



Reimagining Productivity

The Power of AI-driven Automation

Paris Paraskeva

Xenatus Global: Chief Operating Officer



- ❖ Over two decades of industry expertise
- ❖ Lead Digital Transformation in tens of Organizations
- ❖ Xenatus Global Director of Operations since 2017 and COO since 2022
- ❖ Proven track record within the Financial Services, Maritime, Trade, Education, and Software industries
- ❖ Member of Xenatus R&D strategy team
- ❖ Member in multiple technology professional bodies and associations

Early 2000's

MASTER DIGITIZATION

Digitization & Automations
for ERP & Logistics



Mid 2000's - Today

ERP & CLOUD SOLUTIONS



500+
Global
Customers

5
Continents

HYPER AUTOMATION & AI



45+
Countries
Serviced

300+
Global
Resellers

- **Why AI is compelling**
- **Today's Reality**
- **The future starts now**
- **Take Aways**
- **Use Case**

LLMs: Fastest Adoption Rate Ever



- **Driving Competitive Advantage**
 - AI enables faster, data-driven decisions and personalized customer experiences.
- **Enhancing Efficiency, Compliance & Innovation**
 - AI can streamline business processes by automating repetitive tasks, analysing large datasets quickly, and providing insights that enable faster, more informed decision-making.
- **Adaptability and Future-Proofing**
 - AI helps businesses respond dynamically to changes and prepare for future needs.
- **Technology and Expertise Convergence**
 - Maturity in technology, cloud infrastructure, and AI expertise creates the perfect timing.

