VIBLE

AI That Means Business

BOOK OF AI FABRICS

Aible is Your Partner on Your AI Journey

Aible instantly understands and never loses focus of your business goals. Companies like yours have leveraged our proven **Book of AI Fabrics** use cases to deliver impact across major industries and functions. Each AI fabric is tailored to your industry and serves as a roadmap to guide you on your journey to becoming an AI-enabled business.



Aible is the only enterprise AI that guarantees impact in one month. Aible goes beyond predictions to empower enterprises to optimize for their unique business circumstances, anticipate and adjust to change quickly, and collaborate to ensure AI business adoption and sustained impact. Aible is rated #1 for Automated Machine Learning services in Gartner's 2021 "Critical Capabilities for Cloud AI Developer Services" report and has been recognized as a Visionary in the Gartner Cloud AI Developer Services Magic Quadrant Report for two consecutive years.

Aible Speaks the Language of Business, so You Don't Have to Speak Al

With simple business questions, Aible Blueprints gather relevant details about business assumptions, cost-benefit drivers, and capacity constraints unique to your business. Blueprints translate Alspeak into the language of your business – the cost of a missed sale, the value of a repeat customer or the impact on customer satisfaction. Start with standard Blueprints available for the most popular verticals and functions or build a custom blueprint for your business in minutes.

AI Fabrics for Industries

The AI Fabrics showcase significant opportunities to deliver immediate impact from popular use cases such as sales and marketing optimization, customer retention, collections effectiveness, and inventory expedites.

