RMI a part of Belcan 2025 RESOURCE MANAGEMENT GLOBAL SYMPOSIUM

The future is here

Agentic AI and Resource Management for maximum Impact

Sandeep Kumar
Founder & CEO

kytes

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Agents

Uber Driver

FedEx Worker

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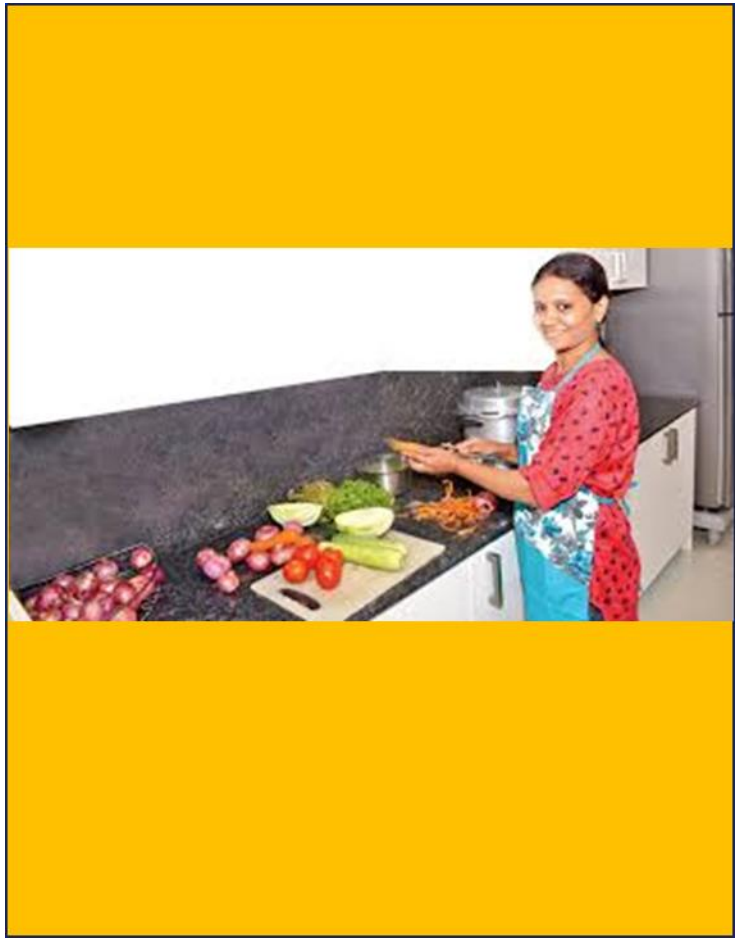
Agents

Our Driver Prakash



Our Cook Shiela

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Agents

Marathon Coach

Financial Advisor

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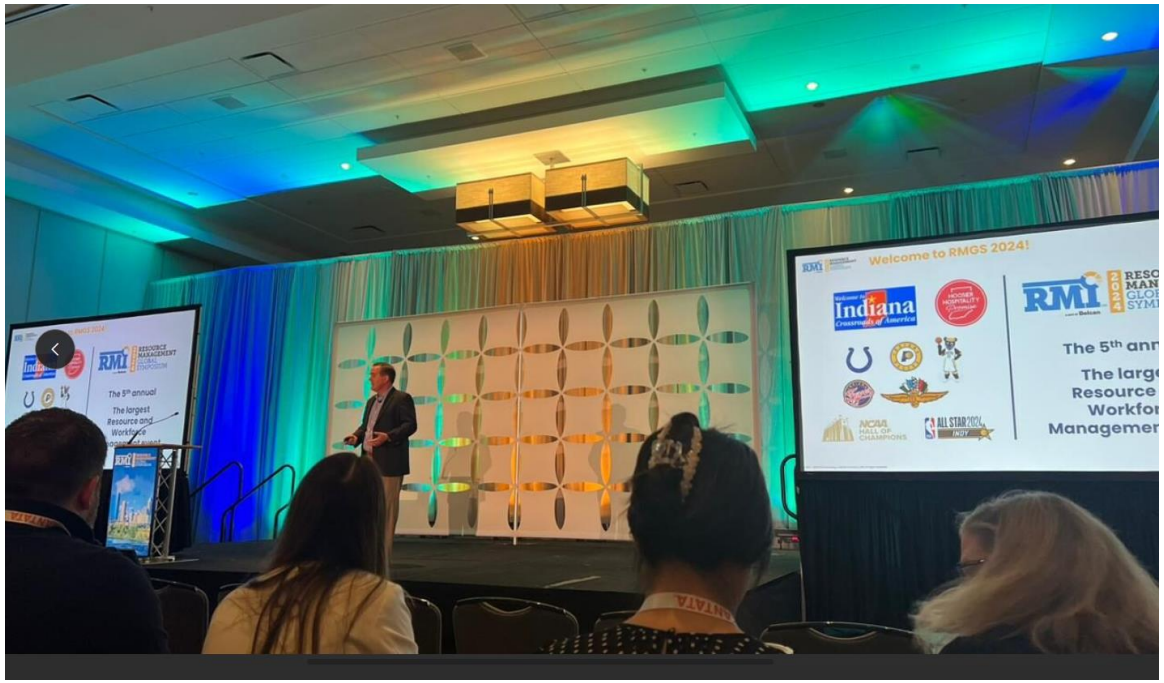
Agents



Event like RMI

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Human Agents – Strengths & Weaknesses

Strengths	Weaknesses
Complex Problem Solving	24*7 Availability
Learning & Reasoning	Responsive & Speed
Adaptability	Efficiency

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Recent Developments

S.No.	Agentic AI expansion	Examples/Remarks
1	AI Models – Bigger & Better	Open AI, Meta AI, Multi Modal, Cheaper
2	Larger Context Windows	Lama – 10000 tokens
3	Multi Modal	Text, Images
4	Cost	Much Cheaper

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Automation vs AI Agents

Aspect	Automation	AI Agents
Approach	Prescriptive, Rule Based	Human Like Problem Solving
Learning	Static, Fixed Instructions	Continuous Learning & Adaptation
Decision Making	Basic	Sophisticated, Context Aware
Technology	API/Programming	Machine Learning, Pattern Recognition, NLP
Autonomy	Pre-determined Steps	Determines best method

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PSA Solution - Positioning

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Operational Excellence (PSA)

Bid Management
- Estimation
- Proposal
- Revenue Forecast
- Resource Forecast
- Soft Booking
- SOW

Project Delivery
- Creation/Planning
- Project Execution
- Quality Metrics
- Waterfall/Agile/Tickets
- Issue / Risks /Minutes
- Project Health
- CSAT/Governance
- Project Procurement
- Collaboration
- Access Control

Project Financials
- Planned P&L
- Actual P&L
- Budgetary Controls
- Project Estimations
- Customer SOWs
- Revenue Forecasting
- Revenue Recognition
- Invoicing
- Multi Entities/Cur
- Contractors

Resource Management
- Employee Master
- Skills & Competencies
- Resource Allocation
- Resource Forecast
- Bench Management
- Employee Resume
- Timesheets
- Leave Management
- Assets/Equipment
- Shift Data/Attendance

