

The logo features the word "FORGE" in large, white, sans-serif capital letters. Above "FORGE" is a stylized orange "AI" logo with a black outline and a flame effect at the base. Below "FORGE" is a horizontal line with a central white circle. Underneath the line is the word "WORKS" in large, white, sans-serif capital letters.

*Helping businesses forge AI skills and mastery  
through deliberate practice*



# Agenda

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What is AI ForgeWorks

02

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Why partner with Melio AI

# What is the AI ForgeWorks?

A **hands-on**, structured program powered by **AWS**, designed for **business users** and run in regular **cycles** to guide teams from idea to deployed AI solutions through **deliberate, repeated practice**.

With the scalability and reliability of AWS, your staff don't just build AI - they **forge lasting skills**. Teams learn to identify opportunities, engage key stakeholders, deploy solutions seamlessly on AWS, and manage AI as a product that drives real business impact.

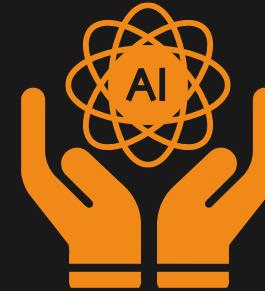
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*The most successful AI teams aren't just the ones with the best data scientists - they're the ones who **practice, iterate, and integrate AI** into real business workflows.*

**Merelda Wu** - Co-Founder of Melio AI

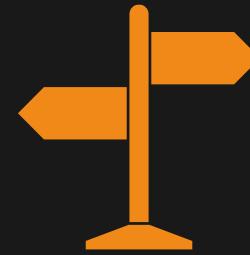
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# Addressing the AI Capability Gap



## LACK OF A CULTURE OF EXPERIMENTATION

Fear or a lack of AI understanding leads to rejected initiatives, preventing teams from gaining hands-on experience and developing AI capabilities.



## SILOED AI TRAINING LEADS TO MISALIGNMENT

AI training happens in silos, leaving leaders and delivery teams misaligned. The result is AI projects that lack strategic direction, business adoption, and real-world deployment.



## TRAINING IS TOO THEORETICAL

Traditional AI training lacks real-world application and continuous, deliberate practice, leaving teams without the hands-on experience needed to build practical AI capabilities.



## LACK OF AI DEPLOYMENT

AI skills development stalls when teams focus only on building point solutions without deploying and operationalising them in real-world environments.



## SLOW DECISION-MAKING & INTERNAL PROCESSES

Complex internal processes and administrative overhead slow down AI initiatives, reducing opportunities for teams to experiment, learn, and grow AI skills internally.



## UNSTRUCTURED OR ADHOC LEARNING

AI training often lacks a clear career path and practical exposure, leaving teams without a structured way to develop and apply their skills.

# Why Now?

“

## AI READINESS

75%

of executives believe AI will transform their industry, but only 10% have deployed AI at scale.

*(McKinsey, 2024)*

60%

of jobs will require AI fluency by 2027.  
*(World Economic Forum, 2023)*

”



## AI FORGEWORKS IMPACT

### Accelerate AI Adoption

Faster, more effective AI integration into business operations.

### Cost & Revenue Impact

Reduce manual inefficiencies, unlock new revenue streams and increase workforce productivity.

### Lower AI Project Failure Rates

AI solutions are built, adopted, and deployed, not abandoned.

## WHAT WILL YOU DO?

Nothing - Wait and See

AI remains siloed, underutilised, and disconnected from business impact.

Stick With Traditional Training

Theory-heavy, no deployment, and no measurable impact.

Start AI ForgeWorks Today

Hands-on AI, deployed solutions, and long-term internal expertise.

# 8 Week Repeatable Cycles

## 1 - SPARK

Identify & prioritise high-impact AI challenges and formation of cross-functional teams.



## 3 - TEMPER

Test, refine, and validate solutions through actual user feedback.



## 5 - WIELD

Present solutions to Guild. Share product, commercialisation and lessons learned. Convert experience into applied expertise.



## 2 - FORGE

Rapidly build and prototype AI solutions through hands-on sprints.



## 4 - SHARPEN

Sharpen skills by deploying and publishing AI solutions, making them visible and usable for others.



## LEVEL UP

Increase capability and level up from Apprentice to AI Smith.