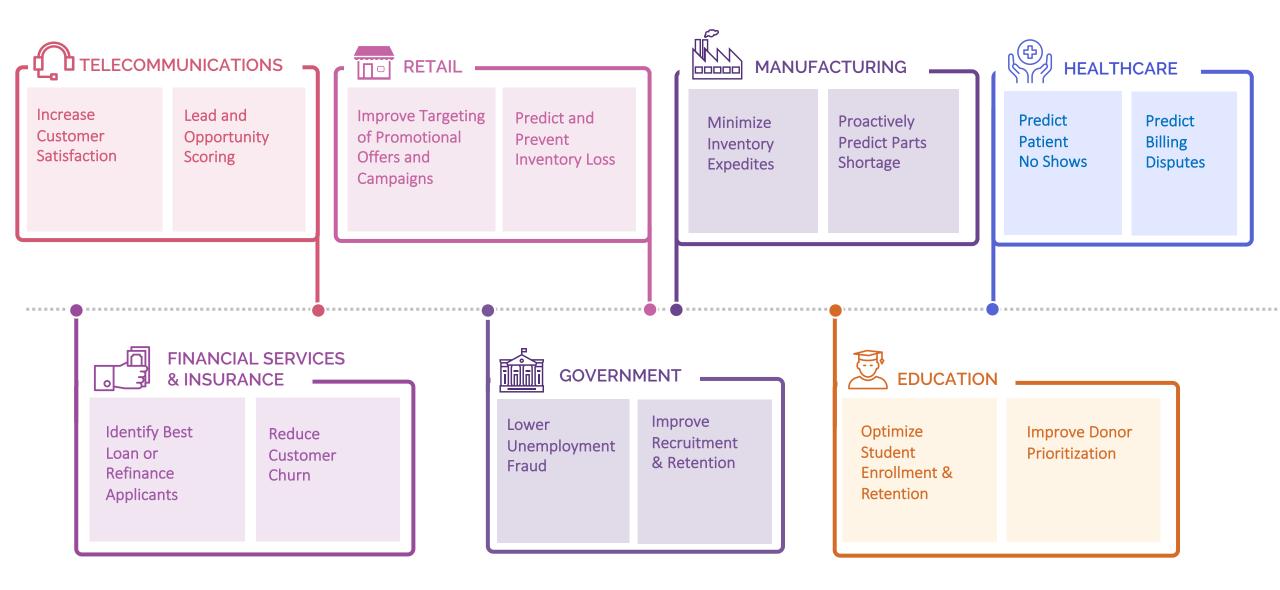
Solutions for Major Industries

- Telecommunications
- Retail
- Manufacturing
- Healthcare

- Banking
- Insurance
- Government
- Higher Ed

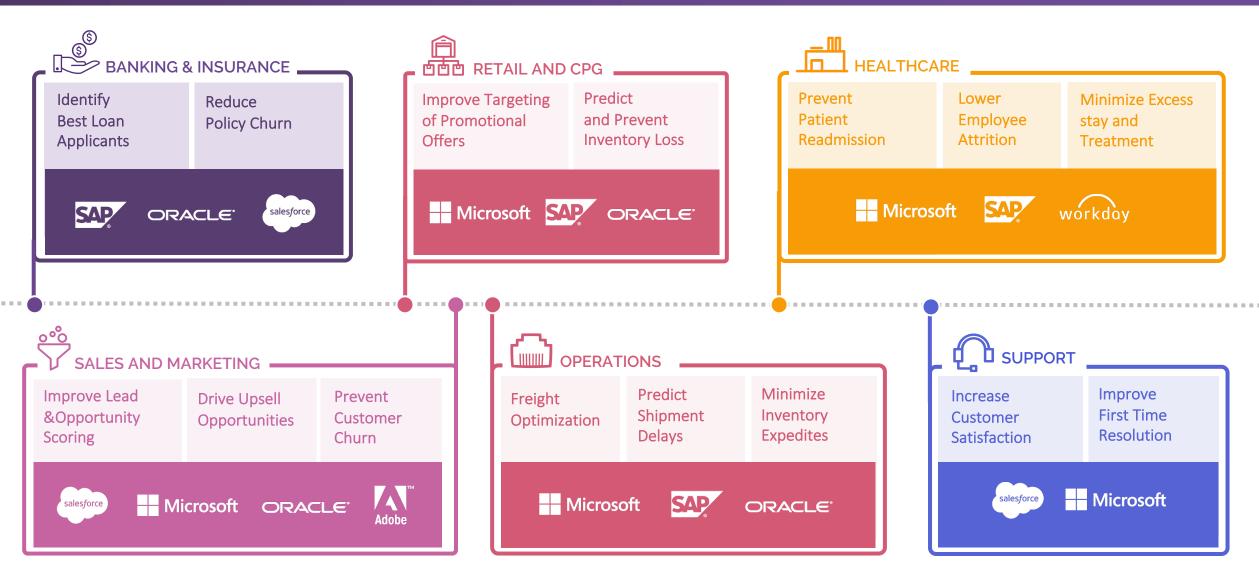
Aible Sample Industry Use Cases

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Sample Industry And Function Use Cases





Comprehensive list of AI use cases by industry: https://learn.aible.com/ai_fabrics/

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Aible AI Fabric for Telecommunications



Key use cases include customer retention, fraud detection, sales and marketing optimization, and fleet management. Aible goes beyond predictions by empowering telcos to optimize and allocate their limited resources and anticipate change across headquarters, call centers, retail, and operations to maximize the bottom line and deploy optimal strategies in turbulent times. Aible delivers sustained impact by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling telcos to prepare for multiple scenarios.

Aible AI Fabric for Telecommunications

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START WITH THESE USE CASES

TLECOM	HEADQUARTER	NS				001150510110			
		INVENTORY EXPEDITES	OPTIMIZING MARKETING	FRAUD DETECTIO	ON	COLLECTIONS EFFECTIVENESS	OPTIMIZE ASSET UTILIZATION		OPTIMIZE CALL CENTER COSTS
Determine which ustomers are likely to hurn and target them with the right tactics to naximize lifetime alue at the lowest possible cost	Allocate leads to inside sales teams that are rap expanding in size due to COVID, across different product lines and sales groups, such that they maximize profits	pidly inventory like phor routers and access t match demand spil	kes in customers or prospensity to the customers or prospensit	to customer p get combat fra- spects (including f kimize party fraud isition, techniques	first-party or true- d) with AI s such as advanced	Easily distinguish between legitimate credit defaults from frauds and focus collections efforts on the cases that are most likely to generate a positive return.	Boost productivity by optimizing costs and usage across software and hardware assets	Proactively route calls to right agents by determin the best available service group for a given custom taking into account the reason for the call, lifetin value and call complexity	ing enabling agents to lever customized prompts and promote products or ad ons that the customer is more likely to purchase.
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RETAIL ST			SATELLITE				■T NETWORK INFRASTRU	-	ට සිසුස් සිසුස් CUSTOMER
	STAFFING CU	JSTOMER	FIELD SERVICE RES	E FIELD SER			[≣] ⊤≣ NETWORK	-	Ĭ

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Aible AI Fabric for Retail

The retail industry continues to be under tremendous pressure from online competitors and an ever-changing and more demanding consumer base. Retail leaders and early adopters are already applying AI to build and grow customer relationships, improve operational efficiency, and reduce fraud, resulting in increased revenue, reduced cost, and mitigated risk. But the rapid pace of change means retailers must continue to invest in AI or risk being left behind.