AI | Workflows | Insights & Analytics | Collaboration

Sales Excellence

salesforce
HubSpot
Microsoft Dynamics 365
kytes by ProductDossier

HR & Finance Excellence

SAP
ORACLE
Microsoft
INTUIT quickbooks
ZOHO Books
workday
darwinbox

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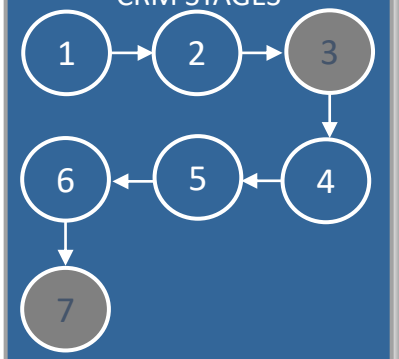
PROFESSIONAL SERVICES AUTOMATION

CRM

CRM STAGES



Contract

Quote Preparation

Deal MARGIN CALCULATOR

Resources - Soft Booking

Resource Management Workbench

Resources- Hard Booking

Delivery Project

Opportunity Fields

Quote

Project Contract / PO – ERP Project ID/ERP WBS Creation

INITIATION

- Deal Margin - As Sold
- Project Margin
- WBS Planning
- Resources
- Risks
- Documentation

EXECUTION

- Risk @Work or PO Project
- Task Assignment
- Task Progress
- Time Sheets/Leaves
- Revenue Recognition
- Work Completion
- Billing Request
- Risks/Issues/Action Items
- QMS, CSAT, DMS
- Change Requests

Timesheet/Revenue Recognition

Billing Data

Project Financials

CLOSE

- Work Completion
- Customer Sign Off
- Lessons Learned
- Final Billing Request

HRMS SYSTEM

LDAP Lightweight Directory Access Protocol

ERP

SAP

ORACLE

Others

Analytics/ Reporting

CUSTOMER PORTAL

Project Governance

Knowledge Mgt.	Search	Distributed Vault	Collaboration	Mobility	Analytics

Enterprise - Lines of Business – Regions – Industry Verticals

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Resource Management

S.No.	Use Cases
1	Demand Forecast
2	Resource Allocation
3	Resource Replacement
4	Resource Release
5	Resource Extension
6	Billing Loss
7	Skill Update
8	Resume Update
9	Resource Efficiency Predictor

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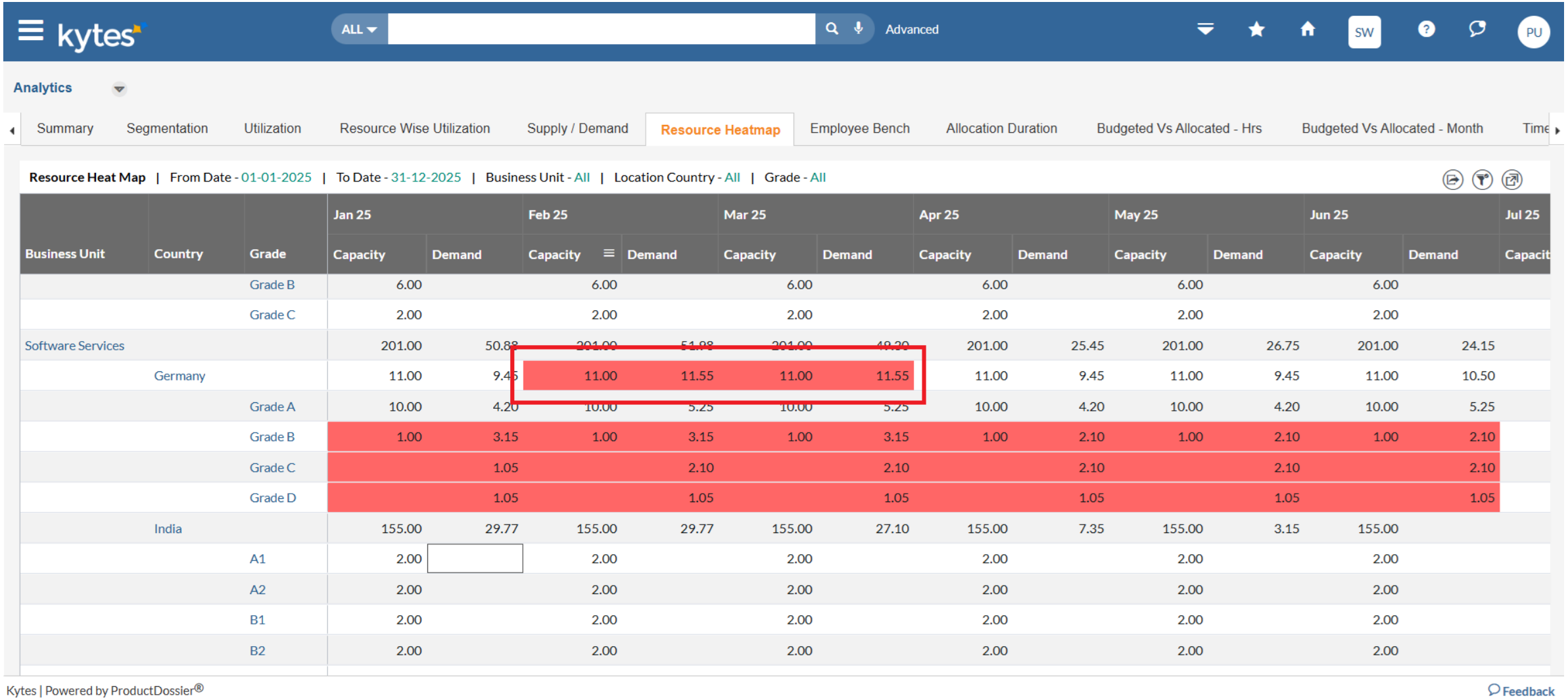
Demand Forecast



