



Production line maintenance, US plant

AI USE CASE PRIORITIZATION

AI strategy and plan for a US-based manufacturing client

A ranked plan for 22 AI ideas, with a business case for the top five and a model test for each.

22	5	3	\$1.5M+
AI ideas scored	Shortlisted	First wave	Value a year ¹

Prepared for	Leadership team, US-based industrial equipment manufacturer
Prepared by	Parkar manufacturing practice
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Classification	Confidential

¹ Estimated range \$1.5M to \$2.5M a year once all five agents are live. See page 5 for the basis.

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The full report runs to 32 pages

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ABOUT THIS DOCUMENT

Who it is for

The CIO, CFO, and data, IT and business leaders deciding where AI goes first.

How it was produced

Two scoring workshops with eleven business owners across finance, order-to-cash, accounts payable and supply chain. Model tests on samples of the client's own documents. Cost modelling on 2026 volumes.

How to use it

Use the executive summary and business cases for funding decisions, and the deep dives to plan the build.

01 EXECUTIVE SUMMARY

Build three AI agents now, starting with sales order automation

The client's teams submitted 22 AI ideas. Each was scored on value, data readiness, effort and risk. The top five have a business case, and each was tested on samples of the client's data.

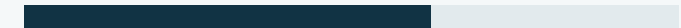
- 1 **Shortlist five use cases and build a business case for each.** Sales order automation, cash application, supplier confirmations, pre-bill validation and invoice exception handling.
- 2 **Start three in parallel.** Sales order automation, cash application and supplier confirmations have the best return for their risk, and their data is ready today.
- 3 **Run each use case on the model that fits it.** Three need a frontier model inside the Azure tenant for accuracy. Two cost less on an open model on the company's own servers.
- 4 **Use other tools for seven ideas.** Four are better served by automation or reporting, and three by tools the company already owns or can buy.
- 5 **Prepare data for four ideas, including demand forecasting.** The data work can start now, alongside the first wave.
- 6 **Share key roles across agents.** One forward deployed engineer and one architect serve all agents, and each agent has its own build team.

