iSol

ISOL CASES

HUMAN + AI BUSINESS OPERATIONS

Your company already uses AI. Now put AI to work inside your operation.

People in command. Agents doing the work.

A conversation to choose your company's first process.

NVIDIA Inception Program

MEMBER OF THE NVIDIA INCEPTION PROGRAM
· PRIVATE CLOUD · ON SITE

THE CORE IDEA

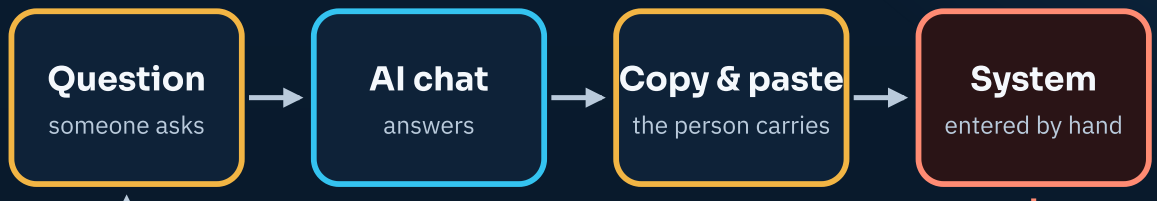
Your company already uses AI. But does it work?

Today AI lives in a chat window.

AI IN A CHAT

Answers.

- × The answer goes back to copy and paste.
- × Nothing runs in the system.
- × No one measures the result.



Nothing executed. Nothing recorded. Nothing measured.

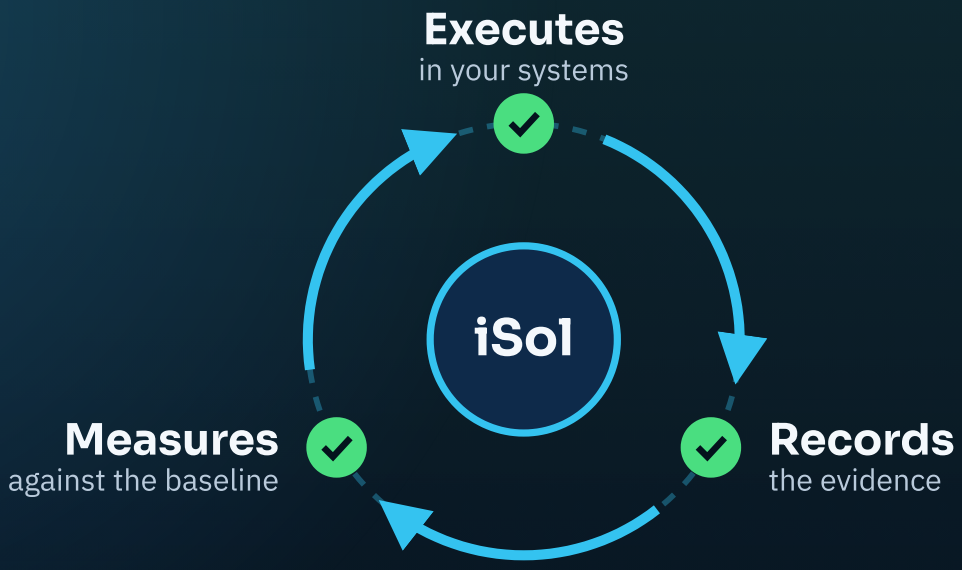
The next day, all over again.

The problem isn't using AI. It's operating with AI.

ASK THE CLIENT *Today, does your company's AI answer questions or already do work?*

THE ISOL ANSWER

AI in the operation: executes, records and measures.



TODAY'S AGENDA

Today you didn't come to watch an AI presentation. You came to interview the next addition to your operation.

> **The agent does the routine. The person decides the exception.**

WHERE IT STARTS

Where does your company still rely on people being the bridge?

Circle the area where work gets stuck the most today.

