

DATA_FAIR

LESSONS
LEARNED IN
BUILDING AI
FIRST
PRODUCT

AI razpisi

Špela Poklukar

Agenda

1 **AI** razpisi
Opportunity
qualification

2

Accurate

Cost optimized

Reliable

Trustworthy

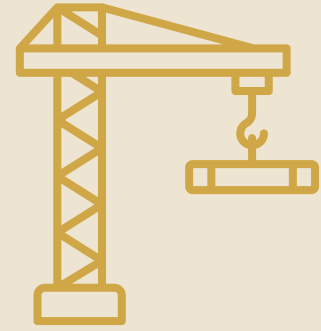
Sustainable



AI razpisi



Tender & bid
management
platform

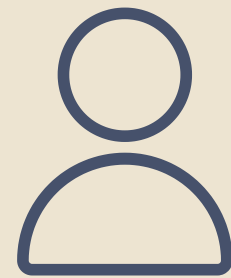
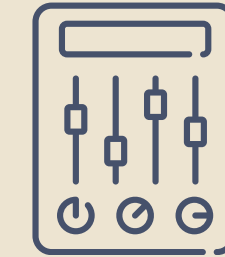


Construction
industry - general
contractors

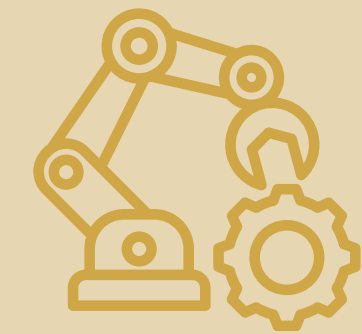


Win more
opportunities

Control over the
bidding process



Commercial &
tender
specialists



Process
automation

A hand holding a black pen is positioned over a stack of papers. The papers are organized with black binder rings on the left side. The stack includes several sheets of white paper, a yellow folder, a green folder, and a pink folder. A large white circle is overlaid on the right side of the image, containing the text 'Opportunity qualification' in a bold, gold-colored font.

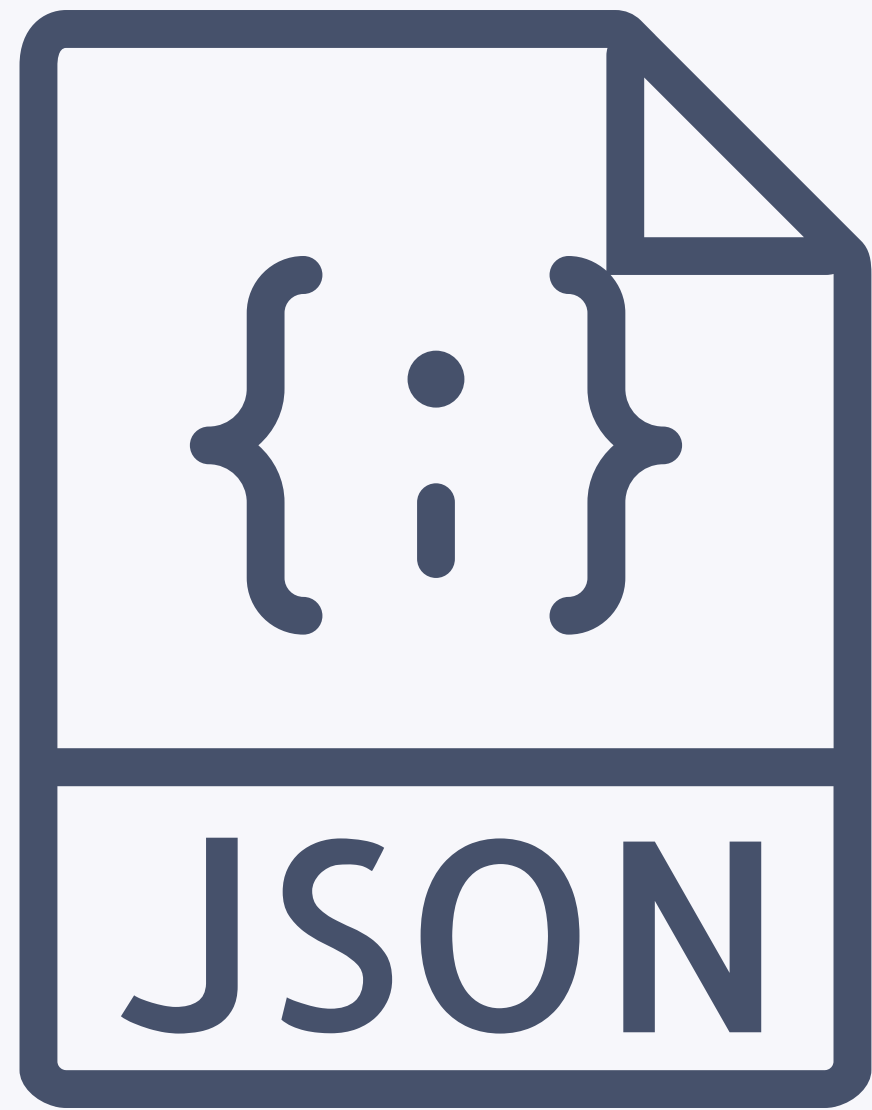
**Opportunity
qualification**



**Opportunity
qualification**

=

**Tender
information
extraction**



1

Accuracy

No hallucinations

Completeness of information

1

Accuracy



OpenAI



Grok



Gemini



Cost optimization.