ESTIMATED VALUE

\$1.5M to \$2.5M

a year once all five are live¹

First wave, three agents \$0.95M to \$1.55M



Second wave, two agents \$0.55M to \$0.95M



3 to 7 mo

Payback for the first wave after go-live

3 to 6 mo

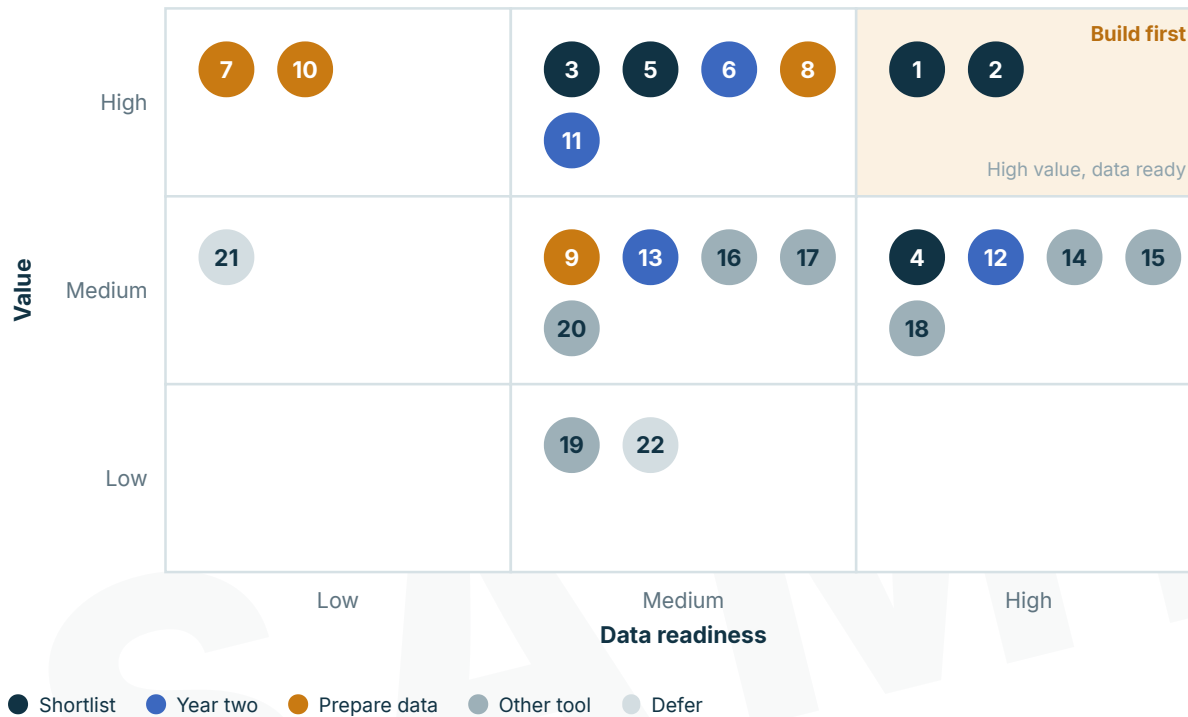
Build time per agent

¹ Based on January to September 2026 volumes for orders, invoices and supplier confirmations, and a loaded labour cost of \$45 an hour. Payback includes build and first-year running costs.

04 ALL 22 IDEAS, SCORED AND RANKED

Five ideas score highest on value and readiness

Each idea is placed by its value and how ready its data is. Effort and risk set the order within the shortlist.



Where every idea lands



IDEA KEY

1	Sales order automation	Shortlist
2	Invoice exception handling	Shortlist
3	Supplier confirmations	Shortlist
4	Cash application	Shortlist
5	Pre-bill validation	Shortlist
6	Deductions and disputes	Year two
7	Demand forecasting	Prepare data
8	Safety stock and replenishment	Prepare data
9	Plan exceptions	Prepare data
10	Cash flow forecasting	Prepare data
11	Service work orders	Year two
12	Supplier query inbox	Year two
13	Month-end variance commentary	Year two
14	Duplicate payment checks	Other tool
15	Slow-moving stock alerts	Other tool
16	Vendor master data checks	Other tool
17	Freight invoice audit	Other tool
18	Customer service email replies	Other tool
19	Expense policy checks	Other tool
20	Internal knowledge assistant	Other tool
21	Quote configuration assistant	Defer
22	Contract clause extraction	Defer

Ideas 14 to 20 are better served by automation, reporting or a tool the company already owns. Scores agreed in two workshops with business owners.

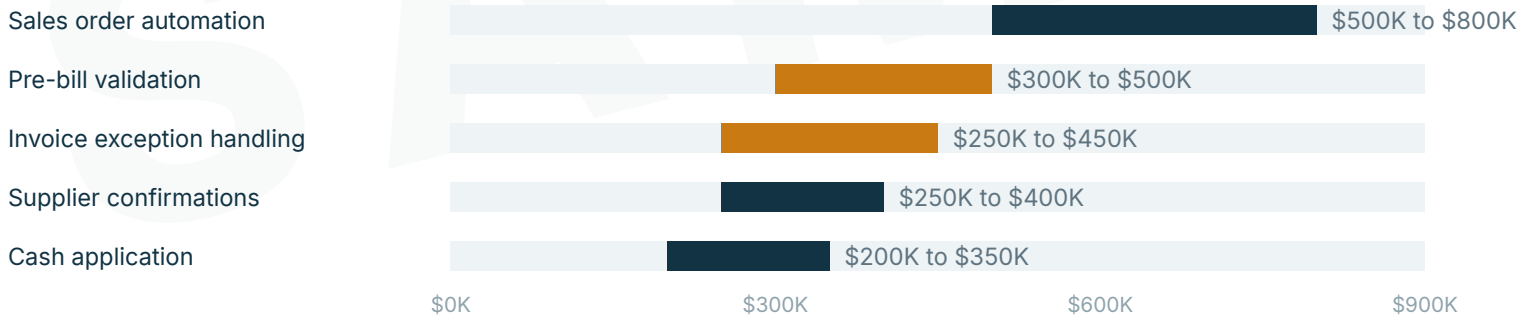
06 BUSINESS CASE FOR THE TOP FIVE

The top five are worth about \$1.5M to \$2.5M a year

Use case	Size	Build time	Annual value ²	Risk	Payback after go-live	Wave
Sales order automation Order-to-cash	Medium	About 4 months	\$500K to \$800K	Medium	3 to 4 mo	First wave
Cash application Order-to-cash	Small	About 3 months	\$200K to \$350K	Low	3 to 5 mo	First wave
Supplier confirmations Supply chain	Medium	About 4 months	\$250K to \$400K	Low	4 to 7 mo	First wave
Pre-bill validation Order-to-cash	Medium	About 4 months	\$300K to \$500K	Medium	4 to 6 mo	Second wave
Invoice exception handling Accounts payable	Large	5 to 6 months	\$250K to \$450K	Medium	6 to 9 mo	Second wave

Annual value by use case

Ranked by the top of each range. Dark bars are the first wave.



