

CUSTOM PRODUCTION AI. PROVEN WITH OPERATORS, BUILT FOR ANY BUSINESS.

ENHANS D

We build and run
production AI for
the people who
move, sort, process
and grow things.

A working prototype on your data in six weeks, for a fixed €25,000. Then a production build on your systems, priced before it starts, and a named team that runs it.

Most operational AI stalls between the pilot and the plant.

30%

of generative AI projects
expected to be abandoned after
proof of concept

GARTNER, 2024

5%

of task-specific AI tools
reached production in MIT's
2025 study

MIT, 2025

DATA

01

The pilot ran on an extract.

Production needs the live feed, with its late telematics, missing tickets, manual overrides and sites that go offline.

INTEGRATION

02

Nobody owned the last mile.

A score in a dashboard changes nothing. It has to land inside the route planner, the work-order system or the ERP the crews use.

OWNERSHIP

03

The pilot team moved on.

When the people who built it are not the people who run it, the knowledge leaves with them and the system decays.

DECISION

04

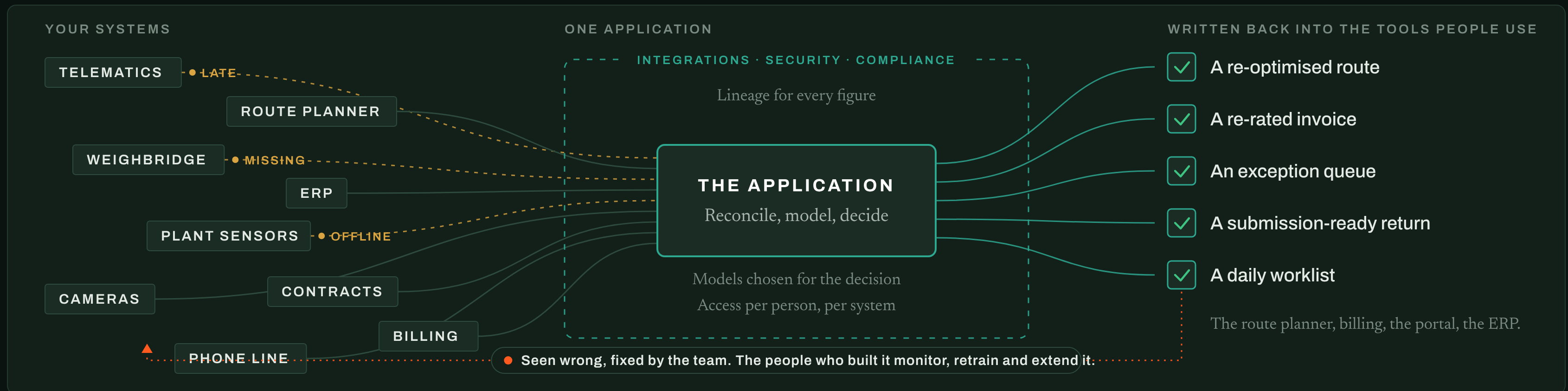
There was no point to say stop.

Open-ended pilots have no acceptance criteria, so they neither fail cleanly nor graduate.

The reasons are rarely the model. **They are the four things above, and everything we build is designed to pass each one.**

Your systems, one application, output that lands.

Shown here for a waste operator. The same path applies to a farm, a utility, a logistics network or any business with systems that do not talk to each other.



01 / YOUR SYSTEMS

Start with the systems you already run.

Telematics, weighbridges, sensors, cameras, phone lines, contracts and the ERP, read where they live and on their schedule, late and missing records included.

02 / ONE APPLICATION

One application, built on your systems.

Reconciliation and lineage for every figure, models chosen for the decision, and the integrations, security and compliance that let it pass procurement.

