

Leverage data and Artificial Intelligence (AI) to unlock value for the business

by Marie Decroix and Gautier Tribet

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Strong foundations & expertise in business processes is a prerequisite for leveraging AI

Industrial actors today must navigate in a dynamic environment and face concurrent challenges: intense competition, ecological transition, and digital transformation, requiring innovation and adaptability. To stay ahead, businesses seek to harness data and AI as a lever of growth & efficiency. However, unlocking their full potential is not always as straightforward as anticipated, and requires a strategic approach.

At CYLAD, we combine deep industry expertise with advanced AI and data science capabilities to offer a value proposition to address business challenges.

With 18 years of extensive cross-industry experience in Strategy & Management consulting, CYLAD has developed and cultivated expertise and knowledge in complex business processes:

- Product development: product design, technical design, industrialization
- Operations: manufacturing, logistics, supply, procurement, quality
- Support functions: Finance, IT, HR

This experience is coupled with a solid understanding of our clients' current position on the value chain, competitive landscape, and industry trends, which enable us to deliver tailored and effective solutions in complex environments, aligned with the challenges and opportunities faced by our clients.

We strongly believe that this knowledge on processes, organizations, and tools is a critical prerequisite for successfully leveraging Data Analytics & AI to drive business impact.

Examples of Data Analytics & AI opportunities within business processes

	 Controlling	 Supply-Chain	 Purchasing	 Production and planning	 Quality	 Growth strategy
Data and Advanced Analytics	<ul style="list-style-type: none">• Track savings in P&L• Invoice reconciliation	<ul style="list-style-type: none">• Build more accurate and stable demand forecasts• Reduce missing parts	<ul style="list-style-type: none">• Detect savings• Reduce panel of suppliers• Reduce leadtime• Optimize TCO	<ul style="list-style-type: none">• Steer production costs• Anticipate bottlenecks and re-prioritize	<ul style="list-style-type: none">• Detect recurrent quality issues	<ul style="list-style-type: none">• Financial information benchmarks• Competition supervision
AI	<ul style="list-style-type: none">• Identify deviations root causes• Draft budget and P&L forecast	<ul style="list-style-type: none">• Increase quality control• Reduce supply Lead time	<ul style="list-style-type: none">• Streamline categories and suppliers• Build more accurate and stable demand forecasts	<ul style="list-style-type: none">• Planning delays root cause identification• Delays anticipation• Detect anomalies in production	<ul style="list-style-type: none">• Increase quality of testing• Predictive detection of quality issues	<ul style="list-style-type: none">• Dynamic market screening• Market trends

Partnering with an AI pure player to bridge the gap between client challenges & AI-powered solutions

At CYLAD, we have been leveraging Data for years with our internal team, successfully delivering projects across industries. We are working with our clients to carefully select and implement the most suitable solutions, ensuring they meet their specific and evolving needs.

“*“CYLAD's support enabled us to rebalance our relationship with our main clients. Since the deployment of CYLAD's demand quality measurements, no forecast nor PO has been accepted without being scanned and stabilized.”*

Head of Supply Chain Aeronautic industry

As AI technology continues to emerge and impact all businesses, we remain committed to staying ahead of the curve. That is why we have forged a strategic partnership with akawan, a leading pure-player AI & tech expert. This collaboration intends to reinforce our commitment to always provide our clients with the most innovative solutions and deliver sustained impact.

CYLAD x akawan

CYLAD



akawan



transforms 'room for improvement' use case into a viable business case, increasing the client's performance



has a deep, up-to-date mastery of technology used to create intelligent systems suitable for specific use cases

CLIENT

benefits from an integrated offer to implement and use AI

We have set up a strategic partnership with akawan because we share a common DNA in our clients' industries and have strong complementarities in our expertise. This commercial partnership aims at offering our respective clients a comprehensive solution when use cases are identified where AI can provide an effective, fast, and disruptive solution.

Marie Decroix, Partner at CYLAD

A 4-step approach to deliver high-value AI use cases in a few weeks

While AI offers immense potential, its successful implementation is not a given. In practice common pitfalls are observed. We are convinced that measurable benefits can only be achieved through a holistic approach that considers processes, people, organization and culture, with results demonstrated in a few weeks thanks to our standardized off-the-shelf method.

Identify & characterize the use case

01.

Relying on our business knowledge, we work closely with our clients to identify and characterize AI opportunities within their processes, tackling 3 main areas and pain points:

- Transforming raw, disparate data into useful information
- Repetitive or time-consuming task automation, improving productivity
- Facilitating human-machine digital interactions

Assess feasibility with AI experts

02.

In collaboration with akawan, we apply a structured assessment methodology to validate both technical feasibility and potential benefits & return on investment (cf. illustration next page):

- Technical feasibility: assessing data availability, quality and identifying suitable technical solutions for a reliable model performance
- Economic evaluation (preliminary & detailed): Estimating direct costs, expected ROI and long-term operational costs.

We intend to identify the optimal solution, striking the right balance between off-the-shelf products and tailored innovations.



Develop a 1st POC

03.

We evaluate the impact on roles and individuals and anticipate change management efforts to maximize the chances of adoption. We design and test a Proof of Concept to validate its performance and relevancy, ensuring it meets operational and financial expectations before full-scale deployment.



Scale & deploy

04.

Once the Proof of Concept is validated, we develop the full solution and support our clients, ensuring a smooth, impactful & global deployment.

We measure in the long run the real observed costs and benefits of the solution.