Key use cases include customer retention, inventory stockout, fraud detection, and marketing optimization. Aible goes beyond predictions by empowering retailers to optimize their limited resources and anticipate change across headquarters, distribution centers, and stores to maximize the bottom line and deploy optimal strategies in turbulent times. Aible delivers sustained impact by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling retailers to prepare for multiple scenarios.

Aible AI Fabric for Retail

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Г START WITH THESE USE CASES

CORPORATE

HEADQUARTE	RS							
OFFER & PLANNING OPTIMIZATION			CUSTOMER INSIGHTS	MERCHANDISING OPTIMIZATION	FINANCIAL ANALYSIS	SUPPLY CHAIN MANAGEMENT	CHURN REDUCTION	SELLER OPTIMIZATION
Optimize and personalize promotions and agilely adjust marketing campaigns and spend to increase likeliness of customers to purchase and maximize cross-sell and up-sell opportunities.	Optimize predictions to monitor, detect, and take action against inventory loss from fraud, employee error, seasonality, and theft.	Decide when to expedite inventory like from stores or warehouse to match demand spikes in order to balance carrying costs vs revenue opportunities	Drive profit by identifying customers with the highest propensity to purchase and remain a long-term customer based on customer centric tactics including segmentation, product interactions, and behavioral tracking.	Proactively optimize product assortments, inventory levels, and pricing strategies to help increase profitability across seasonality and other changing conditions	Enhance reporting processes and performance analysis will billing forecasting and revenue trend predictions to help improve the profitability of merchandise, customers, and operations.	Reduce loss from delays, minimize inefficiencies, and maximize profit margins with real-time visibility into supply chain operations.	Determine which customers are likely to churn within a defined period and target them with the right tactics to maximize lifetime value at the lowest possible cost	Optimize the effectiveness and productivity of sellers by predicting the performance of every seller across every selling cycle

TORES

NEW PRODUCT

Anticipate the demand of new products and optimize inventory, logistics, and working capital, and be better prepared to serve customers and buyers

PRODUCT ASSORTMENT

Improve in-store product placement and assortment by removing products predicted to perform poorly and benefit from targeted assortment and placement

STAFFING **OPTIMIZATION**

Predict the volume of customers, sales, inbound shipments within a time period and adequately allocate the right levels of staffing

REDUCE AVOIDABLE RETURNS

Predict which products will be returned and conduct a root cause analysis to prevent avoidable returns

FRAUD PREVENTION

Detect high risk invoices by predicting the likelihood of fraudulent billing and take proactive measures with the accounting team by evaluating the invoice to prevent fraudulent vendor invoices that has the potential to save millions.

SHIPMENT OPTIMIZATION

Gain insight with predictions on shipment arrival and mitigate potential disruptions to your supply chain.

200 සුදුස් CUSTOMER

PREDICT CUSTOMER LOYALTY

Understand the long-term value of your customers to make better-informed, short-term decisions on which customers to prioritize.

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Aible AI Fabric for Supply Chain & Manufacturing

Manufacturers have long embraced automation to reduce cost, improve productivity, and deliver high-quality products and services. Artificial intelligence is rapidly being adopted by manufacturers as the next evolution of automation and is already opening up new opportunities. Manufacturing leaders and early adopters are already applying AI to build and grow customer relationships, improve operational efficiency, and reduce fraud, resulting in increased revenue, reduced cost, and mitigated risk.

Key use cases include material expedites, fraud detection, fleet management, and predictive maintenance. Aible goes beyond static predictions by empowering manufacturers to optimize their limited resources and anticipate change across headquarters, production plants, distribution centers, and stores to maximize the bottom line and deploy optimal strategies in turbulent times. Aible delivers sustained impact by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling manufacturers to prepare for multiple business scenarios.

