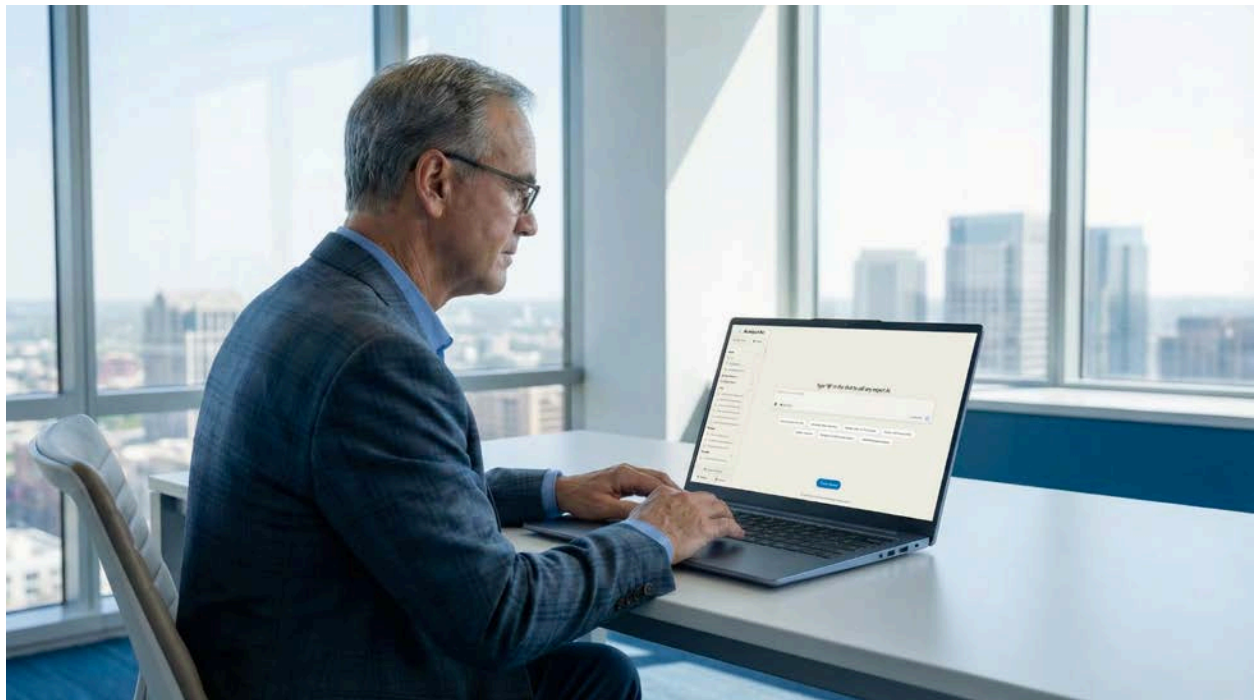


Transforming Global IT Services Sales Productivity Through Secure AI-Powered Proposal Generation with AirgapAI and Intel Core Ultra



Executive Summary

Challenge: A Fortune 500 Global IT Services Company with 100,000+ employees needed to dramatically improve sales team productivity. Sales professionals were spending over 9 hours daily on manual, repetitive tasks—searching for information, crafting proposals, preparing meeting materials, and updating CRM systems—leaving insufficient time for high-value customer engagement and strategic selling activities.

Solution: Intel and Iternal Technologies deployed AirgapAI™ powered by Intel Core Ultra AI PCs with OpenVINO optimization, enabling sales professionals to access trusted corporate knowledge, generate compliant proposals, and accelerate customer

engagement workflows—all while keeping sensitive client data 100% secure on local devices.