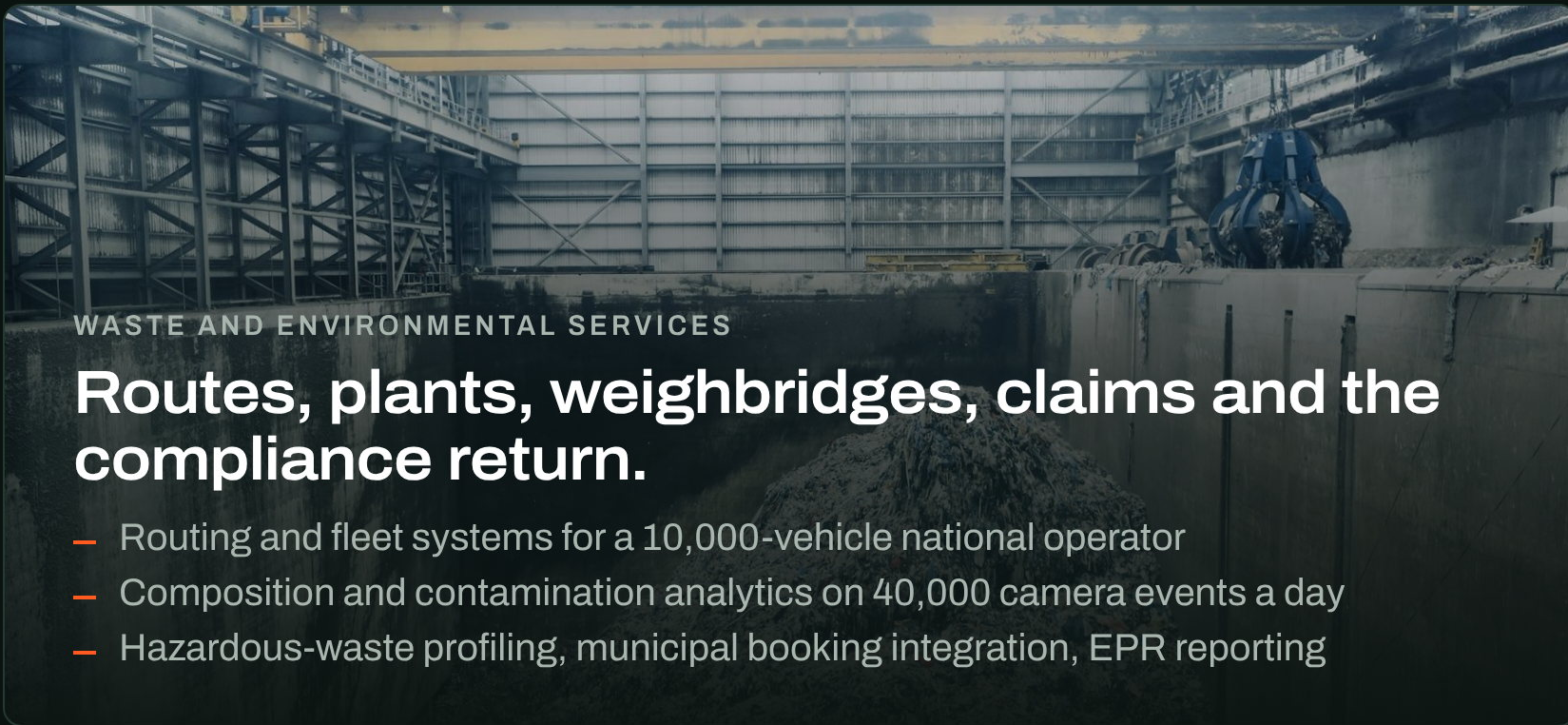
03 / WHERE IT LANDS

Output that lands where work happens. A team that runs it.

Written back into the tools people already use, with a way to see when it is wrong. The team that built it monitors, retrains and extends it.

