# ZONE3000

# *AI transformation* partner for non-digital businesses

We help companies that excel in their core business identify AI opportunities and implement AI solutions that really work

![ZONE3000]

# *No tech jargon.* Just practical solutions and measurable results

## Business-first approach

Focus on real business needs, tangible outcomes and ROI.

## Flexible engagement

Choose either a turn-key AI transformation or select specific services from our offerings.

## No hidden catch

All the services we offer have clear processes and deliverables, with no hidden costs.

TrueFirms **Top Artificial Intelligence** Companies Winner 2024

Clutch **Top Software Developers** (Hospitality & Leisure, Dubai) 2025

**Best AI/ML Innovation** of the Year Global 2025

**Best AI/ML Innovation** of the Year Global 2025
**Best AI Solutions** Provider UAE 2025

# *Our services*

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ZONE3000 has developed an AI transformation framework that streamlines implementation processes, promotes AI adoption throughout the company, and aligns AI with your business needs. **You can select any of its stages or the turn-key transformation, depending on your business requirements and readiness.**

## *AI Consulting*

AI Leadership Workshop

AI Potential Assessment

## *AI Proof of Concept*

AI Capability Builder

PoC-to-Production AI Scaling

## *AI Implementation Core*

AI Team-as-a-Service

AI Data Platform Design

AI Data Platform Launch

## *AI Change Management*

Communications Strategy Development

## *AI Strategy*

AI Organization Enablement

AI Data Platform Upgrade

AI Growth Vision & Roadmap

## *AI Training & Education*

AI Education Suite

# *AI consulting*

## AI Leadership Workshop

Explore what others do with AI and how it can transform your company too.

## AI Potential Assessment

Learn what AI can and cannot do for your organization and at what cost.

*Duration: from 1-2 business days*

**Outcome:** Strategic clarity and organizational alignment to embed AI into your business model. Comprehensive evaluation of use cases, ROI, and recommendations for compliance and ethical use of AI.

# *What's included*

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## *AI Leadership Workshop*

1. Short survey for leaders to review the current state and goals for AI strategy alignment

2. Leadership workshop to explore how AI can help, with an overview of relevant global and industry trends.

3. Pain points and AI opportunities analysis, including AI Vision (how AI will help your company in the future), AI Opportunity Map (key promising AI areas), and AI Roadmap (practical steps for pilots and scaling over time).

4. Presentation of clear insights and a Q&A session to agree on priorities and next steps.

**Format:** Fixed price (discovery-consulting type project)

## *AI Potential Assessment*

1. Data sources and data reliability review to ensure quality and usability.

2. Workshops with your teams to identify challenges and areas where AI can add value.

3. AI use cases overview with business impact assessment.

4. Prioritization of ideas by impact and complexity with ROI in mind.

5. Recommendations of quick wins to test fast and guidelines for safe, ethical, and secure AI use.

6. Action plan with concrete findings and a roadmap to start and grow with AI.

**Format:** Fixed price (discovery-consulting type project)

# *Proof of Concept*

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### AI Capability Builder

Launch AI transformation faster with ready-to-use AI and domain expertise.

*Duration: ~5 business days or sooner*

### PoC-to-Production AI Scaling

Move from AI experiments to making AI part of your business.

*Duration: 1-6 months*

**Outcome:** Quick, low-risk, fixed-price check to see if your AI initiative is worth investing in, replacing guesswork with clear answers and confident next steps. Shortlisted PoCs are refined into MVPs, launched to production, and are delivering real value.

# *What's included*

## *AI Capability Builder*

1. Review of business needs, goals, and state of data with your leadership to identify realistic AI opportunities.

2. Tailored proposal with scope, timeline, success metrics, alignment to business priorities, and an early review of risks, regulations, and business fit.

3. Development and testing of a working AI prototype with regular updates and early improvements.

4. Testing the solution with your team to confirm value, collect feedback, and fine-tune performance and usability. Documentation of strengths, limits, and recommendations.

5. Formal acceptance by decision-makers, with delivery of the PoC Package (prototype, documentation, and clear next steps), and optional staff training.

**Format:** Fixed price (discovery-consulting type project)

## *PoC-to-Production AI Scaling*

1. Health check of the pilot project to review what's already working and identify gaps.

2. Setup of automated, repeatable processes to reduce manual work and ensure reliable system operation in your environment (cloud or on-site).

3. Solution enhancement through improved reliability and monitoring to track performance, costs, and potential risks.

4. Smooth integration of the AI solution with your daily business systems to replace unstable workarounds with a streamlined process.

5. Structured documentation and training of your team on how to use and maintain the system.

**Format:** Fixed price projects
T&M projects

# AI Implementation Core

## AI Team-as-a-Service

Launch AI transformation faster with ready-to-use AI and domain expertise.

*Duration: ~5 business days or sooner*

## AI Data Platform Design

Identify the specific data platform that suits your needs and determine its scope.

*Duration: 2-4 weeks*

## AI Data Platform Launch

Launch a data platform that will serve as the foundation for AI and Business Intelligence.