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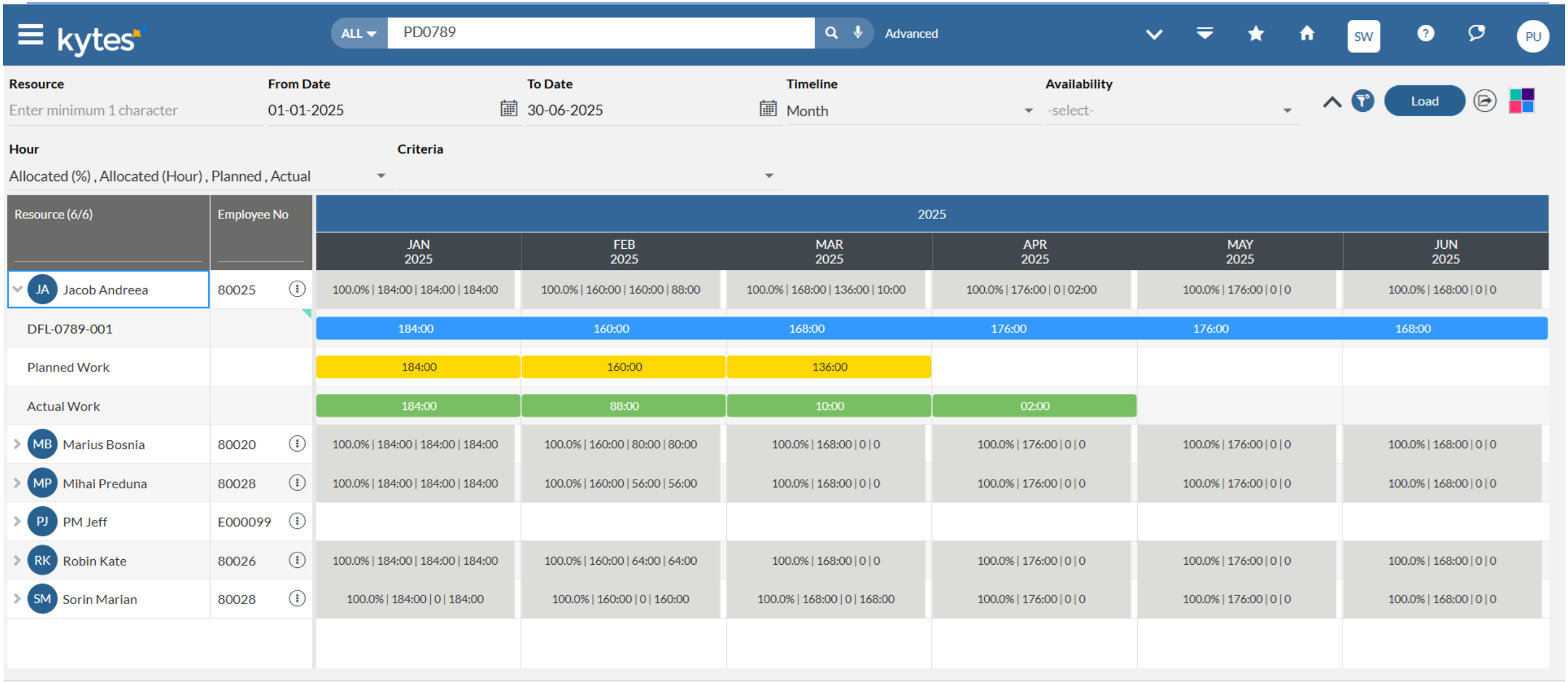
Resource Allocation



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Resource Allocation – Agentic AI Demo

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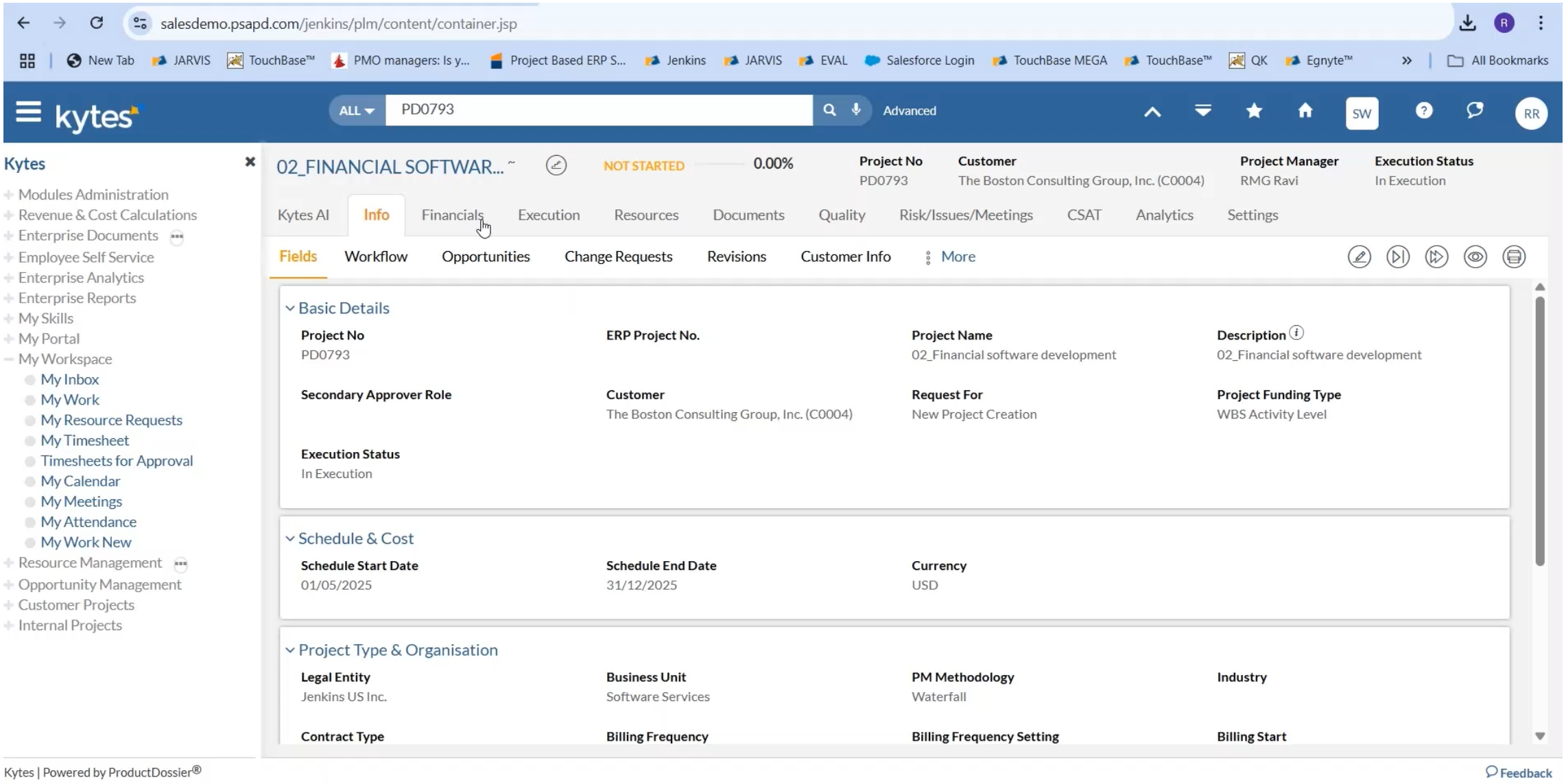

