



AI Use Case Assessment

Use case examples



1

Sales Administration

Order entry and validation

The agent retrieves requests from emails, the customer portal or the CRM, checks the consistency (price, discount, conditions, stock, incoterms) and creates the order in the ERP, alerting a user in the event of an anomaly.

2

Purchasing

Sourcing and supplier comparison

Based on a purchasing need, the agent searches for suppliers using databases, catalogues and historical records. It compares prices, lead times, quality and CSR scores, then recommends a shortlist with supporting reasons and risks.

3

Marketing

Competitive intelligence and content

Continuously monitors your competitors' sites, blogs, social networks, and announcements, synthesizes key changes in a weekly report, and generates draft LinkedIn posts, campaign materials, or battle cards.

Use case examples



4

Logistics

Transport and logistics invoice control

The agent reconciles carrier invoices with orders, contracts and shipment data (weight, distance, surcharges), detects discrepancies and prepares claims or credit notes.

5

Accounting

Invoice verification and dispute resolution

The agent checks invoices against purchase orders, contracts and negotiated terms, identifies discrepancies, prepares correction requests or credit notes, and follows disputes through to resolution.

6

Human Resources

Payroll and compliance verification

Automatically detects inconsistencies in payslips (bonuses, overtime, benefits), verifies the application of legal and contractual rules, and reports high-risk cases.

What defines the value of an AI agent



| AI use case assessment

Business Impact



What concrete gains?
Before / After KPIs
User adoption

User experience



Which pain point or
decision?
Frequency of use
Which users and what
level of autonomy?

Data & Integration



With what data and what
tools?
Data quality and access
Integration with IT
systems

Risk control



With what safeguards?
How sensitive are the
actions and data?
Agent traceability

The value of an agent is measured by its ability to generate a tangible, long-term business impact, with consistent quality of results, real adoption and appropriate security.

Our AI project approach in 6 steps

| AI use case assessment



Start with the business need

Define a precise, measurable need.



Align stakeholders

Reduce misunderstandings and roadblocks along the way.



Scope your data

Clarify available data, key constraints and responsible AI safeguards.



Design a useful, realistic AI MVP

A first increment that delivers tangible, measurable value.



Implement, test and iterate

Test an initial version in real use and improve it with feedback.



Measure, secure and scale

After the pilot, prove the value created.