Leading Results:

- 55% reduction in time spent on routine sales tasks (9+ hours reduced to 4.5 hours daily)
- 78x improvement in AI accuracy versus traditional RAG pipelines
- ~650 hours saved per seller annually, equating to 31 FTE equivalent for a 100-person sales team
- Projected annual productivity value of \$6.5 million for a 100-person sales organization
- 100% offline operation ensuring client data and proprietary pricing never leaves the secure device

Technology Stack: Intel Core Ultra 7 with NPU + OpenVINO | Blockify® + AirgapAI™ + AI Assist Bundle

The Strategic Imperative: AI-Powered Sales Excellence

AI is rapidly becoming a strategic asset for enterprise IT services organizations. To maintain competitive advantage and accelerate revenue growth, sales professionals must access the right information, at the right time, in a safe, secure, and trusted manner—while being absolutely certain every insight is factually correct and compliant with client confidentiality requirements.

For a Fortune 500 Global IT Services Company managing complex, multi-million dollar technology engagements across every major industry vertical, the challenge is acute. Sales teams operate in an environment where accurate, fast, and secure data analysis isn't just nice to have—it's essential for winning business. Every proposal must reflect current pricing, incorporate lessons learned from thousands of previous engagements, and address client-specific requirements with precision.

Together, Intel and Iternal Technologies have partnered to provide a unique solution that supports this Global IT Services Leader via AirgapAI, transforming sales productivity while maintaining the ironclad data security that enterprise clients demand.

The Hidden Productivity Crisis in Enterprise Sales

The Six Core Sales Activities and Their Hidden Inefficiencies

Modern sales professionals face a relentless pace. They must juggle pipeline maintenance, personalized outreach, complex proposal creation, in-depth reporting, and continuous client engagement—often across multiple systems and mountains of unstructured data. Despite significant technology investments, much of the workflow remains manual, fragmented, and time-consuming.

Sales Activity	User Goal	Manual Tasks	Daily Time (Manual)
Pipeline Maintenance	Keep sales pipeline full & current	Searching prospects, logging info, updating CRM, setting reminders	45 minutes
Customer Engagement	Active outreach, meeting prep, Q&A	Composing outreach, prepping calls, follow-ups, coordination	105 minutes
Close Deals	Craft proposals, address objections	Manual response assembly, negotiation, legal/finance coordination	155 minutes
Account Summaries	Report on histories/metrics/statuses	Exporting data, building reports, analysis, sharing	95 minutes

Pipeline Analytics	Track, forecast, identify trends	Data pulls, org mapping, opportunity review, exec reports	83 minutes
Draft/Respond/Present	Personalized communications	Reading/responding, context recall, presentation rehearsal	58 minutes
TOTAL			541 minutes (~9 hours)

The pain points are clear: repeated context-switching, searching across platforms and files, hand-crafting communications, slow data analysis, and constant double-checking consume the majority of a seller's day. Professionals are forced to spend more time in tools than with customers.

Why AI Matters for Enterprise Sales

Beyond simple search and queries, sales professionals need AI that can synthesize information from disparate sources, generate contextually accurate content, and ensure compliance with corporate standards—all without exposing sensitive client information to cloud-based systems.

Traditional Process Pain Points:

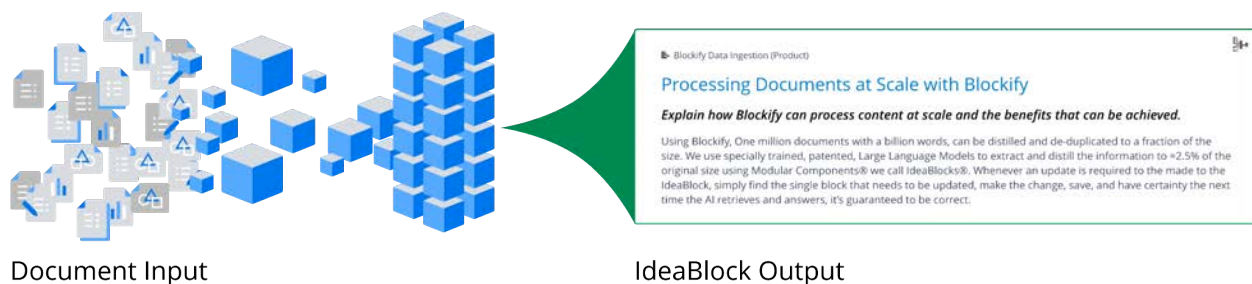
- Hours spent searching for relevant case studies, pricing templates, and technical specifications
- Manual assembly of proposals from dozens of separate documents
- Risk of outdated information leading to incorrect pricing or compliance issues
- Inconsistent messaging across sales team due to knowledge silos
- Delayed response times costing deals to faster-moving competitors
- Sensitive client information scattered across cloud applications and email

