ZELVOX

AI & Business Automation Strategist

YOUR OPERATION HAS MORE CAPACITY THAN YOUR CURRENT PROCESSES ALLOW YOU TO USE

Automation

Artificial Intelligence

Operational Efficiency

www.zelvox.com

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EVERY SUCCESSFUL COMPANY HAS PROCESSES THAT GROW SLOWER THAN THEY SHOULD

How many hours per week does your team spend on tasks a system could execute better?

This is not a rhetorical question — it has a concrete answer, and it is almost always uncomfortable.

The problem is not a lack of talent or capital. It is that **manual processes scale with people,** and hiring more people has a limit: your margin. Systems do not have that limit.

Every repetitive task that depends on a person instead of a system is a cost paid twice: in salary and in execution speed. And that difference accumulates month after month, quarter after quarter — though few companies calculate it.

The companies growing fastest today do not have more employees — they have better systems. The gap between those who have already automated and those who have not widens every quarter.

ZELVOX EXISTS BECAUSE WE LIVED THIS PROBLEM FROM THE INSIDE

We solved it in our own operation, and now we build those same systems for other companies

What follows in this document is the evidence that it works.

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AUTOMATION AND AI APPLIED TO MEASURABLE RESULTS

Zelvox is a technology company founded in 2021, specializing in process automation, applied artificial intelligence, and operational optimization.

We operate as a multidisciplinary team that combines specialized human talent with our own infrastructure of autonomous agents and automations — the same principle we offer our clients.

Value proposition

We do not sell technology. **We build the operational capacity your company needs** to grow without that growth depending linearly on adding more people. Systems that execute, not tools that assist.

Differentiator

Zelvox does not consult from the outside — **it built and validated its own systems before offering them.** We went through the process ourselves: identify the bottleneck, automate, measure, adjust. We know the process because we lived it.

Internal coherence

We apply at Zelvox the same thing we offer our clients. **Our own operation is the first proof of concept of the systems we build.**

Universal reach

The systems we build do not depend on the industry — they depend on the process. A repetitive flow in a clinic, a logistics company, or a bank has the same anatomy: data input, decision, action, record. **All automatable.**

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WHO DOES THIS SERVE?

The honest answer: any company that has processes. Which means all of them.

This is the question most asked by those who see this presentation for the first time. And it makes sense to ask. But the answer reveals something important about the nature of automation and AI systems: u**nlike a physical product or a service specialized in one industry, automation operates on processes — and processes exist everywhere.**

A repetitive process in a manufacturing company has exactly the same anatomy as one in a law firm, a medical clinic, or a restaurant chain. In every case there is: information that comes in, a decision that is made, an action that is executed, and a record that is generated. That sequence is automatable. Always.

What do Zelvox clients have in common?

Not the industry. Not the size. It is that they have at least one of these three realities:

Internal processes that depend on people to execute and that could run on their own.

Data they generate but are not using to make better decisions.

Growth opportunities they cannot pursue because the team is already at capacity.

Why is there no 'typical' client?

Because the value of automation is not in the industry — it is in the process. Goldman Sachs automated financial prospectus generation. Walmart automated shift planning. Klarna automated customer service. J&J automated drug discovery. Radically different industries. Identical principle.

The right question is not 'am I the ideal Zelvox client?' The right question is: how many hours per week does my team lose on tasks a system could execute better?

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CEO & Founder · Zelvox AI & Business Automation Strategist

DANIEL MORALES

Languages
Spanish · English

Areas of Knowledge and Expertise:

- Systems design and automated workflow architecture
- Operational process optimization and redesign
- Artificial intelligence and autonomous virtual agents
- Technology tools applied to operational efficiency and revenue generation

"The question is not whether your company can benefit from these systems — it's how much you're losing every month by not having them. That's exactly what we identify together in the first conversation."

What part of your business is growing slower than it should?

That is the first question we answer together.

(click here)

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FROM MANUAL ARBITRAGE TO AUTOMATION:

THE PROCESS THAT CHANGED EVERYTHING

2021 — The beginning

Zelvox was born as an arbitrage operation inside Amazon: buying products at physical retail stores and reselling them online. 100% manual model with buyers, listers, inventory managers, and customer service. The operation worked, but its ceiling was clear: every unit of growth required one more unit of staff.