# Features

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Hands-On AI Mastery

1

Guild-Driven Collaboration

2

Product Mindset & Focus

3

Continuous Learning & Iteration

4

Real-World AI Use Cases

5

Private Platform for Use Case Visibility

6

AWS Skills Development & Mastery

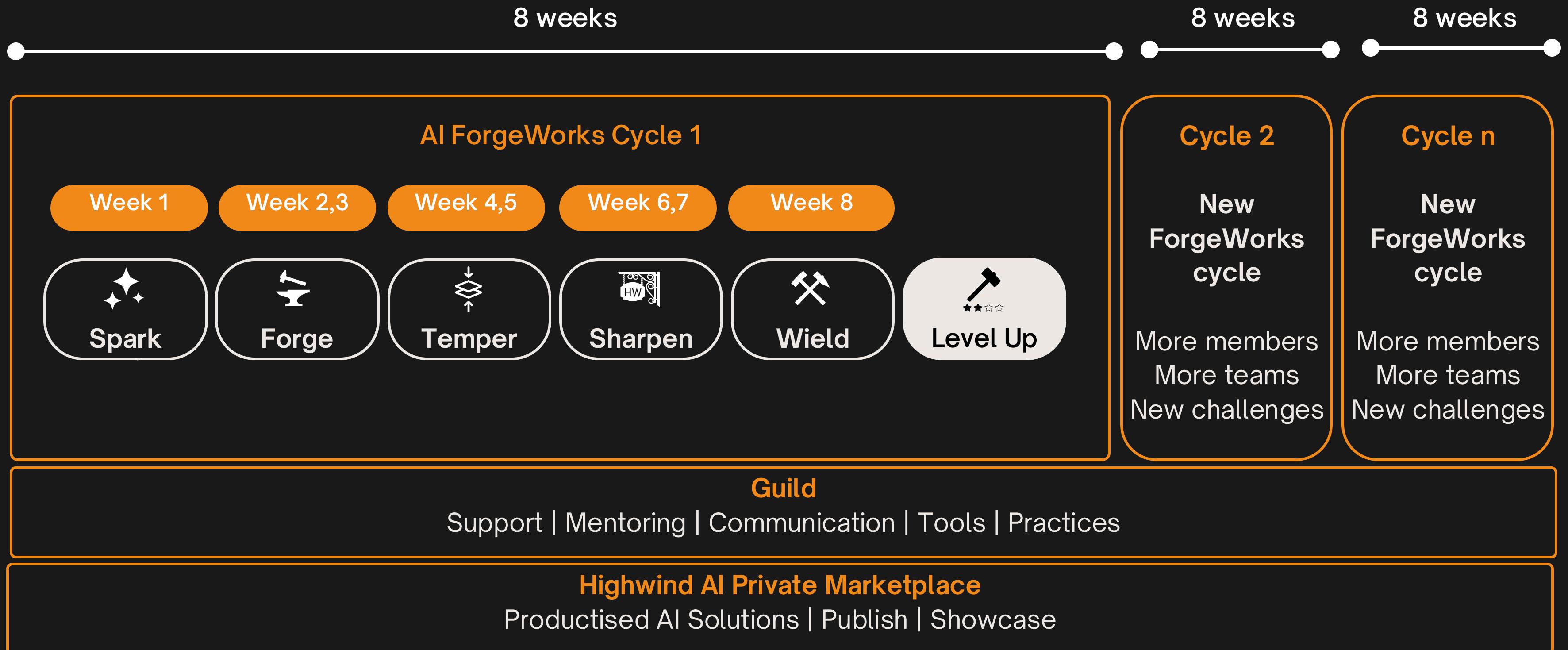
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AI Culture & Embedded Capability

8



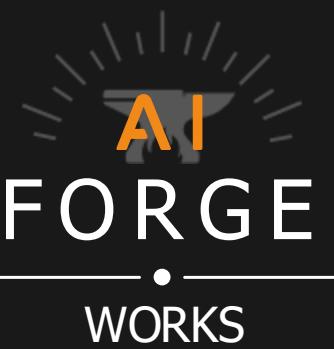
# Programme Delivery Overview



# Inside a ForgeWorks Cycle

Activity	Duration	Team Commitment	Activities
Spark	1 week	1 day	Melio facilitated 1-day AI training workshop with AI challenges ideation and selection for cycle.
Forge	2 weeks	1 day a week	Hands-on solution development workshop sessions facilitated by Melio AI team and Guild champions.
Temper	2 weeks	1 day a week	User feedback gathering (surveys, interviews) and solution refinement workshop sessions.
Sharpen	2 weeks	1 day a week	Publish solutions to the Highwind internal marketplace. Share with the Guild and others in the organisation.
Wield	1 week	1 day	Teams present solution to Guild members and invited guests (product idea, solution, opportunity and learnings)
Level Up		1 hour	Ceremony to celebrate the cycle achievements and growth within the teams participating.