Without an effective approach to content lifecycle, the organization risks relying on an AI that will never be fully accurate. It's a case of garbage in, garbage out—and if you can't trust your AI to continually be correct, you can't trust it at all because the mistakes are unpredictable.

The Solution: AirgapAI on Intel Core Ultra AI PCs

Blockify® Data Optimization

Blockify is Iternal's patented data ingestion and optimization system that improves AI accuracy by up to 78x (7,800%). Through a three-pronged approach of ingestion, distillation, and taxonomy creation, Blockify transforms the organization's vast repository of proposal content, pricing guides, case studies, and competitive intelligence into a single source of truth—distilled to just 2.5% of original size while virtually eliminating AI hallucinations.

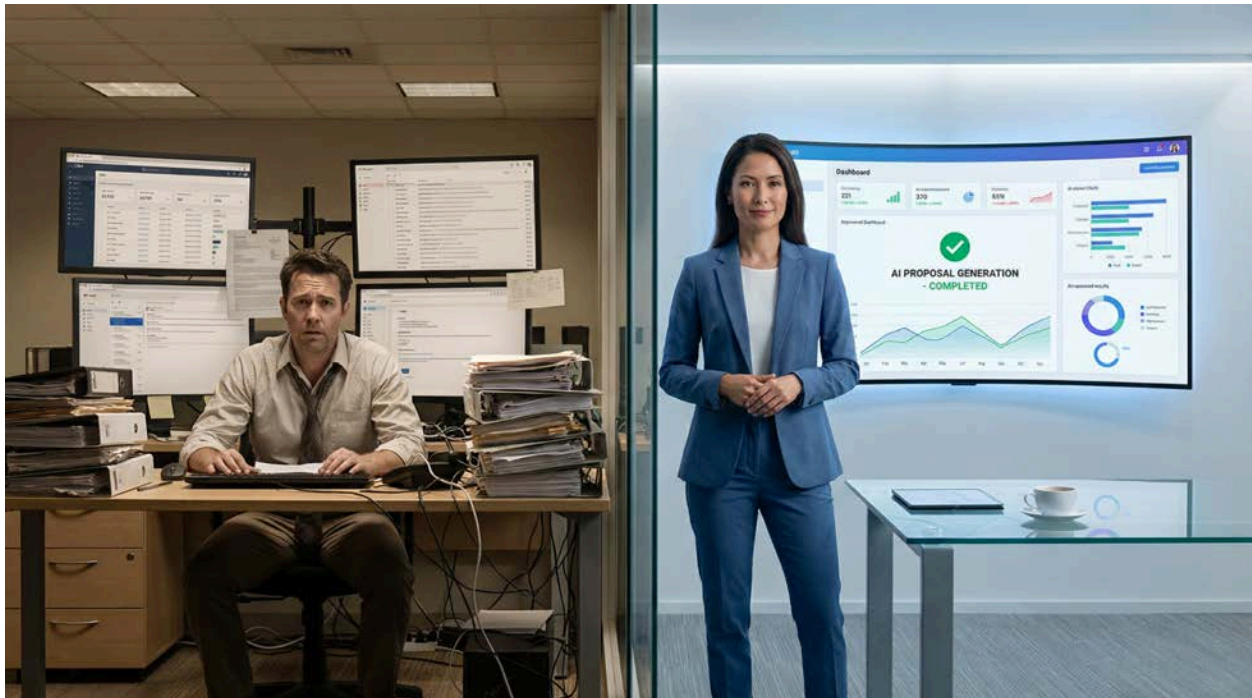


For this Global IT Services Company, Blockify processed:

