



# We Augment Human Intelligence.

**Trusted AI Implementation partner for wholesalers & distributors**





WHO WE ARE

## A TRUSTED LEADER IN APPLYING AI TO WHOLESALE & DISTRIBUTION



Specialized AI consulting firm with over \$3B value realization in Order to Cash processes over the last 10 years across 40+ Enterprises.



We partner & co-innovate to either significantly grow revenues, or increase operating margins, or setup the enterprise for effective M&A transactions.



Augmented solutions as opposed to replacing systems; Focused exclusively on augmenting intelligence on top of existing core systems (ERP, CRM, CPQ, WMS)



OUR TRACK RECORD

# OUR IMPACT AREAS



01

**INVENTORY &  
DEMAND PLANNING**



02

**PRICING & MARGIN  
OPTIMIZATION**



03

**PROCUREMENT &  
SUPPLIER ANALYTICS**



04

**SALES & CUSTOMER  
INTELLIGENCE**



05

**OPERATIONS & WORKFLOW  
AUTOMATIONS**



## OUR PHILOSOPHY

# AI THAT AUGMENTS, NOT DISRUPTS

ERP systems remain the system of record—AI should enhance them, not replace them. We layer intelligence on top of existing processes, focusing on decision support, automation, and prediction, all designed to fit seamlessly into how teams already work.



## LOW-RISK, HIGH- CONFIDENCE ADOPTION

Accelerate AI adoption without disrupting existing systems—no rip-and-replace initiatives, lower implementation risk, and a clear path to measurable ROI.



## FASTER TIME TO VALUE

Move quickly from concept to impact with focused solutions that deliver tangible business outcomes and prove value early.



OUTCOMES WE FOCUS ON

# IMPACTS THAT EXECUTIVES CARE ABOUT

FASTER DECISION-  
MAKING ACROSS  
TEAMS.

IMPROVED  
SERVICE LEVELS  
AND FILL AREAS.

REDUCED  
WORKING CAPITAL  
TIED UP IN  
INVENTORY.

HIGHER REALIZED  
MARGINS.

TRUE  
INTELLIGENCE  
ADOPTED BY  
BUSINESS USERS,  
NOT SHELVED



INTRODUCING TORINIT AI STUDIO

## CO-INNOVATING WITH WHOLESALE, AT NO COST

Torinit runs an AI Studio / Accelerator Program designed specifically for wholesale and distribution leaders, where clients bring real, high-impact business challenges to the table. Torinit sponsors the development of a working AI prototype to address those challenges, with no fees charged during the prototype phase.



ALIGN AI DIRECTLY TO  
BUSINESS NEEDS



PROVE VALUE  
FAST



REDUCE RISK



INTRODUCING TORINIT AI STUDIO

# HOW THE AI WORKS



## BUSINESS CHALLENGE DEFINITION

Identify a high-impact operational or commercial problem



## DATA & PROCESS REVIEW

Understand ERP data, workflows, and constraints



## RAPID PROTOTYPE BUILD

Functional AI solution tailored to your environment



## HANDS-ON VALIDATION

Business users test with real data

TYPICAL TIMELINE: 4 TO 8 WEEKS



INTRODUCING TORINIT AI STUDIO

## WHAT HAPPENS AFTER THE PROTOTYPE

If the **prototype proves valuable**, you can move forward by integrating it into your ERP environment and scaling it across teams and locations. If it doesn't, there's no obligation to proceed and no sunk cost.

### THIS MODEL ENSURES:



Clear ROI Before Commitment



Executive Confidence



Business-led AI Adoption



WHAT MAKES US DIFFERENT

# WHY WHOLESALERS CHOOSE TORINIT



DEEP DOMAIN  
FOCUS IN  
WHOLESALE &  
DISTRIBUTION



PROVEN ERP  
INTEGRATION  
EXPERTISE



AI DESIGNED FOR  
MID-MARKET  
REALITIES



COLLABORATIVE,  
LOW-RISK  
ENGAGEMENT  
MODELS



## OUR VISION

AI will define the next generation of distributors. The winners will make better decisions faster, operate with less friction, and adapt quickly to market change—and Torinit exists to help wholesalers lead that transformation.



LET'S INNOVATE TOGETHER

## START WITH A BUSINESS CHALLENGE

- 1 Meet us at **NAW** EXECUTIVE SUMMIT 26
- 2 Explore eligibility for the TORINIT AI STUDIO
- 3 Identify one challenge worth solving together



## PARTNERS DEDICATED TO WHOLESALE & DISTRIBUTION



**Dikshant Batra**

Partner



**Nathan Tran Trinh**

Partner



**Nirvan Gelda**

Consulting Practice Lead

