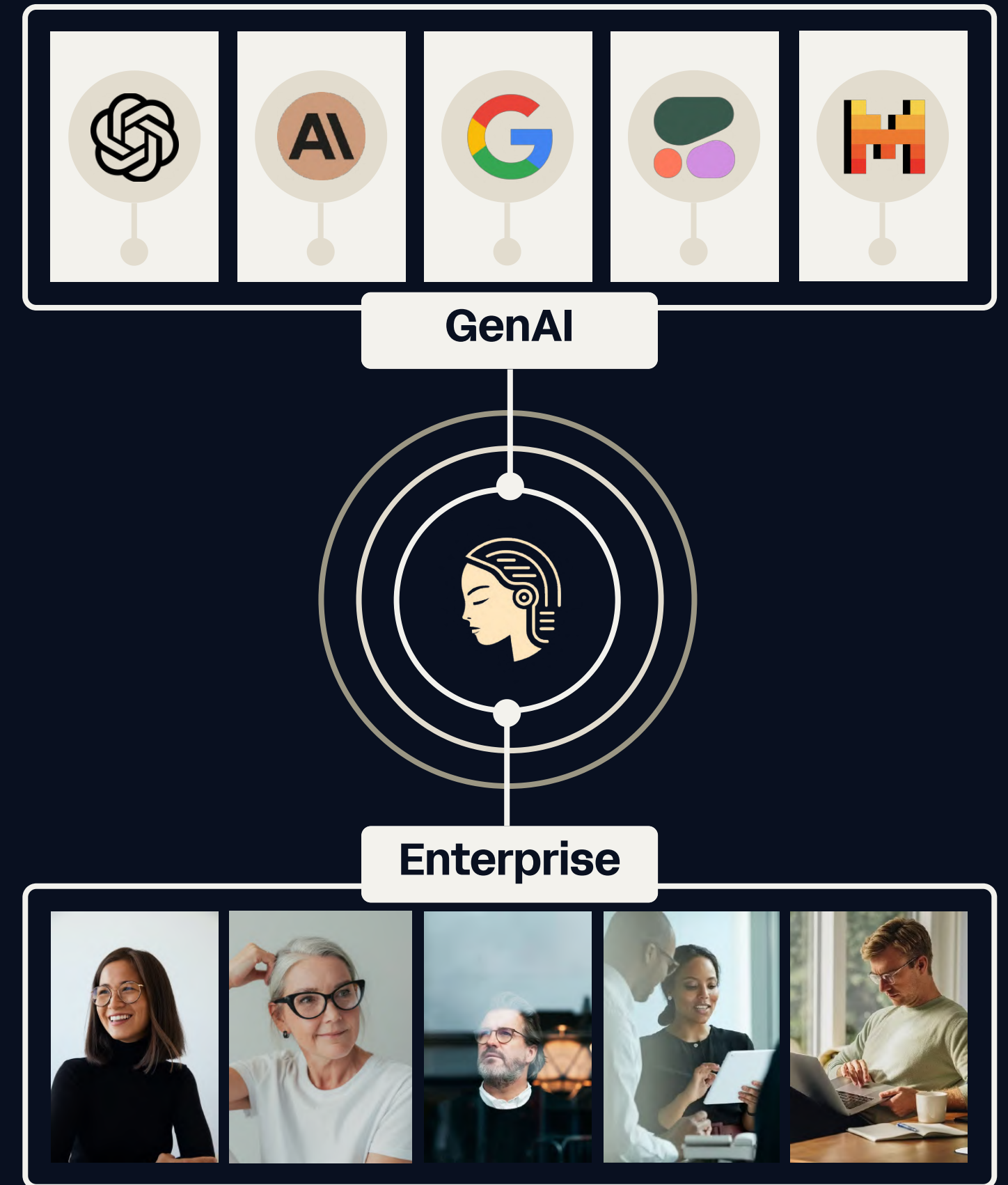# An introduction to elvex

Find extra hours in *your* eight hours.

elvex is the enterprise generative AI platform that makes it easy for your teams to do **so much more.**

# Agenda

# Generative AI will transform efficiency for your employees.

## Enterprises that need a secure, flexible, and effective platform choose elvex.

**embark**    **AUTOMATTIC**    **McClatchy**

| | | |
|---|---|---|
| **72%** | **50%** | **1000s** |
| adoption, now working | faster RFP completion | hours saved |
| **30%** | **39+** | **Data** |
| faster | AI-powered apps | insights by non-analysts |