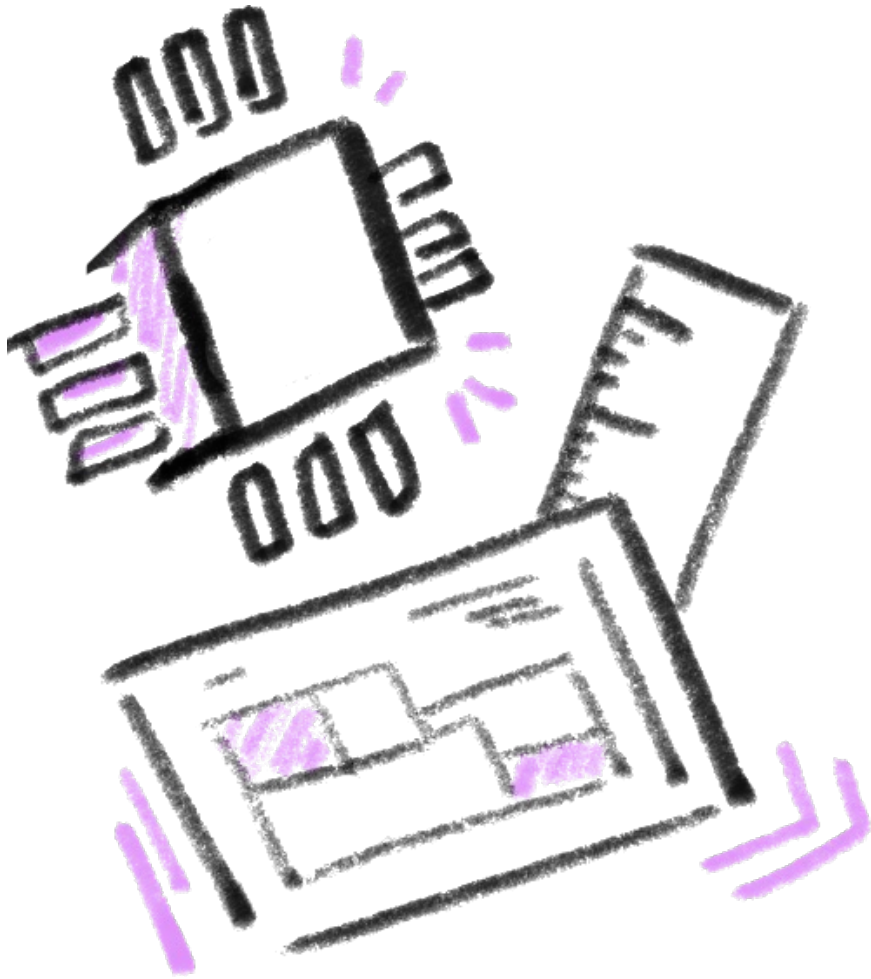
Tailored to your needs

Our AI methodology is based on a clear progression from business need to scale.

The proposed mission is part of the **first 3 steps of this approach**, in order to qualify and prioritize use cases on solid business, data and governance foundations.