Aible AI Fabric for Supply Chain and Manufacturing

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START WITH THESE USE CASES

ventory shipments to atch demand spikes in der to balance carrying portunitiesconversion rates of your sales teams by qualifying leads with characteristics that match your ICPs and prioritize top portunitiesavoid late payments by predicting which outstanding payments will be paid late by customerswho are at greatest risk of churning in order to take proactive intervention.to recruit based upon past recruiting outcomes and ideal characteristics.revenue loss, while optimizing the retention team's resources on the most vulnerable customers who are likelyGauge propensity to purchase and target customers or prospen with offers to maxim profit across acquisit	EXPEDITES	LEAD SCORING	PREDICT L PAYMENT Proactively interv	T RETEN	TION	ECRUITMENT	CHURN REDUCTION Proactively reduce	WARRANTY FRAUD Reduce warranty	OPTIMIZING MARKETING PROMOTIONS
	nventory shipments to match demand spikes in order to balance carrying costs vs revenue opportunities	qualifying leads with characteristics that match your ICPs and prioritize top of the funnel targets across roles,	predicting which p outstanding payn will be paid late b	n of churning ir ments take proactive	n order to past reco re and idea	ruiting outcomes	optimizing the retention team's resources on the most vulnerable	fraudulent claims based on claim	Gauge propensity to purchase and target customers or prospects with offers to maximize profit across acquisition renewals and upsell
					Ĭ.				
PRODUCTION PLANTS	PRODU	CTION			DIST	RIBUTION			
		CTION SHIFT PERFORMANCE	PRODUCT PR	REDICTIVE	CAPITAL EQUIPM	RIBUTION TERS	AREHOUSE STAFFING	STORES REDUCE AVOIDABLE	PREVENT

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Aible AI Fabric for Healthcare

The healthcare industry faces increased pressure to leverage technology to deliver better patient outcomes at lower costs. Healthcare leaders and early adopters are already applying AI on large volumes of data to increase the quality of care, improve operational efficiency, and reduce fraud, resulting in increased revenue, reduced cost, mitigated risk, and better health outcomes.

Key use cases include member and patient retention, hospital readmission, and fraudulent claim detection. Aible goes beyond predictions by empowering healthcare providers and payers to optimize their limited resources and anticipate change to maximize the bottom line and deploy optimal strategies in turbulent times. Aible delivers sustained impact by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling healthcare organizations to prepare for multiple scenarios.

Request a custom demo at aible.com/demo

Aible AI Fabric for Healthcare

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F START WITH THESE USE CASES

PATIENT NO SHOWS	HOSPITAL READMISSION RISK	HOSPITAL-ACQUIRED	PATIENT LENGTH OF STAY	STAFFING NEEDS	PATIENT OUTREACH	PATIENT SATISIFACTION	PREDICT PATIENT LEAKAGE
Predict in advance which patients are likely to miss their appointments to proactively contact patients, reduce clinician downtime, and improve revenue	Predict which patients are likely to readmit and take proactive actions to mitigate costs	Predict which patients are likely to develop conditions during treatment and take preventative measures	Identify which patients can be safely discharged without sacrificing quality of care to improve bed capacity utilization	Census or patient admission helps healthcare providers optimize their staffing and resource needs	Predict whether patients will respond to outreach efforts to address non- adherence and improve patient outcomes	Predict which patients are likely to have poor satisfaction and proactively reach out to ensure an improved experience	Predict which patients are likely to churn before completing their treatment program to improve quality of care and patient outcomes

PAYERS

CHURN

Determine which members are likely to churn within a defined period of time and target them with the right tactics to maximize lifetime value at the lowest possible cost

FRAUD PREVENTION

Predict if a facility or professional provider is submitting an overpaid or fraudulent claims to reduce investigation costs

IDENTIFY HIGH COST CLAIMANTS

Predict which members will have higher than expected claims against a baseline time period

PATIENT ADMISSION

Predict which patients are likely to be admitted and proactively reach out with preventative care

PRESCRIPTION DRUG **REGIMEN ADHERENCE**

Predict in advance which patients are likely to be nonadherent to their medication to intervene and improve adherence