- Historical proposal library spanning thousands of engagements
- Current pricing and terms documentation
- Technical specifications and solution architectures
- Case studies and success stories by industry vertical
- Competitive positioning and objection handling guides

AirgapAI™ Edge Inference with Intel Core Ultra + OpenVINO

AirgapAI is a powerful, network-independent AI solution designed to run 100% locally on Intel Core Ultra-equipped AI PCs. By operating completely offline, AirgapAI upholds stringent data-protection standards—no external connection is required, minimizing potential vulnerabilities and ensuring sensitive client information, proprietary pricing, and competitive strategies remain strictly private.



Benchmark Results

Intel Core Ultra 7 265V (AI PC) Performance

Leveraging Intel Core Ultra 7 265V with OpenVINO optimization, AirgapAI processing achieves up to 4.9x faster inference speed and up to 112x faster first-token latency compared to generic implementations. The ability to process 4,860 pages of corporate content per month demonstrates the capability to start small and scale.

Processing Performance:

- **Total Corporate Knowledge Processed:** ~500,000 words (proposal library, pricing, case studies)
- **Blockify Processing Time:** ≈250,000 seconds on AI PC
- **Total Optimized Blocks:** ≈357 chunks
- **Tokens per Second:** 2.66 tokens/second (AI PC baseline)
- **OpenVINO Optimized:** Up to 34.27 tokens/second with GPU acceleration

Accuracy Improvements: Beyond speed, Blockify's approach increased the precision of vector searches and RAG models, virtually eliminating hallucinations and improving LLM accuracy by approximately 78x (7,800 percent) compared with a traditional RAG pipeline.

The "Better and Best" Dynamic

Intel's OpenVINO toolkit unlocks the true potential of Intel Core Ultra hardware, delivering:

- **Up to 4.9x faster inference speed** compared to generic implementations
- **Up to 112x faster first-token latency** for immediate responsiveness
- **Up to 9.2x higher ingestion throughput** for large document processing

The OpenVINO optimization enables a "Better and Best" dynamic: the Intel NPU delivers efficient, high-performance processing for sustained workloads while preserving battery life, while the integrated GPU provides maximum burst performance for demanding tasks like generating comprehensive proposals.

AI-Accelerated Sales Workflow: The Transformation

The intelligence of Iternal's AirgapAI, powered on the Intel Core Ultra AI PC, automates, augments, and amplifies key steps—freeing sellers for genuine engagement and high-value decision-making, all while keeping sensitive data local and compliant.

Sales Activity	AI-Enhanced Workflow	Daily Time (AI PC)	Time Saved
Pipeline Maintenance	AI finds, extracts, and logs new prospects in seconds	16 minutes	29 minutes
Customer Engagement	Personalized drafts, meeting summaries, fast Q&A	48 minutes	57 minutes
Close Deals	Proposals/contracts generated, objections handled	49 minutes	106 minutes

Account Summaries	Prebuilt summaries, auto-highlighted bottlenecks	71 minutes	24 minutes
Pipeline Analytics	Near-instant meta-analysis, AI-drafted exec briefs	54 minutes	29 minutes
Draft/Respond/Present	AI drafts, feedback, and rehearsal support	37 minutes	21 minutes
TOTAL		275 minutes (~4.5 hours)	266 minutes saved

Net Time Saved Per Seller, Per Day: ~4.5 hours (55%+ productivity improvement)



Business Use Cases for Enterprise Sales

Automated Proposal Generation: Generate comprehensive sales proposals in minutes by combining relevant case studies, technical specifications, pricing templates, and customized executive summaries—ensuring consistency and compliance while dramatically reducing assembly time.

Intelligent RFP Response: Accelerate RFP response cycles by instantly surfacing relevant past responses, technical requirements, and competitive positioning—enabling sellers to respond first and respond accurately, winning business before competitors even submit.

