CASE STUDIES

Governance-first AI, in the real world.

Every engagement starts with Discovery and ends with something that works with real data, real users and explicit ownership. The following is a selection of that work, across global enterprises, multinationals and smaller operators.

Some details are abstracted to respect client confidentiality.

01	Oldendorff Carriers	Global Shipping
02	Royal Swinkels	Beverage & FMCG
03	Trend Radar	Applied AI, internal build
04	Facilities management group, Central Europe	Facilities & Property Management

GLOBAL SHIPPING

Oldendorff Carriers

Mapping where AI earns its place in safety-critical operations.

Scope: Enterprise, dry bulk shipping

Engagement: Discovery, then governed Knowledge Assistant

THE CHALLENGE

A global dry bulk operator with complex, distributed operations wanted to know where AI could reduce manual information work without disrupting workflows where a wrong answer carries real operational risk. Enthusiasm existed across teams, but there was no shared, evidence based view of where to start.

WHAT WE DID

We ran a structured Discovery across operations directors, team leads, commercial and technical functions, combining in depth interviews with role tailored questionnaires. We mapped current state, surfaced pain points, and scored candidate use cases on value, feasibility and risk.

WHAT WE BUILT

Discovery produced a prioritised use case roadmap and a technical report leadership could act on. The recommended first build is a governed Knowledge Assistant, a retrieval system over the company's own operational knowledge, designed for Azure with human oversight and explicit ownership.

OUTCOME

A clear, sequenced path from fragmented experimentation to a controlled first deployment, championed at CTO level.

Stakeholder Discovery • Use-case prioritisation • Azure RAG • Knowledge Assistant • Risk & governance

> *“The Discovery provided a clear and structured view of where AI can support our operational workflows. It reflected the complexity of our operations and identified practical opportunities to reduce manual information work and improve decision-making across teams.”*

Sönke Hoerlyk
CTO, Oldendorff Carriers

BEVERAGE & FMCG

Royal Swinkels

From a single Discovery to AI deployed across multiple functions.

Scope: Multinational, beverage manufacturing

Engagement: Discovery, multi-function build, lock-in removal

THE CHALLENGE

A global brewer had real momentum with internal AI assistants, but adoption was constrained. The most popular tools depended on per seat vendor licensing, and teams across the business wanted a clear, governed way to scale what was already working.

WHAT WE DID

Discovery mapped where AI could create value across functions. We then designed an architecture that runs inside the client's own cloud tenant, so their documents never leave their environment, and the capability no longer depends on per seat licensing.

WHAT WE BUILT

AI now supports Marketing, Corporate Communications, M&A; and regional operations. The internal assistants were re engineered for ownership: client owned data, client owned tenant, governance built in from day one.

OUTCOME

AI moved from an isolated initiative to part of how teams operate, without vendor lock in and without losing the tools people already relied on.

Discovery • In-tenant Azure RAG • Vendor lock-in removal • Multi-function rollout • Ownership by design

“The Discovery gave us a clear view of where AI could support our teams across multiple functions. It quickly translated into deployed AI systems now supporting Marketing, Corporate Communications, M&A; and regional operations. It is becoming part of how our teams operate.”

Sean Durkan
Head of AI & Global Insights, Royal Swinkels

APPLIED AI, INTERNAL BUILD

Trend Radar

A market-signal engine that turns noise into a weekly shortlist.

Scope: Built, operated, now offered to clients Engagement: Designed, built, run in production

THE CHALLENGE

Useful market intelligence is buried across dozens of fragmented sources, and most monitoring tools drown teams in hype rather than surfacing the few signals that actually matter for a decision.

WHAT WE DID

We built an automated radar that ingests dozens of public sources, including news, hiring, company filings, events and regulatory feeds, then applies a weighted signal framework to score organisations on genuine intent rather than noise.

WHAT WE BUILT

A two stage language model pipeline does the work. A low cost pass extracts and tags every item, then a higher quality pass writes concise, decision ready briefs. Entity resolution merges duplicates and public company data confirms size and fit. It runs weekly for a few pounds of compute, on public or permissioned data only, with scoring that stays explainable.

OUTCOME

A repeatable engine that replaces manual scanning with a short, ranked, evidence backed shortlist. We now build bespoke versions for clients who want their own market, competitor or risk radar.

Workflow automation • Multi-source ingestion • Two-stage LLM pipeline • Signal scoring • Company enrichment • GDPR-aware by design

FACILITIES & PROPERTY MANAGEMENT

Facilities management group, Central Europe

Enterprise-grade Discovery, rightsized for an SME and delivered in-language.

Scope: SME, facilities and property management

Engagement: Compressed Discovery, in the client's language

THE CHALLENGE

A facilities and property management group ran complex cost allocation, maintenance and statutory compliance work through spreadsheets and disparate tools. They wanted to know where AI could cut manual effort without disrupting the trusted open book model their tenant relationships depend on. Part of the team did not work in English.

WHAT WE DID

We ran a compressed two week Discovery with role tailored questionnaires and interviews delivered in the client's own language. We mapped the cost allocation engine, the claims and warranty pipeline, statutory compliance tracking and tenant reporting.

WHAT WE BUILT

Discovery delivered a technical report plus an AI capability catalogue, a menu of scoped, costed build options matched to the workflows that lose the most time, each with its own value and feasibility read.

OUTCOME

A smaller organisation got the same evidence based rigour as an enterprise, in its own language, and a repeatable delivery model for the region.

Compressed Discovery • Multilingual delivery • Process mapping • Capability catalogue • SME-fit scoping