Two industries we know from the inside. **One pattern that transfers.**

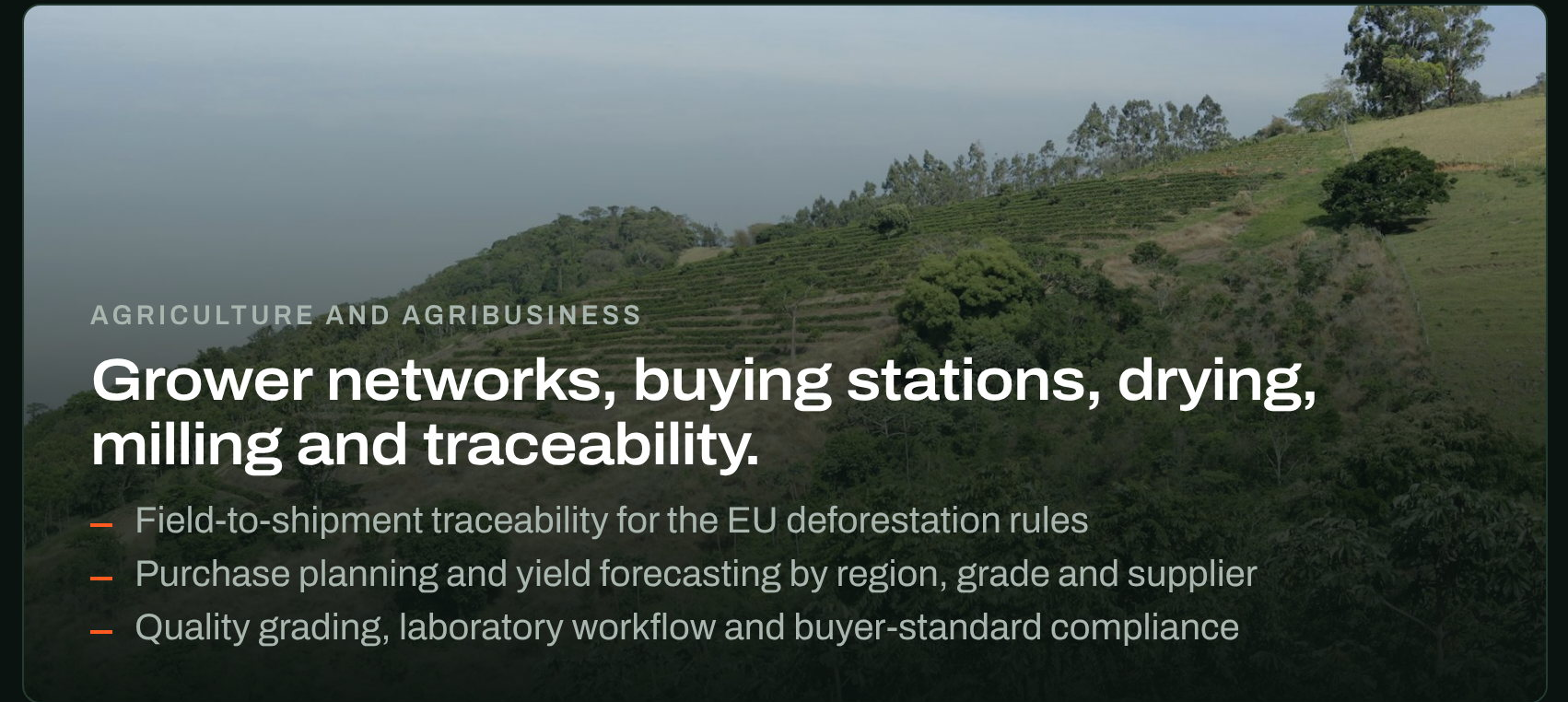
We proved the pattern in waste and agriculture, two of the hardest places to make AI work, as custom builds rather than packaged products. The pattern is not industry-specific.



WASTE AND ENVIRONMENTAL SERVICES

Routes, plants, weighbridges, claims and the compliance return.

- Routing and fleet systems for a 10,000-vehicle national operator
- Composition and contamination analytics on 40,000 camera events a day
- Hazardous-waste profiling, municipal booking integration, EPR reporting



AGRICULTURE AND AGRIBUSINESS

Grower networks, buying stations, drying, milling and traceability.

- Field-to-shipment traceability for the EU deforestation rules
- Purchase planning and yield forecasting by region, grade and supplier
- Quality grading, laboratory workflow and buyer-standard compliance

Then any business. The six jobs we do, reading what nobody reads, capturing the expert, talking to thousands at once, watching the outside world, standing up evidence and seeing and judging, exist in utilities, logistics, manufacturing, professional services and public bodies alike.

UTILITIES

LOGISTICS

MANUFACTURING

FIELD SERVICES

PROFESSIONAL SERVICES

PUBLIC SECTOR

ANY BUSINESS

What this has produced for operators.

Eleven deliveries for waste and environmental services operators. Four are production AI. The rest are the data, integration and infrastructure work that production AI stands on.

CONTAMINATION DETECTION

AI

\$8.7M

Annual revenue recovered from camera events.

40,000 daily camera events assessed, with 70 percent less manual review, for a national collection operator.

FLEET ROUTING

DATA

15%

Fleet cost reduction, 20 percent better route density.

Routing and logistics systems for a 10,000-vehicle national operator, at 99.9 percent data accuracy.

HAZARDOUS-WASTE PROFILES

AI

70%

Of email volume automated into 97-field profiles.

Profiles drafted from unstructured email and laboratory documents and written into the portal.