Aible AI Fabric for Banking

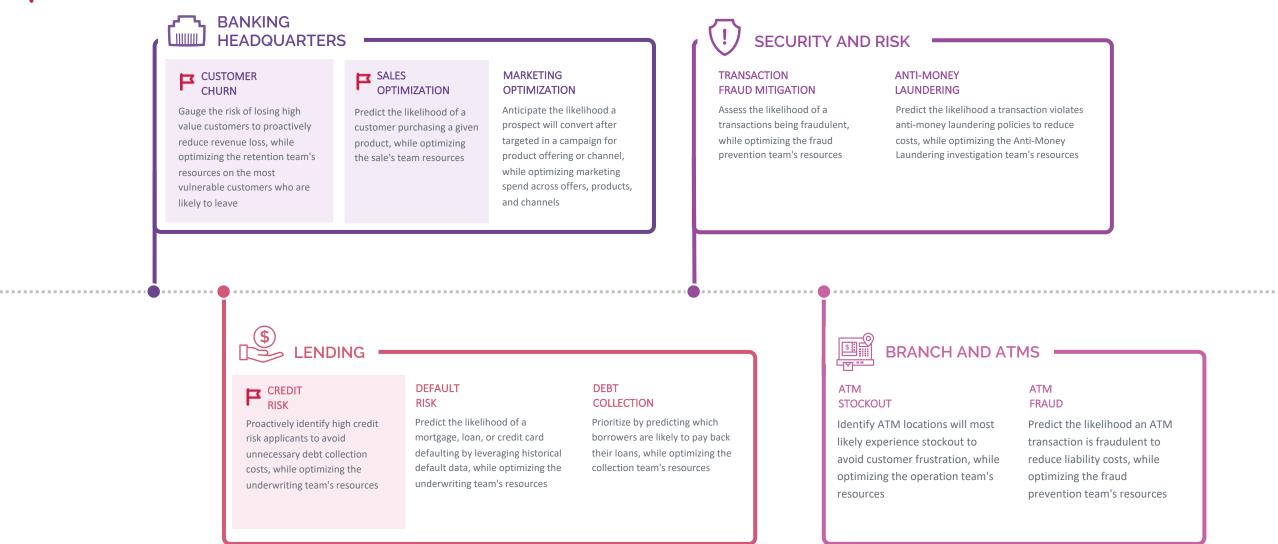
The banking industry continues to face challenges from shifting consumer behaviors, increasing fintech competition, and stricter regulatory requirements. Banking leaders and early adopters are already applying AI to predict how customer needs are evolving, win new business, evaluate creditworthiness, and reduce fraud, resulting in increased revenue, reduced cost, and mitigated risk.

Key use cases include customer retention, default and credit risk, fraud and anti-money laundering detection, and marketing optimization. Aible goes beyond static predictions by empowering banks to optimize their limited resources and anticipate change across headquarters, branches and ATMs, and manage security and risk to maximize the bottom line and deploy optimal strategies in turbulent times. Aible delivers sustained impact by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling banks to prepare for multiple scenarios.

Aible AI Fabric for Banking

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START WITH THESE USE CASES





Aible AI Fabric for Insurance



The insurance industry is undergoing a profound digital transformation that is changing the way companies are building customer relationships and calculating risk. Insurance leaders and early adopters are already applying AI to predict how customer needs are evolving, improve claim management, and reduce fraud, resulting in increased revenue, reduced cost, and mitigated risk.

Key use cases include fraud detection, customer retention, and marketing optimization. Aible goes beyond static predictions by empowering insurers to optimize their limited resources and anticipate change and manage risk to maximize the bottom line and deploy optimal strategies in turbulent times. Aible delivers sustained impact by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling insurers to prepare for multiple scenarios.

