

Agentnoon x ODF

Tech Talk

5th November 2024



Agenda for today

- Introduction
- Why We Started Agentnoon
- Organization Design Today
- Org Design Tomorrow - Faster with AI
- Partnership with Etihad
- Customer – ROI
- Q&A & Feedback

Introduction

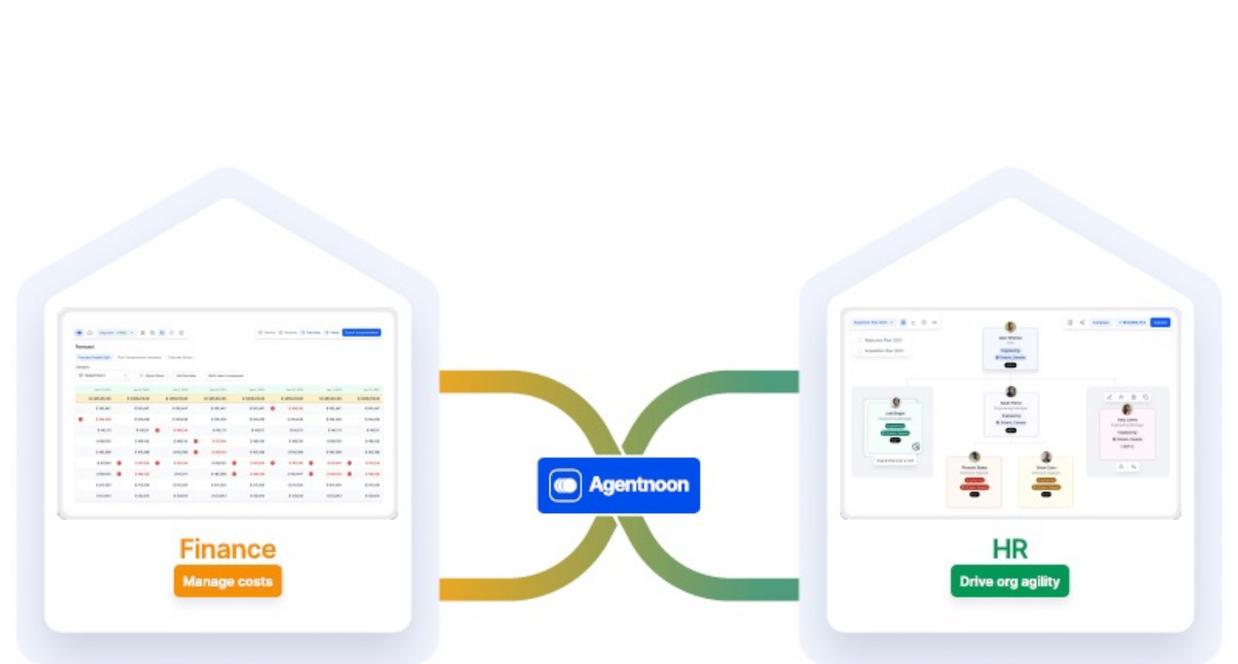


Ali Nawab

- CEO & Co-Founder at Agentnoon, backed by Y Combinator batch 2023
- MBA from Ivey Business School
- Worked in consulting at EY and Deloitte in Canada
- Worked at Booz & Company in Dubai and Abu Dhabi
- Built and sold Kiwi.ai (on Device AI company)
- Discovered need for Agentnoon during the Kiwi.ai M&A journey

Why we started Agentnoon

1. Leaders want to move faster and do more with fewer resources.
2. Traditional methods like data, training and lead time are too long. AI makes it faster.
3. We created Agentnoon to be easy and quick for decision makers to use.



We need to understand our *organizational health to win.*

Organization design today

Current state

- ❖ **Only 11%** organizations have fully mature org design practices
- ❖ **<40%** of execs point to complex org structures for their lack of growth
- ❖ **7 in 10** companies are operating under a 5+ year old org structure

Organizations with the right structure are...

