

AI-NATIVE LAUNCHPAD · WHOLESALE

Fewer retyped orders. Trucks out on time. Dealers kept happy.

An AI-native distributor turns emailed, phoned and photographed orders into clean orders, checks price and credit as it goes and spots quiet customers early. Your team still owns the relationships; AI handles the typing and chasing.

01
Know where to start
Find the AI opportunities that matter most to your business.

02
See it work
Pick one idea and we build a working proof of concept with you.

03
Know what comes next
Get a step-by-step roadmap with timeline, budget and estimated return.

FIXED-FEE PACKAGES

Launch **$2,500**

Accelerate **$7,500**

Transform **$19,500**

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WHOLESALE · WHERE AI HELPS

From today’s problems to AI-native work

THE PROBLEMS TODAY

01

Orders arrive in every format

Emails, phone calls, chat photos of handwritten lists: someone retypes each one, and mistakes slip through to the truck.

02

Wrong prices and late credit calls

Dealer price lists and credit limits live in different places, so orders go out at the wrong price or to accounts already over limit.

03

Quiet customers drift away

A regular dealer slowly orders less, and nobody notices until they have moved to a competitor.

WHERE AI CAN HELP

01	**Order intake from any message**	Read emails, photos and PDFs and draft a clean order for a person to check and confirm.
02	**Price and credit checks**	Apply the right price list and flag accounts near their credit limit before the order is picked.
03	**Smarter stock and reordering**	Suggest what to reorder and when, based on real sales, seasons and supplier lead times.
04	**Customer self-service assistant**	Answer “where is my order?”, stock and price questions any time, from your own systems.
05	**Early warning on slipping accounts**	Spot dealers ordering less than usual so sales reps can call before the account is lost.

FOR INSPIRATION

AI-native ideas to get you thinking

Examples only, to show what AI-native work can look like. They are not part of the package scope or a promise of what we will build; your POC is agreed with you.

The photo order that types itself

TODAY

A dealer sends a photo of a handwritten list and a clerk retypes it line by line.

AI-NATIVE

The photo could become a draft order with matched product codes and prices, ready for the clerk to check and send.

The Monday reps’ call list

TODAY

Reps visit the same familiar accounts and miss the ones quietly ordering less.

AI-NATIVE

Each rep could start the week with a short list of accounts that look like they are slipping, with the reason for each.

Short stock before the truck leaves

TODAY

Pickers find an item is out at the shelf and the customer hears about it on delivery.

AI-NATIVE

The team could be warned the night before, with a suggested substitute to offer the customer in advance.

WHOLESALE · THREE PACKAGES

Your Launchpad

FIXED FEE, AGREED SCOPE	Launch $2,500 Small businesses 1–50 employees · 3–4 weeks	MOST POPULAR Accelerate $7,500 Growing companies 51–500 employees · 5–6 weeks	Transform $19,500 Larger organisations 501+ employees · 8–10 weeks
Teams we work with	1 team	3 teams	6 teams
AI opportunities assessed	Up to 5	Up to 10	Up to 20
Working proof of concept	1 simple POC	1 connected POC	1 advanced POC
AI-native roadmap	6-month plan	12-month plan	18-month plan
Team training	1 session	2 sessions	4 sessions
Follow-up review	30 days after	30 days after	30 days after

EVERY PACKAGE INCLUDES

- AI-native consultancy and roadmap
- One proof of concept you choose
- One Burdenoff product free for 3 months
- Budget and return-on-investment model
- Executive readout

WHAT YOU RECEIVE: 8 DELIVERABLES

01 AI readiness scorecard
02 Opportunity map
03 Ranked use cases
04 One working proof of concept
05 AI-native roadmap
06 Budget and ROI model
07 AI governance starter kit
08 Executive readout

PROOF OF CONCEPT

You choose the proof of concept

Pick one of our suggested ideas for your industry, or bring your own business problem. We check that it fits the package, agree what success looks like in writing, then build it with you.