Aible AI Fabric for Insurance

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START WITH THESE USE CASES

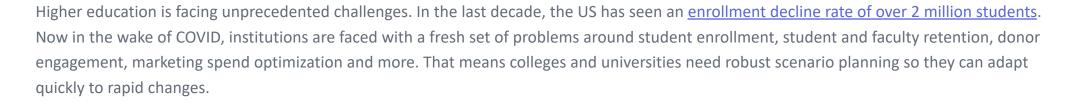


Predict which duplicate invoices are likely to be collected to optimize the collection team resources and increase profit

Predict which new and existing claims can be subrogated to reduce costs Predict which claims have a high risk of going to litigation to reduce costs and mitigate risk Predict which claims are likely to be fraudulent to optimize your claim investigation resources and quickly process valid claims



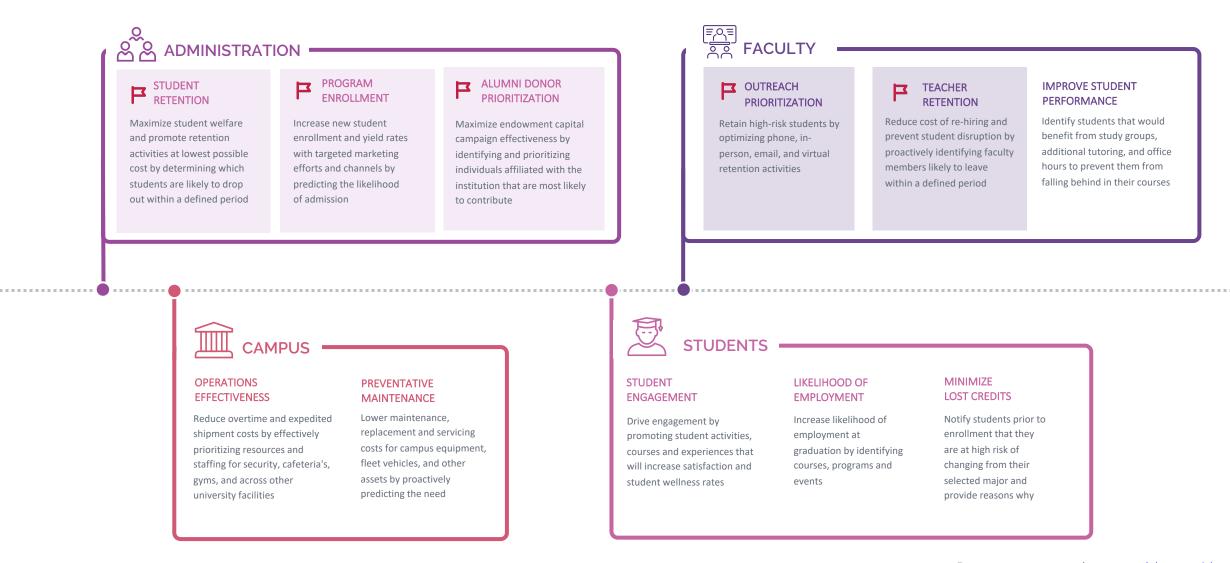
Aible AI Fabric for Higher Education



Key use cases for Higher Ed include Student Enrollment and Retention Optimization, Donor Prioritization, Faculty and Student Performance Optimization, and Campus Operations and Safety. Aible goes beyond predictions by empowering colleges and universities to optimize and allocate limited resources and anticipate change across operations. Aible delivers sustained impact by balancing the cost-benefit tradeoffs and resourcing constraints unique to the institution and enabling you to prepare for multiple scenarios.

