

aikyma.ai

AI-Native Process Automation – Partner Model

aikyma.ai automates labor-intensive back-office processes in wholesale and commerce using domain-specific AI process agents – as a **white-label extension** for your existing ERP service portfolio. Two use cases – order processing and product data automation – are already in production with joint customers.

80–95% Automation rate order processing	~30% Productivity gain category management	>50% Back-office relief order processing
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Your Customers' Problem

The commerce companies you serve know the picture: **orders arrive via email, PDF, or Excel and are manually keyed into the ERP by staff.** This leads to high time expenditure in back-office operations, errors in articles, prices, and addresses, and stress peaks during critical periods.

This heterogeneity meets flawed master data, complex matching rules, and ERP systems that are barely extensible with AI. Comparable patterns exist in product data management, order modifications, quote and price verification, supplier ordering, and invoice-related processes – all areas where your customers are looking for solutions.

The potential is significant: in DACH alone, over 100,000 companies have relevant order volumes and ERP maturity – and the problem is internationally identical. For ERP service providers, this represents a growing business opportunity.

Our Solution: What aikyma.ai Does

aikyma.ai builds learning, domain-specific process agents that automate real commerce processes **end-to-end.** Unlike generic AI approaches, our agents combine generative AI with heuristics, fuzzy matching, and systematic cross-checks – delivering reproducible, robust, and auditable results.

Productive Use Cases

- **Order processing:** Automatic capture, validation, and ERP handover of B2B orders from email, PDF, Word, Excel – 80–95% automation rate
- **Product data automation:** AI-powered capture, enrichment, and quality assurance of product data – ~30% productivity gain in category management

Relevant Industries for Your Customers

- Technical wholesale & industrial supplies
- Gastronomy, foodservice & beverage wholesale
- Medical devices, laboratory & practice supplies
- Construction, building materials & building services wholesale
- Machinery & plant engineering, chemicals, EMS & electronics manufacturing

Further Automatable Processes

- Order modifications and complaints
- Quote and price verification
- Supplier ordering and replenishment
- Invoice and billing-related processes

The Partner Model

aikyma.ai is designed as a **white-label extension** that integrates seamlessly into your existing ERP service offering. You position the solution to your customers; we deliver the technology.

What You Gain

- **New, recurring revenue stream** – transaction-based model with attractive partner margins
- **Differentiation** – AI-native process automation as a unique selling point vs. traditional ERP providers
- **Customer retention** – deep ERP integration creates structural switching barriers that benefit both sides
- **Scalability** – once integrated, additional processes can be rolled out without new base integration
- **International potential** – the problem is not DACH-specific; the solution scales language-independently with your customer base

Commercial Framework

Integration per customer	CHF 5–20K (depending on complexity and system environment)
Ongoing usage	Transaction-based: CHF 0.50–2.00 per transaction
Partner margin	Attractive share of ongoing transaction revenue
Minimum volume	Economically viable from approx. 1,000 transactions/month

Integration & Go-Live

The solution is integrated into your customers' existing ERP landscape. aikyma.ai handles the technical integration; you retain the customer relationship.

Typical Process

- **Analysis:** Joint assessment of process volume, data quality, and ERP system environment
- **Integration:** ERP system connection, process agent configuration, data pipeline setup
- **Pilot phase:** Parallel processing with manual oversight – human-in-the-loop until desired quality is reached
- **Production:** Automated processing with continuous learning and ongoing monitoring

References & Status

aikyma.ai is already in production with paying customers in the DACH region:

Customers	medidor.ch, jauch.com, apfelkiste.ch
Existing partner	aproda.ch

Status

Production use in business-critical processes, measurable operational savings

Why aikyma.ai?

- **Not generic AI** – domain-specific process agents built for the reality of commerce
- **Auditable and transparent** – every AI decision is traceable, critical for business processes
- **Production-proven** – not an experiment, but live with paying customers
- **White-label ready** – designed for deployment under your brand
- **Land-and-expand** – one entry process, many expansion opportunities

Team

The founding team combines many years of experience in e-commerce, digital transformation, and building cloud-based infrastructure solutions.

- **Marcel Rassinger** – Founder, Business Development & CTO. Former CIO of one of the largest Swiss e-commerce companies (CHF 1.2B revenue, 1,300 employees)
- **Alexander Büch** – Founder, Board Member, Business Development. Formerly founder, Board Member and CTO of E2E. The company was sold to SCHEER, Germany. Investor & Managing Partner of Medical Insights, which is currently in sales negotiations with a private investor group.
- **Constantin Blum** – Business Development

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