# AI ForgeWorks Structure



## FACILITATION & COACHING

Melio AI

- ForgeWorks iterative programme facilitation
- Structured learning plan
- AI coaching, mentoring and advisory
- AI and AWS best practices in AI, GenAI, MLOps development

## SKILL BUILDING AND GROWTH

Client Teams

- Beginner to experienced AI practitioners
- Teams composed of members from business and technical backgrounds
- Mix of junior to senior business experience

## SUPPORT AND COMMUNICATION

The Guild

- All participating members of the programme
- Community to enable openness, knowledge sharing, collaboration and mentorship
- All programme facilitation and delivery is managed through this Guild and related tools

## VISIBILITY AND DEPLOYMENT

AI Marketplace

- Private AI marketplace for publishing AI solutions produced through the programme
- Builds a product-mindset for AI solutions
- Creates high visibility within the programme and the broader organisation

# Gain Valuable AI Experience

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## LEVEL UP

Increase capability and level up from Apprentice to AI Smith.

### AI SMITH



A skilled AI practitioner, experienced in designing, building & refining a range of AI and GenAI solutions in AWS.

**Time at Level:** 5+ ForgeWorks cycles (~12 to 24 months)

### AI ARTISAN



Designing AI solutions for scale, mentoring teams, driving consistency.

**Time at Level:** 4-5 ForgeWorks cycles (~9 months)

### AI JOURNEYMAN



Building small AI solutions independently, refining skills with feedback.

**Time at Level:** 3 ForgeWorks cycles (~6 months)

### AI APPRENTICE



Learning AI and AWS fundamentals, participating in guided AI projects built using AWS and related services.

**Time at Level:** 1 ForgeWorks cycle (~3 months)

# Example of the Types of Skills Gained



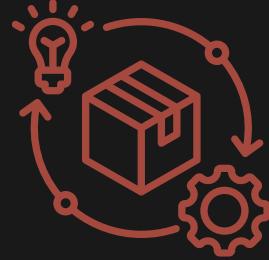
## TECHNICAL

- AWS Cloud Services such as Lambda, S3 storage and API Gateway
- Python
- Gradio for AI applications
- Git and source control
- APIs and endpoints
- Deployment



## AI & AUTOMATION

- Databases, CSVs and other data types
- Data pipelines and automation
- AWS ML managed services such as Textract, Rekognition, Bedrock, SageMaker etc
- Working with LLMs (OpenAI, Anthropic and more)
- AI agents and chatbots

