

Support for start-up to take AI-enabled technology to market

Exgence provides an artificial intelligence (AI) solution to help sales and pre-sales specialists respond to tenders faster and more efficiently.

The Challenge

For businesses, responding to an Invitation to Tender (ITT) or Request for Proposal (RFP) is an essential part of securing sales. Vendors often spend significant time and effort completing these documents manually, at the expense of billable work.

To address this problem, Exgence has created an AI solution that can automate responses to the questions contained in an ITT or RFP, based on the information vendors already have stored about their products. This enables companies to respond faster to opportunities, reduce costs and increase productivity.

As a start-up with only one full-time member of staff, Exgence needed additional resource and expertise to take the product to market.

The Solution

- Acceptance onto the Bridging for Innovators programme, which provides funding for businesses to access STFC's large-scale science facilities

- Access to advanced computing infrastructure at STFC's Hartree Centre
- Dedicated project work carried out by an experienced data science team
- STFC postgraduate intern for 3 months

The Benefits

Exgence was able to overcome key development challenges, by accessing the expertise of the data science team at STFC's Hartree Centre and the digital technologies available. In addition, securing a postgraduate intern at a crucial time in the product development cycle gave the company vital added support.

By collaborating closely, this additional resource has enabled Exgence to incorporate complex natural language processing into the final design and to fast-track product development. The company are now testing V1.0 with prospective customers and will soon be rolling this out to the wider marketplace.

"Working with STFC was a great experience and benefited Exgence in multiple ways. From providing invaluable technical advice, to structuring and organising the project workflow to fit in with our aims, as well as supplying the resource to achieve this at a time when we needed it most."

**Erol Chioasca, Managing Director,
Exgence**

Image credit: Gerard Altmann - Pixabay

About us

Science and Technology Facilities Council offers entrepreneurs, start-ups, SMEs and corporates the facilities, environment and people needed to de-risk innovation and accelerate business growth.

Through access to large-scale science facilities, complementary technologies and IP, and a flourishing network of science and industry experts, companies can create and transform products.

Bridging for Innovators provides funding for companies to utilise STFC facilities and expertise to fast-track solutions to industrial challenges and boost productivity.

Find out more:

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Bridging the gap between pioneering science and business