Client-Specific Customization at Scale: Deliver hyper-personalized communications and proposals that speak to each client's unique challenges, industry dynamics, and business goals—achieving true one-to-one engagement even across massive customer bases.

Real-Time Competitive Intelligence: Surface competitive positioning, objection handling guidance, and win/loss insights instantly during customer calls or meetings—enabling sellers to address challenges with confidence and data-backed responses.

Compliance-Assured Communications: Ensure every proposal, contract, and customer communication reflects current terms, approved pricing, and corporate messaging standards—reducing legal review cycles and eliminating costly errors.

Meeting Preparation and Follow-Up: Automatically generate meeting briefs from historical interactions, prepare talking points based on account history, and draft follow-up communications—keeping momentum high throughout the sales cycle.

Financial Impact Analysis

Quantifiable Productivity Gains

Metric	Per Seller	100-Person Sales Team
Daily Time Saved	4.4 hours	440 hours

Annual Time Saved	~650 hours	65,000 hours
FTE Equivalent	—	31 FTEs
Annual Value (@ \$100/hr)	\$65,000	\$6.5 million

Strategic Business Impact

Beyond direct labor savings, AI-accelerated sales delivers compounding competitive advantage:

- **Faster Response = More Deals Won:** Sales professionals outpace competitors by answering RFIs in minutes, not hours or days
- **Higher Trust and Accuracy:** Proposals and presentations backed by AI-verified facts and compliance—no more error-prone manual research
- **Sales Teams Focus on Selling:** More customer-facing time, deeper insight discovery, and higher team morale
- **Scalable Excellence:** Every seller, regardless of tenure or geography, equipped with world-class resources and best practices



Security and Compliance: 100% Offline Operation

For an organization managing sensitive client relationships across financial services, healthcare, government, and defense sectors, data security isn't optional—it's foundational to client trust and regulatory compliance.

AirgapAI's Security Architecture:

- **100% Local Processing:** All AI inference occurs on the Intel Core Ultra AI PC—no data transmission to cloud services
- **Zero Network Dependency:** Operates in fully air-gapped environments if required
- **Client Data Protection:** Proprietary pricing, competitive intelligence, and client-specific information never leaves organizational control
- **Audit-Ready Operations:** Complete transparency into AI processing for compliance verification

By operating completely offline, AirgapAI upholds the stringent data-protection standards that enterprise clients demand—no external connection is required, minimizing potential vulnerabilities and ensuring sensitive information remains strictly private.

Maximizing AI Investment with The AI Strategy Blueprint

Technology alone doesn't guarantee AI success—85% of enterprise AI investments fail to deliver expected results. Iternal enhances its technology deployment with *The AI Strategy Blueprint*, a complete framework for AI transformation written by Iternal's CEO based on seven years of enterprise deployment experience.

The Blueprint addresses the 70% of AI success that depends on people and processes:

- **5x revenue gains** compared to competitors stuck in pilot programs
- **Governance frameworks** that enable speed rather than create barriers
- **Crawl-walk-run deployment strategies** that prove value before scaling risk
- **ROI quantification methodologies** that satisfy CFO scrutiny

This strategic foundation ensures the Global IT Services Company extracts maximum value from their AirgapAI deployment rather than joining the majority of failed AI initiatives.

Accelerating Adoption with Iternal AI Academy

The fastest path to AI ROI is workforce capability. Iternal enhances its technology with the AI Academy (<https://edu.italnal.ai>)—comprehensive AI fluency training that accelerates how quickly sales professionals can leverage AirgapAI:

- **610+ courses** spanning every major industry and job role
- **Three proficiency tiers** - Beginner, Advanced, and Expert tracks
- **Real-time AI feedback** - Prompts scored and critiqued for immediate improvement
- **Verified certificates** - Independently verifiable credentials demonstrating competency
- **Universal application** - Skills transfer to any AI platform

By combining foundational education with interactive practice, AI Academy ensures the sales organization can fully leverage their technology investment from day one.

