

PEARL



About Us

Key figures and facts

2006

Founded

94M€

Revenue 2024

500

Employees

170

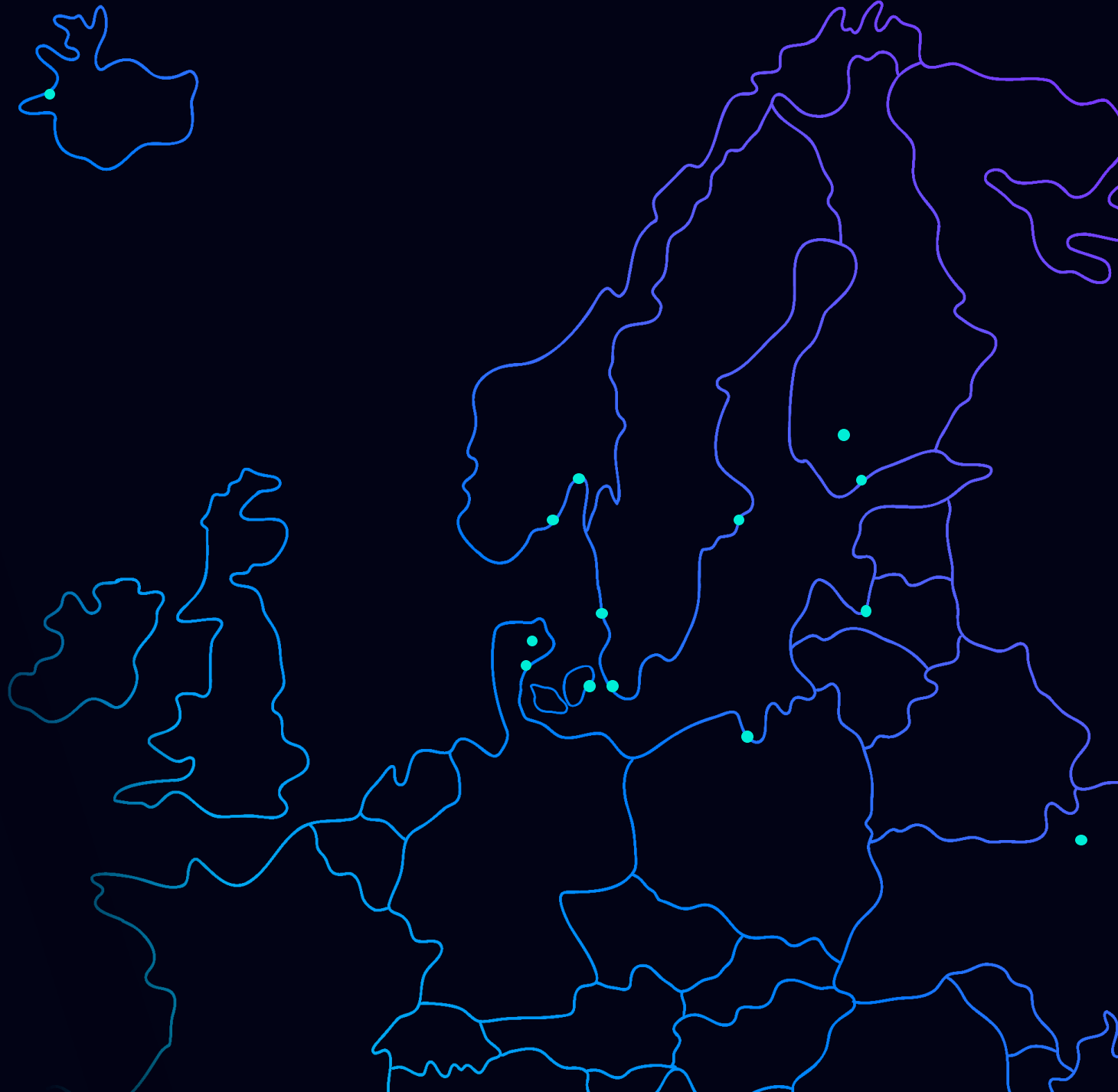
Customers

24/7

PearlCare / AMS

15

Offices in North Europe



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Accelerating SAP delivery with AI – by Design-First