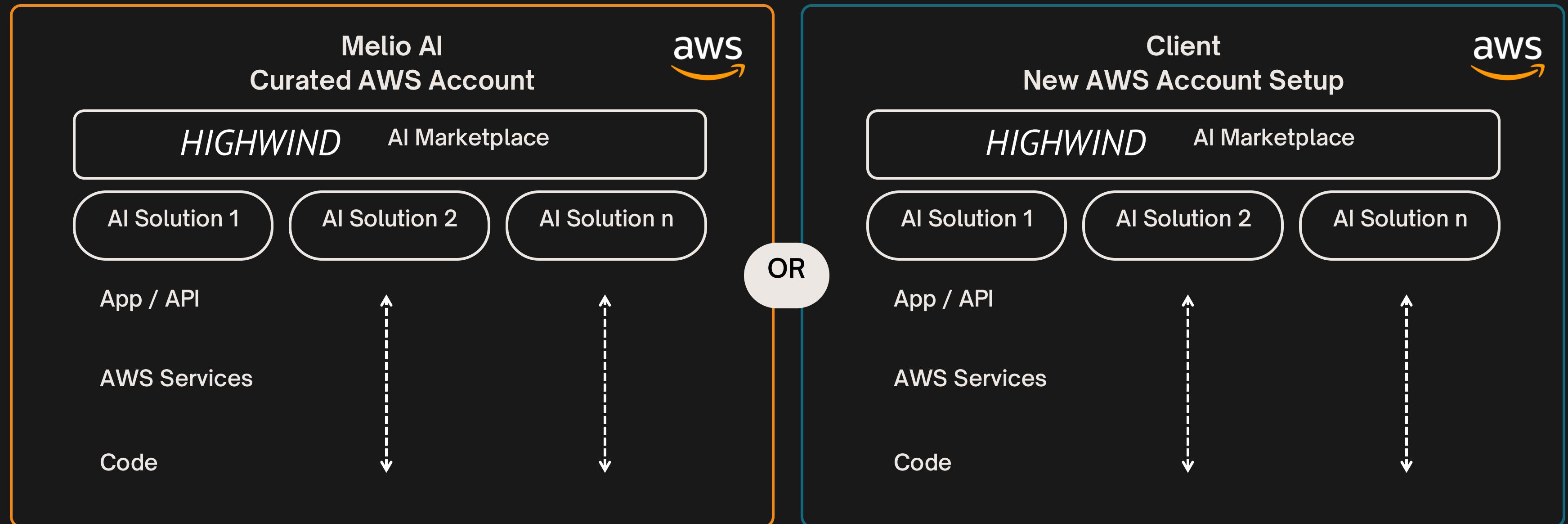


## PRODUCT

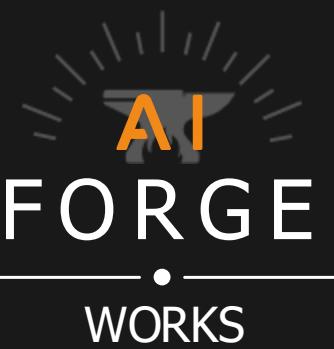
- Solution architecture and design
- MIRO or similar design tools
- Cost and commercial modelling
- Managing user feedback
- Agile planning and delivery
- Highwind packaging and documentation

# Seperated AWS Environment

The programme can be delivered through a Melio curated AWS environment or through an AWS account setup by the client.



# Pricing Per ForgeWork Cycles



## PILOT

3 cycles

ZAR

[Contact Us](#)

Implement initial programme and measure business value. Refine programme for broader rollout.

## STANDARD

6 cycles

ZAR

[Contact Us](#)

Rollout programme to additional AI teams and implement programme reporting and guild collaboration.

## SCALED

12 months

ZAR

[Contact Us](#)

Strategic rollout of programme with customisation, progress reporting and dedicated Melio consultants.

Everything in **PILOT**, plus:

- 1 concurrent ForgeWorks AI team
- 3 x 8-week cycles
- Client team size of  $\pm 5$  team members
- Melio programme facilitation and reporting
- Access to Melio AI team and AWS specialists
- Highwind AI licensing fees
- Individual team member level up reports

- 3 concurrent ForgeWorks AI teams ( $\pm 15$  individuals)
- 6 x 8-week cycles
- Programme dashboard and analytics
- Guild and community platform
- Team & individual level up reports
- Pre-loaded AI solutions in Highwind to experiment with

- 5 x concurrent ForgeWorks AI teams ( $\pm 30$  individuals)
- 6 x 8-week cycles
- Business unit level up reports
- AI Strategy Executive training workshop
- Custom Guild branding
- Dedicated Melio AI consultants for engineering and development
- Annual AI Progress Audit

# Why Partner with Melio AI

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- Established in 2019, Melio AI is the **leading MLOps and AI consulting company in South Africa** helping companies deploy and operationalise their AI.
- As an **AWS Advanced Tier Services Partner** we have the AI and cloud skills and capabilities needed to help our clients build and deploy their AI solutions in AWS.
- One of the only SA companies to achieve **AWS Generative AI Competency**.
- Our *HIGHWIND* AI platform **streamlines AI solution delivery and adoption**, accelerating time-to-value for our clients.
- We have delivered over 20 AI projects across financial services, manufacturing and healthcare including machine learning, generative AI and data-intensive software solutions.
- We are proudly a BBBEE Level 1 supplier.



# What Our Clients Say

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I wholeheartedly recommend Melio and its team for any opportunity that demands expertise, dedication, and a focus on delivering valuable outcomes.

**Brendon Wilson - Prev. Head of Data & CIO  
Standard Bank Corporate & Investment Banking**

The quality of their delivery was exceptional. They made a true effort to understand and assess the current environment and pain points and were able to operate within these boundaries to deliver a solution that is fit for purpose. The level of expertise of their engineering resources is also a great standout and up to date with the latest tech from AWS and best practices.