DECISION COMPLEXITY

65%

of decisions made
are more complex
than two years ago

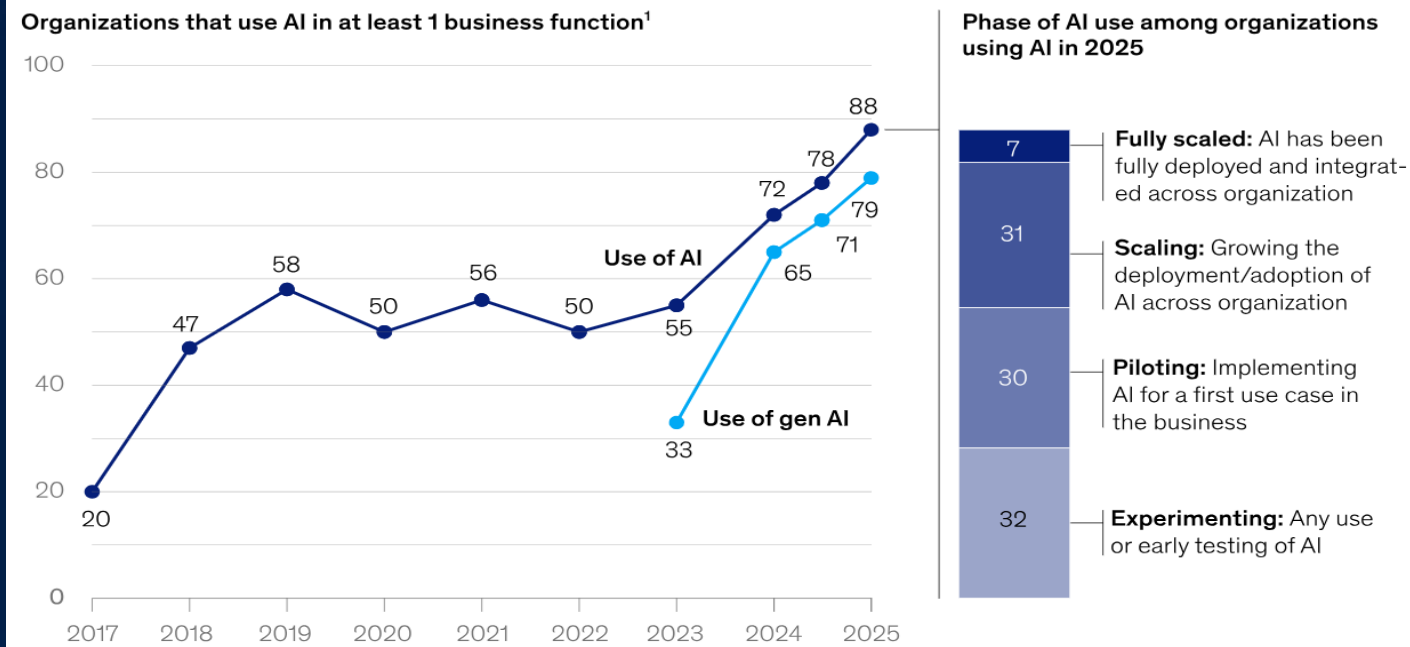
More
Connected

More
Contextual

More
Continuous

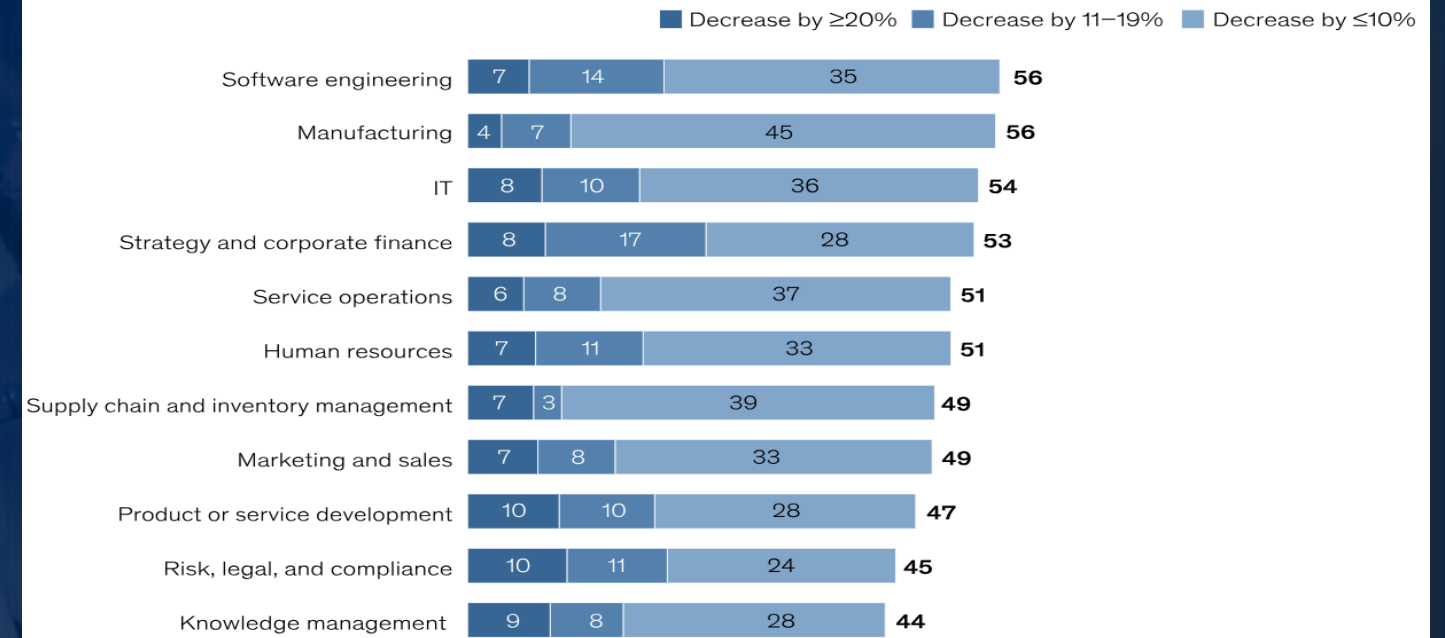
AI STORY IN NUMBERS

Use of AI by respondents' organizations, % of respondents



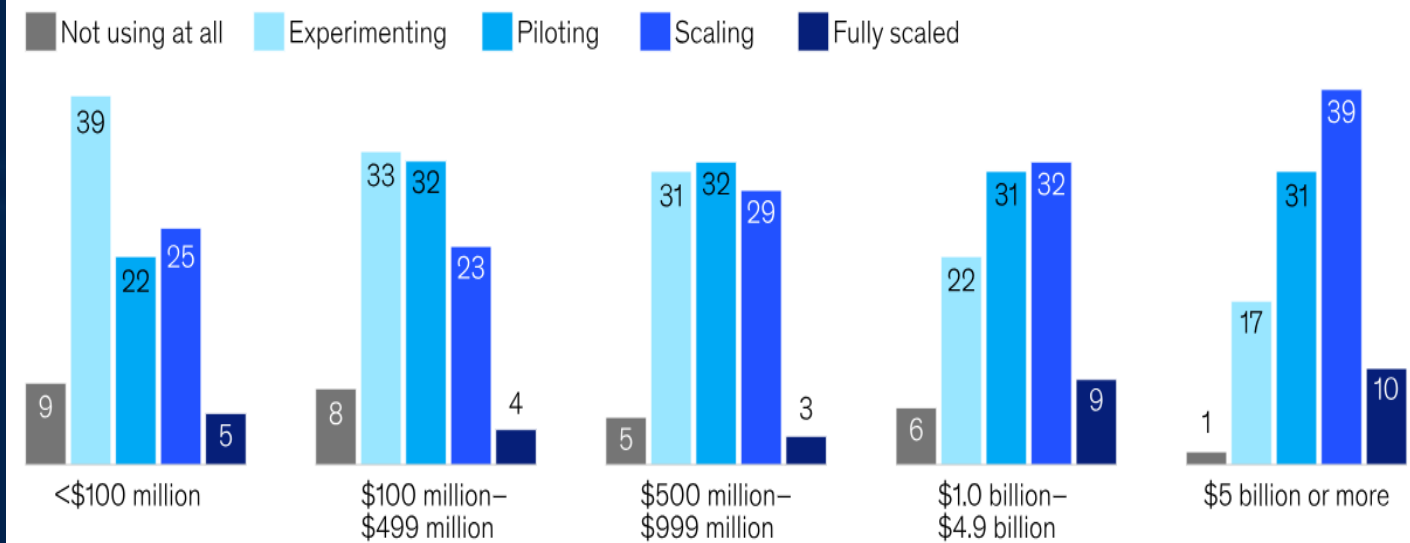
¹In 2017, the definition for AI use was using AI in a core part of the organization's business or at scale. In 2018–19, the definition was embedding at least 1 AI capability in business processes or products. From 2020, the definition was that the organization has adopted AI in at least 1 function, and in 2025, the definition was regular use of AI in at least 1 function.