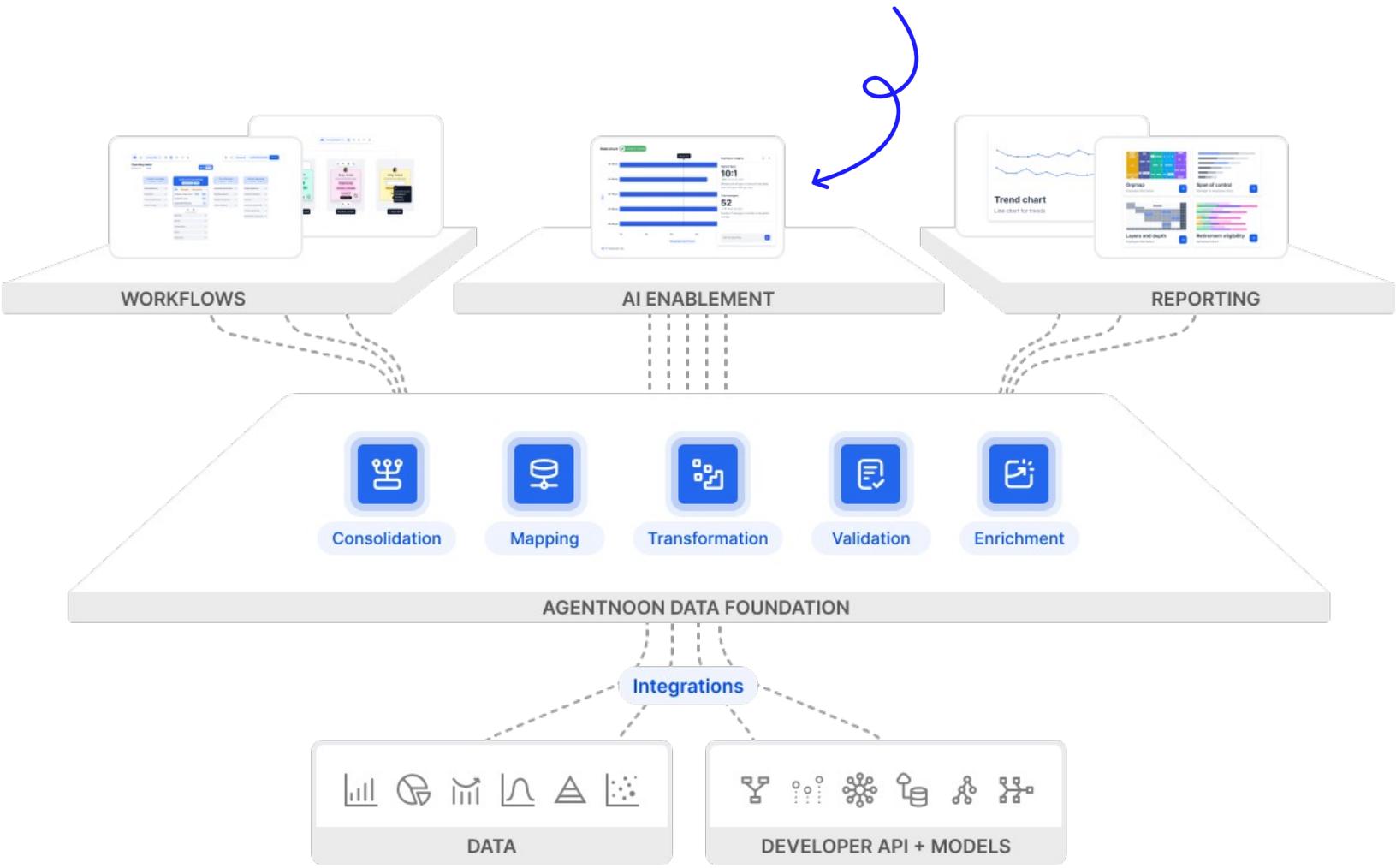
- ❖ **2.3x** more likely to exceed financial targets
- ❖ **30x** more likely to adapt well to change
- ❖ **27x** more likely to engage and retain employees

