



# AI Agents built for chemical operations

Malay Shah // [malay@pokalabs.com](mailto:malay@pokalabs.com)

# Our Founding Team



## Malay Shah

CEO



Global Operations @ Parker Lord

Saved over >\$100MM in chemical plants

Chemical Engineer at NC State, MBA at Harvard



## Andrew Bass

CTO

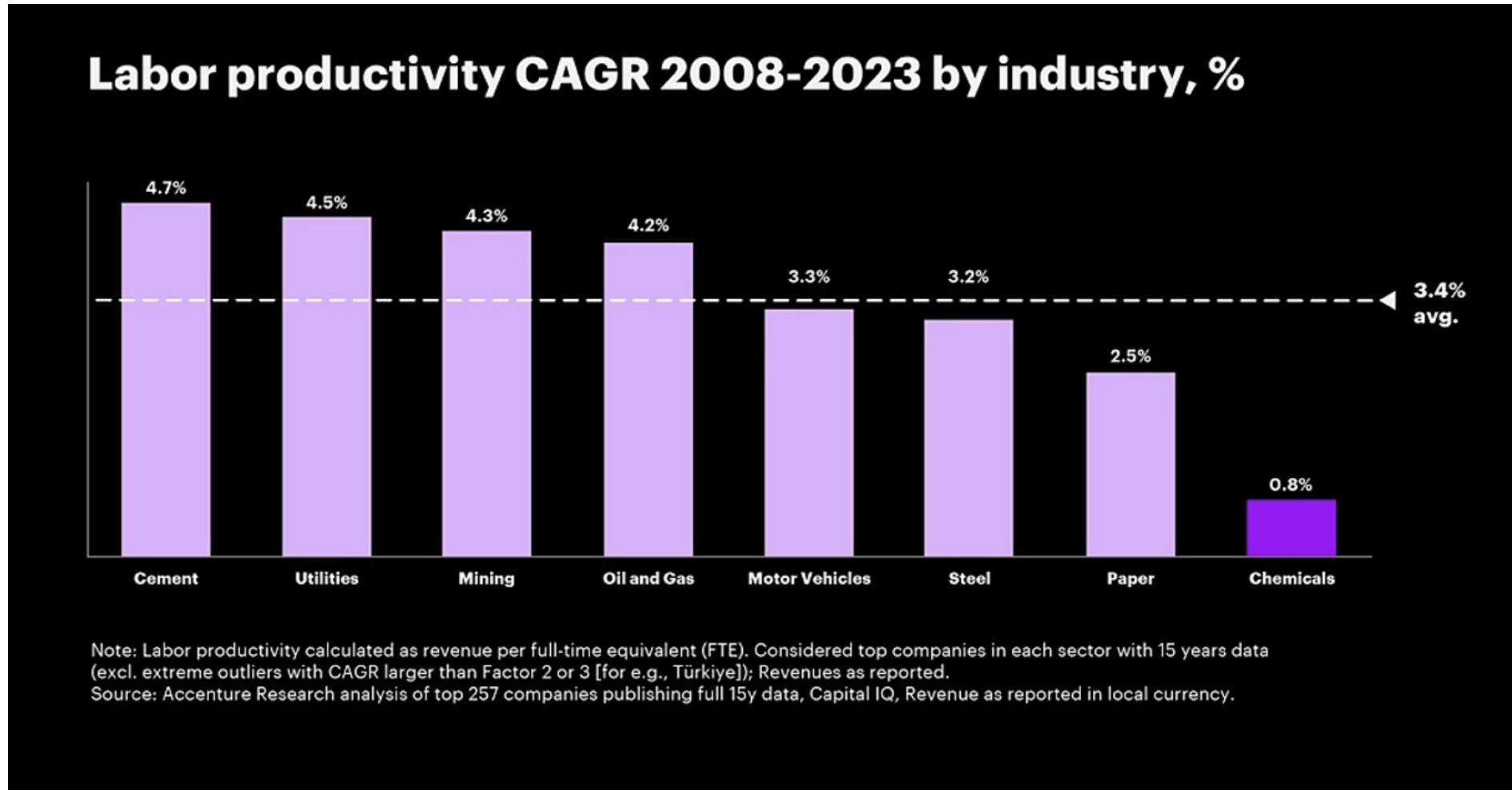
Software Engineer @ Facebook

MBA at Harvard

MS in Engineering at Harvard



# Lowest Labor Productivity Rates in Manufacturing



# # of days to 1M and 100M users by technology

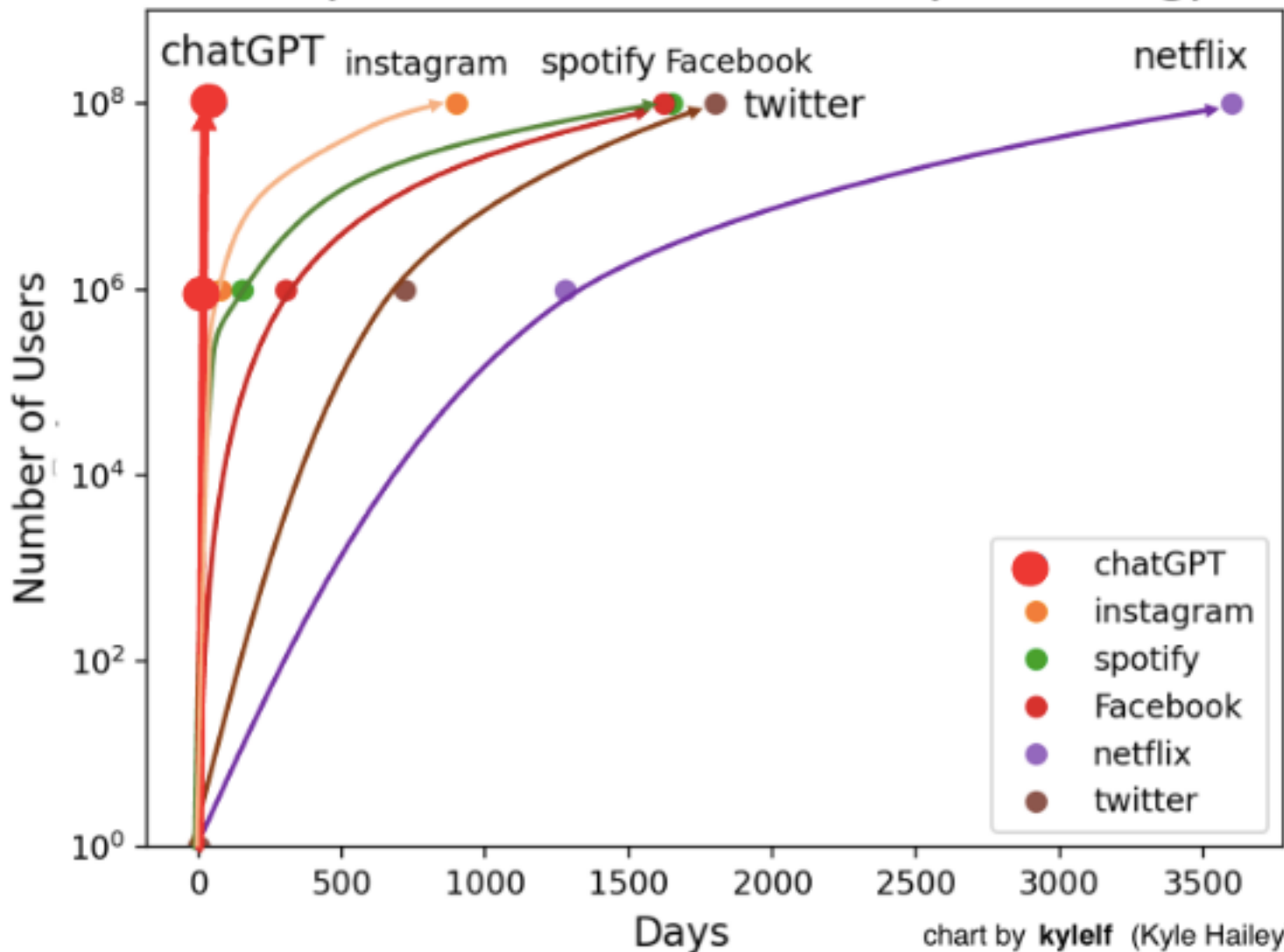


chart by **kylelf** (Kyle Hailey)