*Duration: ~3-6 months*

**Outcome:** AI team fully integrated into your business processes, supported by a data platform that serves as the foundation for all future AI and BI initiatives.

# What's included

## AI Team-as-a-Service

1. Fast AI expert team setup to start work within days.

2. End-to-end project support from idea to building, testing, launch, and ongoing maintenance.

3. Seamless AI solution integration with existing processes, tools, and communication channels.

4. Providing regular updates and reports on progress, results, and business metrics.

5. Knowledge sharing and staff mentoring for confident work with AI.

**Format:** Monthly rate card, T&M

## AI Data Platform Design

1. Review of current data and analysis of problems like duplication, gaps, or slow reporting, and estimation of the related costs and inefficiencies.

2. Development of a scalable data platform blueprint to unify data and support future growth, with recommendations on the right tools and guidance on their setup for your company's size & budget.

3. Step-by-step implementation roadmap with quick wins, long-term scaling steps, budget, resources, timeline, and risk mitigation guidance.

4. Policies for data ownership, access, security, and compliance, and practical guidelines for ongoing management.

5. Executive workshops to align the data plan with business goals, and clear documentation of the platform design and benefits.

**Format:** Fixed-price consulting engagement (strategy and architecture design, not implementation).

## AI Data Platform Launch

1. Strategic kick-off to set priorities and key outcomes with success metrics to ensure the platform supports future AI initiatives.

2. Consolidation of all company data into one trusted platform, removing inconsistencies for reliable decision-making.

3. Future-ready platform design as a long-term foundation for AI, advanced analytics, automation, scalability, and support of the new use cases.

4. Setup of initial dashboards and reports for immediate metrics visibility. Providing fast wins while building the base for advanced AI.

5. Safe data access, ownership rules, and compliance practices to build trust in the platform across your company.

6. Documentation and AI best practices, team training to confidently use the platform.

**Format:** Staged fixed-price project (milestone-based), T&M project, Mixed-type project

# AI Training & Education

## AI Education Suite

Maximize efficiency and minimize security risks of ChatGPT and other AI tools across your organization.

*Duration: 1-3 weeks*

### What's included

1. Leadership sessions to show how AI boosts competitiveness and supports business goals.

2. Team workshops to show your team in practice how AI makes daily work easier, faster, and more effective.

3. Real-world industry-specific use cases to demonstrate where AI can save time, cut costs, and increase revenue.

4. Staff guidance to overcome fear and resistance, positioning AI as a useful tool, not a threat.

5. Easy-to-use learning materials for ongoing knowledge refresh.

**Format:** Fixed-price consulting engagement with practical deliverables (operating model, role descriptions, governance framework, playbooks).

**Outcome:** Secure, relevant toolset selected, with employees trained to use it to its fullest potential and efficiency.

# *AI Strategy*

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### AI Organization Enablement

Develop effective AI leadership without chaos and duplication of efforts, data, and tools.

*Duration: ~ 4-6 weeks*

### AI Data Platform Upgrade

Transform legacy infrastructure into a strategic data platform that continuously feeds and improves Business Intelligence and AI capabilities.

*Duration: 3-6 months*

### AI Growth Vision & Roadmap

Get a plan for your AI future that focuses on your desired outcomes.

*Duration: 2+ weeks*

**Outcome:** A fully integrated AI-powered operation delivering faster decisions, higher profitability, and sustained business growth.

# What's included

## AI Organization Enablement

1. Analysis of how AI projects are run in the company (processes, reporting lines, decision-making)

2. Clarifying roles & responsibilities for AI strategy, delivery, and oversight.

3. Establishment of AI center of excellence (CoE) – a team or function to guide, coordinate, and support initiatives.

4. Governance & policies for AI projects, data usage, and ethical standards.

5. Easy-to-follow playbooks and guides for launching and scaling AI projects consistently.

**Format:** Fixed price (discovery-consulting type project)

## AI Data Platform Upgrade

1. Review of current data systems to find process bottlenecks, risks, and inefficiencies.

2. Design of a reliable, scalable, and AI-ready data platform that makes reporting easier, faster, and more accurate.

3. Step-by-step upgrade roadmap with priorities, timeline, and budget, highlighting early improvements along the way.

4. Development and implementation of the upgrade, replacing outdated systems with a modern data platform and ensuring safe data migration and uninterrupted daily operations.

5. Practical guides and documentation, and training your team to use the upgraded system confidently.

**Format:** Staged fixed-price project (milestone-based), T&M project, Mixed-type project

## AI Growth Vision & Roadmap

1. Review of the current state of AI and digital initiatives, existing projects, gaps, and opportunities.

2. Leadership workshop to define a shared AI growth vision tied to business goals, and identify where AI can deliver the most impact.

3. Prioritization of AI projects by value, cost, and feasibility, selecting the best candidates for near-term pilots and long-term scaling.