5 key trends shaping org design

HR speaks French, Finance speaks German, AI tools can instantly translate between them to simplify planning

- Every **CEO is privately thinking they can do more with less**. They are asking their CFOs to figure out how
- Using **AI and other workforce transformations, CFOs need to double down** on winning bets.
- HR speaks french, Finance speaks german. **30-70% of total value is lost** in translation, bad data and process.
- **We amplify the org design ability of leaders** by making things simple, doing the hard things under the hood
- **C-levels are designing their orgs** to match their business goals, making small adjustments regularly

Org design for tomorrow – faster with AI enablement

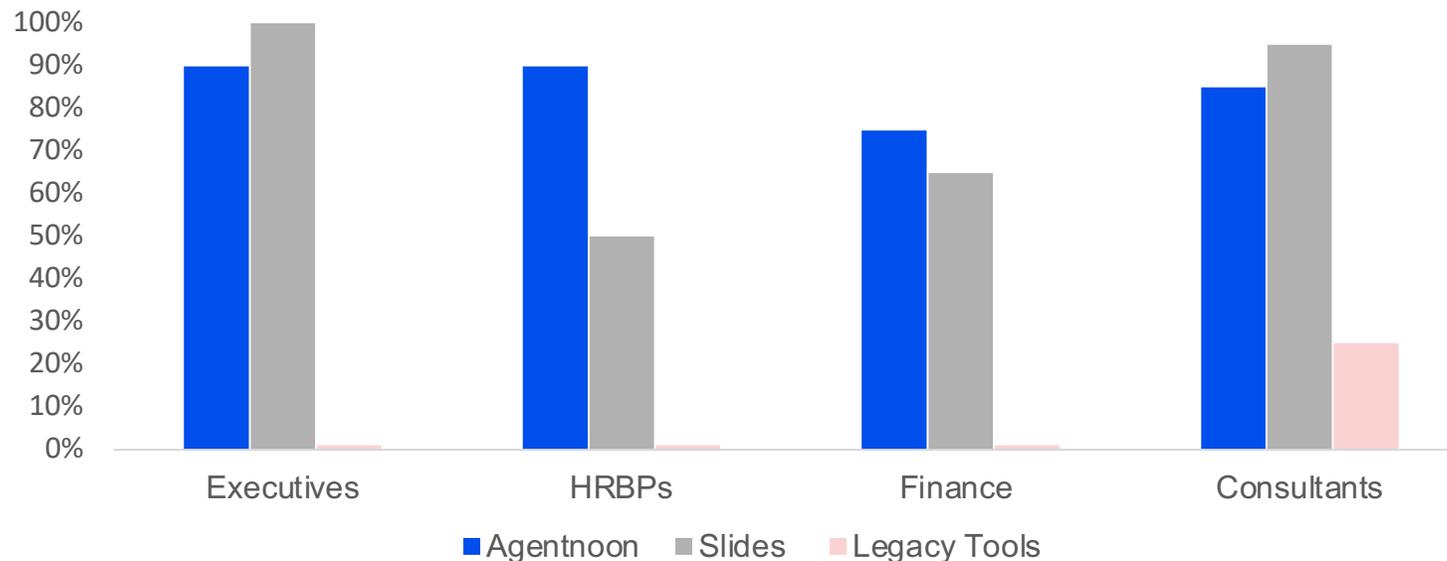


Agentnoon Intelligence (AI) Architecture

Agentnoon Intelligence (AI) makes it **fast, flexible and easy** – and users love it

- We start saving customers time in the first week ▶ **fast** in usage and deployment (minimal IT needed)
- OD practitioners, HRBPs, Finance all love it ▶ **flexibility** and accurate cost tracking
- Leaders at Fortune 100 companies use it themselves ▶ **easy** to use, grows virally within organizations

Product Usage by Stakeholder



Note: Product usage is percentage of registered users by stakeholder type using Agentnoon

