

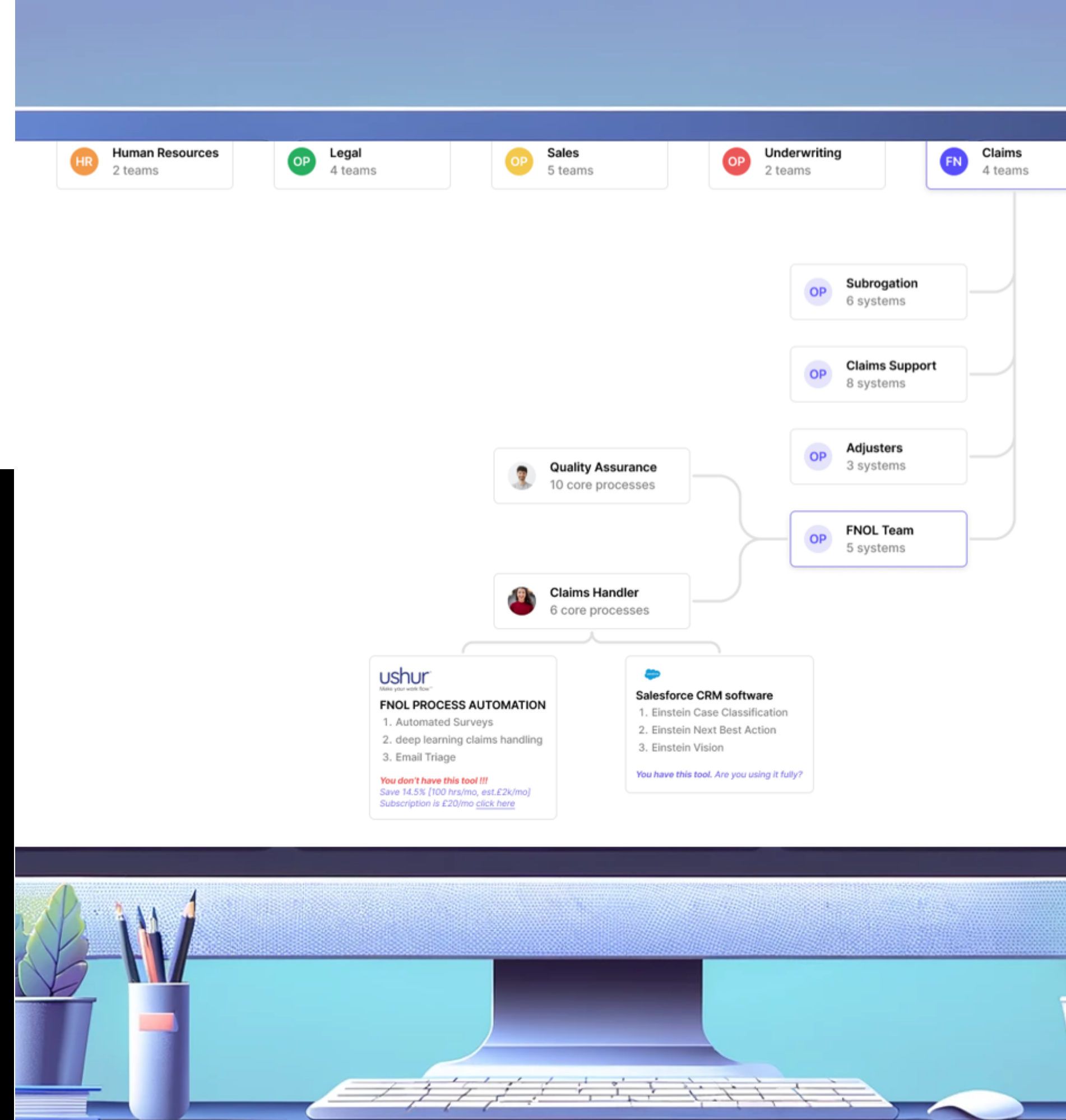


Transforming months of operational analysis into less than an hour's work

Leania.ai streamlines how SMBs harness AI, by transforming months of discovery and analysis into **less than an hour's** work, discreetly pinpointing AI and InsurTech use cases and automation opportunities to enhance efficiency and savings.