AI-Accelerated Design

**How we accurately design x10 faster
- Impacting the whole project lifecycle**

Design ready + Expectations aligned BEFORE the project begins

**See your solution, align with customers, and eliminate surprises
– in 2 days instead of 3 weeks**

The Traditional Approach

Design-First lets you evaluate the solution early together with the customer

What Usually Happens

- High-level scope
- Start development immediately
- Requirements emerge during coding
- "We'll refactor later"
- Rework and delays
- Misaligned expectations

Versus

The Design-First approach

- Understand the problem first
- Visualize the solution
- Evaluate together with the customer
- Align all stakeholders
- Clear scope boundaries
- Realistic estimates
- Confident execution

The Reality: Time spent in design is not "wasted time" – it's an investment that pays 10x returns during development

The real cost of "just start coding"

3-5x

Cost Overruns

60%

Code Rewritten

40%

Feature Cut

200%

Time Overrun

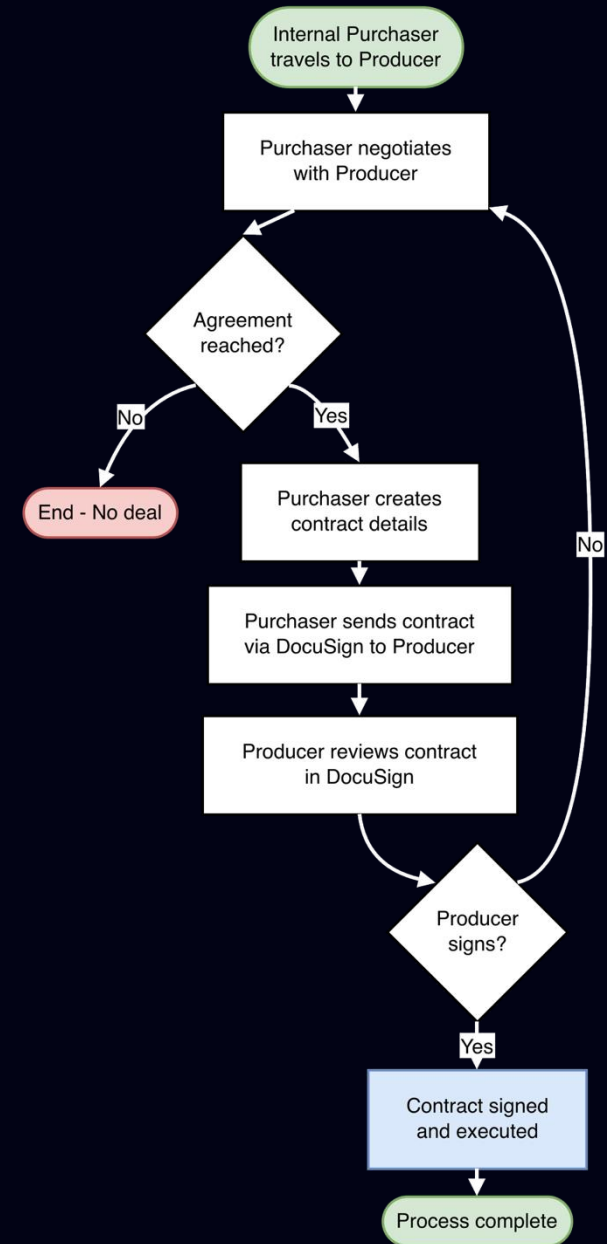
Without upfront design, projects spiral out of control

Budget overruns. Timeline delays. Stakeholder disappointment. Team burnout

STARTING POINT - MANUAL PROCESS

DocuSign workflow for purchase contracts

- Purchaser travels to producer location
- Negotiates terms on-site
- Creates contract details manually
- Sends via DocuSign to producer
- Producer reviews and signs
- Contract executed



Traditional Design (14-21 days)