Partnership with Etihad



Angela Montoya

Head of HR Process, Data and Technology at Etihad Airways

Agentnoon and Etihad **journey**

- We began working with Etihad in late 2023
- They brought Agentnoon to their **OD** and **HRBP** teams to **save time** and **cost** in org planning and org design
- Helped us **build new features and capabilities** as our key early-state partner
- We **consolidated and transformed** their people data to be visualized in Agentnoon



Agentnoon **usage** by Etihad

- Since go-live, Etihad spent 338 hours using Agentnoon. This is equivalent to over 9 full workweeks of continuous 8-hour days
- A total of 179 plans were made, out of which 59 were submitted, and 513 positions were added
- Average time/session being 26.5 minutes
- CSV was exported a total of 194 times while Org Chart was exported 202 times
- Invitation to collaborators was sent 95 times

Scenarios Created vs Submitted

Total, since Dec 1st, 2023

 A. Scenarios Created

179

events

 B. Scenarios Submitted

59

events

Additional **benefits** that we uncovered

1. Accelerated decision cycles

2. Reduced org complexity

3. More impact for leaders

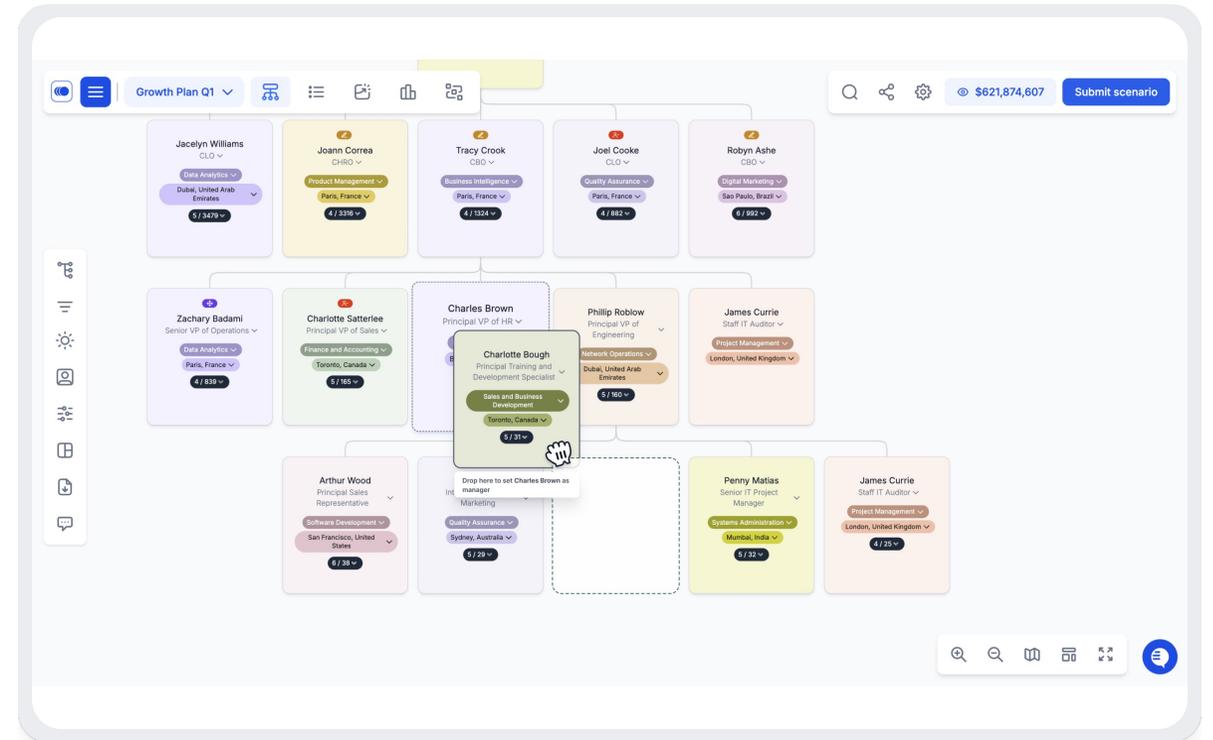


Collapse decision making cycles, reduce complexity, and create more impact for leaders