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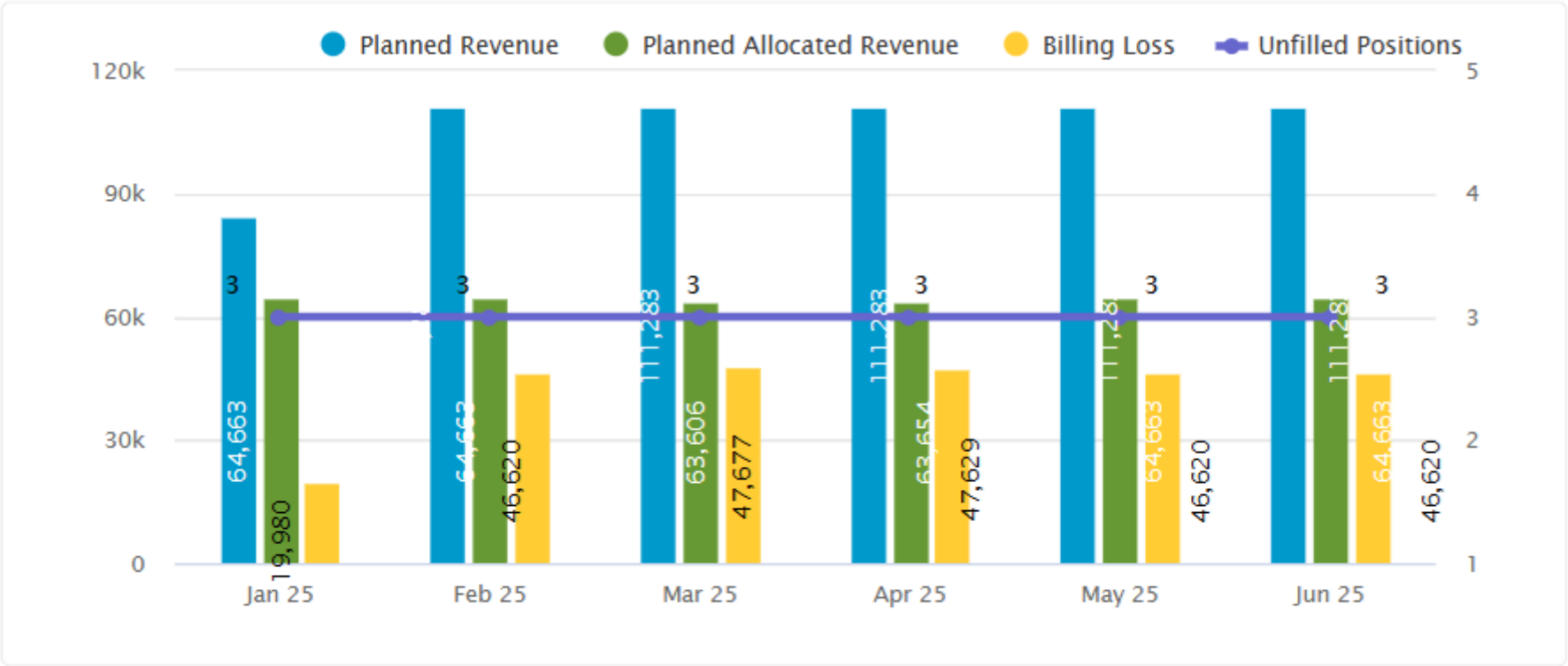
Billing Loss



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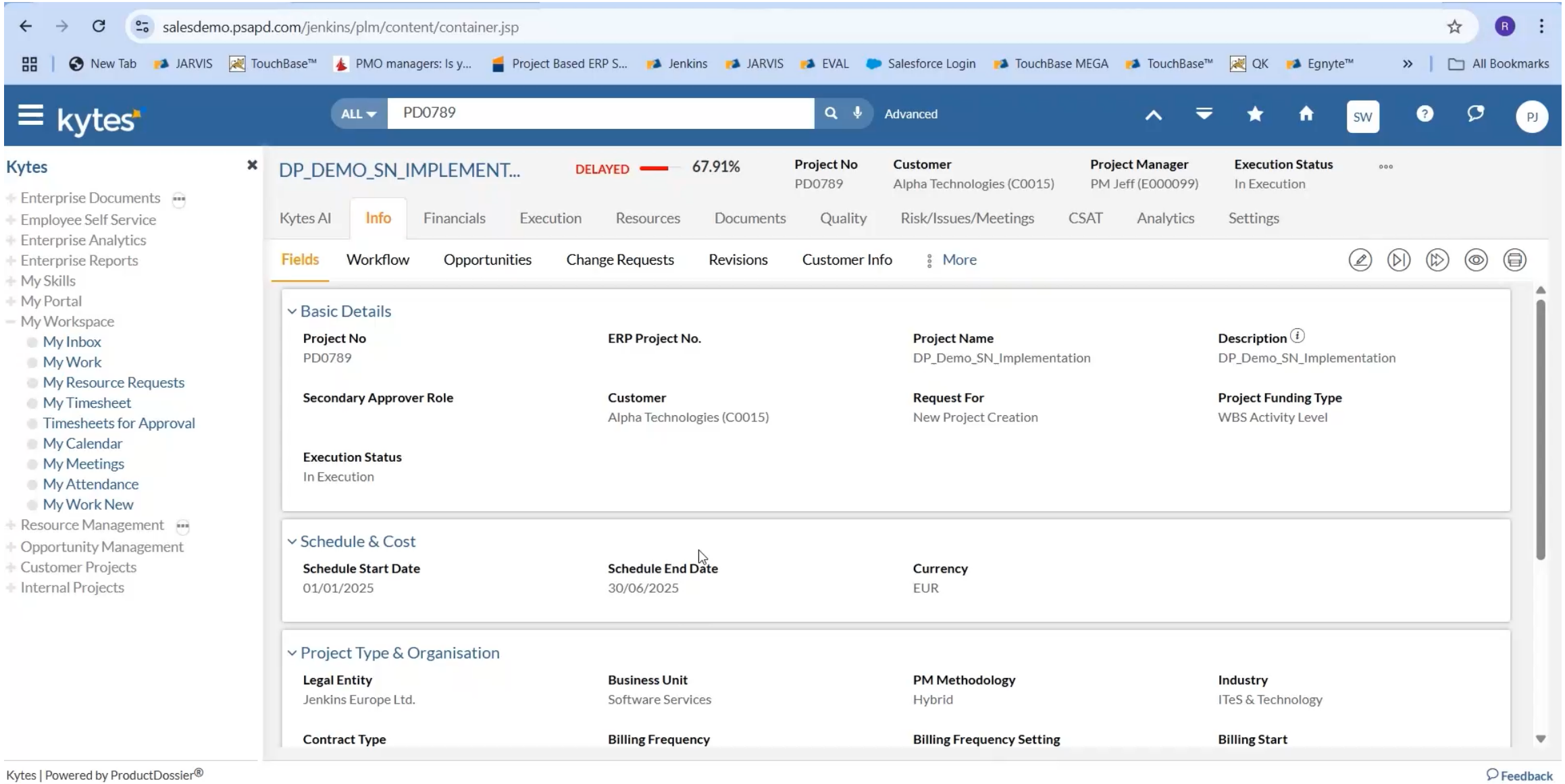
Billing Loss – Agentic AI Demo