2021-2023 — The ceiling

The model had a structural ceiling: revenue was limited by the human capacity of the team, not by the market. Without enough capital to scale by hiring more people, the only real path to growth was doing more with less. **That is where the right question was born: which parts of this operation do not need a human to execute?**

2023 — The transformation

Zelvox abandoned the physical model and migrated to a fully automated online arbitrage operation. Bots, systems, and workflows replaced tasks that previously required multiple people. The human structure was optimized — not more headcount, more systems. Operational capacity multiplied.

2024-Present — The results

14× revenue growth, in 24 months, with zero additional hires. Not by growing the team — by growing the capacity of the system. The current transition is toward wholesale: direct relationships with brands inside Amazon, the next level of the model.

THE CORE LESSON:

The limit was not the market or the capital — it was the processes. When the processes changed, the results changed with them. That is exactly what Zelvox builds today for other companies: the same type of transformation, applied to any operation, at any scale.

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14× MORE REVENUE
24 MONTHS. 0 ADDITIONAL HIRES

14×
Revenue growth

24 months
Months measured

0
Additional hires

It wasn't luck — it was a process

When Zelvox stopped depending on people for repetitive tasks and built systems that executed those tasks continuously and without errors, revenue stopped being limited by the team's capacity. **The human structure remained stable. The results multiplied.**

The correct framing is not the absolute figure — it is the speed and replicability of the method. What Zelvox did for itself was not a unique circumstance. It was the systematic application of a process that can be applied to any operation, regardless of scale or industry.

The same principle applies to any operation: growth is not limited by the market — it is limited by the structure. When the structure changes, the results change with it.

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THE WORLD HAS ALREADY DECIDED

Companies that adopted artificial intelligence and automation did not wait for absolute certainty — they started. And today they hold an accumulated advantage over those that did not. That advantage is not static: it grows every quarter.

The 7 cases that follow are not projections or theoretical studies. **They are documented results**, with primary sources, from real companies that have already executed this transformation. The anchor data that connects them all:

29%
Faster in stock market
AI companies vs. S&P 500

2.5×
More income growth
13.1% vs. 5.1%

7
Documented cases
primary sources

This number is not about technology — it is about competitiveness. Every quarter that passes without adopting these systems is a quarter in which that gap widens. The question is no longer whether it works. The question is how long you can afford not to use it.

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GLOBAL EVIDENCE: CASES 01 AND 02

↘ S&P; 500

CASE 01

Markets and global benchmarks · 2024-2025

Solution:
A comparative analysis crossed data from 217 S� P 50 companies with confirmed use of productive AI against the general index between July 2024 and July 2025. Not a projection: performance measured in stocks and real revenue.

Key result:
+29% stock market growth vs. the index. Revenue: 13.1% vs. 5.1% (more than double).

Source: Read.ai — Productivity AI Users Outperform the S&P; 500 by 29%

↘ PEPSICO + GENERAL MILLS

CASE 02

Manufacturing and logistics

Solution:
PepsiCo: digital twins of its plants with autonomous agents. General Mills: AI on 5,000� daily shipments to optimize routes and costscontinuously.

Key result:
PepsiCo: 90% of failures detected before physical change; throughput +20%. General Mills: $70M combined in savings and projections.

Source: NVIDIA Blog — State of AI Report 2026 · Mimica

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GLOBAL EVIDENCE: CASES 03 AND 04

↘ WALMART

CASE 03

Retail and operations · 10,750 stores · 2.1M employees

Solution:

Internal AI suite deployed in the employee app: task management, real-time translation in 44 languages, QR inventory, and predictive maintenance for critical equipment.

Key result:

Shifts: from 90 min to 30 min. E-commerce +22% across all segments. □ 30% emergency maintenance calls; □ 20% repair costs.

Source: Walmart Corporate · SymphonyAI · Klover.ai · CTO Magazine

↘ GOLDMAN SACHS + JPMORGAN

CASE 04

Investment banking · Wall Street

Solution:

Goldman: autonomous agents alongside its developers. JPMorgan: generative AI system deployed to 200,000□ employees, with automated code review.

Key result:

Goldman: IPO prospectus □ from 6 people □ 2 weeks to minutes. JPMorgan: $1.5B annually in business value and 100,000 developer hours saved per week.