Source: McKinsey Global Surveys on the state of AI, 2017–25

Cost decrease within business units from AI use, past 12 months, by function,¹ % of respondents



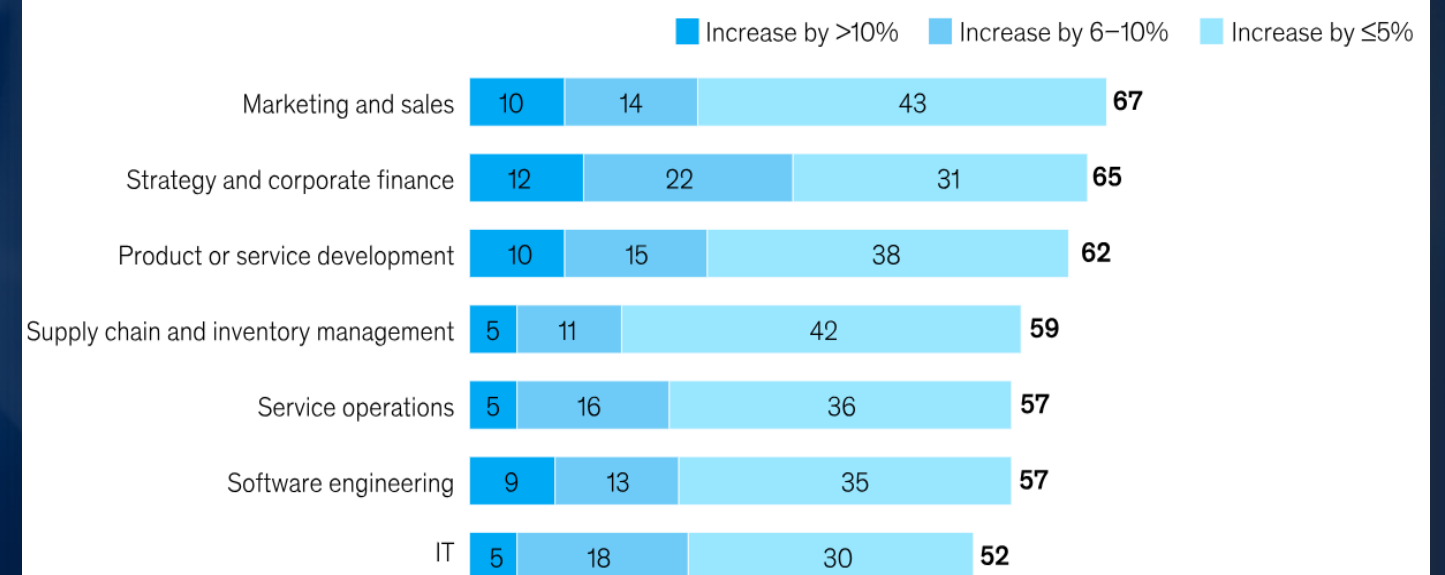
Note: Figures may not sum to totals, because of rounding.
¹Question was asked only of respondents who said their organizations regularly use AI in a given function. Respondents who said "cost increase," "no change," "not applicable," or "don't know" are not shown.
Source: McKinsey Global Survey on the state of AI, 1,993 participants at all levels of the organization, June 25–July 29, 2025