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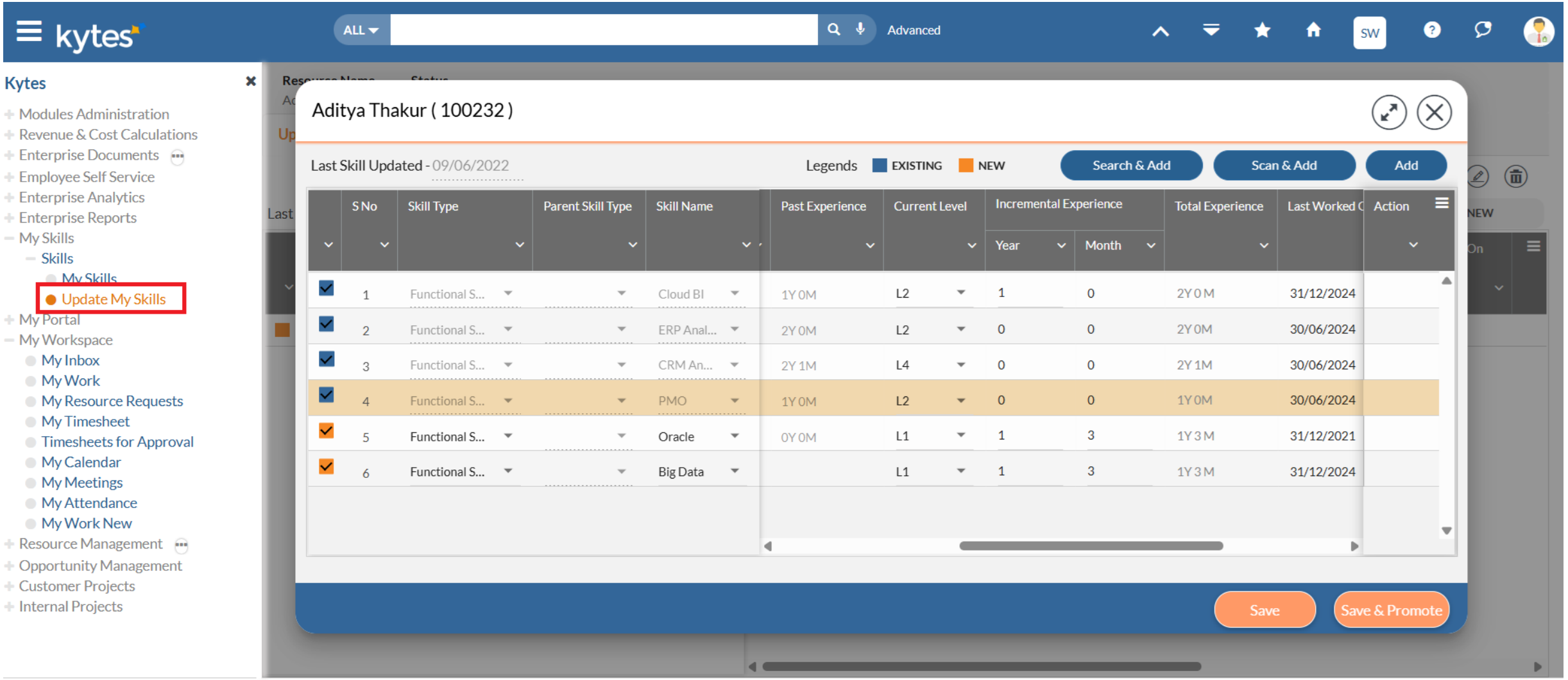
Skill Update



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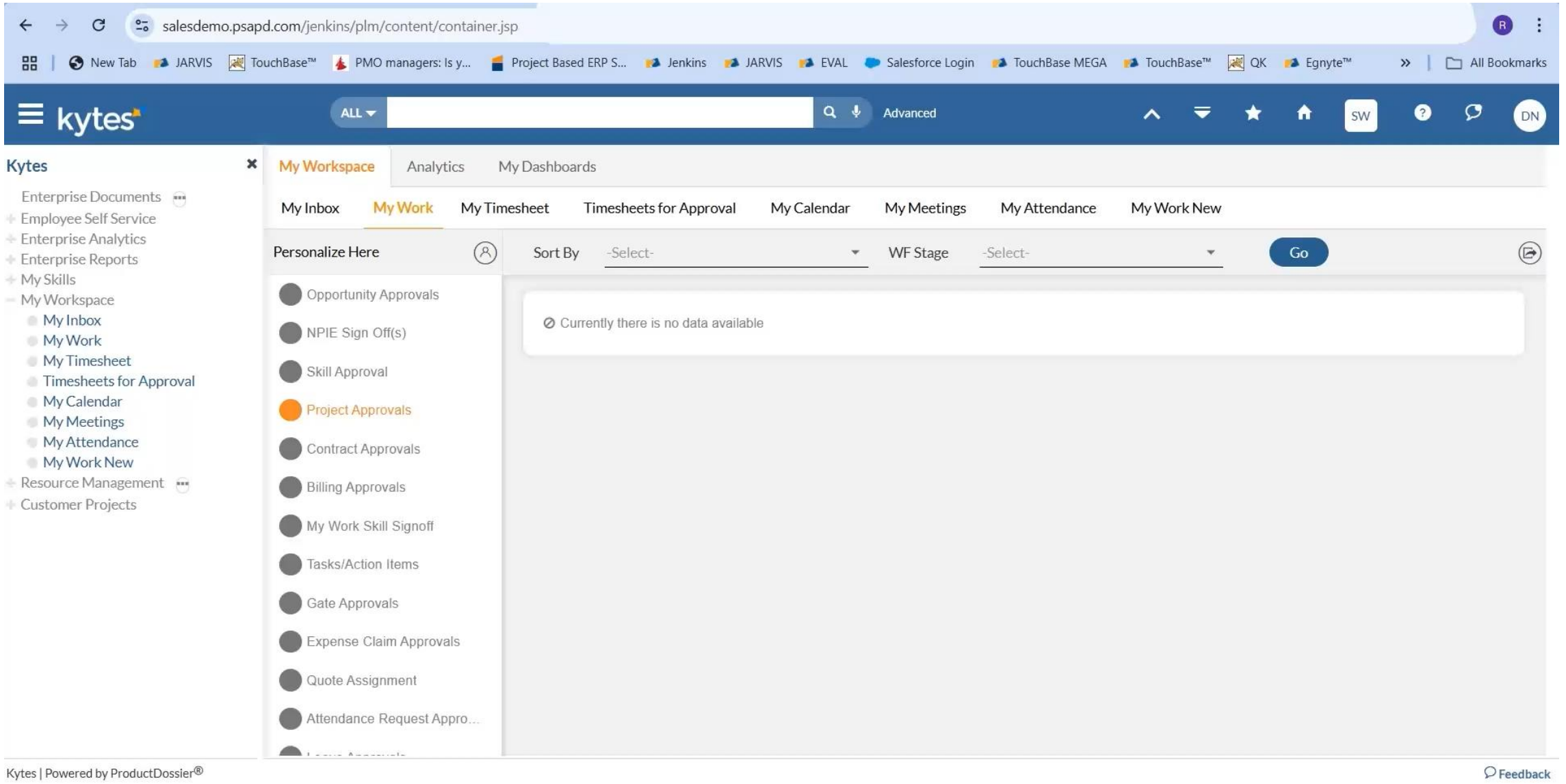
Skill Update – Agentic AI Demo