Source: Substack / Lucidate — Goldman Sachs Scales AI Coding · Tearsheet

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GLOBAL EVIDENCE: CASES 05 AND 06

CASE 05

↘ MORGAN STANLEY

Wealth management · 16,000 financial advisors

Solution:

Internal AI system enabling natural language queries over 100,000 corporate documents, plus automatic meeting transcription, CRM notes, and follow-up email drafting.

Key result:

10 15 h saved per advisor per week. 98% adoption. Record revenue of $61.8B that year.

Source: OpenAI — Morgan Stanley Uses AI Evals · Entrepreneur · CTO Magazine

CASE 06

↘ KLARNA

Fintech and customer service · 114M active users

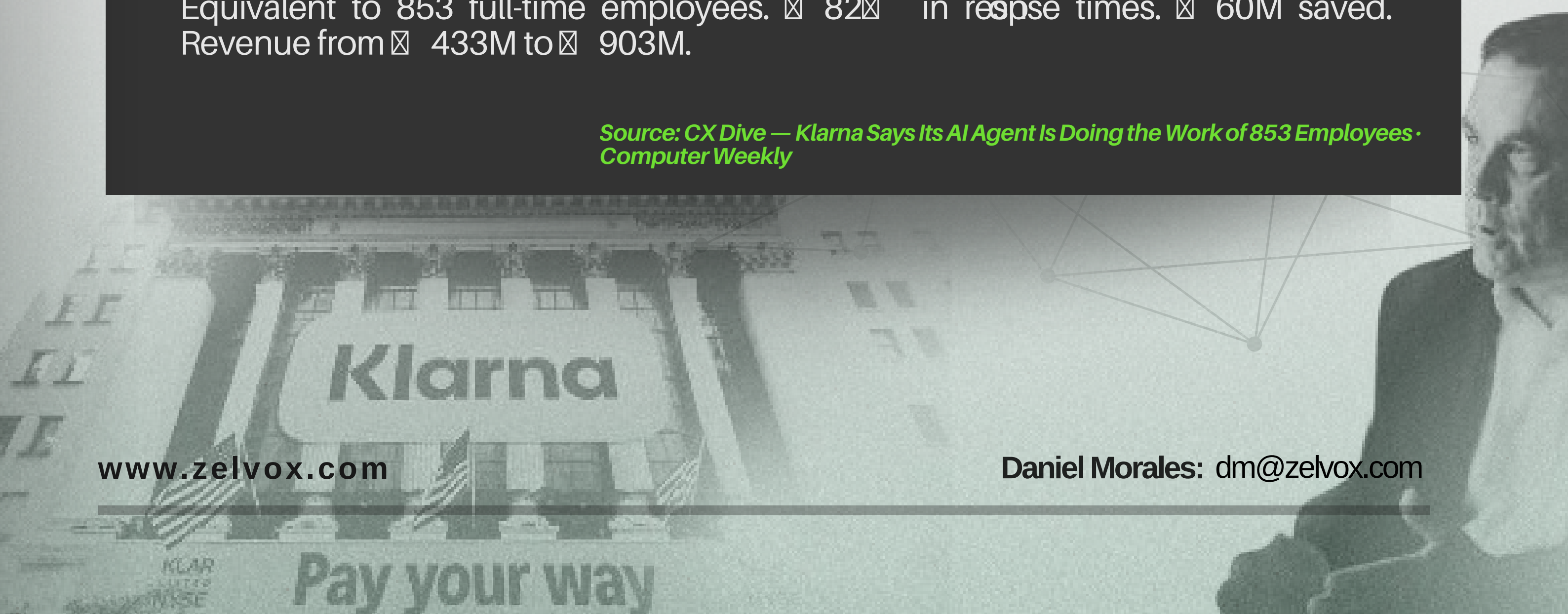
Solution:

Agentic customer service system that absorbed all volume growth without needing to hire proportionally.

Key result:

Equivalent to 853 full-time employees. 82 in response times. 60M saved. Revenue from 433M to 903M.