embark

The Boston Globe

NTB

GRAHAM MEDIA GROUP

CODE AND THEORY

AUTOMATTIC

MOVABLE INK

McClatchy

ACAMS

stacker

Xome

MORGAN MURPHY MEDIA

# Why do businesses need AI? Because AI can up-level everyone.
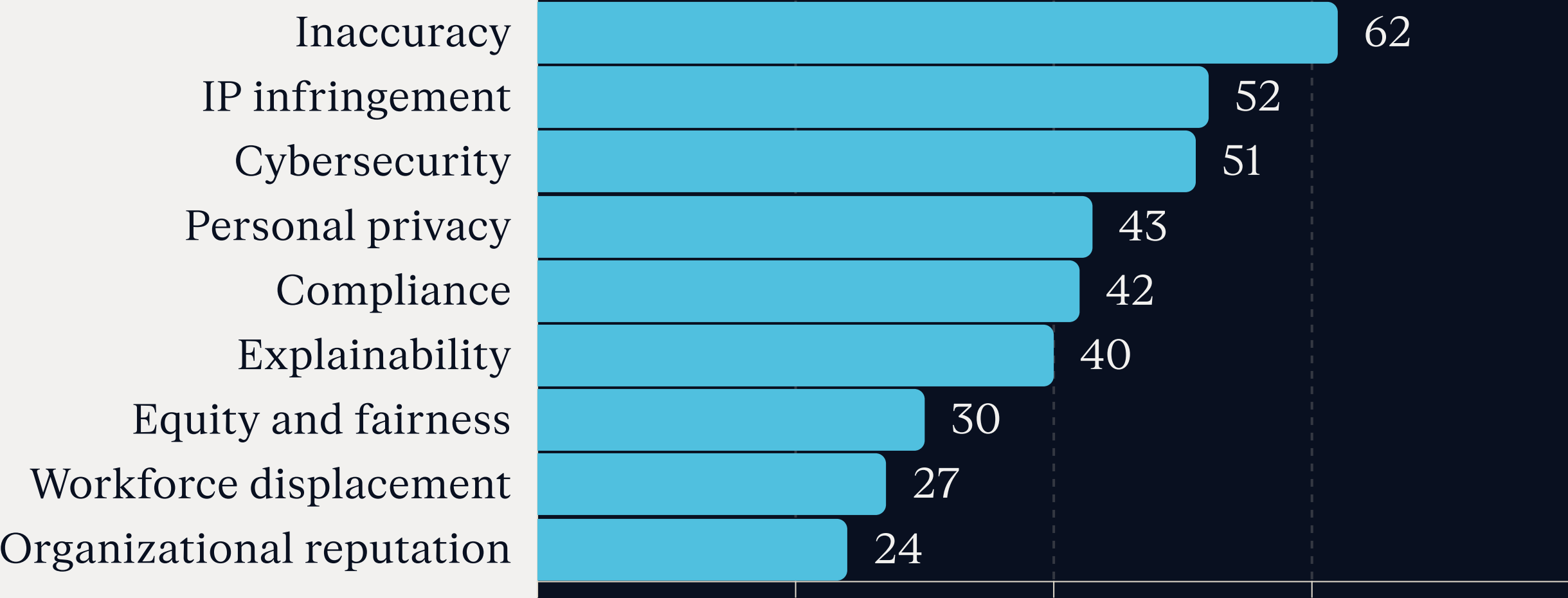
| | | | |
|---|---|---|---|
| **Content** | Research, editing, SEO, brand voice, summarization, translation, format conversion, data journalism. | | Extra |
| **Sales** | Personalize proposals & outreach, automate account research, improve product knowledge, expedite pipeline analysis & forecasting. | | hours |
| **Marketing** | Market research, campaign personalization, content creation, creative asset design, campaign performance and attribution analysis. | | in |
| **Customer** | Automate support responses, improve response times, personalize onboarding process, analyze customer health and feedback. | | *your* |
| **Finance / Analysts** | Automate policy Q&A, generate executive summaries, expedite ad-hoc analysis, contract and invoice summarization. | | eight |
| **IT / Ops** | Automate FAQs support, expedite creation of How-To guides, SOPs, and policies, expedite audit and compliance prep. | | hours. |
| **Engineering** | Summarize bug reports, automate technical doc generation, unit test creation and management, product feedback analysis. | | |
| **People** | Job description generation, employee handbook Q&A, personalize employee training, analyze employee feedback. | | |

Problem 1

# Risk needs to be mitigated.

## AI Risks Organizations Consider Relevant*

| Risk | Value |
|------|-------|
| Inaccuracy | 62 |
| IP infringement | 52 |
| Cybersecurity | 51 |
| Personal privacy | 43 |
| Compliance | 42 |
| Explainability | 40 |
| Equity and fairness | 30 |
| Workforce displacement | 27 |
| Organizational reputation | 24 |

"Inaccuracy, cybersecurity, and intellectual-property infringement are the most-cited risks of AI adoption by enterprise companies." - McKinsey & Company

*Percentage of respondents from McKinsey's The State of AI Early 2024: https://www.mckinsey.com/capabilities/quantumblack/our-insights/the-state-of-ai

# Lack of resources to get going faster.



Many companies do not have technical resources to build or maintain AI driven products for internal use. Even setting policies and guidelines is a challenge.
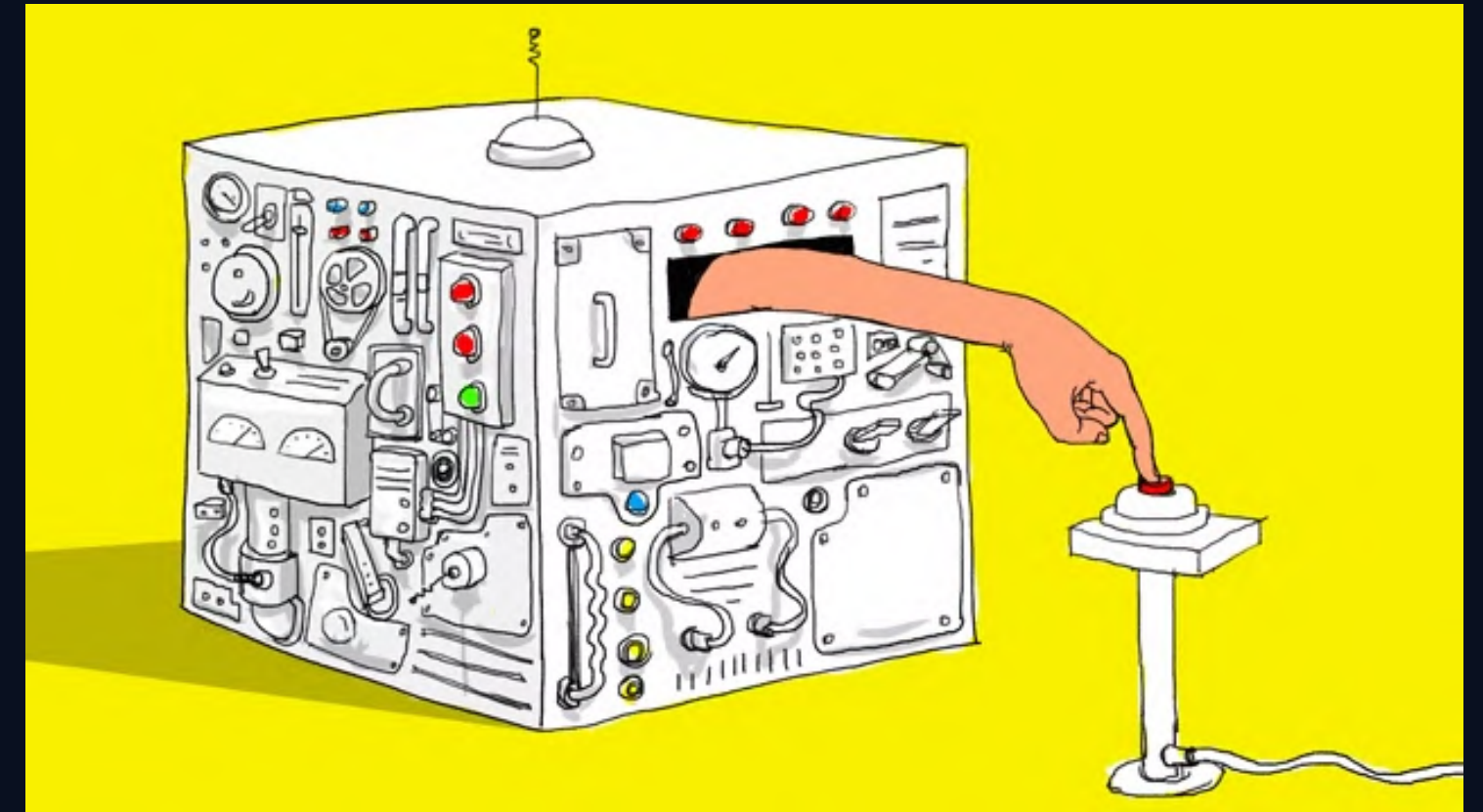
# Black-box "it's got AI!" software is underwhelming.



