation Agent

 AP Agent

 MR Agent

 PO Agent

 POD Agent

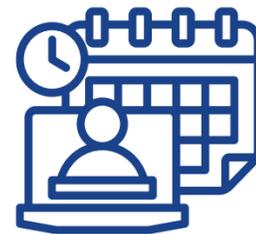


Operations/ Project Management

Challenges: Schedule and cost overruns, lack of real-time visibility, coordination chaos

Examples:

Real World
Use Cases



Dynamic Scheduling



Issue Escalation



Resource Forecasting



Report Preparation

A graphic on a dark blue background featuring a circular globe with the text "AI Failure" overlaid in white. The globe shows the Americas.

AI Failure

Why AI Fails

- Apply AI without fully understanding the problem
- Choose AI when simple automation would work better
- Ignore data readiness or process maturity
- Chose AI tools without evaluating security and scalability

Avoiding Failure

- Understand the problem before choosing the tool
- Start with process clarity
- Match the solution to the problem
- Focus on measurable business outcomes
- Adopt AI incrementally

AI Implementation Model



ASSESSMENT

- Analyze existing processes and systems,
- Identify Opportunities to Automate



PREPARE

- Data Preparation
- Governance
- Security



VALIDATE

- Technology Selection
- Proof-of-Concept



BUILD

- Solution Build
- Test
- Deployment



OPTIMIZE

- Monitor
- Optimize
- Documentation



AI Assessment

What's included in the AI Assessment

- Stakeholder Insight Sessions
- Process Inefficiency Diagnostics
- Technology Opportunity Mapping
- Custom AI Automation Opportunity Report

Benefits of Assessment

- Clear ROI Analysis and Insights
- Actionable Roadmap
- Easy and Low-Risk Entry Into AI Automation