Phase of organization's use of AI, by company revenues,¹ % of respondents



Note: Figures may not sum to 100%, because of rounding.
¹Respondents who said "don't know" are not shown, but represent <2% of the total.
Source: McKinsey Global Survey on the state of AI, 1,993 participants at all levels of the organization, June 25–July 29, 2025

Revenue increase within business units from AI use, past 12 months, by function,¹ % of respondents



Note: Figures may not sum to totals, because of rounding.
¹Questions were asked only of respondents who said their organizations use AI in a given function. Respondents who said "decreased revenue," "no change," "not applicable," or "don't know" for the effects of AI on revenue are not shown.
Source: McKinsey Global Survey on the state of AI, 1,993 participants at all levels of the organization, June 25–July 29, 2025

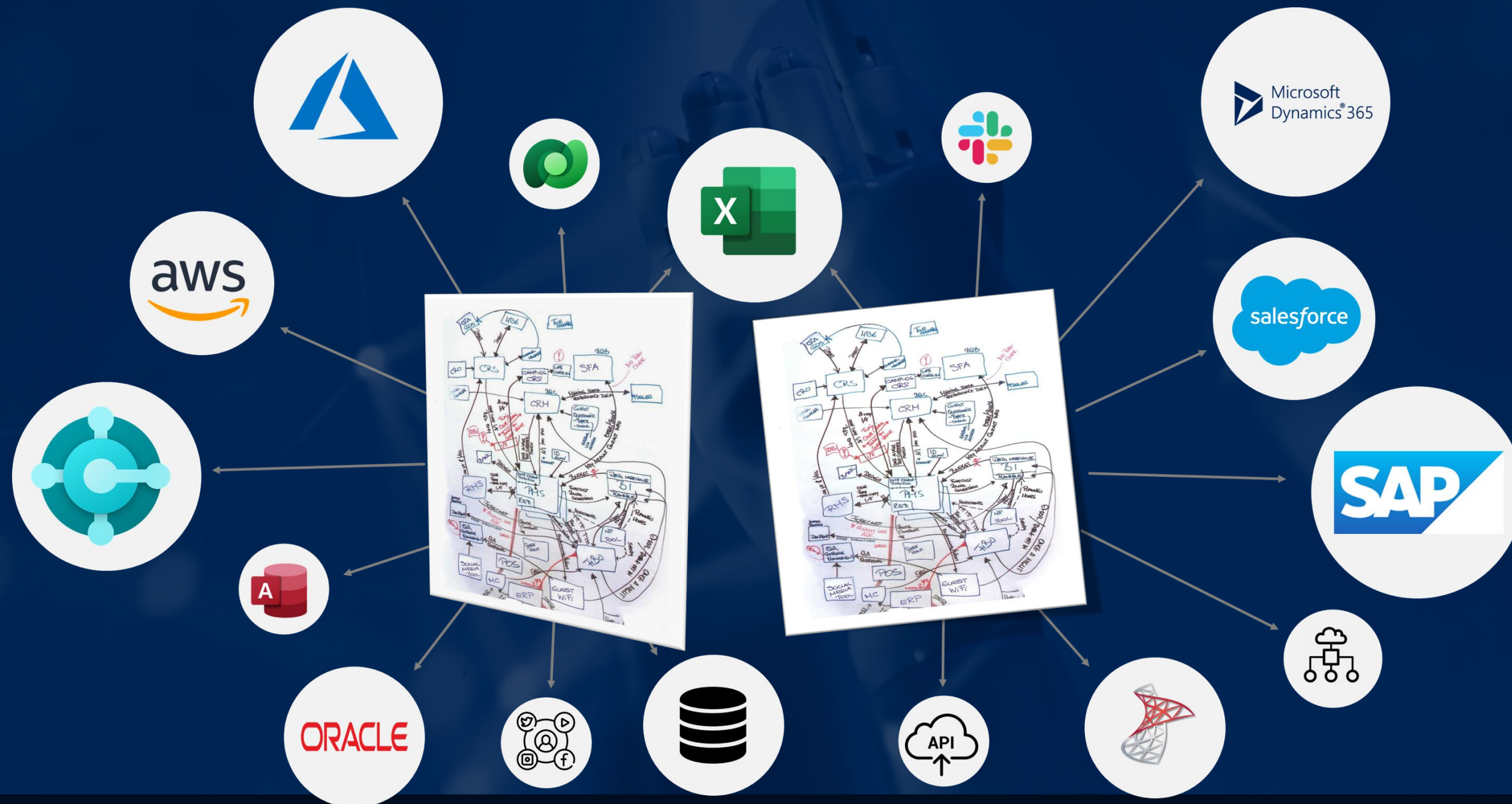
Where are we !