INCIDENT INTELLIGENCE

AI

14 days

From design to production.

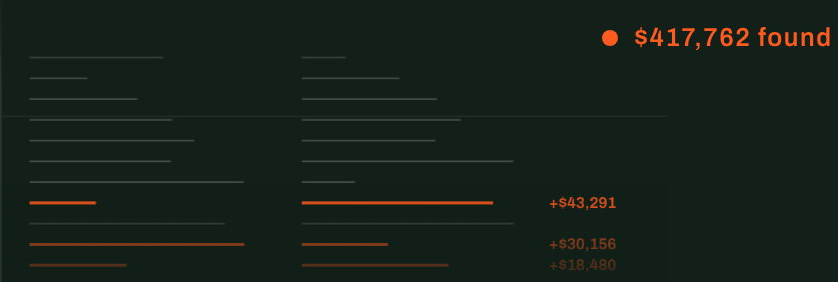
Public incident signals scored and routed to field operations, identifying a \$58M addressable opportunity.

"Enhansd understood that waste logistics is not a generic routing problem. They helped us improve route density, modernise fleet systems and create better visibility between field operations and central planning." VP of Operations, national waste collection operator

Six use cases, shown working.

One per job, built or would build, each with its twin in the other industry. Every one is a working demonstration on enhansd.solutions, with the real delivery its pattern comes from.

WASTE



● \$417,762 found

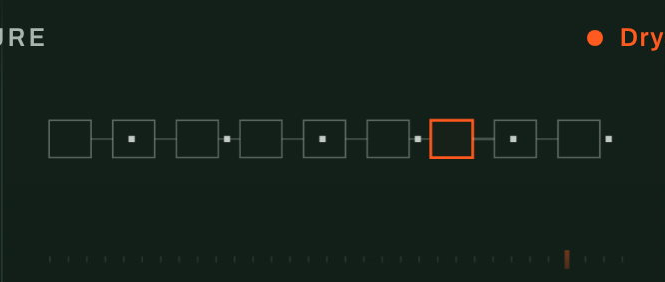
READ WHAT NOBODY READS

Contract revenue a billing system never saw

\$417,762 a year found in 48 contracts

PATTERN FROM REAL WORK Hazardous-waste profile ingestion, documents read, validated and written into a portal

AGRICULTURE



● Dryer 2, week 29

CAPTURE THE EXPERT BEFORE THEY LEAVE

A dryer failure predicted two weeks early from ten years of shift notes

Week-31 failure flagged in week 29, no new sensors

PATTERN FROM REAL WORK Operations data modernisation, plant and logistics records reconciled at scale

WASTE



● Line open

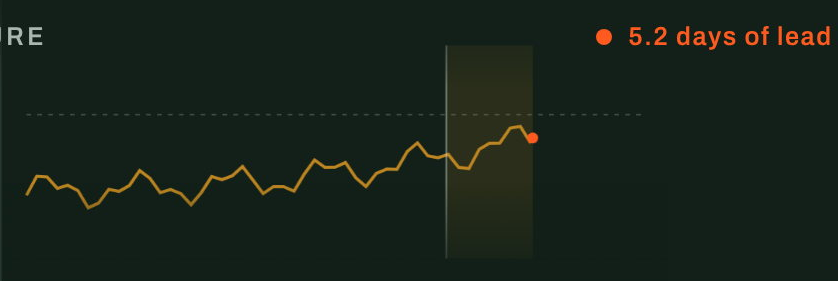
TALK TO THOUSANDS AT ONCE

Every one of 400 calls answered, every hour of the day

0 calls rang out, bookings made in the booking system

PATTERN FROM REAL WORK Waste profiling and self-service, 30 percent fewer support calls

AGRICULTURE



● 5.2 days of lead

WATCH THE OUTSIDE WORLD

The border price known five days before the growers heard

5.2 days of price lead, zone by zone

PATTERN FROM REAL WORK Emergency-response lead intelligence, outside signals read daily and routed

WASTE



● 148 requirements

EVIDENCE UNDER QUESTIONING

A 312-page RFP answered from evidence you already hold

148 requirements extracted, owned and drafted

PATTERN FROM REAL WORK Tradeshow lead assistant, drafting from retrieval over a knowledge base

AGRICULTURE



● Drift caught: \$203k

SEE AND JUDGE

\$203k of grading drift caught at the buying station

A vision second opinion on every lot, calibrated to the master grader

PATTERN FROM REAL WORK Contamination and extra-yardage detection, vision at 40,000 events a day

Three steps, a fixed price for each, stated before work starts.