Finance

invoices, reconciliation, payables and receivables, close

Sales

leads, proposals, follow-up, CRM entry

Service

tickets, triage, standard replies, escalation

Operations and purchasing

orders, quotes, deadlines, incidents

Another area

> **We start with your company, not with technology.**

ASK THE CLIENT — *In your company, what arrives and crosses the most systems by hand?*

YOUR PROCESS TODAY

Let’s map your process.

Chosen process

What comes in

Who touches it

Where it gets stuck

SYSTEMS IT GOES THROUGH

- [ ] ERP
- [ ] CRM
- [ ] Email
- [ ] WhatsApp
- [ ] Spreadsheet
- [ ] Bank
- [ ] Portal

MAIN IMPACT

- [ ] Time
- [ ] Cost
- [ ] Quality
- [ ] Growth

- [ ] DECISION 1 OF 6

This is the process that hurts the most.

WHAT IT COSTS · EXAMPLE

Small each time. Huge every year.

400 items a month	
× 12 minutes each	
× 3 people touch each item	**240 h**
+ 25% rework	**300 h**
× US$ 16 an hour, loaded	**US$ 4,800/month**

Cumulative process cost, US$ 4,800 a month (example)

In a single process. And that's before fines, delays, errors and lost opportunities.

An illustrative estimate of manual work cost, not a savings promise. Next page: your process.

YOUR NUMBERS

What does this process cost today?

Fill it in with the client, right now.

Times per month	
Minutes each time	
People who touch each item	
Rework (%)	
Loaded hourly cost	

HOURS PER MONTH	US$ PER MONTH	US$ PER YEAR

Cost of waiting 3 months

US$ per month × 3: what the process consumes while nothing changes.

BREAK-EVEN POINT

US$ 2,000 ÷ US$ _____ per month = _____ %

The program would only need to capture this share of the process's current cost to break even. An economic reference with the client's numbers, not a promise of savings or ROI.

DECISION 2 OF 6

Yes, this process costs roughly this much.

INTERVIEW YOUR NEW DIGITAL EMPLOYEE

Let’s open a position in your operation.

In 10 minutes, we find which role can already gain an Assist or an Expert.

THE SELLER SAYS

“I won’t ask which iSol product you want. Let’s find out what work needs to be done.”

OPEN POSITION

Area	
Role	
Human manager	
Goal of the role	

CANDIDATE 01

iSol Assist

Digital Intern

- bounded tasks
- close supervision
- quick to deploy

CANDIDATE 02

iSol Expert

Digital Specialist

- functional responsibility
- more context and integrations
- controlled autonomy

We’re not replacing the org chart. We’re expanding its capacity.

THE INTERVIEW

Let's interview your new digital employee.

What work should it do every day?
SCOPE

How often does this work happen?
VOLUME

Which systems will it work in?
INTEGRATIONS

What can it do on its own?
AUTONOMY

When must it call a person?
HUMAN IN THE LOOP

Who will manage it?
OWNER

How will we know it works well?
KPI

What evidence must it leave?
GOVERNANCE

INTERVIEW RESULT · FOR THIS POSITION

☐ iSol Assist ☐ iSol Expert ☐ iSol Flow ☐ iSol Squad AI

Reason

THE ROLE

Digital Role Sheet.

The Human + AI design of this position, in writing.

DIGITAL ROLE SHEET

ISOL

Employee	
Role	
Human manager	
Responsibilities	
Authorized systems	
Can do on its own	
Asks for approval when	
Main KPI	
Acceptance criteria	

Example: Digital Accounts Payable Analyst · iSol Expert · manager: Controller · receives, validates, classifies and prepares financial documents · ERP, email, bank · does the routine and asks for approval on exceptions · KPIs: cycle time, errors, backlog.

DECISION 3 OF 6

Done: we know exactly who to hire.

THE NEW TEAM MEMBER

Who joins your team.

Fill in the badge: it’s the design of who will start working with you.