How to capitalize on AI



TODAY'S REALITY

Isolated and disconnected



The Future Is Here



SHIPPING COMPANY

- Financial management
- Freight collection
- Purchasing
- Planned maintenance
- Crew management & payroll
- Vessel operations
- HSQE
- Risk assessment
- Crew rest hours

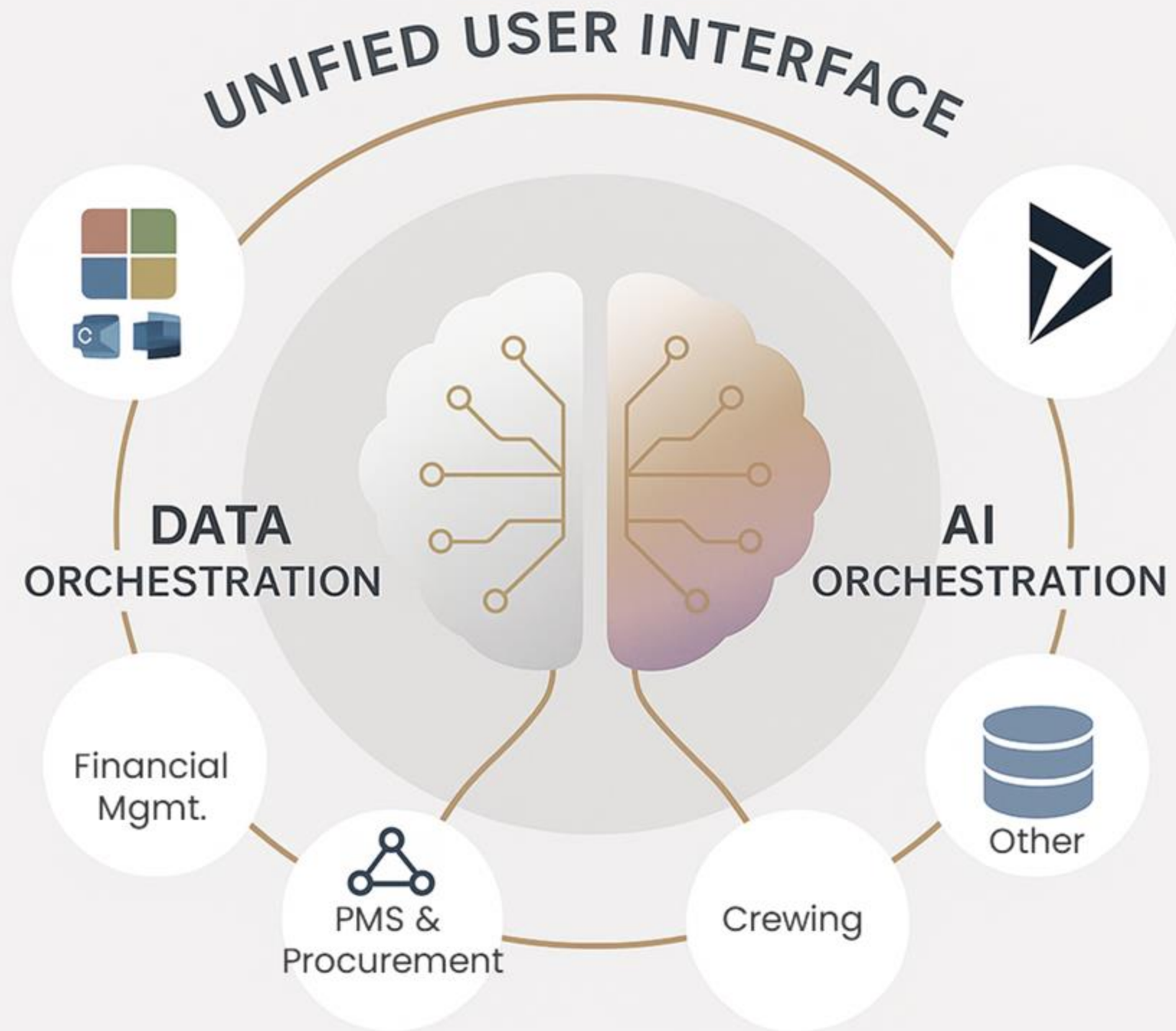
KNOWLEDGE BASES

3RD PARTY DATA SOURCES

- Port
- Safety
- Customs
- Borders
- Health

THE POWER OF AI-DRIVEN AUTOMATION





ORGANIZATIONAL READINESS

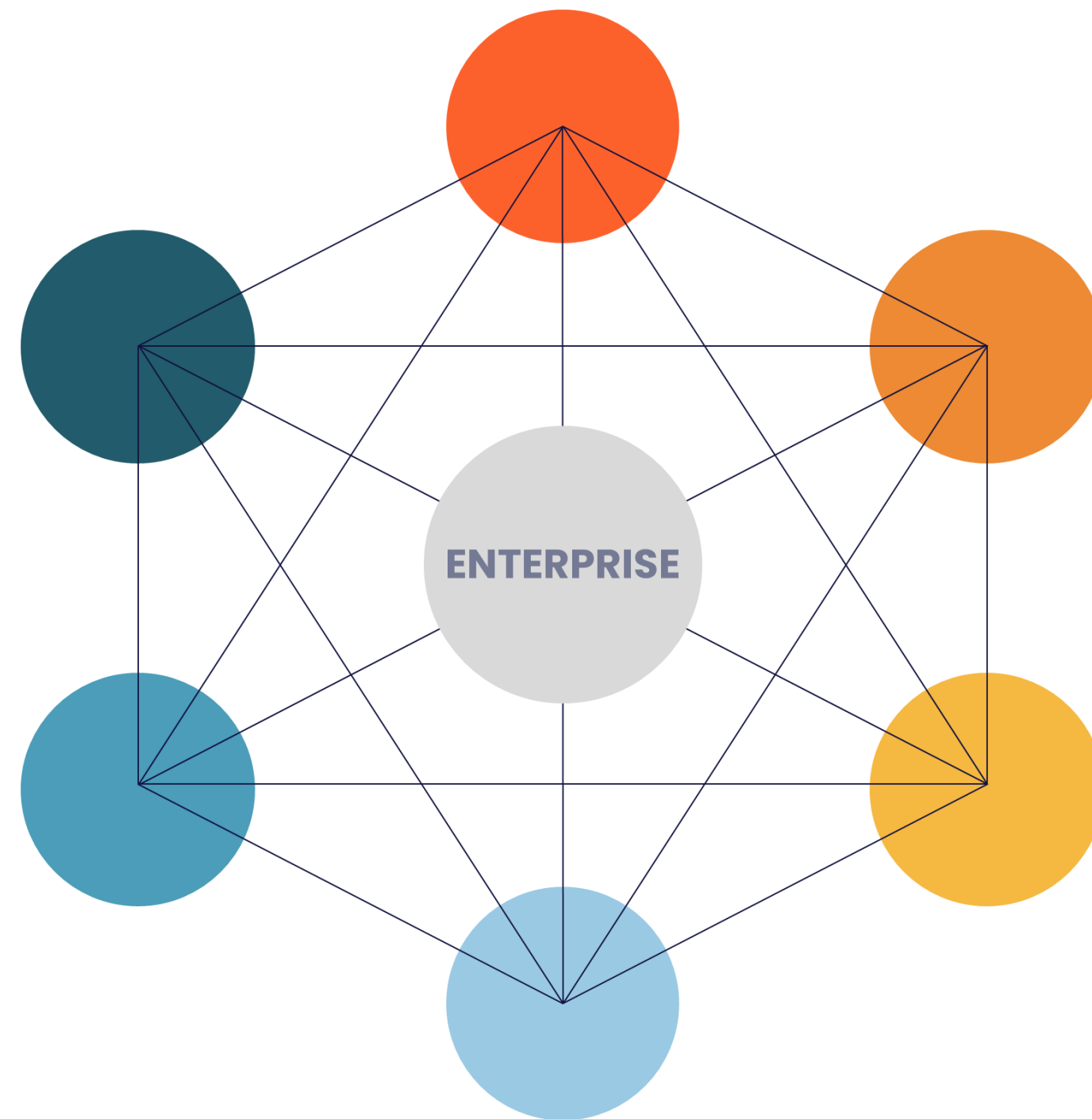
- Digital Maturity
- Data Quality and Availability
- Team Capabilities
- Leadership and Culture

CHOOSE WISELY

- Evaluate AI Platforms
- Cloud or On-Premise
- Seamless System integration
- Partner selection and evaluation

ROADMAP

- Pilot Project for Validation
- Milestones and Metrics
- Collaboration and Alignment
- Continuous Monitoring and Iteration



CHANGE MANAGEMENT

- Clear Communication of Benefits
- Employee Training and Support
- Leadership and Culture
- Employee Engagement