Business Unit	Identified Challenges	Business Impact	Proposed Solutions
Purchasing	<ul style="list-style-type: none"> • Some builders are using outdated pricing sheets • Pricing changes discussed by account managers are not communicated to the purchasing team. • Frequent issues with incorrectly interpreting the content on the Excel file • Manual checks required by John's team • Changes delivered via calls/texts/one-offs; Quickbase not integrated; Christine's Excel "Master Sheet" is a single point of truth but lags version control, and sometimes, it doesn't have the updated pricing. • Pricing sheets exist in many versions; some builders use older versions • No structured change-control or broadcast to Purchasing/Dispatch • Daily interruptions from team with repetitive questions despite creating videos • No central knowledge base for training materials • 2-3 hours/day (Tom and Alex each spends this many hours) spent answering questions due to lack of training & low confidence in the junior staff when it comes to decision making • new team members have limited construction domain knowledge. • Manual report runs from ERP at 7 AM and 2 PM; data copied into Excel and maintained with formulas 	<ul style="list-style-type: none"> • Lost productive time (20-30 hrs/week for both Tom and Alex) on available Q&A and supporting junior team members; employees are too dependant on leads • Inconsistent decisions; quality variance across team • Longer ramp up for new hires; higher attrition risk • Knowledge locked in individual; PTO risk • Blind spots delay corrective action • Hard to quantify savings from fixes; weak accountability • Frequent order errors • Delays in communicating issues with the takeoff team due to no visibility into who created the takeoff • Field delays due to wrong/short materials • Dry-run costs (\$150-\$200 per incident) • Stolen materials when left on-site if no one to stay overnight; 7/10 jobs impacted by this issue • Customer dissatisfaction and risk of losing accounts. • Loss of productivity (10-15 hours/week) • Delays in project execution • Limited time for important projects (given by the manager) • Re-roof incidents (historically ~weekly) costing >=\$10,000 each; plus supplier dry-run fees • Rushes/revisions lead to supplier/framer frustration and rework 	<ul style="list-style-type: none"> • Build a centralized Knowledge Base for training and for ease of access to information • Introduce AI-powered chat assistant trained on company's Knowledge Base (SOPs, videos, and FAQs etc.) to find answers and solutions quickly. • Increase training time for new hires with targeted training to avoid frequent and high-value mistakes. Also, help them understand how those mistakes impact the business. • Track and monitor individuals KPIs and implement a performance improvement plan if it doesn't exist • Build an automated pricing validator (auto-check Builder's PO pricing vs. ABC's Master Pricing Sheet, escalate if mismatch >\$ threshold). • If Bolt Enterprise doesn't replace the Master Pricing Sheet, create a custom pricing database to track community, plan, elevation, options, approved vendors/colors/pricing, etc. with governance, which will provide greater flexibility to build custom rules, integrations, and automation such as PO validation at intake; auto-notify builders proactively with pricing changes. • Implement a change-control process for the Master Pricing Sheet changes • Implement a process to capture the price changes agreed between account managers and builders • If Bolt Enterprise doesn't address these issues, implement an integration layer: unify PO intake, change events, and sync among Hyphen/portals/Quickbase, Bolt, and the ERP system. • Build a customer facing portal for builders to access pricing details and other information (need further investigation), which reduce pricing issues, increase customer satisfaction, set you apart from the competition, and reduce incoming queries allowing additional productive time for account managers. • CI/CD & regression tests automation in the ERP, at least for critical functions such as address/pricing/file items; Also, implement change promotion gates if does not exist. • Template update automation - If the ERP system cannot handle this, create a custom automation flow to manage change request intake, nightly checks with master specs, etc.
	<ul style="list-style-type: none"> • Manual entry/validation of builder's POs; manual scheduling; frequent price checks against scattered pricing Excel sheets • Shorts reporting and "hotshot" handling rely on texts/emails/Excel; no proper process to track them • Shared inbox (purchasing@) triage depends on individuals; PTO creates challenges as junior team could miss emails. • Builder SOPs exist in approx. 70 Word docs; hard to maintain; information is scattered across email/text/Teams • No unified metrics across errors, shorts, lines, re-roofs, PO revisions, inbox SLA, training progress • Takeoffs inconsistent and not standardized • Missing or unclear items in the takeoff that lead to errors in purchasing (valleys, ridge, etc.) • No visibility into who created a take off • Risk of reliance on outdated templates 	<ul style="list-style-type: none"> • Exposure to fine (due to SLA) when next-day/urgent items are missed • Higher error rates under time pressure (colors/options, address mismatch) • Opportunity cost: project/backlog delays and inability to work ahead 2-4 weeks • Onboarding drag; senior staff become bottlenecks • Mismatched specs/colors/options cause PO revisions, shorts, and occasional re-roofs • Time sink reconciling "which sheet is final?" • Finger-pointing and write-ups caused team to become risk-averse and resulting slower delivery + the junior member are reaching out to senior team for most of the decisions • Revenue leakage via under-billing when prices drift • Significant manual workload (10+ ERP templates update weekly) • Increased risk of human error due to manual work • Delays in applying cost-saving changes • Employee burnout (working after hours and weekends) - specially leads • Scalability issues as new builders are added • System defects (i.e. shipping address issue) cause misdeliveries, supplier fees, and manual triage • High hidden cost of rework and vendor friction • Fear of changes in the ERP system slows improvements • Wasted time resolving discrepancies in interpretation; delayed purchase orders • Risk of revenue leakage due to incorrect pricing in the master pricing sheet • Escalations involving multiple people • Strained builder relationships • Productivity loss due to rework 	<ul style="list-style-type: none"> • Implement an employee onboarding plan (30/60/90-day), competency checks, simulations; glossary of construction terms; decision trees (e.g., "Customer PO vs Master pricing conflict → pick PO") • PO ingestion & schedule automation: parse builder POs (Hyphen/portals) to generate POs (in Bolt Enterprise/ERP) and create work orders in Bolt; include rules to create different types of work orders such as dry-in/dacking/shingles, etc. • Fix the consistent issue with shipping address in ERP as it breaks daily. This seems to be a development/deployment process issues. Review their current process to identify why this keeps happening and help them improve the process - this is solvable. • Create an automated workflow to detect and alert if there are Shorts • Automate the monitoring of the shared inbox and routing emails to the appropriate person or take predefined actions • Create a real-time dashboard to monitor the following KPIs: <ul style="list-style-type: none"> • Shorts rate by root cause • Re-roof count/cost • PO revisions/week • Address-mismatch incidents • Inbox SLA • Training completion & quiz scores • Review files in the common folder and keep one file for the estimators to use. • Review the possibility of moving common Excel files into SharePoint to better control accessibility (view/edit/delete) and tracking changes and version control; worth experimenting with one file • Add Created By and Last Edited By fields in the Excel sheet to capture the name of the person who created and/or last updated the takeoff. This will reduce communication delays and taking up time from multiple people. • Incorporate rule-based validations and provide additional clarity to make it easier for less-experienced team members to understand while eliminating ambiguity (e.g., drip edge count must = roof squares) • Build additional automations to overcome what Bolt Enterprise and Planswift cannot do to further streamline the process

AI Assessment



PERITUZA

Book a Meeting - Get 50% OFF Your AI Assessment

**Scan the QR Code
To Book Assessment at 50% off**



Limited amount available - Don't miss

QUESTIONS?

**THANK
YOU**