✂ FILL IT IN AND HAND IT TO THE CLIENT AFTER THE INTERVIEW

NEW DIGITAL TEAM MEMBER

☐ Assist ☐ Expert

ID BADGE

Role _____

Area _____

Manager _____

Mission _____

Systems _____

Autonomy _____

KPI _____

THE SELLER SAYS

“There. This is the new digital employee we just designed for your company.” Pause. “Now I’ll show you how we put it to work.”

It gets its own identity in your company’s environment.

An account, permissions and access defined in Microsoft 365 or Google Workspace, with security and governance: every action is recorded in iSol Command.

Microsoft 365

Teams, Outlook and Microsoft sign-in (Entra ID)

Google Workspace

Gmail, Google Chat and Drive

Also on the web. Microsoft 365, Teams, Outlook, Google Workspace, Gmail and Google Chat are their owners’ trademarks; iSol integrates with these environments, with no implied partnership.

HOW IT WORKS

The agent works the routine. The person steps in on exceptions.

AGENT HUMAN SYSTEM · DONE

INPUT	**The invoice arrives**	by email or WhatsApp
AGENT	**Reads and classifies**	extracts the invoice data
AGENT	**Checks the rule**	order, amount, limit
HUMAN	**Only on exceptions**	approves or returns, with one click
SYSTEM	**Posts to the ERP**	with trail and evidence
COMMAND	**Measures and shows**	KPIs, exceptions and deadlines

Illustrative example. Each process design comes out of the Discovery, with your company's rules and limits.

ISOL COMMAND

AI does the work. You follow, approve and decide.

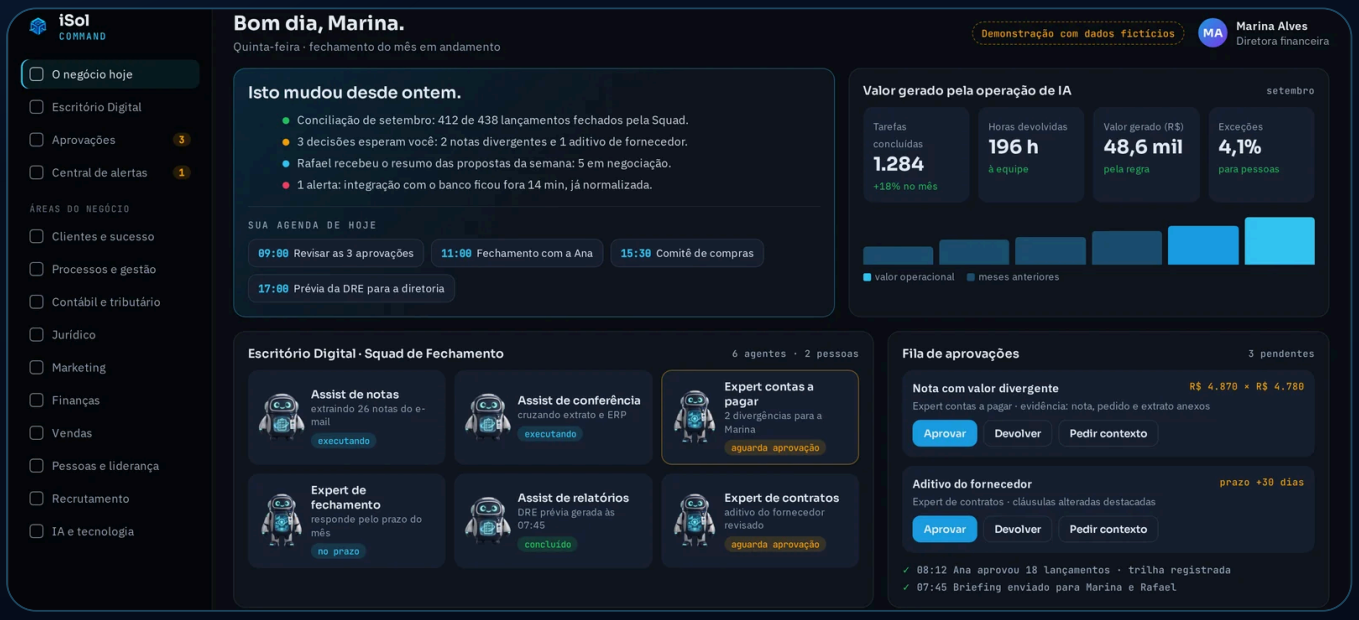
You don’t hand your company to an AI. You gain an operation you can see.