Shaded rows are the first wave. Payback scale: 0 to 10 months. Size key: small, about 3 months to production; medium, about 4 months; large, 5 to 6 months.

² Ranges reflect low and high adoption by the business teams. Volumes: about 10,000 orders, 6,500 supplier invoices and 14,000 supplier confirmation lines a month.

WHY THESE THREE GO FIRST

Cash application and supplier confirmations carry the lowest risk, and sales order automation carries the highest value.

All three have data that is ready today.

They sit in three different teams, so three business owners see results early.

EACH BUSINESS CASE COVERS

Value drivers and the volumes behind them, running cost on the recommended model, risks and controls, and the measures the business owner signs off.

09 DEEP DIVE

Sales order automation

The order desk keys in about 10,000 customer orders a month from email, EDI and portals. The agent reads each order, checks it against SAP and prepares the sales order for the order desk to approve.

Size	Medium, about 4 months
Annual value	\$500K to \$800K
Runs on	Frontier model, Azure tenant

01 Receive order Email, EDI and portal	02 Create sales order Sales order automation	03 Credit check Rules in SAP	04 Pick and ship Warehouse	05 Invoice Pre-bill validation, wave two	06 Apply cash Cash application, wave one
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Model test on 500 orders³

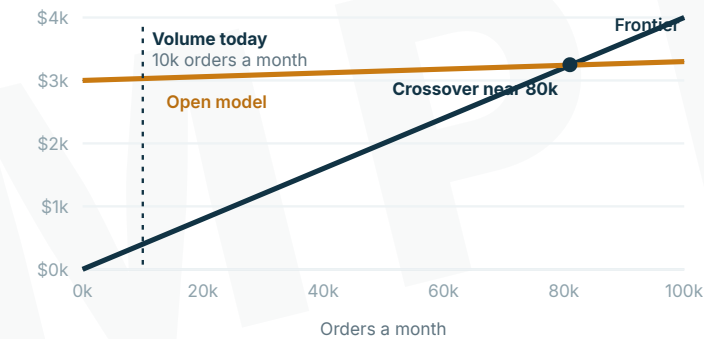
Target: 95% of orders correct without edits.

Model option	Accuracy	Per 1,000	Time
Large frontier model Azure tenant	97%	\$40	6 s
Small frontier model Azure tenant	91%	\$8	3 s
Open model Company servers	88%	\$3 + servers	4 s

Decision: only the large frontier model meets the accuracy target on this mix of order formats.

Running cost at scale

Monthly model cost as order volume grows.



At today's volume the frontier model also costs less. An open model only becomes cheaper above about 80,000 orders a month.