AI features are being integrated everywhere, but lack of personalization and customization significantly limits value and turns off users.
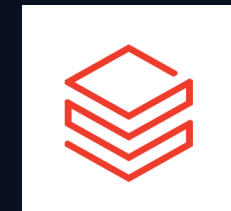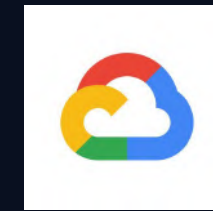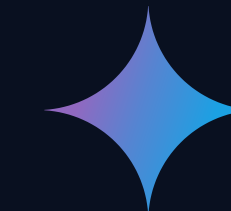
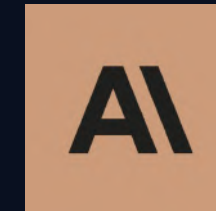# The future of AI is opaque & complex.

We are way too early in the race to bet on a horse when it comes to any AI technology. The winners are unclear and the space will be fraught with losers.
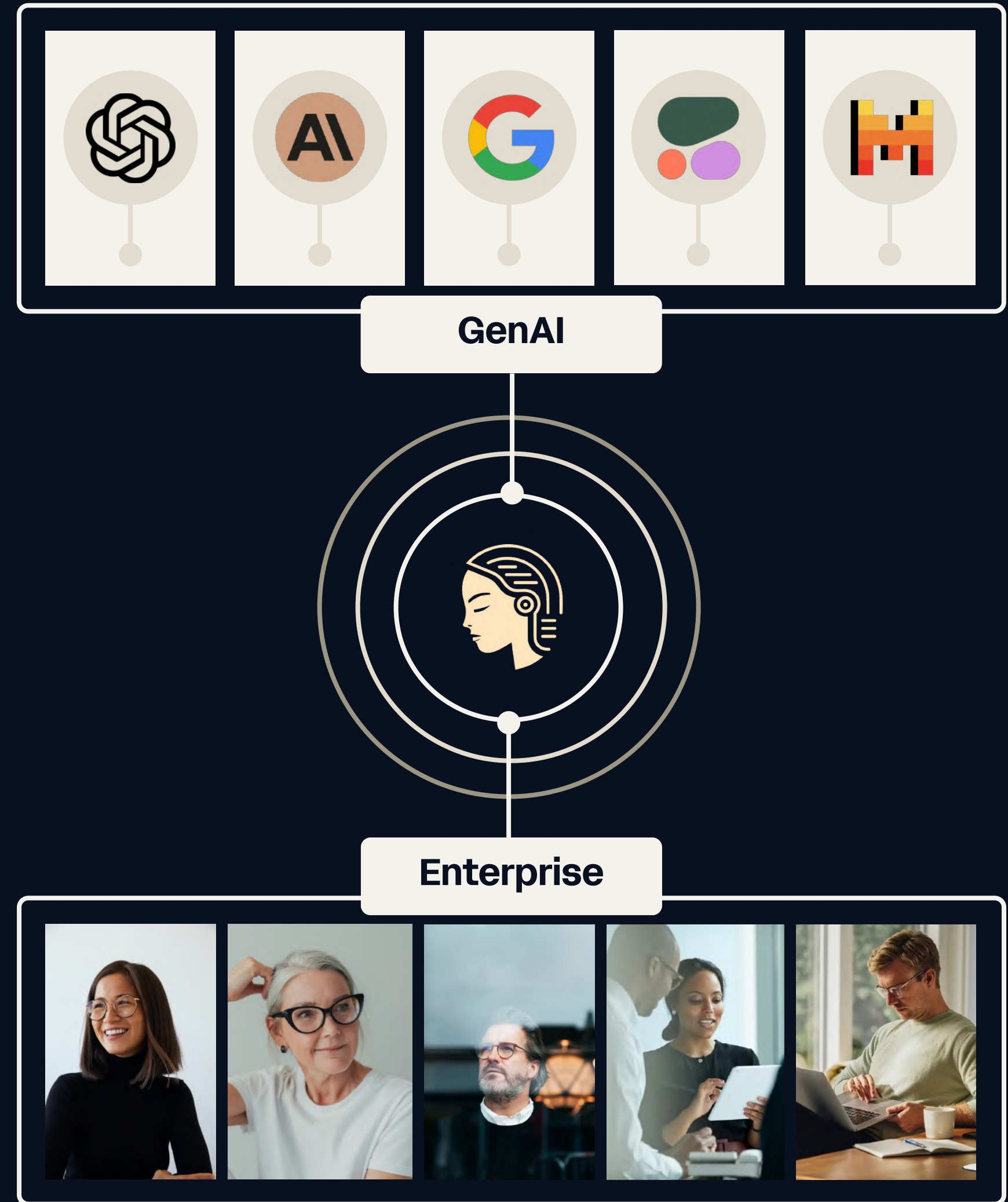
## Infrastructure