It then matches these opportunities with the ideal AI solutions, providing clear, actionable vendor recommendations.

Think of it like **Tinder for automation and AI tools** ...on steroids.





Our Origin Story

10 years of experience in the BFSI sector,
7 years in Intelligent Automation

Tony, a Lean Six Sigma Process improvement analyst with almost 10 years of experience in the BFSI sector, founded Lean IA Ltd.

His company integrates lean methods with intelligent automation to fast-track digital transformation. His expertise is underscored by his book, "**Business @ the Speed of Bots,**" which draws insights from AI CEOs and thought leaders and includes a foreword by Guy Kirkwood, UiPath's ex-COO.

Lean IA Ltd identified a significant pain point in the confusing, lengthy and costly process of discovering, analyzing, and planning of automation and AI deployment, especially for small to medium businesses (SMBs). To address this, leania.ai was created to streamline this process and make it more accessible and affordable.



Problem

Existing automation discovery takes 1-3 months and cost £50K/month

Businesses seeking efficiency and cost reduction face challenges in implementing Digital Transformation. Key solutions, like company-wide process analysis and process mining software, are time-consuming (1-3 months), expensive (£50K/month), and highly intrusive and disruptive to daily operations.

This cost and time make it even more difficult for SMBs to correctly leverage AI and automation.

Value Proposition

Faster. Affordable. Unintrusive. Undisruptive.

Leania.ai is an AI-driven SaaS platform to help small-to-medium business find the best ways to leverage automation and AI technologies for optimisation, reducing the **discovery time down from 1-3 months, to minutes**, at a fraction of the price of existing solutions.



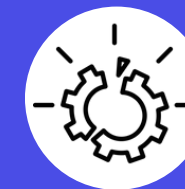
250x cheaper

For as little as £200/mo, teams can use leania.ai to run an initial discovery of their whole team, department, or entire company. Instead of 6-figure consultancy fees.



Minutes not Months

With leania.ai, in less than an hour, teams can build a prioritised, audited, high-value pipeline of activities suitable for automation and AI. With unbiased vendor recommendations.



Undisruptive, unintrusive

With leania.ai, teams can uncover process optimisation opportunities:

- **without** weeks of disrupting operations
- **without** using or integrating with confidential databases

Case Studies

£900K efficiency savings in Insurance

Efficiency Boost in Insurance with Automation

Challenge: Tasked to improve efficiency in insurance processes like Policy Servicing and Claims, amidst heavy manual work.

Solution:

- Deployed IT automation tools, streamlining client payments and cash posting
- Automated syndicate liaison reconciliation, assisting manual risk checks.
- Enhanced client statements and marine risk CMA saving 1000s of hours.
- Improved aviation certificate processing by 30%.

Impact: This strategic automation initiative led to a significant reduction in manual workload (with a pipeline of future **savings equivalent to 30+ FTEs** worth of effort), improved accuracy, and a significant increase in operational efficiency.



Case Studies

Identifying £1m-4m in potential opportunities

Comprehensive RPA Opportunity Identification

Challenge: Tasked with identifying all automation opportunities for a business unit within an ambitious two-month timeframe.

Solution:

- Collaborated with over 30 key stakeholders, including senior managers and experts.
- Showcased Robotic Process Automation (RPA) capabilities to stakeholders.
- Developed a toolkit for sub-teams to gather and prioritize relevant data.

Impact: Successfully led an automation program, resulting in the creation of a business-wide Automation Catalogue and **identifying £1m-4m in potential opportunities** in 6 weeks.



These case studies were what we achieved manually

**Now imagine if
you could
achieve this
automatically!**



Competitor Landscape



McKinsey & Company (Digital Practice)

- **Strengths:** Expert strategic advice, global reach, and strong reputation in management consulting.
- **Weaknesses:** High consulting fees, more generalist and less focused on AI and automation-specific recommendations.