Immediate Productivity with 2,800+ Quick Start Workflows

AirgapAI's technology is enhanced with more than 2,800 pre-configured Quick Start Workflows—enabling sales professionals to achieve immediate productivity gains without a learning curve.

Pre-built workflows for sales teams include:

- Sales proposal cover letter generation
- RFP response assembly and customization
- Executive briefing preparation
- Competitive analysis and positioning
- Account planning and strategy documents
- Meeting preparation and follow-up communications

Custom workflow generation: Users can describe their work process in natural language, and AirgapAI automatically creates a custom workflow tailored to their specific needs—no technical expertise required.

These workflows transform AirgapAI from a powerful tool into an immediate productivity multiplier for every member of the sales organization.

Maximizing ROI with AI Assist Bundle

For organizations seeking to maximize their return on AI investment, the AI Assist Bundle enhances AirgapAI with comprehensive end-to-end services:

- **Full deployment and integration** - Expert setup and configuration across the sales organization
- **Training and education** - Workforce enablement programs tailored to sales workflows
- **Tier 1, 2, and 3 support** - Phone and chat support for all user levels
- **Ongoing optimization** - Continuous improvement and workflow refinement

The AI Assist Bundle transforms technology deployment into measurable business outcomes—cost reduction, productivity gains, and revenue growth—at a fraction of the cost of cloud-based alternatives while keeping all data 100% on-premise.



What This Means for You: Scalable AI Inference for Future Growth

By uniting Intel Core Ultra with OpenVINO optimization—delivering up to 4.9x faster inference and 112x faster first-token latency—and Iternal Technologies' Blockify and AirgapAI, enterprise sales organizations can harness AI at the edge, turning decades of unstructured proposal content, pricing guides, and competitive intelligence into actionable insights without ever exposing sensitive information to third-party clouds.

Together, Intel and Iternal help Enterprise Sales Organizations:

- **Automate Proposal Generation & Curation:** Process vast libraries of sales content while slashing inaccuracies with Blockify's 78x accuracy improvement
- **Drive Compliant Customer Engagement:** Ensure every generated proposal and communication respects client confidentiality and corporate standards
- **Accelerate Deal Velocity:** Surface trusted answers and generate winning proposals in minutes with OpenVINO-optimized inference
- **Protect Client Information:** Keep all proprietary data within organizational boundaries with 100% offline operation

Enhancing Technology with Complete AI Enablement:

- **Maximize Investment:** The AI Strategy Blueprint ensures your deployment succeeds where 85% of AI initiatives fail
- **Accelerate Adoption:** AI Academy training builds workforce capability for faster time-to-value
- **Immediate Productivity:** 2,800+ Quick Start Workflows eliminate the learning curve for sales teams
- **White-Glove Support:** AI Assist Bundle provides end-to-end deployment services for enterprise rollouts

AI has moved from conceptual to operational in enterprise sales. Whether generating winning proposals, accelerating RFP responses, or delivering hyper-personalized client engagement, Intel and Iternal deliver the secure, accurate, and scalable framework enterprise sales organizations need to maintain competitive advantage.



ROI and Cost Benefits Summary

Projected Productivity Impact:

- **Daily Productivity Gain:** 4.4 hours per seller (55%+ improvement)
- **Annual Time Saved:** ~650 hours per seller
- **100-Person Team Value:** \$6.5 million in annualized productivity gains
- **FTE Equivalent:** 31 full-time equivalents freed for high-value activities

Competitive Advantage:

- First-to-respond proposal capability winning business before competitors submit
- Consistent, world-class sales execution regardless of individual seller experience
- Scalable best practice deployment across global sales organization
- Ironclad data security meeting the demands of the most risk-sensitive clients

The Bottom Line: The Intel AI PC, supercharged with Iternal AirgapAI, streamlines every step of the seller's journey—not just automating tasks, but making sales professionals dramatically more effective and responsive. Whether you're scaling sales teams, supporting global compliance requirements, or driving revenue efficiency, this is the AI revolution—secure, trusted, and right at the seller's fingertips.