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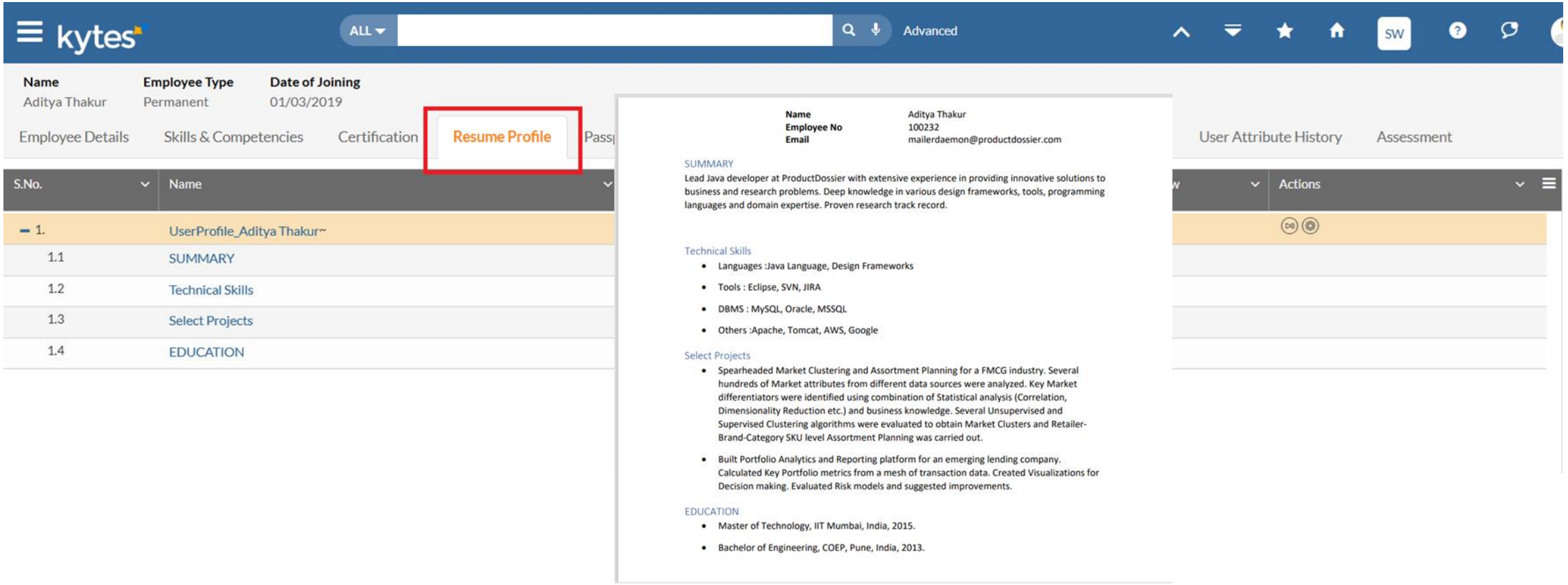
Resume Update



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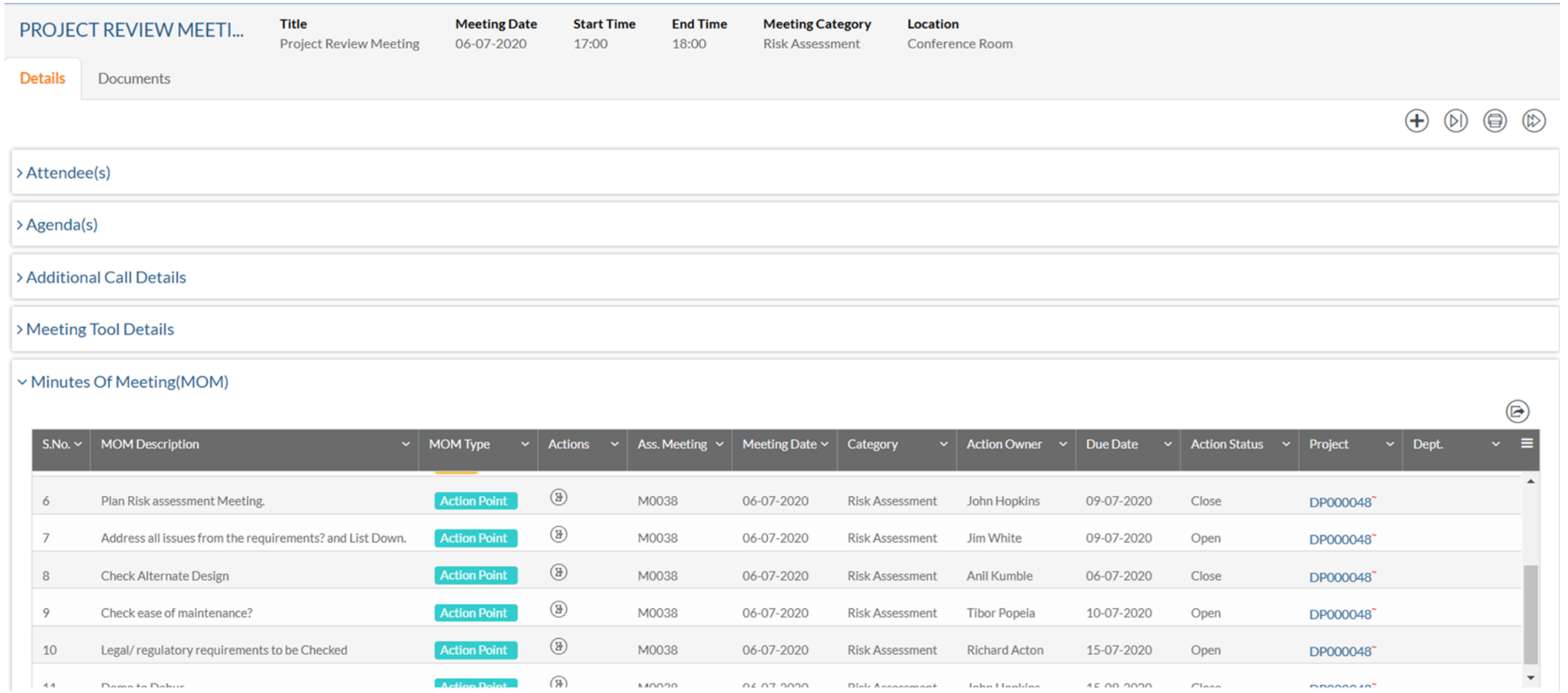
Meeting Minutes