Aible AI Fabric for Higher Education







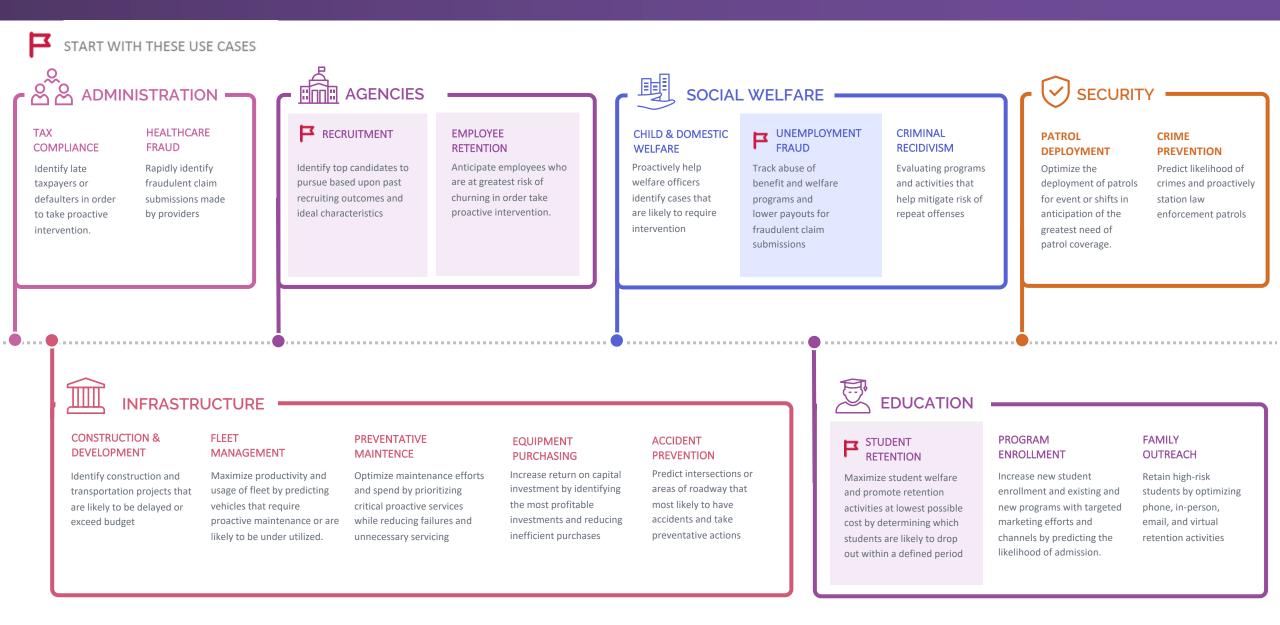
Aible AI Fabric for Government

Governmental agencies are increasingly being asked to do more with less. The recovery from COVID places new demands, even as budgets tighten. Agencies are being challenged to attract and retain high-quality job candidates and allocate resources more cost-effectively. Deferred infrastructure improvements make it imperative that governments do predictive maintenance and intervene before problems become costly and unsafe.

Key use cases for Government include Employee Recruitment and Retention for agencies, Constituent Intervention Optimization on behalf of citizens (such as child welfare benefits), Fleet Management and Preventive Maintenance for operations, and Claims Fraud and Tax Compliance for administrators. Aible goes beyond predictions by empowering governments to optimize and allocate limited resources and anticipate change across operations. Aible delivers sustained impact by balancing the cost-benefit tradeoffs and resourcing constraints, enabling governments to prepare for multiple scenarios.

Aible AI Fabric for Government

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Al Fabrics for Functions

The AI Fabrics showcase significant opportunities to deliver impact for popular Business Functions such CMO, CFO, CRO and CIO.

Solutions for Major Functions

- Chief Marketing Officer
- Chief Financial Officer
- Chief Revenue Officer
- Chief Information Officer

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Al Fabric For The Office of The Modern CMO