## Platforms



## Applications

# elvex: Independent
## AI management & enablement,
# built for Enterprise

# We make AI
## centralized,
## flexible,
## secure,
## and easy.

GenAI

Enterprise

# Benefit immediately

**Empower non-technical users** with the ability to build AI assistants.

**Easily and securely connect your business data** with our robust RAG pipeline & integrations.

**Roll out to the entire company**—without paying per seat. Only pay for your real adoption.

# Stay competitive

**Use any of the major LLMs** on one interoperable platform.

**Reduce maintenance burden** by not needing to DIY your own secure AI platform.

**Ensure success** with fantastic program management and customer success from elvex.

# Get control

**Centralize control** of AI for security, governance, and scale.

**Protect your data** your data from being used in model training data.

**Manage access** with advanced permissioning, SAML SSO, and audit logs.
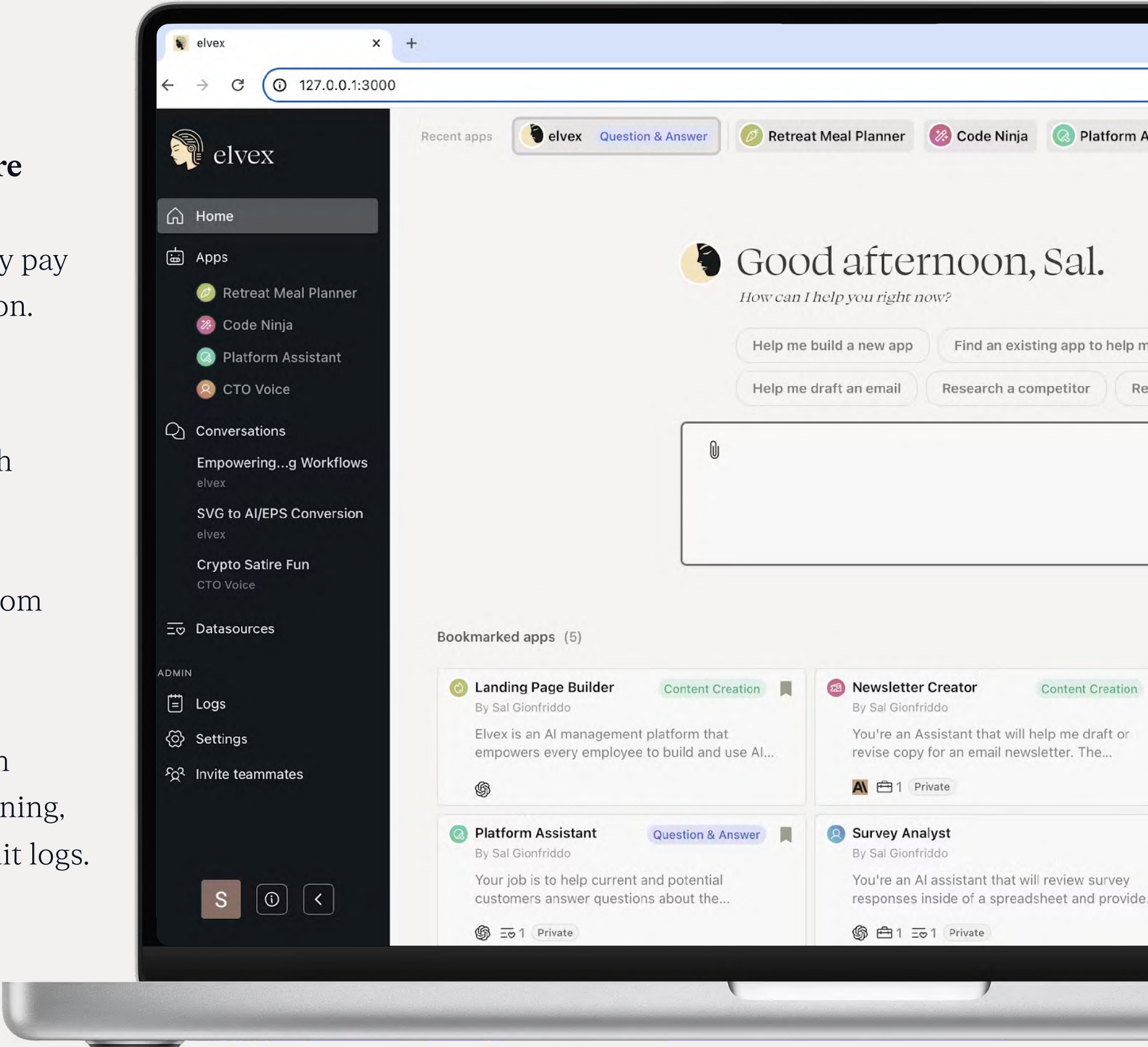
# Example Use case