Team cost = £50k - £100k per week

Discovery time = 1 - 6 months (large projects/scope)



Gartner Consulting

- **Strengths:** Extensive market research, a wide array of resources and reports, and well-established credibility.
- **Weaknesses:** Broad focus, less personalized service, and may not provide hands-on implementation guidance.

Slightly less than McKinsey fees



Celonis (Process Mining)

- **Strengths:** Market leader in process mining, strong visualization tools, and robust data analysis capabilities.
- **Weaknesses:** Focus is more on process analysis rather than direct recommendations for AI and automation solutions. Complex and requires significant data preparation.

1 License = £110-125k/yr

Implementation Time = Can take 12-24 months for full implementation with significant resource investment



UiPath (Automation Hub & Task Mining)

- **Strengths:** Seamlessly integrates with UiPath's RPA tools, strong in identifying both task-level and process-level opportunities.
- **Weaknesses:** Primarily focused on tasks suited for RPA, may not cover broader AI applications or strategic-level recommendations.

1 licence = £20k/yr

Implementation Time = Can take 12-24 months

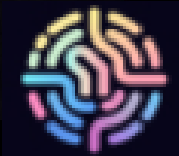
Why leania.ai

How we compare

	Manual Analysis	Process Mining	Leania.ai
Disruptiveness	High	Medium	Low
Intrusiveness:	Medium	High	Low
Time frame:	1-3 months	12-24 months	15 - 60 minutes
Cost:	£10k-50k/mo	£20k - 100k/year/licence	£200/mo

Our Team

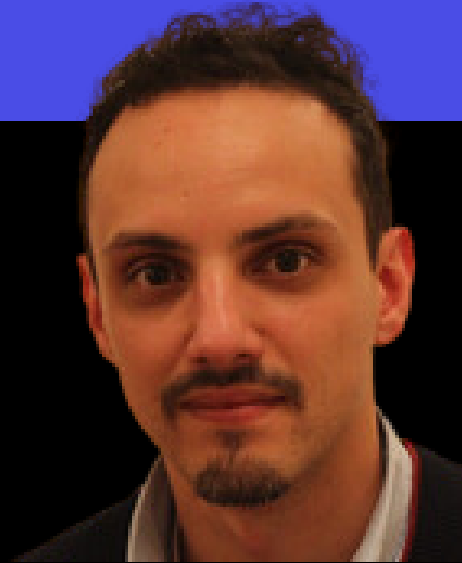
Our team has a wealth of Digital Transformation and AI knowledge and experience, especially in the UK BFSI market



Tony Walker

Founder

9yrs RPA consultant
MBA and LM1 student
7 yrs insurance/Finance
CII member, CFA (level1)
Kent Chamber of
Commerce member



Omar Moulani

Development partner

Low/No-code and AI
expertise
Innovate UK funded



Liz Murphy

Head of people

PhD in Organisational C
Psychology
15yrs NYC startup mentor



Nadya Rousseau

Market Strategist

Alter New Media
Forbes Agency Council



Maurice Sardison

Advisor

Innovation & Growth
Specialist at Innovate UK

Pricing

We're currently offering a 30-day trial for Beta for free, in exchange for your feedback to help us improve the product.

After trial, Beta will be £18/mo.