Launch: Kick-Off

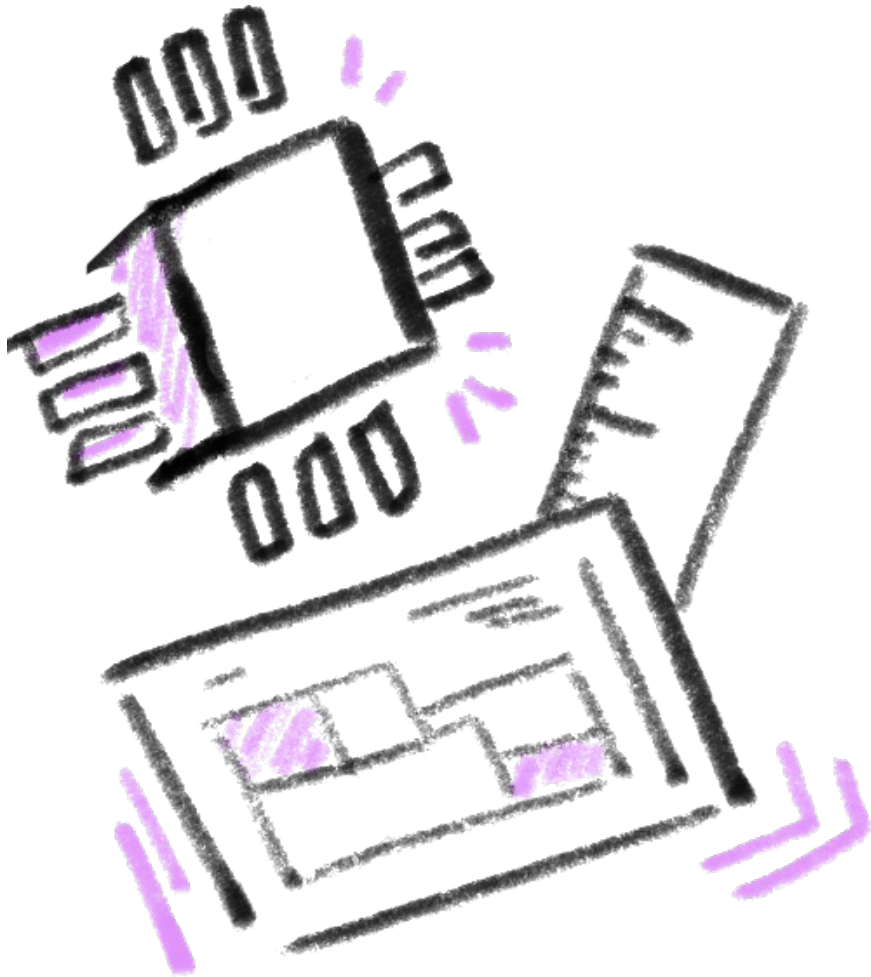
| AI use case assessment



- This opening phase aims to share a common framework for the mission by recalling your AI ambitions, the lessons learned from the initial work, as well as the expectations for this new stage.
- It makes it possible to validate the scope of the audit, the departments concerned, the stakeholders to involve, the work schedule and the expected success criteria.
- **Deliverable / Result:**
 - Definition of the scope
 - Stakeholder identification and scheduling
 - Success criteria aligned with the audit

Launch: IT & Data Mapping

| AI use case assessment



- This phase maps the existing technology and data environment to ensure the audit reflects the realities of your IT systems. It covers:
 - Inventory the main business relevant applications (ERP, CRM, EDM, QMS, MES, etc.)
 - Identify available data sources, their quality and accessibility
 - Map existing tools
 - Analyze existing constraints
- **Deliverable / Result:**
 - Mapping of relevant applications and data sources
 - Summary of technical and security constraints
 - Initial assessment of data quality and accessibility

Workshops: Business departments



| AI use case assessment



- We work with each department to define clear, shared and objective business needs, rather than starting with technology.
- The workshops identify operational pain points, assess their impact on performance, decision quality and risk, and translate them into concrete use cases.
- Business teams, IT and other stakeholders assess these opportunities against actual workflows, the user experience before and after implementation, and expected benefits.
- **Deliverable / Result:**
 - Structured summary of pain points, objectives and use cases by department.
 - Shared vision of *the user experience before and after* implementation.
 - Initial prioritization of business opportunities.

Workshops: AI and existing technology



| AI use case assessment



- This workshop builds a shared understanding of the current technical environment and the conditions needed to integrate AI realistically and securely into existing IT systems.
- It maps existing components, available data and tools, integration options, and key constraints relating to architecture, security, access, compliance and governance.
- **Deliverable / Result:**
 - Mapping of the existing technology and data foundation
 - Inventory of AI tools, access, connectors, and capabilities already available
 - Identification of constraints, dependencies and technical areas requiring attention.
 - Initial vision of the target roadmap and implementation requirements

Workshops: Security, Compliance and Governance



| AI use case assessment



- This workshop aims to frame the security, compliance and governance requirements to secure AI uses from the earliest phases.
- It makes it possible to identify sensitive data, regulatory constraints, risk levels and safeguards to be put in place, particularly in terms of human oversight, traceability and supervision.
- Finally, it aligns stakeholders with each other's responsibilities and the target governance framework.
- **Deliverable / Result:**
 - Summary of applicable security, compliance, and governance requirements
 - Identification of risks, areas requiring attention and sensitive uses
 - Definition of key safeguards: human oversight, traceability, supervision, escalation rules
 - Initial governance and responsibility matrix for targeted AI uses.

Workshops: Use case alignment



| AI use case assessment



- This workshop takes place if synergies, dependencies or opportunities to share resources emerge across use cases.
- This workshop aligns use cases to avoid isolated development, reuse common components, and support decisions on priorities, architecture and governance.
- It identifies interdependencies, reusable foundations, implementation sequences and the conditions needed to coordinate initiatives.
- **Deliverable / Result:**
 - Consolidated view of synergies and dependencies between use cases
 - Identification of reusable components and shared workstreams
 - Adjustment of prioritization and deployment roadmap.

Evaluation: Criteria for evaluating use cases



| AI use case assessment

Each use case is assessed for value, feasibility and risk. Consistent criteria make it possible to compare opportunities and identify the most promising use cases to pursue.