# Responding to RFP / VSQ

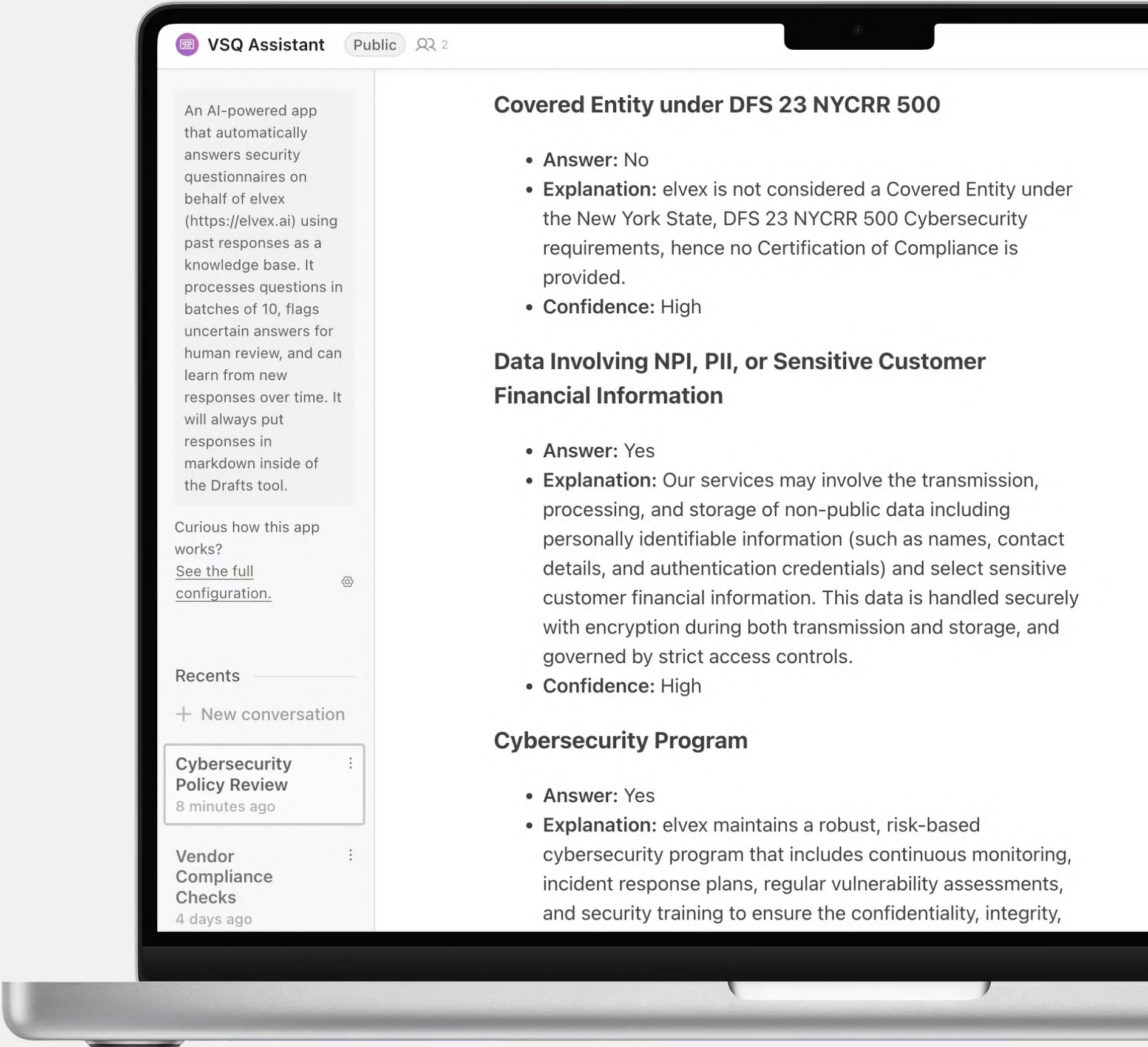**Challenge**
- Responding to RFP / VSQ are very time consuming
- Accuracy and consistency is important

**Solution**
- elvex connects to all documentation and prior responses
- A specially designed elvex assistant automates first draft responses

**Results**
- Keep momentum on deals by responding faster
- Reduce time spent by senior staff on response drafts
- Respond to more RFPs, win more deals

# Example Use case

# Product / Support Expert

## Challenge
- Documentation is not easy to search for self service answers
- Questions get routed to busy experts with institutional knowledge
- Latency in response slows momentum and bad customer experience

## Solution
- elvex connects to tech docs, marketing collateral, price lists, etc.
- Via Slack / Teams, you have a product expert available 24/7

## Results
- Fewer interruptions for experts → time spent on higher value work
- Faster responses to customers, fewer errors, better customer experience
- Increase in employee efficiency, productivity, and capabilities
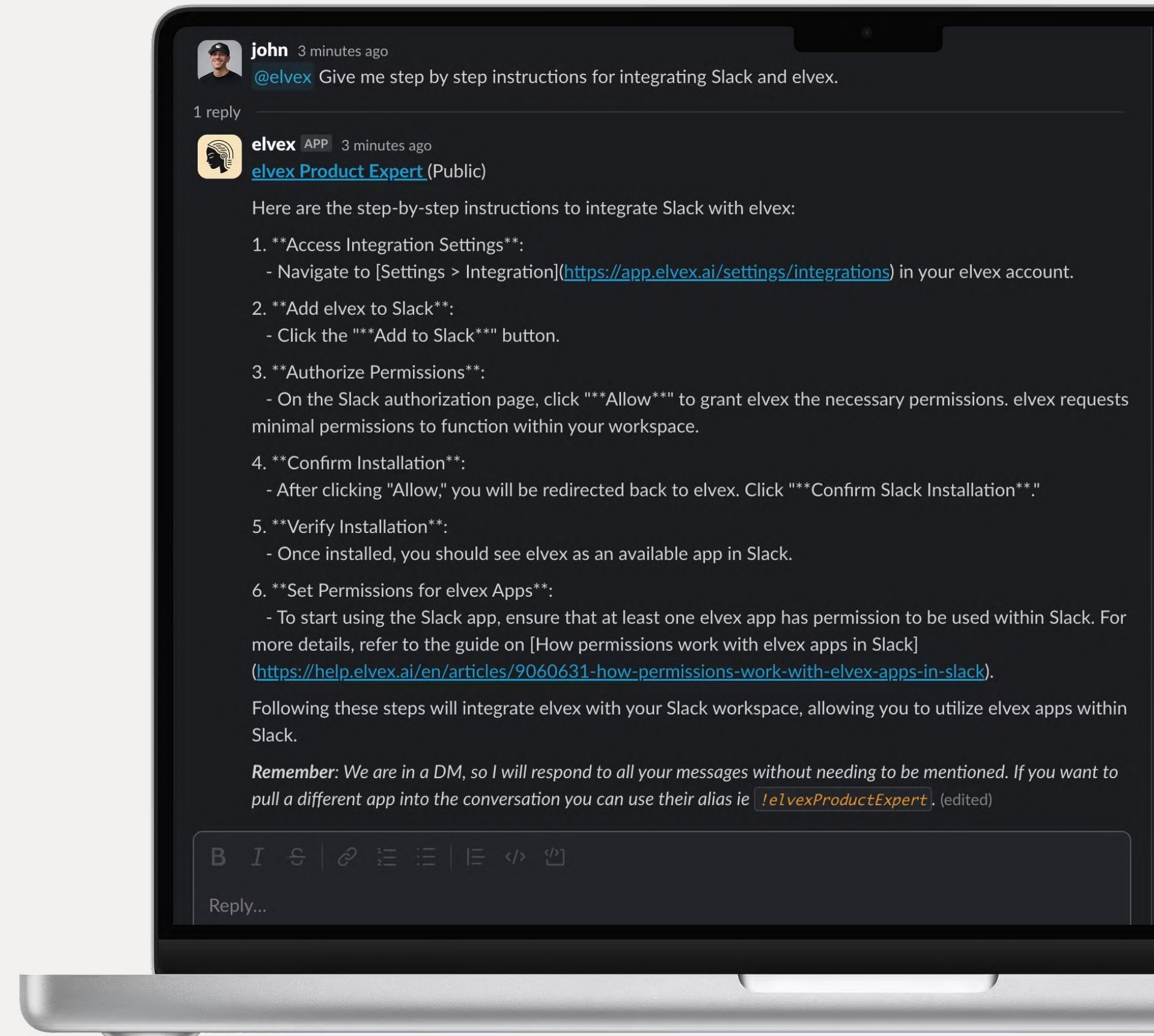
Example Use case