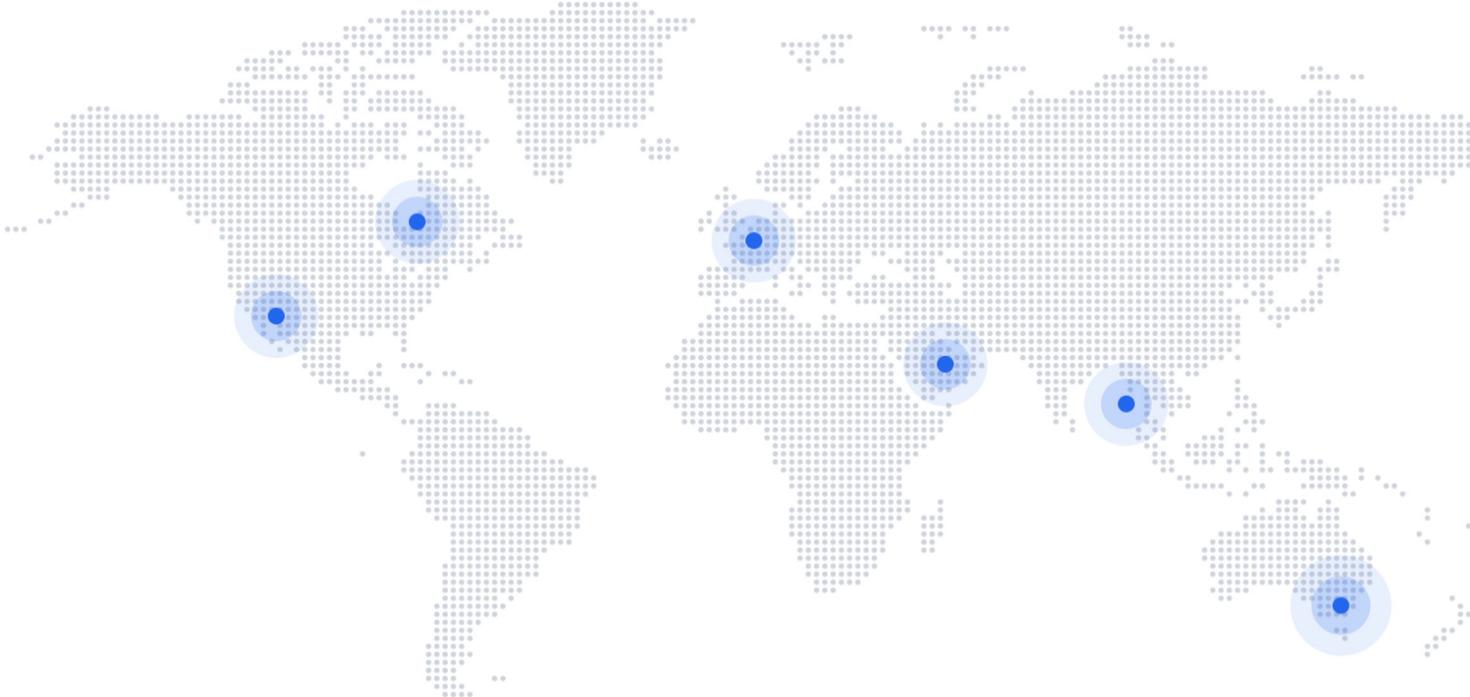
ROI with a typical customer

Confidential Customer

- Time Savings: We're saving a typical customer with 15k employees around 898,560 hours a year with Agentnoon - \$22.9m in cash
- HR-Finance Translation: We bring budget vs actual variance down to 1% - \$14.6m in cash
- Customer can expect between 14-23 million in savings with Agentnoon



We work with **global enterprise** customers



Questions?