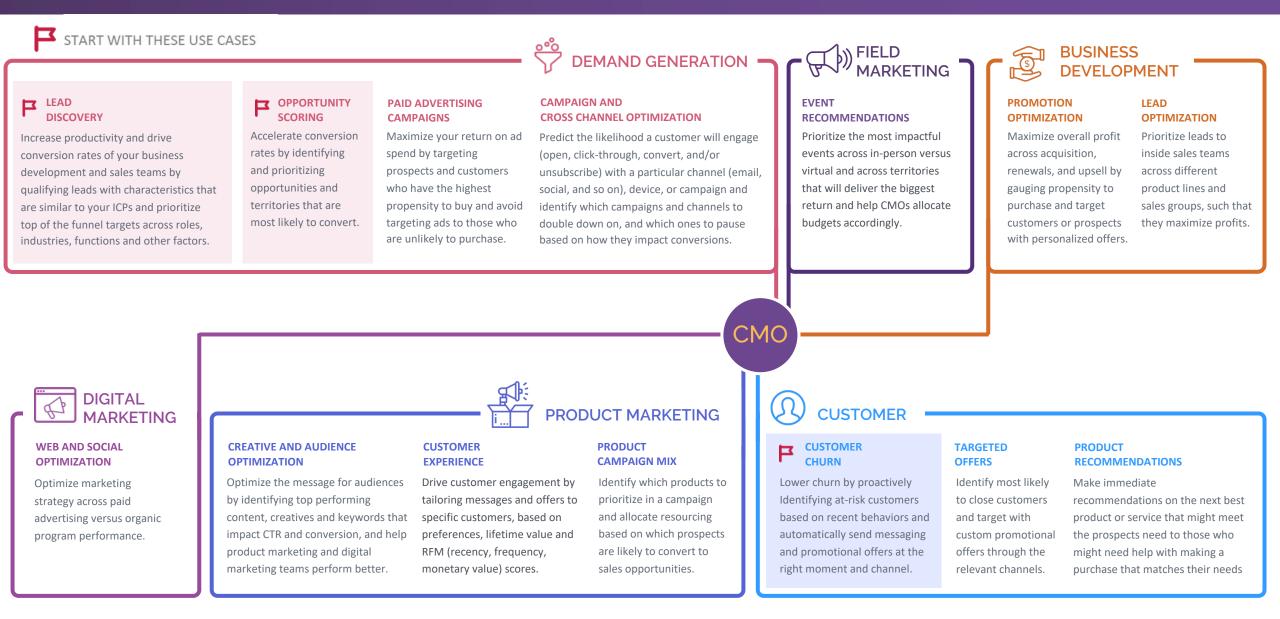


CMOs today are being challenged to do more with less as businesses reallocate marketing resources to adapt to changing consumer expectations and disrupted marketing channels. Forward-looking CMOs are already applying AI to predict how likely a marketing promotion is to convert and how they can optimally change their marketing budget and resources given changing assumptions and market realities, in order to increase revenue and build healthier pipelines.

Key use cases include lead discovery, optimization, cross channel optimization, customer experience and targeted offers. Aible goes beyond predictions by empowering CMOs to optimize their limited resources and anticipate change to maximize the bottom line and deploy optimal strategies. Aible is the only enterprise AI that guarantees impact in 30 days, by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling marketers to prepare for multiple scenarios.

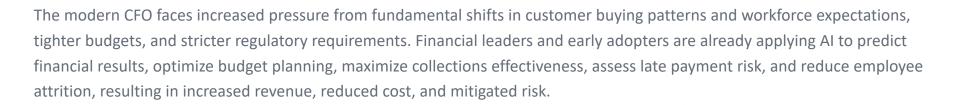
AI Fabric For The Office Of The Modern CMO

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Al Fabric For The Office of The Modern CFO



Financial report

Key use cases include debt collections, fraud mitigation, stress testing and customer churn reduction. Aible goes beyond predictions by CFOs to optimize their limited resources and anticipate change to maximize the bottom line and deploy optimal strategies. Aible is the only enterprise AI that guarantees impact in 30 days, by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling finance to prepare for multiple scenarios.

Al Fabric For The Office Of The Modern CFO

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START WITH THESE USE CASES



AIBLE

Al Fabric For The Office of The Modern CRO



CROs today are being challenged to increase sales, drive demand generation and optimize business development in the face of rapidly changing market conditions. Forward-looking CROs are already applying AI to identify and prioritize opportunities, predict which leads are likely to maximize profits, and optimally plan sales territories.

Key use cases include lead discovery, promotion optimization, territory planning and web and social optimization. member and patient retention, hospital readmission, and fraudulent claim detection. Aible goes beyond predictions by empowering CROs to optimize limited resources and anticipate change to maximize the bottom line. Aible is the only enterprise AI that guarantees impact in 30 days, by balancing the cost-benefit tradeoffs and resourcing constraints unique to the business, enabling salespeople to prepare for multiple scenarios.

Al Fabric For The Office Of The Modern CRO

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Al Fabric For The Office of The Modern ClO

According to Gartner's CIO survey of 3000 CIOs, AI took the #1 spot as the technology with the highest potential to disrupt current business models. IT leaders have a critical role in evolving the enterprise, not just within their own teams, but across every business unit. With data, tools, and skills at hand, IT teams are in a position to apply AI and predictive solutions to sharpen focus and optimize the entire business.

Key use cases for IT teams include improving first-time resolution, optimizing help desk ticket routing and escalation, project risk assessment, and improving resource allocation. With Aible, they can also solve key challenges across other teams including sales, marketing, finance, human resources, and supply change with solutions for customer acquisition and retention, stockout prevention, fraud mitigation, prevention of employee attrition and more.

Al Fabric For The Office Of The Modern ClO

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