2

Cost optimization

2



Weaker models

Prompt optimization

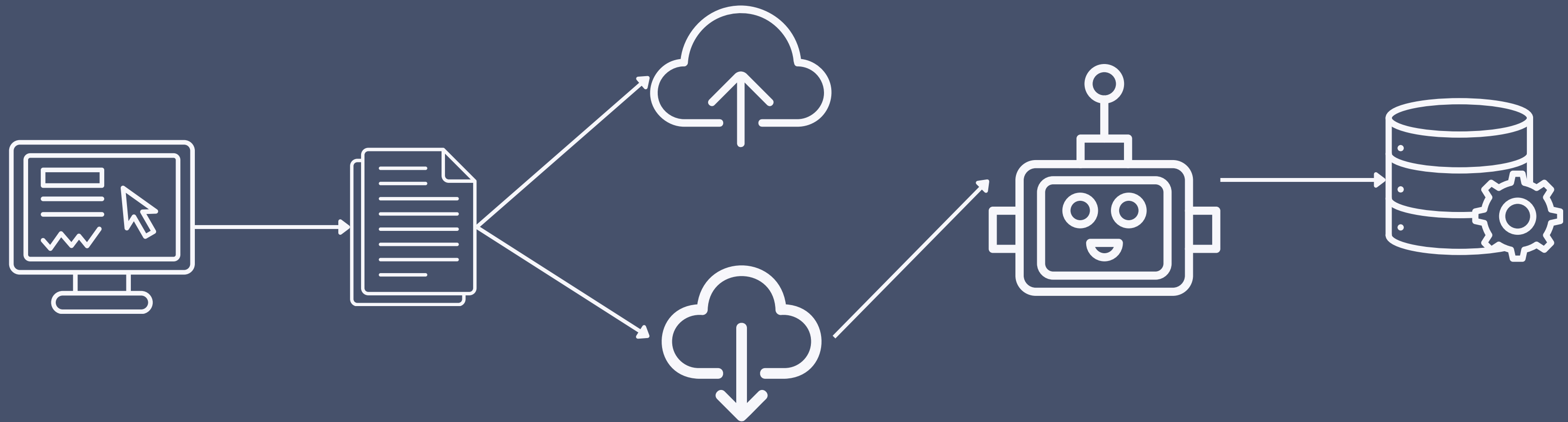


3

Reliability

3

Reliability



3

Reliability

 Temporal





Cost + reliability
optimization



Cost + reliability

4

Document filtering with simple heuristic:

if  \ni relevant keywords) then 



5

Trustworthy

5

Trustworthy

Extracted text



RAG



Source



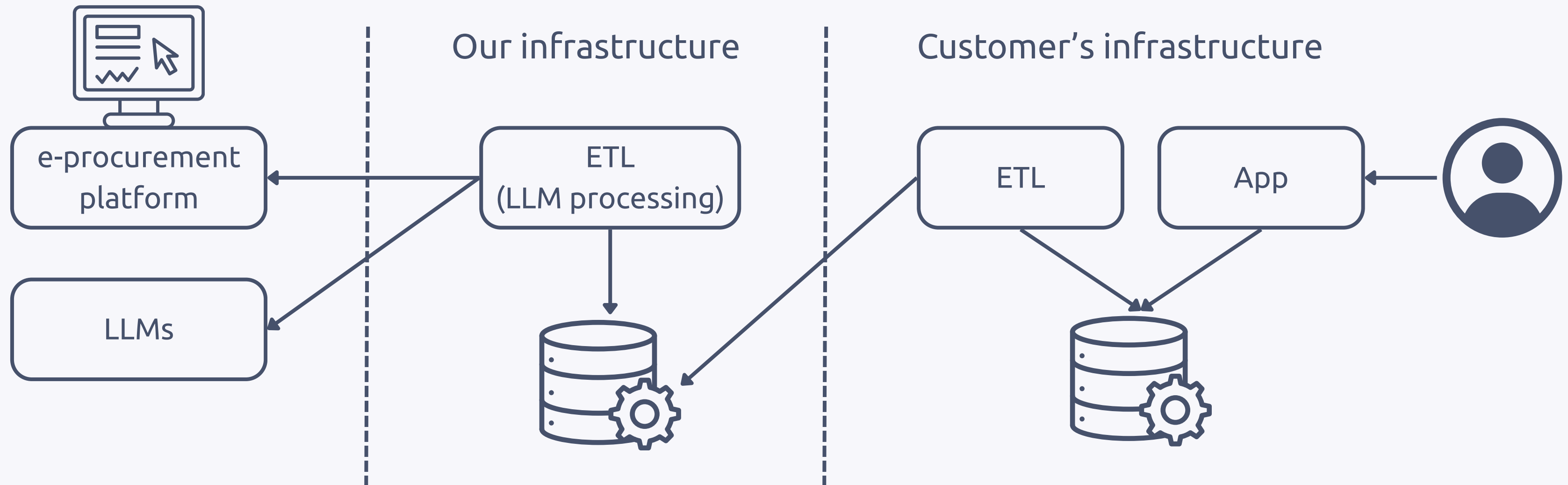
⑥

Sustainability

6

Sustainability

Dual architecture option:







- ✓ Accurate
- ✓ Cost optimized
- ✓ Reliable
- ✓ Trustworthy
- ✗ Sustainable

AI razpisi

Lesson learned:

However straightforward the feature is, it won't go down without a fight.