- **Day 1-3:** Schedule workshops
- **Day 4-7:** Whiteboard sessions
- **Day 8-12:** Someone draws the graphs
- **Day 13-16:** Revisions in tools
- **Day 17-19:** Create presentation
- **Day 20-21:** Customer validation

Versus

AI-Assisted Design (2 days)

- **Day 1 Morning:** Collaborative AI session
- **Day 1 Afternoon:** Generate all artifacts
- **Day 1 Evening:** Diagrams ready
- **Day 2:** Customer validation workshop
- **Done!** (19 days saved)

90%

Time reduction in design phase

What AI Identified in 2 Hours

This isn't ONE process - it's TWO completely different processes

Process 1: Field Operations

- Mobile purchasers working offline
- On-site negotiations with producers
- Draft contract creation in the field
- Need for offline capability
- Data sync when connectivity returns

Process 2: Office Operations

- Desktop-based contract completion
- PDF generation and preview
- Approval workflows
- DocuSign integration
- Final contract management

What AI Collaboration Produces

Artifact Type	Count	Traditional Time	AI Time	Time Saved
Process Diagrams	8	3-4 days	2 hours	94%
Sequence Diagrams	7	4-5 days	3 hours	93%
Data Model	1	2-3 days	1 hour	95%
UI Mockups	9	5-7 days	2 hours	96%
Architecture Diagram	2	2-3 days	1 hour	95%

The AI Advantage:

Instant iterations, multiple options explored, best practices applied automatically, nothing forgotten

Real Project Example

How AI can assist in designing and visualizing the solution

✗ What We Avoided

- **Wrong architecture choice** → 3 weeks wasted + complete rebuild
- **Missing integration requirements** → 2 week delay discovered in week 5
- **Overcomplicated data model** → 8 weeks vs 2 weeks pragmatic approach
- **Scope creep** → 3 weeks building unneeded features
- **Misaligned expectations** → Full UI rebuild after rejection

✓ What we delivered

- **Day 1:** Complete design session with AI
- **30+ artifacts:** created interactively (process diagrams + interactive mockups)
- **All scenarios:** explored and documented
- **Day 2:** Customer validation workshop
- **Result:** Approved blueprint, ready to build
- **Confidence:** 90% estimate accuracy

6 months

Of rework and delays avoided

The Financial Impact

✗ Without Design

- **Week 1-4:** Code blindly
- **Week 5:** Data model wrong
- **Week 6-8:** Refactor everything
- **Week 9:** Integrations fail
- **Week 10-12:** Redo integrations
- **Week 13:** First stakeholder review
- **Week 14:** "Not what we wanted"
- **Week 15-20:** Rebuild UI/UX

Timeline: 5-6 months
Budget: 200-300% over

✓ With AI Design

- **Week 1:** AI-assisted design (2 days)
- **Week 1:** Stakeholder approve
- **Week 2-4:** Build to spec
- **Week 4:** Integrations work
- **Week 5:** Testing
- **Week 6:** Deploy to production
- **Week 7+:** Enhance & iterate
- **Week 8+:** (Ahead of schedule)

Timeline: 6-7 weeks
Budget: On target

Why AI is the Game Changer

What This Means for CEO's

- Competitive advantage through speed
- Predictable project delivery
- Higher team productivity
- Better capital allocation

What This Means for CFO's

- Reduction in IT overruns
- Accurate budget forecasting
- Measurable ROI on projects
- Lower operational costs

Why AI is the Game Changer

Five competitive advantages

The AI Advantage: Design-First Case

- 1. Speed:** 90% faster design phase – 2 days vs 3 weeks
- 2. Completeness:** AI suggests gaps humans miss – nothing is forgotten
- 3. Instant Iterations:** Design refinements in minutes, not weeks
- 4. Best Practices:** AI applies industry standards automatically
- 5. Living Documentation:** Conversation preserved for future reference

Thank You.

Let's turn your project challenges
into competitive advantages

Key Takeaways

- ✓ Design + Visualization + Customer Alignment = Predictable Success
- ✓ AI accelerates design by 90% while improving quality
- ✓ Discover misalignments on Day 1, not Week 8



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