Good to know: A proof of concept shows an idea working on real or sample data. It is not a production system; we scope the production version with you as a next step.

LAUNCH · $2,500

Email and photo order assistant

An assistant that turns emailed and photographed orders into draft orders for your team to check, using your product list.

SUCCESS MEASURE
Time to enter an order and number of order errors

ACCELERATE · $7,500

Price and credit check at order entry

Connect to your order or accounting system so each new order is checked against the dealer's price list and credit limit.

SUCCESS MEASURE
Pricing errors and orders shipped over credit limit

TRANSFORM · $19,500

Demand and account health desk

One view across sales, stock and purchasing that suggests reorders and flags slipping accounts for buyers and reps.

SUCCESS MEASURE
Stock-outs, excess stock and accounts recovered

INCLUDED IN EVERY PACKAGE

Any one product, free for 3 months

Pick any live product from the Burdenoff portfolio and use it free for 90 days.

- One product per organisation
- 90 days in a row from activation
- Agreed seats and usage
- No automatic paid renewal
- Export your data at the end

GOOD FITS FOR WHOLESALE

Kadaikodi	Give dealers an online catalogue and checkout, with every order in one place.
MoveTheWheels	Manage orders, stock and deliveries, with AI help to plan transport.
BigConsole	See sales, margins and account trends by dealer, rep and territory.

WHOLESALE · THE ROAD AHEAD

Your road to AI-native

STEP ONE: THE LAUNCHPAD

NEXT STEPS WE CAN TAKE TOGETHER

Months count from the end of your Launchpad.

NOW · 3–10 WEEKS

Launchpad

Map where orders, prices and stock cost you most time, prove one idea on real orders and agree a costed roadmap.

NEXT · MONTHS 1–3

Roll out the first win

Put the proven idea into daily use for the order desk or sales team, with training and clear owners.

THEN · MONTHS 4–9

Connect the business

Link orders, stock, purchasing, delivery and accounts so every team works from the same numbers.

LATER · MONTHS 10–18

Run AI-native

AI helpers become part of every order, pick and sales call, measured and improved each month.

> The Launchpad is step one: it shows the real value of going AI-native in your own business. Rolling out, scaling and running AI day to day are later steps. You decide if and when to take them, with us or anyone else.

THE FIRST 100 DAYS

Your package takes 3–10 weeks of this. The rest is your team trying the POC, deciding and preparing, with our 30-day follow-up.

DAYS 1–15

Discover

Talk to your people, measure today's costs and check AI readiness.

DAYS 16–30

Prioritise

Pick the highest-value ideas, review the risks and agree the POC.

DAYS 31–60

Prove

Build and test the proof of concept with your team.

DAYS 61–75

Plan

Finish the roadmap, budget, operating model and estimated return.

DAYS 76–100

Decide

Review results, train owners and choose what to invest in next.

HOW WE MEASURE SUCCESS

- **Time to enter an order**
- **Order and pricing error rate**
- **On-time, in-full deliveries**
- **Repeat orders from key accounts**

HANDLE WITH CARE

- Keep a person in charge of credit holds, and have staff confirm AI-drafted orders before they ship.
- Agree who can see customer prices and credit data, and keep it out of public AI tools.

YOUR PROTECTIONS

- ✓ **Fixed fee for an agreed scope**
- ✓ **Written success criteria for the POC**
- ✓ **A named engagement lead**
- ✓ **Weekly progress updates**
- ✓ **Your data rights written into the contract**
- ✓ **Tool advice based on fit, not on what we sell**
- ✓ **No access to live systems without your approval**
- ✓ **Clear exit and data export at any point**

START HERE

Book a free AI consultation

A 30-minute call about your business. Serving businesses worldwide, with a presence in India, the USA and the UAE.

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Fixed fees in US dollars. Taxes and third-party usage (for example AI model or cloud charges) are extra and always agreed in writing first. Return estimates are scenarios built from your own numbers with the assumptions written down. They are not guarantees.