TODAY

- ✕ People work.
- ✕ The manager asks what happened.
- ✕ Information is scattered.

WITH ISOL COMMAND

- ✓ Agents and tasks show up.
- ✓ Exceptions and approvals show up.
- ✓ Evidence and KPIs show up.



Illustrative screen with fictitious data, based on the real structure of iSol Command.

REAL CASE · FINANCE · USA

This isn't a promise. It runs in production.

US$ 10M

reconciled, invoice by invoice

25,870	546	6 + 1
entries	ERP commands	agents + 1 person

Source: iSol operational logs + execution records in the client's ERP · cumulative through Aug 2026 · anonymized case.

Real production dashboard, data hidden. Cumulative through Aug 2026, client name withheld. In Brazil, a similar flow is in validation on TOTVS. Proof of execution, not a promise of identical results.

THE SAME CLOSE

Before and after, in a real case.

BEFORE · 1 PERSON · 5 SYSTEMS

Download statements, import without duplicates, categorize, hunt down invoices, match one by one, attach the receipt and check before closing.

AFTER · 6 AGENTS + 1 PERSON

- ✓ Agents handle statements, import, posting, invoices and reconciliation.
- ✓ Below 95% confidence, the accountant approves.
- ✓ Every ERP write is read back and keeps a trail.

ASK THE CLIENT

Which of your processes has this pattern: high volume, clear rules and a person checking?

WHY TRUST THE INTELLIGENCE

Your intelligence works inside your company, without handing your business's brain to third parties.

PUBLIC AI · CHAT

- × Talks to everyone.
- × Runs on third-party clouds.
- × Answers and stops at the chat.

ISOL · PRIVATE AI

- ✓ Works inside your operation.
- ✓ Private Cloud or On Site.
- ✓ Executes, records and measures.

Same generation of technology. A different workplace: your company.

ASK THE CLIENT *Today, does the AI your team uses work inside the company or outside it?*

TECHNICAL DEEP DIVE · USE ACCORDING TO THE CLIENT'S PROFILE

MEET ISOL'S AI

iSol 4.9. We don't rent intelligence. We build our own.

Our own model

iSol 4.9

Our own infrastructure

NVIDIA GPUs we operate

Specialized routing

each request on the right path

Where you choose

Private Cloud · On Site

NVIDIA Inception Program

iSol is a member of the NVIDIA Inception program, for startups building on accelerated computing.

Every AI answers. iSol decides where each request goes.

NVIDIA Inception is a program for startups, not a certification or endorsement.

TECHNICAL DEEP DIVE · USE ACCORDING TO THE CLIENT'S PROFILE

WHY TRUST THE OPERATION

Autonomy for the agent. Control for the company.

Every action goes through four checks.

