

# AI Factory

## From Experiments to Governed, Scalable Value

### The Challenge in Numbers

**70%+**

of AI projects fail to deliver intended value\*

**<32%**

of AI pilots successfully scale to production\*\*

**>82%**

of employees using AI are getting poor results\*\*\*

\*Source: McKinsey 2026: AI in 2025: The Shift from Hype to Reality

\*\*Source: Supply Chain Digital February 2026: Why are Global Organisations Failing to see Gains from AI?

\*\*\*Source: Wrike 2026: The Age of Connected Intelligence

### What Are the Barriers?



**Fragmented Adoption:** Hype-driven, siloed initiatives launched without overarching strategy or vision



**Misaligned Incentives:** Often, the real value of AI lies in back-office improvements, but organisations focus budgets on high-visibility areas like marketing, where results may be less impactful.



**Key Talent Scarcity:** Over-reliance on key individuals create bottlenecks, dependencies and stalled delivery.



**Capacity Constraints Limit Velocity:** High-value backlog items stall as delivery teams hit capacity



**Governance & Risk Paralysis:** Unclear AI oversight, data responsibility and ethical guardrails slow delivery or create unacceptable compliance exposure



**Adoption & Value Gap:** Even well engineered AI solutions fail to deliver value without user trust and a clear roadmap for progressive, governed autonomy

# Our Approach

We combine low-cost, specialist offshore engineering at scale with business-led expertise to identify your highest impact AI and automation opportunities, fast.

Our approach transitions your entire organisation to be AI ready, establishing the people, tools and governance to ensure secure, scalable and value-led adoption.

**We don't just prototype bright ideas;** we engineer AI solutions that deliver, translating efficiency gains and new capabilities into measurable cost savings and revenue growth.

## 1. Discovery and Mobilisation

- We align not only what to build, but on who owns decisions, where automation is permitted and how risks will be managed before delivery begins .
- We establish shared governance and a one-team culture across both organisations.
- We deliver a prioritised, value-aligned use case roadmap, T-shirt sized and ready for sprint delivery.

## 2. Controlled, Agile Delivery

- We deploy multidisciplinary squads built around a scalable delivery factory model - a core capability team accelerated by low-cost offshore resources across AI, automation, data, engineering and QA.
- We engineer AI and Automation through disciplined sprint delivery, with controls, auditability and human oversight designed in, not bolted on later.
- Rigorous backlog management, sprint governance and transparent reporting ensure high-quality increments and visible value every sprint.

## 3. Embed Value

- We apply progressive automation models as part of a structured change management approach, increasing AI autonomy only as confidence, control and trust grows.
- Continuous feedback loops, benefits tracking and a joint Benefits Realisation Board lock-in adoption to ensure efficiency gains translate into lasting value, and new capabilities unlock incremental revenue streams.

***Our approach ensures that the right teams are focused on the best opportunities and that technical developments realise financial returns.***

# Accelerated Engineering

AI coding tools are powerful — but in the wrong hands, they can erode rather than enhance returns. Without rigorous workflow understanding, precise specifications and senior engineering oversight, teams get stuck in prototyping loops, build solutions that fail to scale, create technical debt and ship systems that cannot be relied upon in production.

Our Supervised Delivery Model combines **AI-accelerated engineering with senior human judgement**, ensuring speed does not come at the expense of quality or commercial value.

## How we engineer

1.

### Workflows

We map how the business actually operates — including exceptions, workarounds, and real-world complexity. You cannot automate what you don't truly understand.

2.

### Specifications

We define precisely:

- What the system does / must never do
- Confidence thresholds, error handling, auditability

This is where reliability is engineered, not after the fact.

3.

### Implementation Planning

We sequence delivery before a single line of code is written:

- Dependencies and risks identified upfront
- Failure and rollback scenarios designed in advance
- Production realities built in from day one

4.

### Execution

AI tools generate code, engineers validate, refine and approve every output.

- Spec-driven engineering and a proprietary AI skills library turn specifications into production-ready outputs
- Short, iterative sprints ensure continuous alignment and feedback between engineers and business teams.

## What this means for clients

- **Faster delivery** - AI accelerates build without sacrificing rigour
- **Higher reliability** - systems designed for real-world conditions
- **Lower cost base** - smaller senior teams with AI leverage
- **Production outcomes** - not demos or pilots that fail to scale

***We don't experiment with AI, we engineer it to deliver measurable results.***

# Benefits of Working With Panamoure

- ✓ **Successful, relevant track record**  
Experience of realising material financial benefits through the rapid strategic and targeted deployment of AI
- ✓ **Understand high impact opportunities**  
Expert knowledge of where AI can rapidly deliver real cost saving benefits often found in the boring back-office
- ✓ **Relevant sector experience**  
Rapid focus on proven opportunities
- ✓ **Progressive adoption, not big-bang AI**  
Automation scales in line with organisation readiness, process maturity, data quality and confidence.
- ✓ **Offshore development**  
Access to lower cost resources with extensive relevant experience and capabilities
- ✓ **Technology agnostic**  
Access to a broad range of technology solutions aligned to your size and existing platforms

AI & Automation partnerships include:



## Why We Are Different

- 1.** We focus on the full lifecycle of opportunities from strategic alignment, through technical development to real value creation and benefit realisation.
- 2.** We understand where transformational change can be realised from back office efficiency through to revenue enhancement.
- 3.** We understand the challenges and pressures associated with Private Equity backing.