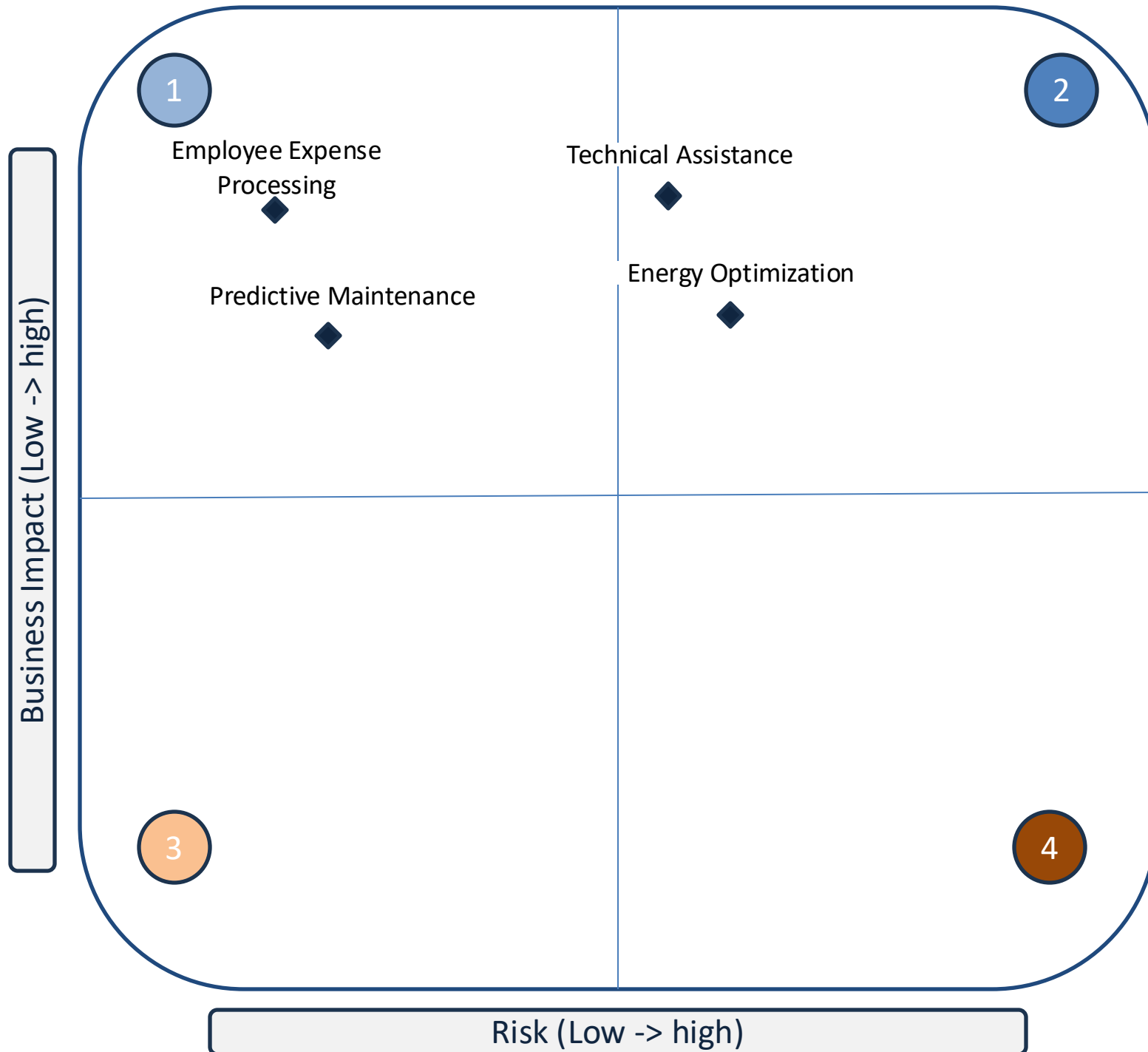
MEASURE SUCCESS

- Quantitative Performance Metrics
- Cost Savings and ROI
- Employee and Counterparty Impact
- Continuous Monitoring and Review