CHECK 1

Who it is

each agent has its own identity

CHECK 2

What it can do

only the permissions it needs

CHECK 3

When it stops

outside the rule, a person approves

CHECK 4

What it did

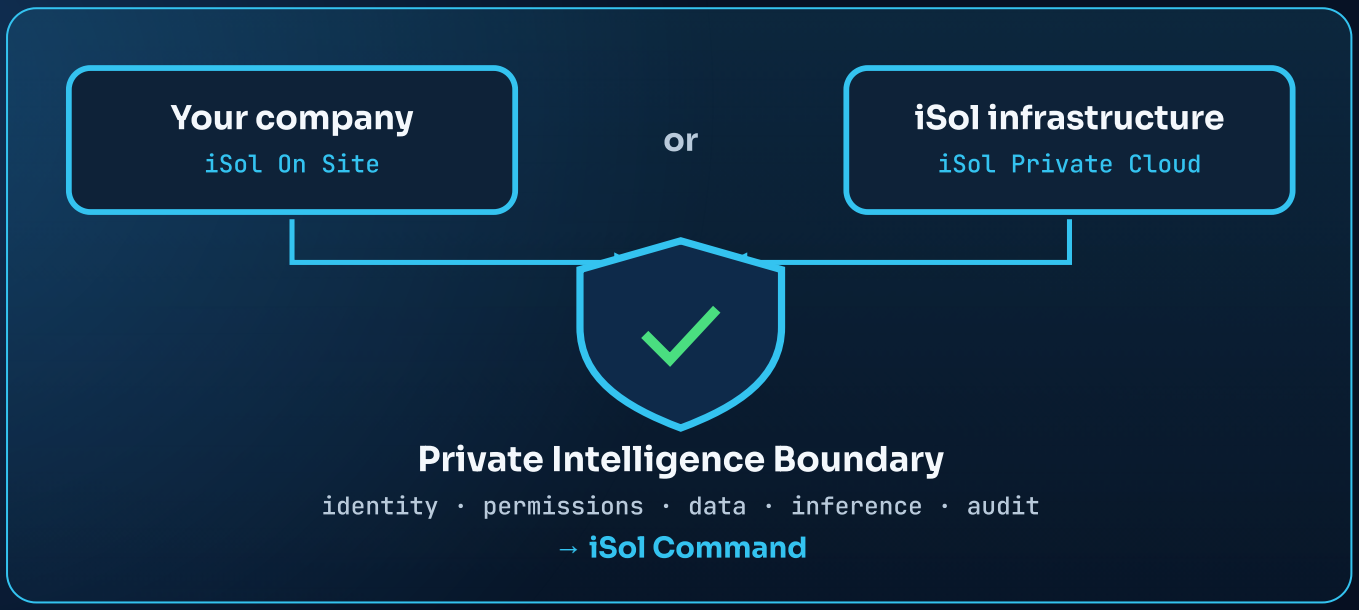
trail and evidence in Command

Outside the rule, the line stops and a person approves.

TECHNICAL DEEP DIVE · USE ACCORDING TO THE CLIENT'S PROFILE

PRIVATE AI

You choose where your AI works.



iSol Private Cloud

A contracted private environment, isolated per organization, with iSol 4.9 inference on NVIDIA GPUs.

iSol On Site

Inference inside your infrastructure, when the data must stay within the local perimeter.

Perimeter Sheet

Where it runs, which data travels, who has access, retention, backups and allowed services: agreed at implementation and recorded in the contract.

Security and governance, in detail
For the IT and security team. The perimeter covers the inference and data iSol processes; messages in Teams or Google are still handled by those services.
isollm.ai/soberania

THE ONBOARDING

Candidate approved. Let’s do the onboarding.

iSol Cases is the program that hires, prepares and puts this digital employee to work inside your company, and follows its performance for 12 months.

1 Interview | 2 Hiring | 3 Identity | 4 Systems | 5 Training | 6 Go-live | 7 Command

That’s what iSol Cases hires, prepares and puts into production.

OUR RECOMMENDATION

We recommend

because

We don’t recommend

because

DECISION 4 OF 6

iSol’s recommendation makes sense.

THE ISOL CASES PROGRAM

Live by month 2 to 3. Creating value through month 12.

TODAY	**Signature** kickoff the next day
30 DAYS	**Process defined** baseline, architecture and acceptance
MONTH 2	**MVP ready** built and in acceptance testing
MONTH 2 TO 3	**Live** FIRST VALUE IN PRODUCTION Gate 1 first value live
MONTH 3 TO 12	**Measure and expand** Gates 2 and 3 gains measured, next process

Indicative timeline, assuming a sponsor, access and information are available. The final plan comes out of the Discovery.

WHY ISOL INVESTS IN THE IMPLEMENTATION

We want to build reference operations, not AI slide decks.

ISOL ABSORBS

The implementation

No separate fee, within the scope approved in the Discovery.

YOU CONTRIBUTE

The partnership

An annual operation, a relevant process, a sponsor and access.