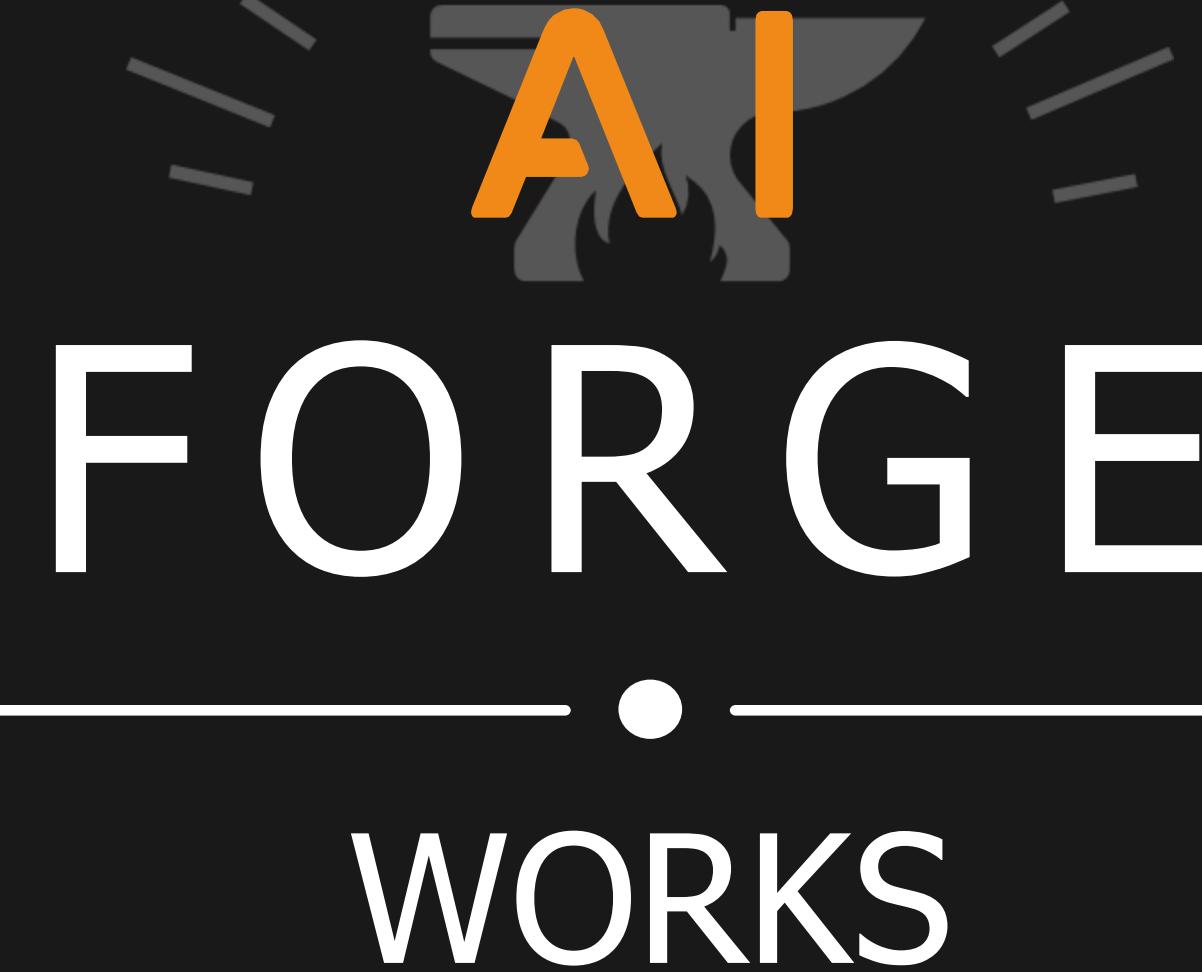
**Riaan Wiid - Head: Data and Analytics  
Woolworths Financial Services**

I would rate my likelihood to recommend Melio AI a solid 10 out of 10. The level of understanding and customization they provide for business requirements is truly impressive.

**Bianca Dewlal - Programme Lead  
Circuit Breaker Industries - Electric**

Melio AI is a company composed of truly exceptional individuals. What sets them apart is their development approach when it comes to projects whether big or small. The team is agile, forward-thinking and customer centric.

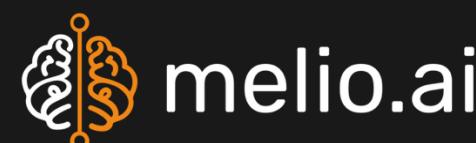
**Emmanuel Obaga - Head of Model Implementation  
Absa Enterprise Risk Management**



AI  
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by



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