# Different Labor Efficiency Projects we hear

## Commercial

- Order Management
- Price Quoting
- Customer Communication

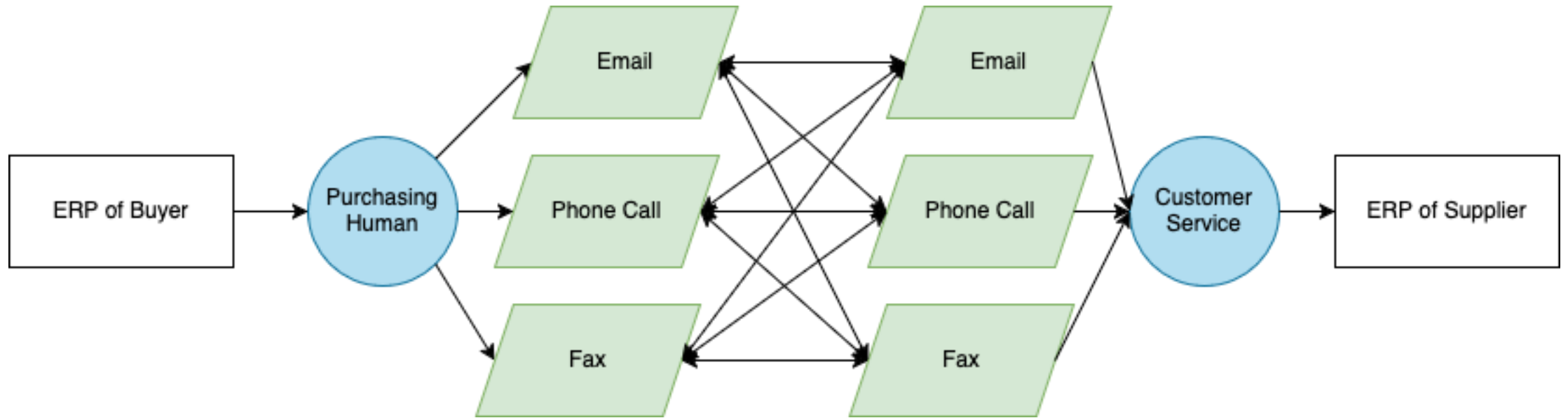
## Operations

- "Real-Time" Production Scheduling
- Inventory Tracking for lead times
- Inventory Receiving

## Quality

- Step-by-step batch process verification

# Current Order Management in Chemicals



# Project Goals

When specialty chemical leaders talk with us, we typically hear....

- Improve Labor Efficiency

- "My employees spend **50% of their time updating Sage (ERP)** as opposed to more strategic work"- John, Business Unit Manager, Paint Manufacturing

- Improve Customer Communication

- "Purchasing agents today **grew up with Amazon** and demand a better customer experience from us"- Mark, Industrial Director, Adhesives Manufacturing

- Capture Tribal Knowledge

- "**None of the tribal knowledge is captured** with the systems I have, and I have an aging workforce"- Jim, Continuous Improvement, Additives Manufacturing

# Options John Considered

1

## Hire more people

Good if you have budget to train and onboard

\$\$

3-6 months onboarding

2

## Upgrade ERP

Good if you can capture all your business logic during implementation

\$\$\$\$

18-24 month implementation

3

## AI Workflows

Good to capture tribal knowledge and automate tasks over time

\$

2-4 week implementation



## Results John has seen

- 90%+ of transactional work completed **automatically** without manual intervention
- **Average response time from 24 hours to <5 minutes** for customer communication
- **Full visibility** without changing existing workflows
- **Deploy in under 2 weeks**

# What customers didn't want

## 1) "AI" with high error rates

-90% automated, 100% accuracy >> 100% automated, 90% accuracy

## 2) Process Changes + new tools

-Need something that fits into existing processes and tools (emails, spreadsheets etc)



## 3) Massive roll-outs and risk

-Start small with low-risk tasks and expand w/ confidence

# Poka Labs: AI Plug-Ins for Chemicals

Plug-in

Stay in your current systems



Sage

Automate

Without changing existing workflows

Capture

Tribal knowledge and unstructured information

The screenshot displays an email client interface. On the left is an 'Inbox' list with various emails from sources like 'Baker Library', 'Harvard Innovation', and 'Bloomberg'. The main pane shows an email from 'andrew@pokalabs.com' with the subject 'POK531 - 500 Gallons'. The email body contains a request for 500 gallons of POK531 for the beginning of next week. On the right, a 'Poka Labs' sidebar is open, showing a 'My Day' view with a 'Customer' section (Andrew from Pokalabs), a 'Type' section (ADD\_ORDER), a 'Summary' section (Request to schedule delivery of 500 gallons of POK531 for early next week), and a 'Details' section with a table:

SKU:	POK531
Name:	
Quantity:	500 gallons
Price:	\$
Due Date:	December 23rd, 2024

Below the table is a blue button labeled 'Edit and Add Order'. A 'Notes' section at the bottom states: 'Order is for 500 gallons of POK531 with technical documents to be sent this week. Expect follow up for February orders. Suggest confirming receipt and scheduling delivery.'

# "AI Assistants" for every part of chemical operations



Order Management



Sage



Production Scheduling



Sage



Inventory Management

Sage



Production



Accounts Receivables



Sage



**Want to see our AI in Action?**

**Visit our Booth 1000**

**Contact: [malay@pokalabs.com](mailto:malay@pokalabs.com)**

**Cell: 919-345-5561**