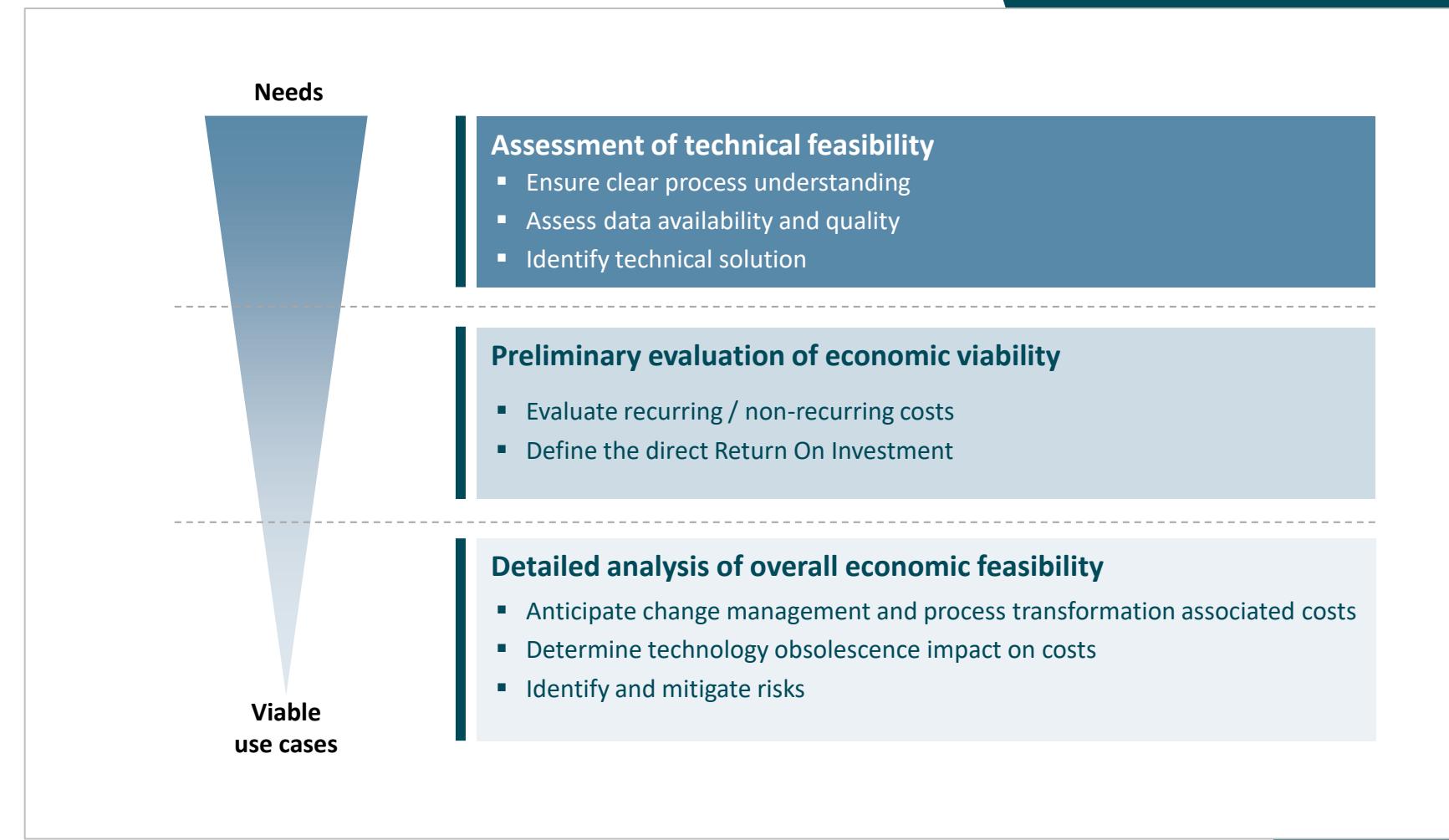
We set up a change management plan and adapt, if necessary, the operating model of the impacted functions.

Go / No Go gate

A structured assessment methodology to determine the technical & economical viability of the use cases

This approach allows to:

- **Speed up and improve the consistency of the evaluation of new ideas or requests**
- **Invest in initiatives that deliver high ROI and are feasible to implement**
- **Reduce likelihood of project failure or unexpected roadblocks**



Illustration



Are you ready to unlock the power of AI and unleash its potential for your organization?

Conclusion

In today's rapidly evolving digital landscape, businesses must embrace data and AI to stay competitive. CYLAD, with its industry expertise and cutting-edge capabilities, is committed to helping organizations navigate this complex landscape.

By combining in-depth business processes knowledge and advanced capabilities with an AI expert, we empower our clients to transform their business and navigate challenges, uncover new opportunities, while being well-equipped to thrive in the digital age.

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About CYLAD

Independent consulting firm, CYLAD advises executives from industries and associated services to overcome performance, transformation and growth challenges. The firm combines Consulting Methodology with Senior Experts' experience for sustainable results for its clients of all sizes, offering a comprehensive range of services. CYLAD supports companies, especially in the Aerospace & Defence, Pharmaceutical/Health, Energy, Electronics and Transportation sectors.

CYLAD currently has 150 employees and 19 Partners across nine offices: Paris and Toulouse in France, Hamburg and Munich in Germany, Zurich (Pfäffikon SZ) and Geneva in Switzerland, Adelaide and Sydney in Australia and Montreal in Canada.