The price of each step is written down with what it includes, before work starts, and does not move unless you change the scope. You decide after each step, on evidence.

01 DISCOVER

FOUR TO SIX WEEKS

Discover.

One use case, a working prototype on a slice of your data, and a costed, sequenced plan for the build.

€25,000

Fixed. Includes the named team, the readiness assessment, weekly reviews, the prototype and the plan. If the outcome is not there, the plan says so and you stop.

02 BUILD

TWELVE TO TWENTY WEEKS

Build.

A production application on your stack, fully integrated, with milestones and acceptance points.

€110,000 to €350,000

Fixed, quoted in the discovery plan with every milestone priced. Where it lands depends on complexity, the connectors to your systems and the modelling.

03 RUN

ONGOING

Run.

A dedicated, named pod that operates, monitors, retrains and extends it.

From €7,500 a month

Scaled to the systems in use, billed monthly. We work with you until the outcome is met, not until the hours run out.

TRANSPARENT

One price per step, in euros, written down with what it includes and what it does not. Nothing is added without your agreement.

BUILT AROUND YOUR OUTCOME

In week one we agree the operational number the work has to move and the acceptance criteria. You see progress weekly with the people who run the process.

YOUR DECISION AT EVERY STEP

No long contract up front. After discovery you have the prototype and the plan whatever you decide next. Run is monthly.

Forty-five minutes with an expert.

You bring one operational problem and talk to one of the people here. You leave with a one-page view of where AI would land in your operation, what a €25,000 discovery sprint would cover for you, and what the build after it would cost.

20

years, Delta Technology

700

people, Hyderabad and London

15+

countries served



Kim Batcheler

FOUNDER AND CEO

Twenty years building systems for operators, the last five in applied AI, from the first production models to the assistants on the site.



Suresh Kumar Udatha

CHIEF AI OFFICER

Owns AI strategy, governance and data privacy for every engagement, and leads the engineering that delivers it.



Manod Jinnuri

CHIEF OPERATING OFFICER

Runs delivery: discovery sprints, acceptance points, the named pods and the commitments that go in writing.



Syed Kashif Ali

NEW BUSINESS LEAD

The first conversation for most operators. Scopes the problem, brings the right engineer to the call, keeps the first step small.

THE ENGINEERS WHO BUILD IT



Murali Lekkala

FORWARD-DEPLOYED ENGINEER

Embeds with your team and writes the production code that connects the application to the systems you already run.



Durga Satish Veeravasarapu

AI PLATFORM ENGINEER

Runs the infrastructure underneath, the serving stack, compute and data pipelines, sized for production volumes.



Snehasis Misra

AI-NATIVE ENGINEER

Takes a use case from business intent to shipped feature, specifying, generating, reviewing and validating the code.



Sandeep Lingarkar

APPLIED AI ENGINEER

Selects, tunes and tests the models inside the application so they work reliably for your specific decision.

More than a prototype. Built to run inside your business.

Enhansd is not a dev shop that hands over a pilot. The application is deployed in your environment, with the models you choose, behind controls that decide what a language model may see, and with the integrations, workflows and databases that make it a system your people run.

WHERE IT RUNS

On your servers, in your cloud, or in ours under your control.

Access granted per person, per system, for the duration of the work, and revoked when it ends.

WHICH MODELS

Your language models or ours, chosen per decision.

A model you already license, an open model inside your perimeter, or a provider under a data processing agreement. Swapped without a rebuild.