# Customer Relationship Assistant

**Challenge**
- Sales, support, customer success, and execs all interact with an account
- Context is lost across touch points
- Prepping for calls, presentations, etc. is time consuming and expensive

**Solution**
- elvex connects to contract info, usage data, call transcripts, account plans
- elvex analyzes all data and interactions
- Draft call agendas, personalize outreach, update action plans, etc.

**Results**
- Improved coordination and preparation for customer interactions
- Gain time for more valuable customer interactions
- Proactively identify opportunities and challenges on accounts
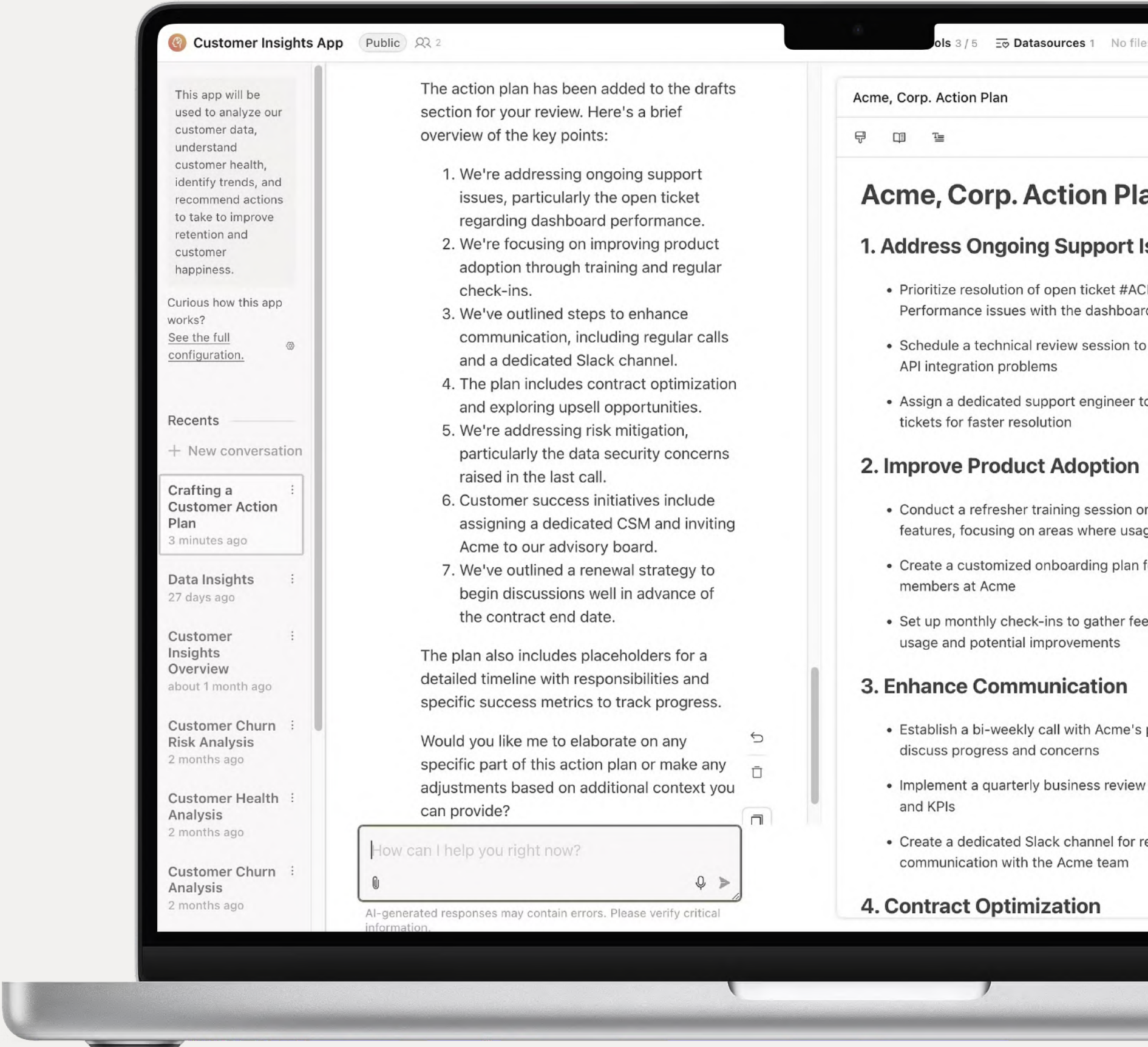
# Case Study: McClatchy, Media

## Challenge

- Want to use AI, but blocked by enterprise concerns (Data privacy)
- Initial use case of processing massive volume of survey responses (Time-consuming manual analysis)

## Solution

- Used elvex to bring AI to the workforce behind secure firewall
- Applied elvex's data analysis tools to survey responses
- Built new AI workflows after proving initial use case value

## Results

- **Hours saved every week** processing customer feedback surveys
- **Self-sufficiency** for non-technical team to perform complex data analysis on their own
- **Capable of proactive customer service,** because friction was removed from survey analysis process
- **Data-driven** customer engagement strategy
- **Accelerated** exec summaries and report creation

"We had thousands upon thousands of open-ended responses to analyze. The ability to upload a spreadsheet and use SQL within elvex has been incredibly helpful."