Beta



- £18 / mo
- 1 user
- 1 team scan
- 3 process AI matches
- 10 processes to analyze

Lite



- £200 / mo
- 1 user
- 5 team scan
- 30 process AI matches
- 50 processes to analyze

Medium

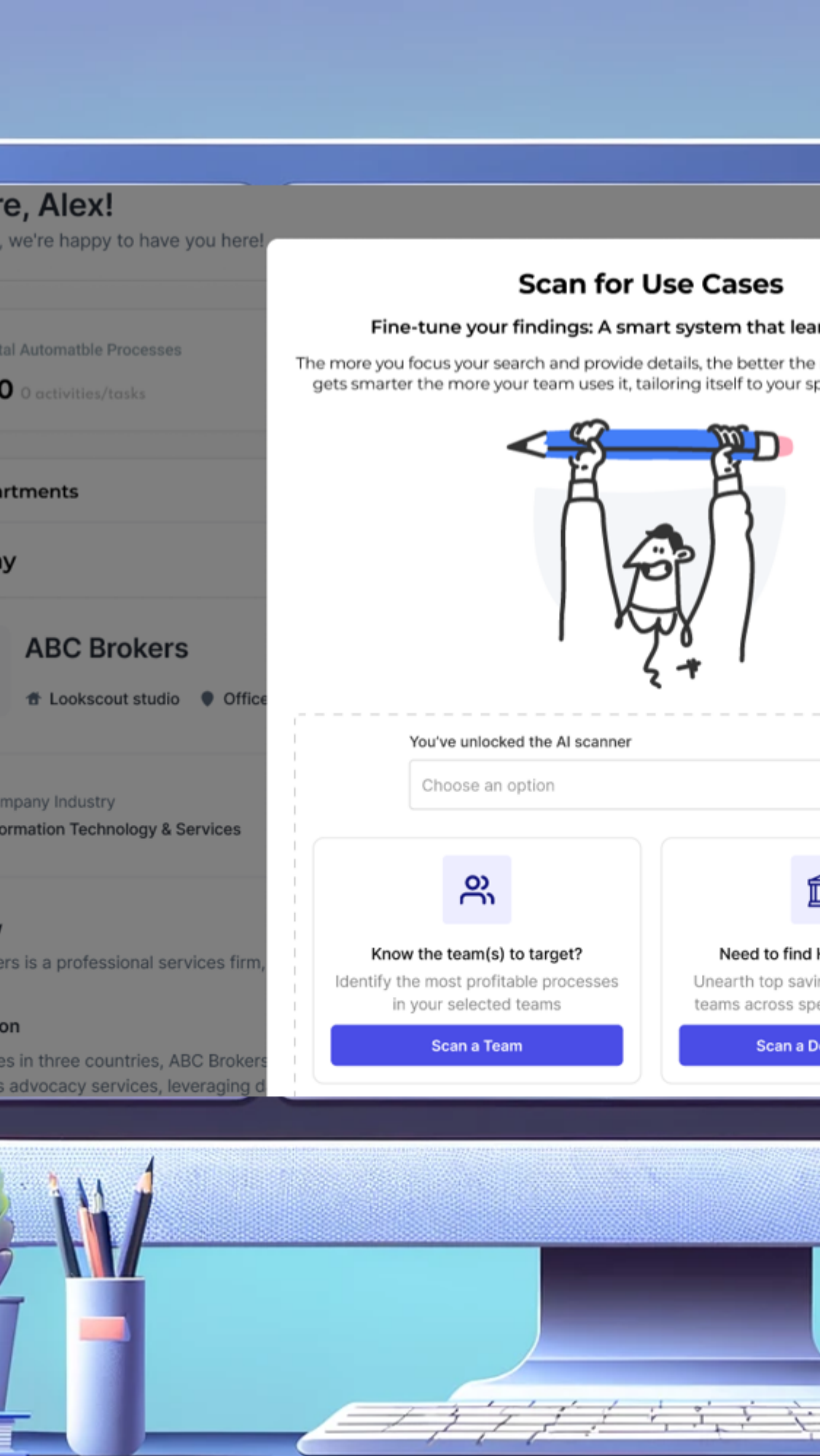


- £400 / mo
- 5 users
- 25 team scan
- 200 process AI matches
- 200 processes to analyze

Enterprise



- £2,000 / mo
- 20 users
- 200 team scan
- 500 process AI matches
- 500 processes to analyze



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Lean IA

Lean Intelligent Automation

DISCOVER | OPTIMISE | EMPOWER

Thank You