YOUR CALL

The case format

Public, anonymized or a private reference.

Without a fit, we don't push the program. The round closes at 10 operations.

ASK THE CLIENT

Would you agree to make this process an authorized case, within the limits we set?

ISOL CASES FIT

Is your company ready to move forward?

Five simple questions.

- [ ] There is a recurring process.
- [ ] There is relevant impact.
- [ ] There is a process owner.
- [ ] We have access to the systems needed.
- [ ] There is someone who can approve the investment.

Besides you, who needs to say YES?

NAME

ROLE

- [ ] Present right now
- [ ] No · meeting on _____ at _____

Current iSol Cases round

Operations already selected (updated by the seller before the meeting).

_____ / 10

- [ ] DECISION 5 OF 6

Yes, we fit the program.

BEFORE THE PRICE

Just to confirm what we saw together.

The seller reads it out loud. The client confirms.

This process happens _____ times a month, involves ____ people, takes about _____ hours and costs roughly US$ _____ a month. The main impact is _____. The agent can take over _____, and the team remains responsible for _____.

If nothing changes, in 12 months this process will still cost roughly

the US$ per year from page 7

US$ _____

Is that right?

☐ Yes ☐ Adjust: _____

Only turn the page after the yes. The price becomes a consequence of the problem the client just confirmed.

THE INVESTMENT

Against the cost of the process, not a license.

CURRENT PROCESS

US$ _____

PER MONTH · PAGE 7

→

ISOL CASES

US$ 2,000

PER MONTH × 12

→

BREAK-EVEN

_____ %

of the current impact equals the monthly investment

US$ 2,000 ÷ current monthly cost. Calculated with the client's own data; not an ROI promise. E.g. a US$ 8,000/month process → break-even at 25%.

INCLUDED

- ✓ AI Architect for 12 months
- ✓ Assist and Expert in production
- ✓ iSol Command and approvals
- ✓ Continuous improvement with KPIs
- ✓ Discovery and process design
- ✓ Agreed integrations
- ✓ iSol Change: adoption and training
- ✓ Inference on the Private Cloud

Compared with the scenario we calculated, does it make economic sense?

☐ Yes ☐ No

If not: what doesn't work for you?

☐ Price ☐ Scope ☐ Timeline ☐ Risk ☐ Cash flow

☐ Internal approval ☐ Other: _____

On Site by proposal.

DECISION TIME

Money covered. Risk covered.

You buy delivery assurance, not an ROI promise.

1 **WE AGREE**
the acceptance criteria, before building

2 **WE DELIVER**
if we're late, we extend at no extra monthly fee

3 **WE PROTECT**
no acceptance after correction: you end future installments, per contract

The problem is clear. The investment is clear. The risk is covered. All that's left is deciding when we start.

THE SELLER SAYS, OUT LOUD

"So we have a process costing US$ [redacted] a month, we designed the new digital employee, confirmed there's a fit, the investment made sense and we covered the delivery risk."

Is there anything, besides formalizing, stopping us from starting?

Then silence.

The extension and no-penalty exit apply when the failure is solely iSol's responsibility, per contract. We do not guarantee revenue, headcount reduction or ROI.

THE DECISION

Which path do we take?

RECOMMENDED

A Formalize iSol Cases now

Application, proposal, signature, 1st installment and Kickoff booked, still in this meeting.

→ next page, left

B · Book the decision with who's missing
agreement with date, time and attendees
→ next page, right

C · Start smaller
Assist, Expert or infrastructure
→ page 30

DECISIONS WE'VE ALREADY MADE TOGETHER

- Pain
- Cost
- Role
- Recommendation
- Fit
- Go-ahead

Today you didn't watch an AI presentation. You opened a position, interviewed the new digital employee, defined its work and calculated what the current process costs. All that's left is deciding when it starts.

DECISION 6 OF 6

Yes, let's move forward.

14 FORMALIZING

PATH A · FORMALIZE NOW

Let's formalize and book the Kickoff.