4. Planning of required staff, skills, tools, and budget, outlining commitments and expected returns.

5. Detailed roadmap with priorities, timelines, and success metrics, showing quick wins for early ROI and phased, sustainable growth.

**Format:** Fixed price (discovery-consulting type project delivered as an executive strategy package (vision workshop, prioritization matrix, roadmap document, and presentation)

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# AI Change Management

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## Communications Strategy Development

Prevent failures in AI transformation and secure support from your employees.

*Duration: 1-2 weeks*

## What's included

1. Audit of employees' AI knowledge, concerns, and expectations.

2. Sharing the vision of why AI matters and how it supports company goals and daily work.

3. A simple roadmap of what will change, when, and how teams will be supported.

4. Guidance and support for your employees with tips, training, FAQs, and feedback channels to help them confidently adopt AI.

**Format:** Fixed-price consulting engagement

**Outcome:** Faster ROI by aligning teams, turning skepticism into support, and ensuring company-wide AI adoption.

# *Case Study.* AI product for Medical Affairs analytics

**Client:** AstraZeneca, international biopharma company

## Challenges

- Time-consuming manual CRM data processing
- Strict compliance requirements for sensitive data
- Growing data volumes exceeding current systems
- Need for easy-to-use AI tools with proper training

## Technology used

- AI models: ChatGPT, Llama-2
- ML frameworks: TensorFlow, PyTorch
- Cloud infrastructure: deployed on Google Cloud
- Security: advanced encryption and multi-layer access controls

## Solution

- Adapted AI models to automatically analyze CRM data and provide relevant insights for medical science liaisons
- Cloud deployment, providing scalability, reliability, and high performance for processing large datasets
- Advanced privacy protocols, encryption, and access controls to protect sensitive data and ensure compliance.
- Intuitive interfaces and training programs for smooth user adoption

## Results

- Improved efficiency through automated CRM record analysis
- Faster and well-informed decision-making
- Full compliance with healthcare data protection standards
- Scalable system ready for future growth and AI updates

AstraZeneca

# *Case Study.* Enhancing AI unified data platform with a RAG chatbot

**Client:** xFusion Technologies, global IT solutions provider for enterprise and government institutions

## *Challenges*

- Managing diverse document formats
- Integrating multiple LLMs with flexible architecture
- Delivering accurate query results via vectorized search
- Optimizing backend and query pipelines for low latency
- Ensuring scalability and easy customization
- Maintaining data security and compliance

## *Technology used*

- LLMs: GPT-4, ChatGPT, Llama-2, Mistral
- Retrieval framework: LangChain with Postgres pgvector
- Programming language: Python
- Containerization: Docker
- Cloud hosting: AWS

## *Solution*

- Streamlined processing of DOCX, PDF, and TXT files with Postgres pgvector for fast vector search
- Flexible integration of proprietary and open-access LLMs
- Optimized backend pipelines for fast, precise answers
- Python wheel packaging for easy deployment
- Scalable horizontal architecture to handle growing data
- Robust data protection for full compliance with standards.

## *Results*

- Accurate document retrieval and processing
- Faster, precise query responses
- Seamless multi-LLM integration
- Optimized low-latency backend
- Scalable system for growing data and queries
- Secure, compliant data handling

# *Case Study.* AI-powered customer engagement solution

**Client:** Barry Callebaut, the global leader in chocolate and cocoa manufacturing

## Challenges

- Slow sales cycles delaying deal closure
- Gaps in accurate, tailored product matching
- Limited visibility for cross-sell and upsell opportunities
- Lack of interactive customer engagement tools
- Strict GDPR and CCPA data privacy requirements
- Dependence on Azure environment

## Solution

- Advanced recommendation engine analyzing preferences and promotions for precise suggestions and cross-sell detection
- Intelligent multi-agent system orchestrating inquiries within Azure
- Knowledge base leveraged via RAG techniques for deeper context
- Seamless API integration with internal databases and Salesforce CRM
- Robust data protection ensuring compliance with GDPR and CCPA

## Technology used

- RESTful APIs for integration with the company's CRM systems
- Azure services (OpenAI, PostgreSQL with pg vector, Service Bus, Key Vault, etc.)
- LangGraph for multi-agent orchestration
- ElasticSearch and PostgreSQL for fast product filtering
- Neo4j Graph-RAG for recommendation accuracy
- Microsoft Presidio for PII anonymization

*\*ZONE3000 developed this AI-driven customer engagement prototype during their participation in a virtual hackathon. Barry Callebaut provided positive feedback, highlighting the PoC's potential to support their AI business transformation.*

We've been through *AI transformation* ourselves and guided *40+ businesses* to real results across diverse use cases



"We cut through the noise and deliver AI that works for your business — reliably, efficiently, and without complexity. ZONE3000 focuses on results, not hype."

**Sergey Skurikhin**
CEO and Founder

civitta     αFUSION     AstraZeneca     Dynamiq     PERIODIX

# *Cut through the AI hype.*

We help you define a focused AI strategy, identify use cases that drive real ROI, and prioritize initiatives that solve actual business problems – not just follow trends

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