CONTINUOUSLY EVOLVE

- Adopt & Adapt to ever changing landscapes coupled with continuous skilling

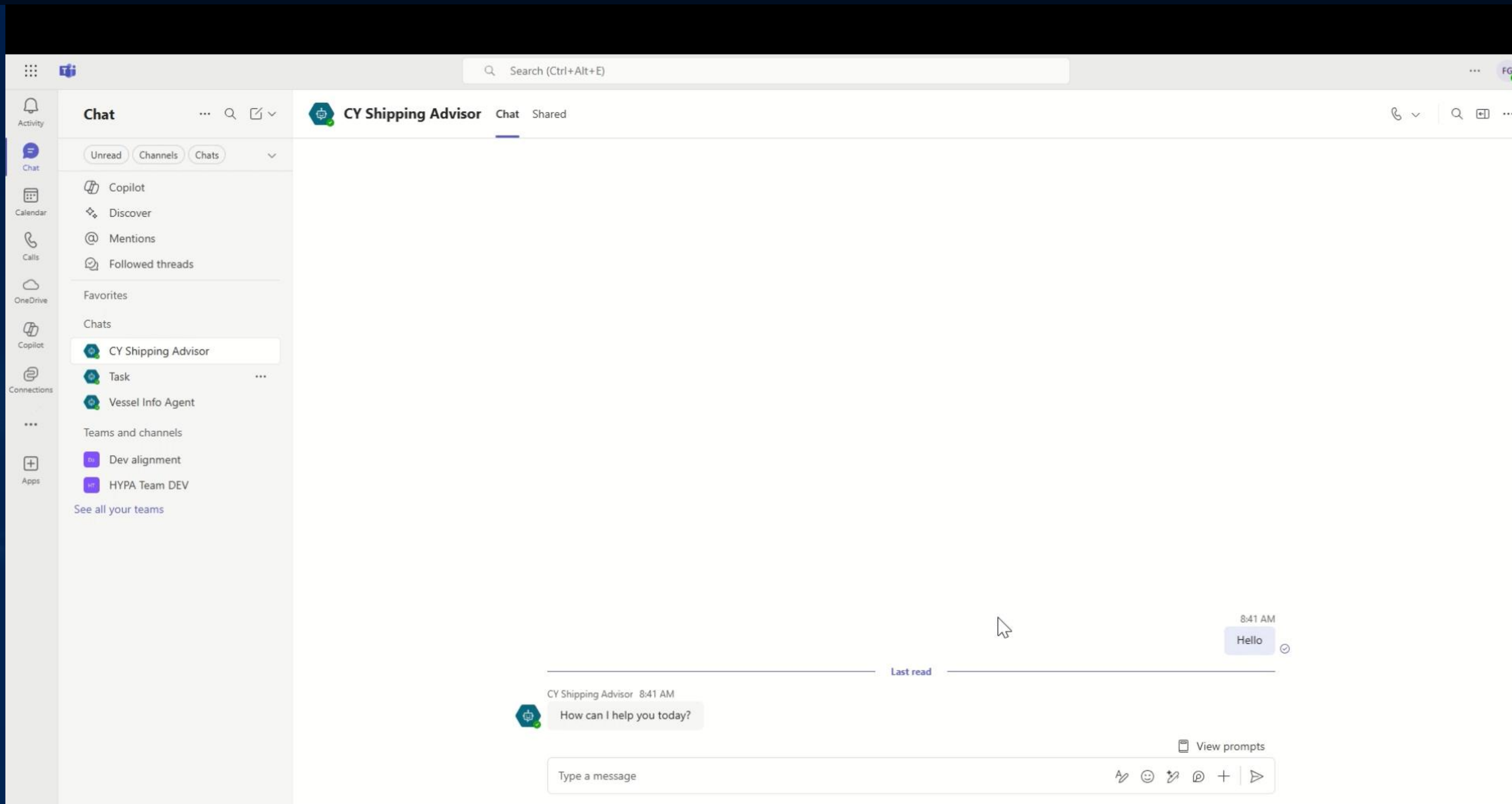
AI USE CASES HEAT MAP



- 1 Quick Wins (Great Candidates for pilot)
- 2 Strategic Bets (usually require investment)
- 3 Low Priority (can be deferred)
- 4 Not Strategic (discard)

- **Strategic Introduction of AI**
 - Introducing AI agents and automation strategically transforms operations and drives innovation in organizations
- **Start Small – Think Big**
 - Organizations should start with pilot projects, envision long-term impact, and act fast to remain competitive
- **Commitment and Collaboration**
 - Successful AI adoption requires commitment, collaboration and continuous learning across teams and stakeholders.
- **Unlocking Future Potential**
 - Embracing intelligent technologies unlock efficiency, agility, and competitiveness for future growth





The screenshot shows the Microsoft Teams chat interface. On the left is a navigation pane with icons for Activity, Chat, Calendar, Calls, OneDrive, Copilot, Connections, and Apps. The main chat area is titled "CY Shipping Advisor" and shows a message from the AI agent: "How can I help you today?". A "Last read" indicator is visible above the message. At the bottom right, a "Hello" message is partially visible with a timestamp of 8:41 AM. The chat input field at the bottom contains the placeholder text "Type a message" and includes icons for attachments, emojis, and other chat functions.

Use Case Video