Path A **No field is left for later. Goal: signature started or completed in this meeting.**

Process	
Investment	**12 × US$ 2,000**
1st installment	**US$ 2,000 · due**
Option	☐ Private Cloud ☐ assess On Site
Sponsor	
Process owner	

BOOK THE KICKOFF · REAL CALENDAR WINDOWS

☐ ☐ ☐

NEXT ACTION, NOW

- ☐ Application filled in
- ☐ Proposal opened
- ☐ Contract sent
- ☐ E-signature started
- ☐ Signature completed
- ☐ 1st installment scheduled or received

DETAILS FOR THE E-SIGNATURE

COMPANY NAME | TAX ID | SIGNATORY | SIGNATORY EMAIL

☐ **I authorize iSol to issue the final iSol Cases proposal for the process above, subject to technical and contractual validation.**

NAME | ROLE | DATE

WHAT HAPPENS AFTER SIGNING

TODAY	D+1	WEEK 1	WEEK 2	WEEK 3	WEEK 4
signature and 1st installment	Kickoff	interviews and data	baseline and integrations	Human + AI design	acceptance and plan

PATH B · NEXT-STEP AGREEMENT

If it wasn't signed today, leave with the decision on the calendar.

NEXT-STEP AGREEMENT

Chosen process	
Estimated cost (US$)	
Recommendation	
Sponsor	
Economic buyer	
Who else must say yes	

	ACTION	OWNER	DATE
Next iSol action			
Next client action			

Decision date REQUIRED _____ at _____

Still getting started?
Scan and start the application.

Already decided?
Stick here the proposal and signature QR generated for this client.

SELLER USE · SHOW ONLY IF CASES ISN'T THE PATH RIGHT NOW

OTHER PATHS

Cases isn't the path right now? That's fine. There are three others.

No to iSol Cases doesn't mean no to iSol.

A

iSol Cases

We have a fit. Let's put this process into production, with an AI Architect for 12 months.

`application + proposal + Kickoff`

B

Start smaller

The company isn't ready for the program yet: we start with an Assist or an Expert on a bounded process.

`Assist or Expert proposal`

C

Infrastructure

The main need is private AI for the team and the systems: we start with iSol API, Private Cloud or On Site.

`7-day API trial or On Site assessment`

> **Every meeting ends in a decision. Never in "I'll send you the deck".**

ISOL PORTFOLIO

Four needs. One engine, iSol 4.9.

SAAS · I WANT TO USE AI

iSol Workspace

team AI, with agents and control · **US$ 7 per seat/month**

iSol Media

image and video · **US$ 29 per organization/month**

14-day Workspace trial

PAAS · I WANT TO CONNECT AI

iSol API

private AI, one price for input and output · **from US$ 99/month**

7-day API trial

AI WORKFORCE · I WANT TO DELEGATE WORK

Assist · Expert · Flow

task, role, process

Squad AI · Command

operation and management · **start with iSol Cases**

IAAS · I WANT TO CONTROL WHERE IT RUNS

Private Cloud

iSol inference, isolated environment

On Site

inside your company · **by proposal**

ISOL API · PAAS

We don't just *sell tokens.*

We deliver private AI infrastructure, with one price for input and output tokens, cost control, governance and the freedom to choose where your data is processed. OpenAI standard: the tools your team already uses run on iSol 4.9 by changing one line, the base URL.

Your intelligence. Your infrastructure. Your operation. Your rules.

Connects with what your team already uses.

iSol

ISOLLM.AI

LET'S TALK

Your company already uses AI. Now choose the first process it will take on.

iSol Cases application
isollm.ai/isol-cases

Talk to a specialist
WhatsApp +55 27 99281-5747

iSol Links
isollm.ai/links

Tiago Mafra
Founder and Technical Lead

Ricardo Barbosa
Commercial Lead

iSol: a union of 4Clouders (Brazil) and iSolutions CloudX (USA). USA: Deerfield Beach, FL · Brazil: Ipatinga, MG and São Paulo, SP.