**KAT SHEPLAVY**, Senior Director, New Products and Experiences

McClatchy

# Case Study: Embark, Financial Consulting Services

## Challenge

- Rapid industry changes driven by AI
- Enhancing operational efficiency
- Fast business growth (more than doubled in employee headcount)
- Maintaining quality during expansion, and preserving unique company culture

## Solution

- User-friendly elvex platform could be used by anyone in the workforce
- Data protection for sensitive client and company data
- Proactive AI Steering Committee (supported by the elvex team) to structure implementation, incentivize employees, create quick wins

## Results

- **35% of total headcount (250+ consultants)** using AI to work faster every single day
- **500+ AI apps built** by consultants to automate processes and tasks
- AI-powered meeting preparation tool has **reduced pre-meeting research time by 60%**
- **Efficiency in mundane tasks increased by 30%**

## Transformation Timeline

**Six months** from "Should we use AI?" to it being a regular part of daily work.

"Personally, with elvex, I feel like I've gotten a few extra hours back in my day. Multiply that across hundreds of our employees and you can see the value."

**MILES COLLINS**, Senior Director, Business Transformation

embark

# Case Study: Automattic, Software Company

## Challenge

- Lack of a dedicated team for implementing AI solutions
- Desire for a future-proof solution adaptable to rapid changes in AI technology
- Strict data management requirements due to high-profile enterprise clients
- Need for a user-friendly platform accessible to non-technical staff

## Solution

- Enterprise-grade security and governance, ensuring data stays out of LLM training
- An intuitive interface for rapid app creation and deployment
- Flexibility to adapt to new AI models and technologies
- Seamless integration with existing workflows, including Slack
- Centralized management to help scale successful use cases

## Results

- Onboarded and trained **more than 100 team members**
- **Created 39 AI-powered team apps** and dozens more personal apps
- **Achieved 58% weekly usage** among revenue team members, freeing the time of Solutions Engineering and Product Marketing
- **Reduced time to complete RFPs by 50%**

"I was getting **so many** DMs for help every day. So I built a bot to automate myself. I cut out 50% of the DMs I was getting, creating a lot of focus time for deep work."

**DOYLE IRVIN**, Senior Product Marketing Manager

AUTO✹MATTIC

# Case Study: Automattic, Software Company

## Challenge

- Gathering context on customer problems is time-consuming
- Customer data is in Gainsight, but interacting with it via AI Chat is locked behind upsell features and a renegotiated contract
- Need for immediate solutions

## Solution

- Used elvex to write script that would extract the information from automated emails sent by Gainsight
- Loaded that extracted information into an elvex data source
- Built an elvex app connected to that data source
- Connected the elvex app to Slack

## Results

- **Immediate, intelligent context:** Slack bot loaded with entire history of customer information, empowering anyone in the customer success team to instantly get all the context they need
- **30 minutes from idea to solution:** New software workflow implemented without having to pay more, renegotiate contracts, or wait— all within 30 minutes from "I have an idea" to "I have a working solution"
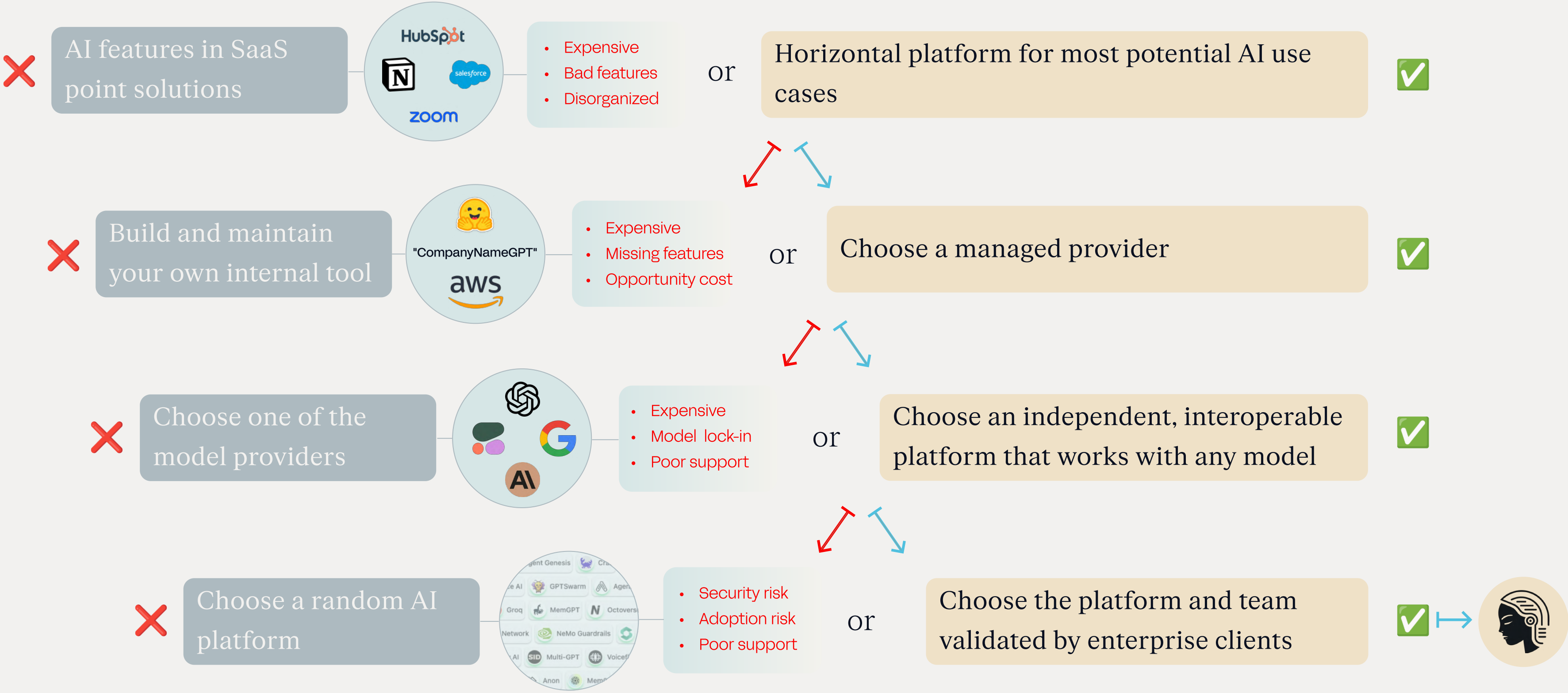
"'Can I interact with my customer data via AI?' Turns out yes, I can—and I didn't need to get a new tool, elvex empowered me to get more out of the software we already have."