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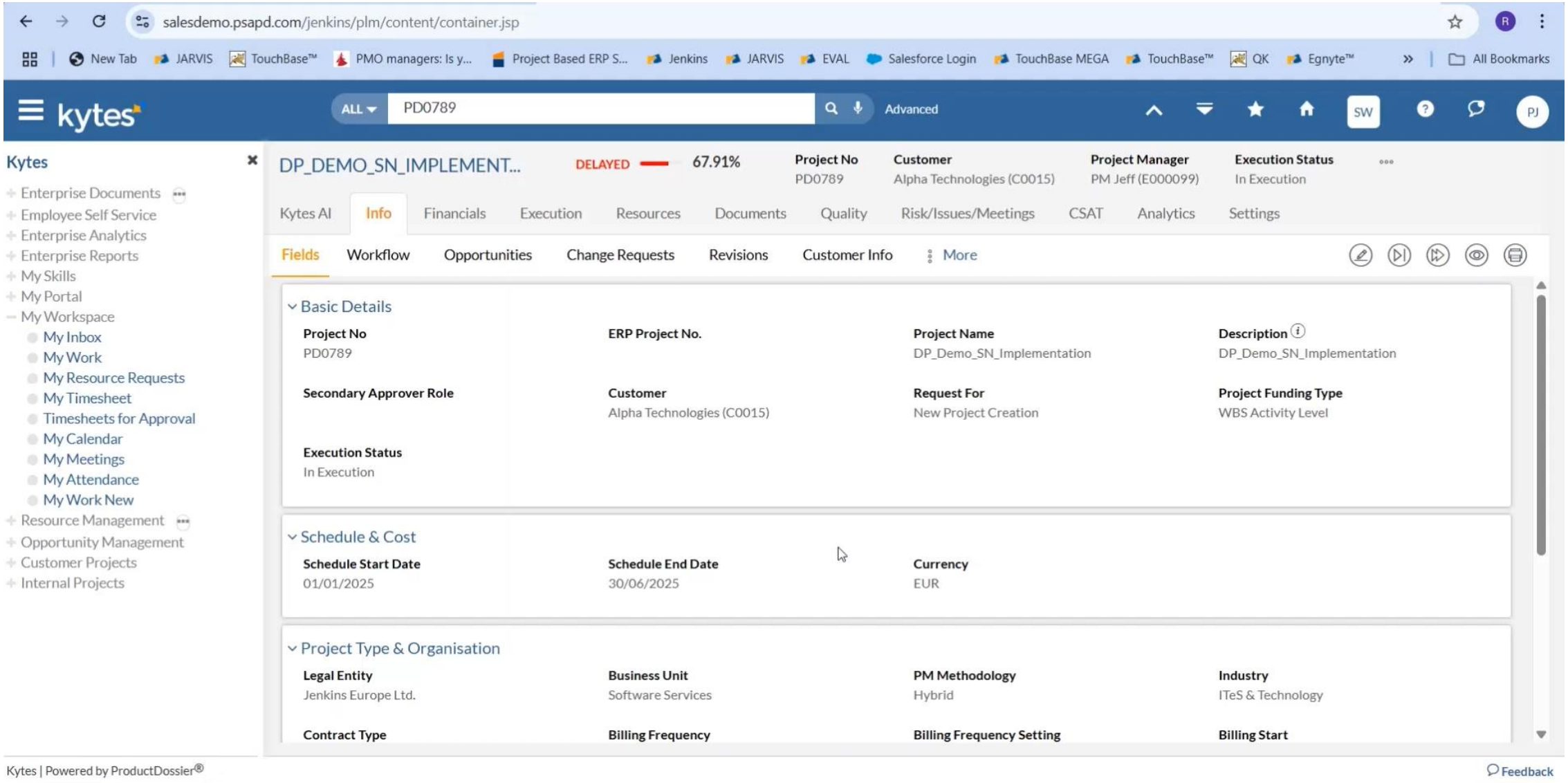
Presentation Generation – Agentic AI Demo



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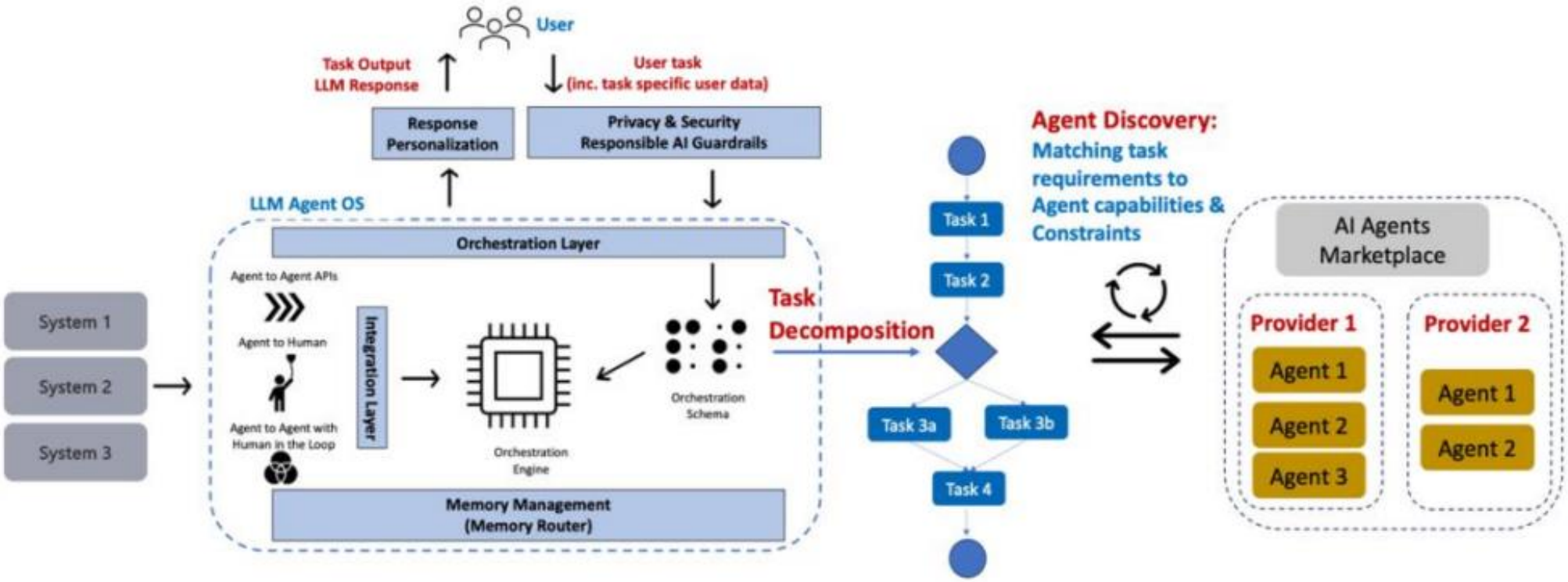
Agentic AI Architecture



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Kytes Overview

Facts

- Founded in 2006
- INDIA, USA
- Founding team from top institutes (IISc.,IITs)
- IP Driven, Enterprise class software product company
- IP: Technology Platform **Kytes PSA + PPM**
- Compliance: SOC1/SOC2, ISO 270001, GDPR, Cert-in

Focus

- Category Focus: Professional Services Automation
- Industry: IT/ITES, KPO, Contract Research, Other Services
- Target Market Focus: India & Global