Workshop	Objectives	How we do it
Business workshops	Identify objectives, pain points and use cases	Interviews and workshops with the departments concerned to qualify the pain points, assess the expected benefits, describe the current and future workflows, and identify priority use cases.
Data/IT workshops	Assess data and IT dependencies	Reviews of applications, flows and relevant sources to identify the available data, their access conditions.
Security, compliance and governance	Identify safeguards and constraints	Analysis of regulatory requirements, data sensitivity levels, human supervision needs and governance rules to be respected according to the use cases studied. Identify safeguards.
AI and existing technology workshop	Assess existing or planned AI components	Review of the current or target AI foundation to examine the solutions already deployed or envisaged, the methods of integration into IT systems and their ability to support priority use cases.
Use case alignment workshop	Identify dependencies and shared opportunities	Cross-analysis of use cases to identify data, processes, technical building blocks and common governance rules, in order to bring out inter-business synergies and prioritize a coherent roadmap.

Deliverables: Our commitment



| AI use case assessment

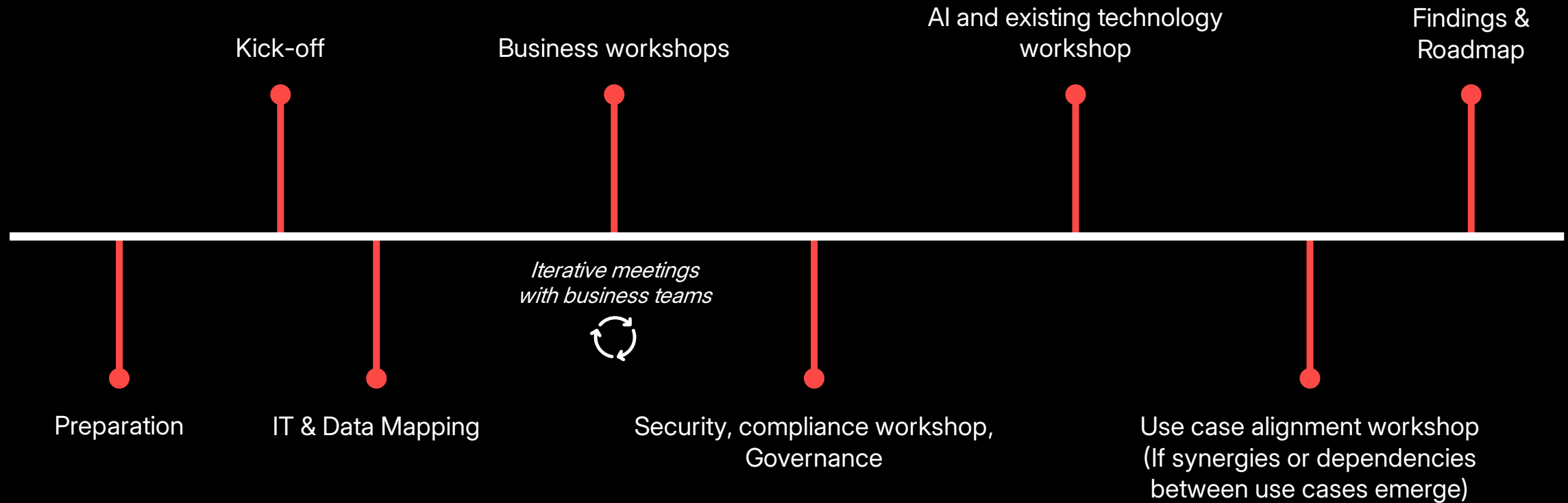


At the end of this phase, we will provide concise deliverables to support your decisions, clarify business priorities and guide the next steps in your AI initiatives.

Phase	Deliverables
Business needs	Structured summary by business department of the issues, objectives and associated use cases
Stakeholders	Mapping of stakeholders and roles by business department; shared vision of the use case and the "before/after" user; governance and management principles.
Data and constraints	Consolidated framing of data, constraints, risks and safeguards, intended to confirm the feasibility of use cases and secure the next stages of the AI roadmap
Findings and roadmap	Overview of Prioritized Use Cases Target architecture AI Governance 6–12 month roadmap Indicative budget per MVP MVP Go/No-Go Decision

Schedule: Assessment timeline

| AI use case assessment





AV ActinVision

empower with data