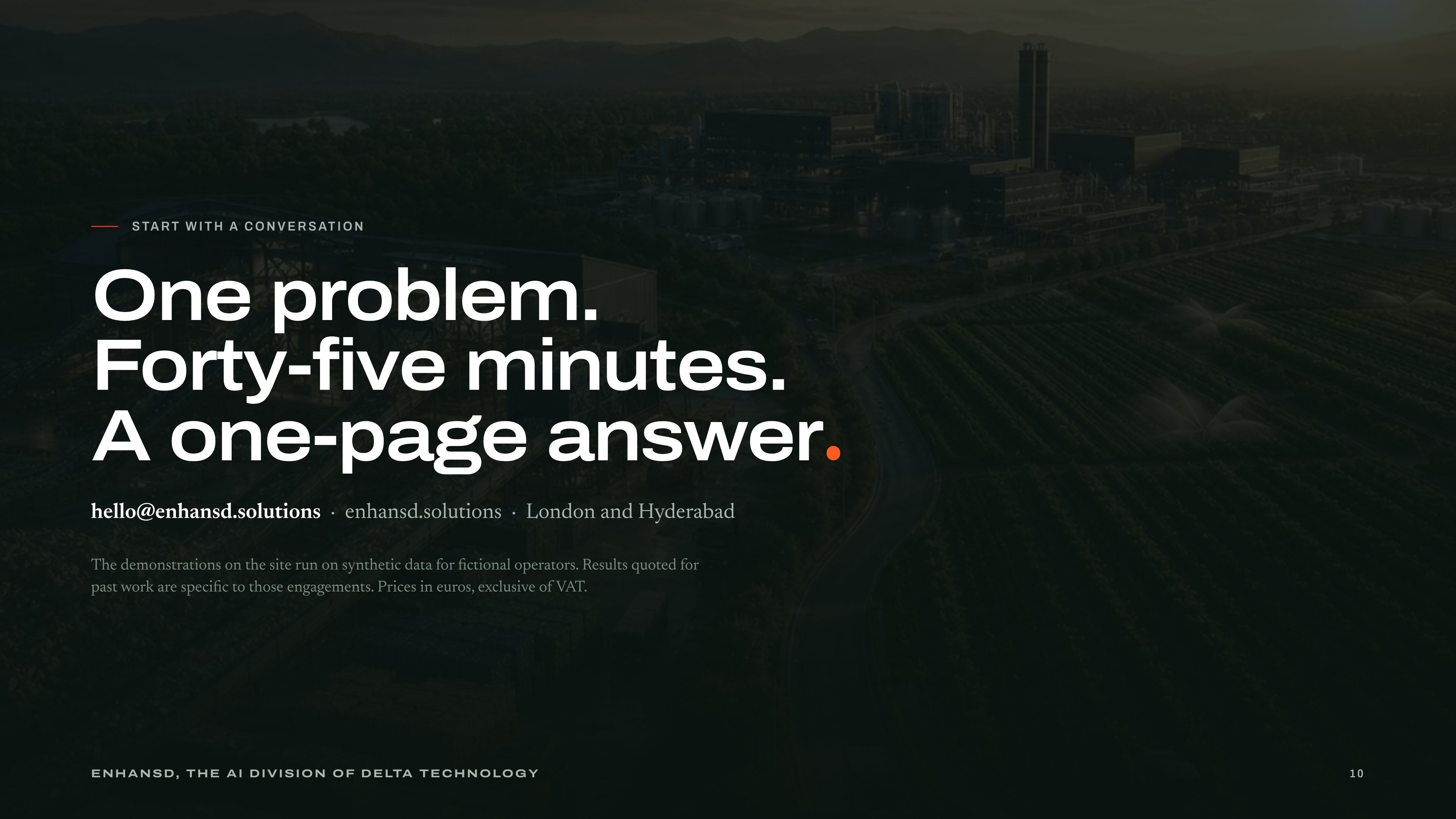
WHAT A MODEL SEES

Confidential data is not passed to a model.

Where a language model is used it receives the minimum, with identifiers removed, through one gate that logs every call. Most of the work is deterministic and never touches a model.

BUILT TO CLEAR PROCUREMENT

- Scope, price and acceptance criteria in writing before each step starts.
- Client production data stays in the client's environment unless the contract says otherwise; any working copy is a defined slice, in an agreed environment, deleted or returned on schedule.
- The application is the system of action, not a chat window: connectors to the ERP, telematics, portals and phone systems, workflows with approvals and exceptions, a database with lineage for every figure.
- ISO 27001 management system, change control and audit trail, the same as Delta Technology's twenty years of managed services.
- Security and data-handling questionnaires answered in writing by the people who will run the system; modern slavery statement, anti-bribery policy and supplier code of conduct supplied during procurement.
- Outcomes, not hours: the operational number is agreed in week one and the work runs until it moves, with acceptance points you sign off.



— START WITH A CONVERSATION

One problem. Forty-five minutes. A one-page answer.

hello@enhansd.solutions · enhansd.solutions · London and Hyderabad

The demonstrations on the site run on synthetic data for fictional operators. Results quoted for past work are specific to those engagements. Prices in euros, exclusive of VAT.