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Success Stories

Staffing Company
1700 Associates
USA

Technology SAAS Company
100 People PS Team
USA

Analytics Company
6000+ Associates
Global

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Customer Success

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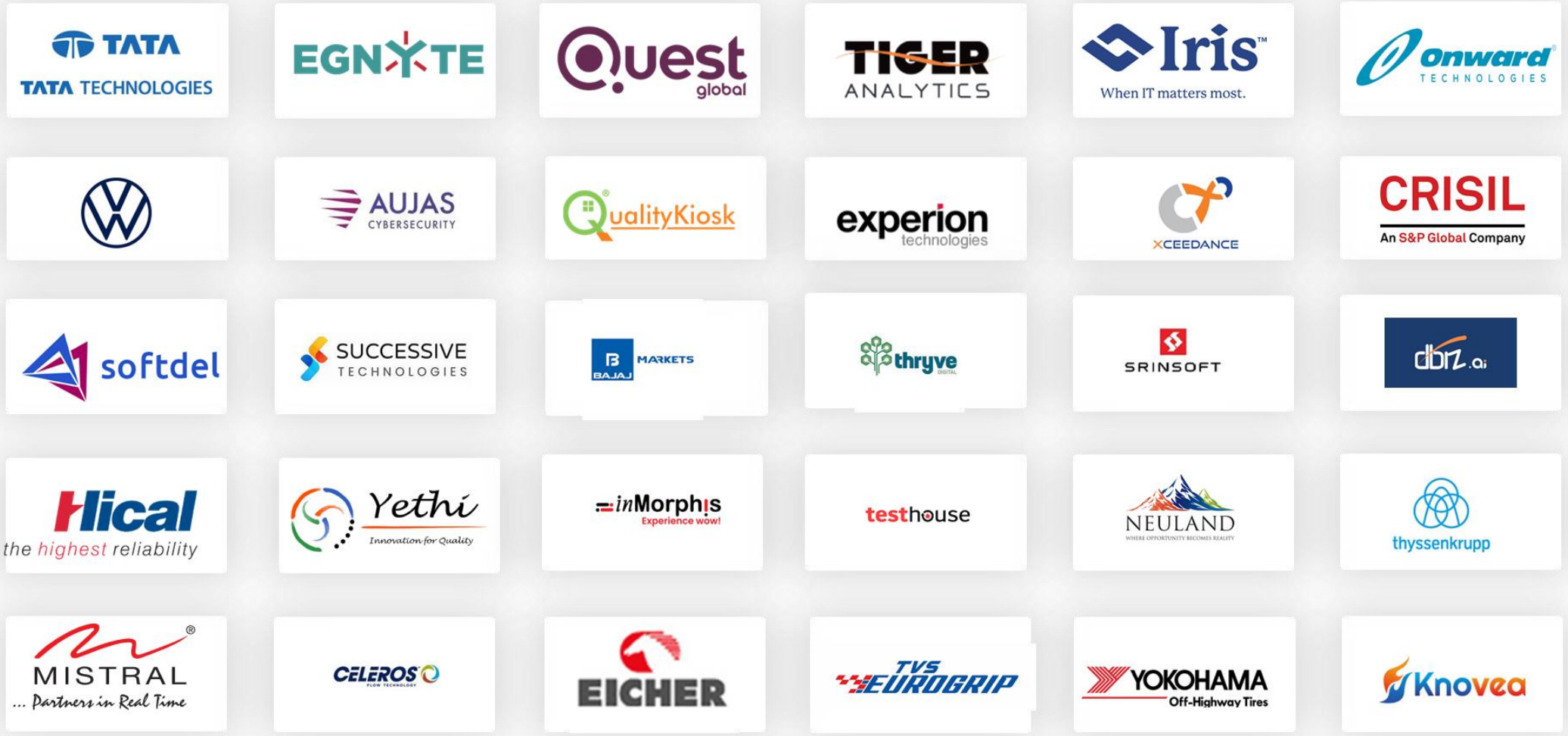

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World view on AI Agents

Dharmesh Shah, Co-founder, CTO, HubSpot

Mark Zuckerberg
Founder, CEO, Meta

Jensen Huang
CEO, NVIDIA

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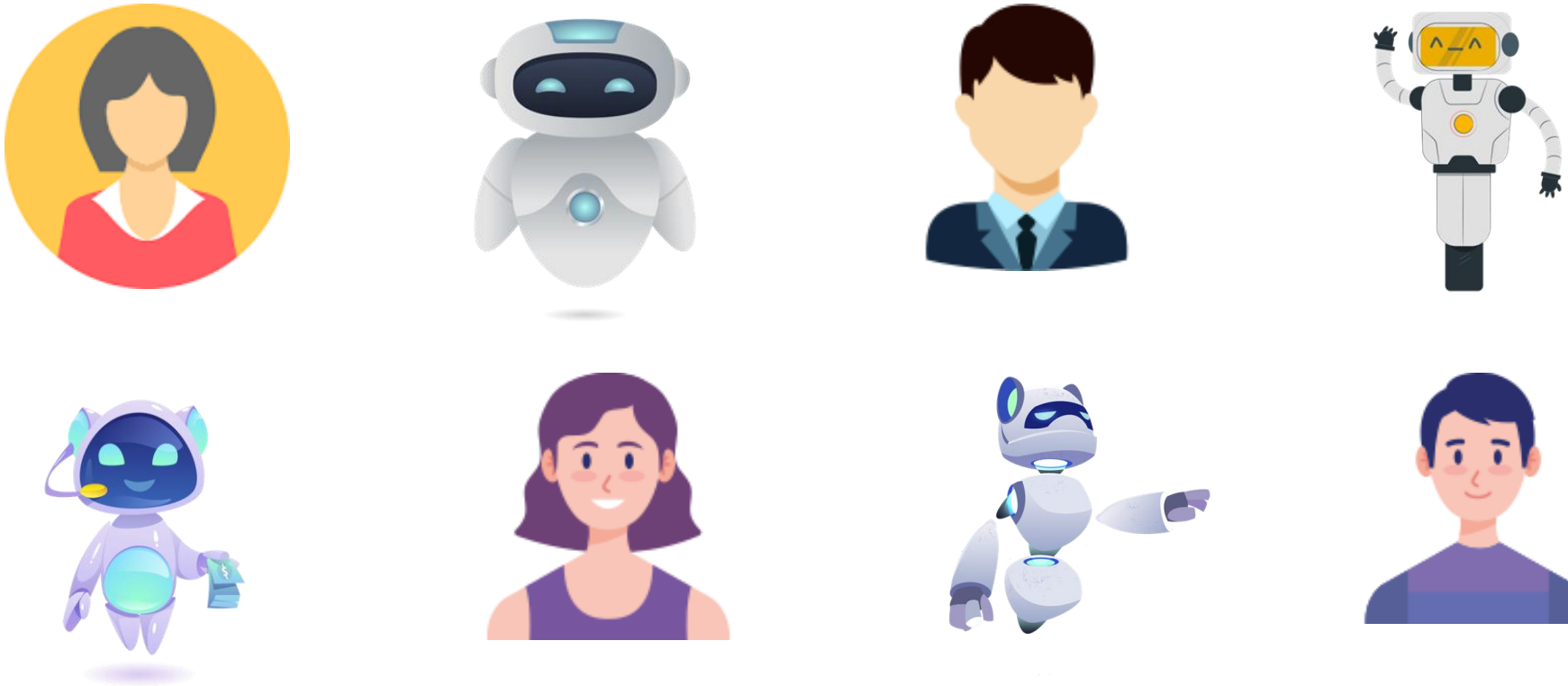
Future Ready Teams



Navigating Success Together

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