**ALAN SMODIC**, Senior Director, Customer Success

AUTOMATTIC

# You want your employees to use AI. What are your options?

❌ **AI features in SaaS point solutions**
- Expensive
- Bad features
- Disorganized

**or**

**Horizontal platform for most potential AI use cases** ✅

❌ **Build and maintain your own internal tool**
"CompanyNameGPT"
- Expensive
- Missing features
- Opportunity cost

**or**

**Choose a managed provider** ✅

❌ **Choose one of the model providers**
- Expensive
- Model lock-in
- Poor support

**or**

**Choose an independent, interoperable platform that works with any model** ✅

❌ **Choose a random AI platform**
- Security risk
- Adoption risk
- Poor support

**or**

**Choose the platform and team validated by enterprise clients** ✅

# Plans and pricing

## Basic

| Monthly Requests | Annual Price |
| --- | --- |
| 5,000 | $ 35,000 |
| 10,000 | $ 52,000 |
| 15,000 | $ 63,000 |

Features

- Unlimited users
- Starting at 2.5k Datasource files / year
- Static Datasources
- Slack Integration
- Standard Support
- Onboarding & Training: 2 hours
- App Audit Hours: 2

## Pro

| Monthly Requests | Annual Price |
| --- | --- |
| 5,000 | $ 47,000 |
| 10,000 | $ 71,000 |
| 15,000 | $ 95,000 |

Features

- Unlimited users
- Starting at 2.5k Datasource files / year
- Advanced Datasources
- Slack Integration
- Priority Support
- Onboarding & Training: 4 hours
- App Audit Hours: 5
- API Access
- Usage Analytics

## Enterprise

| Monthly Requests | Annual Price |
| --- | --- |
| 5,000 | $ 84,000 |
| 10,000 | $ 114,000 |
| 15,000 | $ 142,000 |

Features

- Unlimited users
- Starting at 2.5k Datasource files / year
- Advanced Datasources + Database Connectors
- Slack Integration
- Priority Support + Private Slack
- Onboarding & Training: 8 hours
- App Audit Hours: 12
- API Access
- SSO / SAML
- Event Log
- Usage Analytics
- Custom MSA
- Custom Data Security Settings
- Multiple Workspaces (2)

*Pricing valid through June 30, 2025

*Annual fees do not include one-time setup fees.

# FAQ

## What AI providers do you support?

We support OpenAI, Anthropic, Google, Cohere, Mistral and numerous open source models. We also support Amazon BedRock and Azure OpenAI for hosted private instances.

## Is my data secure on elvex?

Yes, we take data security and privacy seriously. We implement robust security measures to protect your data and ensure compliance with industry standards and regulations. elvex protects your data from being used in model training data.

## Who is elvex for?

elvex is built to be easy enough for anyone to use, and powerful enough to do amazing things. We have broad adoption across all departments.

## What integrations do you support?

We have direct, high quality integrations with Slack, Teams, Google Workspace, Microsoft OneDrive, Dropbox, Box, Confluence, BigQuery, Snowflake, and PostgreSQL. We are adding more integrations regularly.

## Do I need to be a developer to use elvex?

No, you can build AI apps on elvex without writing a single line of code. That said, many developers use elvex to build their apps and then extend them using the elvex API.

## Does elvex provide implementation and support?

Our team will help with everything from use case identification, building assistants, data connections, training, and ongoing support.

# The best way to experience elvex is to try it

## You've been invited to an elvex POC

- We'll run a **tightly-scoped** Proof-of-Concept (POC) with you, so you can get your hands on the platform and **experience the value first-hand.**

## What we'll do

- Grant you access to the elvex platform
- With our **white-glove assistance**, you'll solve one **high-value use case** with elvex

## Who needs to be involved

- Keep it **deliberately focused:** the decision maker for a platform like elvex, tech assistance if needed, and one business user

## Meetings we'll have

- Kickoff
- Check-in
- Conclusion & Next Steps

## Time frame

- **Two weeks** from start to finish.

# Let's talk

**John Levitt**

john@elvex.ai
(201) 602-0471

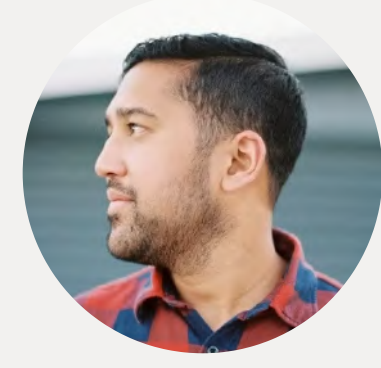**Jonathan Ortega**

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