ACCEPTANCE CRITERIA

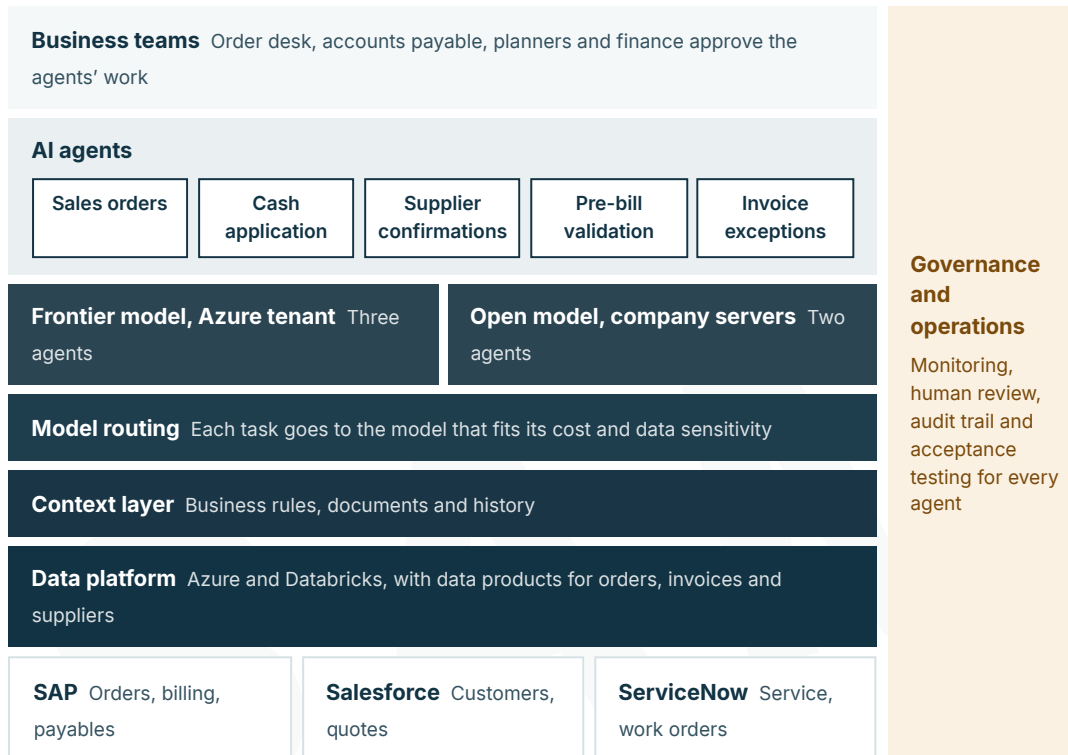
- Agreed with the order desk lead
- 95% of orders correct without edits
- Order entry time down from about 8 minutes to under 2
- Every order approved by the order desk before it posts to SAP
- A full audit trail for each order

³ 500 orders from July and August 2026, with expected results checked by the order desk. Costs exclude Azure platform charges common to all options.

12 PLATFORM AND TEAM

How the company builds and runs its agents

All five agents share one platform, so later use cases reuse what the first ones built. The data platform and systems of record are in place today. The context layer, model routing and governance are added in the first wave.



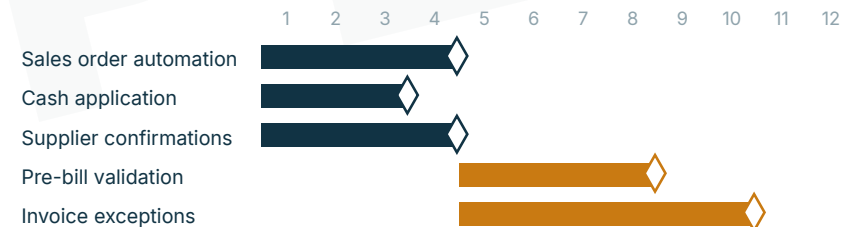
Team for the first wave

Key roles are shared, so three agents move in parallel without duplicate roles.

Shared across all agents	Dedicated to each agent
Forward deployed engineer Solution architect Context and governance lead	One build team per agent: AI engineer, data engineer and tester. Three teams in the first wave.

Twelve-month plan

Both waves run in parallel teams. Diamonds mark go-live.



Dark bars: first wave. Amber bars: second wave.

16 NEXT STEPS

Agreed with the leadership team

Weeks 1 to 2

Confirm the first wave

Name a business owner for each of the three first-wave use cases.

Weeks 2 to 4

Sign off the business cases

Agree value drivers and acceptance criteria with each business owner.

From week 5

Start building

The forward deployed engineer joins the team and three build teams start in parallel.

Prepared by Parkar manufacturing practice
Reviewed by Engagement lead and client CIO office

ABOUT PARKAR

Who prepared this report

Parkar is a data and AI transformation company. Since 2015, we have helped healthcare, manufacturing and financial services companies build their data foundation and use AI in their operations.

Our engineers work across all major clouds and data platforms, and our practice leaders bring 25 to 30 years of industry experience.

2015

Founded

400

Engineers

4

Offices

SOC 2, ISO 27001

Certified

Explore [Data Engineering](#) · [AI Engineering](#) · [Accelerators](#) · [Case studies](#)

GET YOUR OWN

AI Use Case Prioritization

Send us your list of AI ideas. We rank them, test models on your data and plan the first builds.

Prioritize your AI use cases

Want to discuss your use cases?

Book a meeting

See our accelerators in action.

Book a demo

Email info@parkar.in
Website parkar.in
Offices Atlanta, Pune, Ahmedabad and Singapore