Source: CX Dive — Klarna Says Its AI Agent Is Doing the Work of 853 Employees · Computer Weekly



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DOCUMENTED EVIDENCE: CASE 07

CASE 07

↘ JOHNSON & JOHNSON

Health and pharmaceuticals · Fortune 50

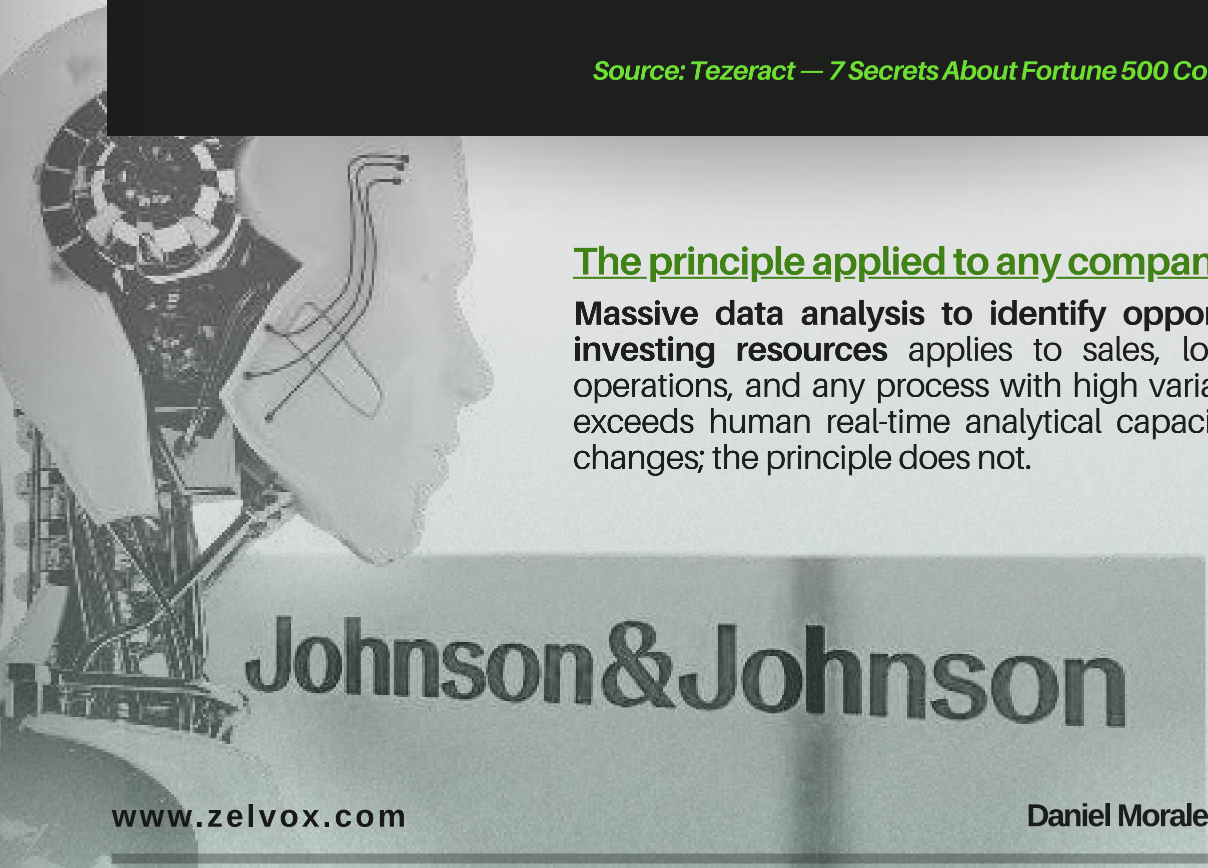
S⊠ ⊠ ⊠ ⊠

Machine learning over millions of molecular combinations to prioritize candidates before laboratory work. Models identify patterns in historical data of successful and failed compounds.

K⊠ ⊠ ⊠ ⊠

Drug discovery: from years to months. The early-stage discovery process went from sequential to parallel and predictive. Scientists focus on candidates already prioriti⊠ ed by AI.

Source: Tezeract — 7 Secrets About Fortune 500 Companies Using AI



The principle applied to any company

Massive data analysis to identify opportunities before investing resources applies to sales, logistics, financial operations, and any process with high variable volume that exceeds human real-time analytical capacity. The industry changes; the principle does not.

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7 CASES

7 INDUSTRIES. 1 PATTERN

None of these companies started knowing exactly how AI was going to transform their business. Goldman Sachs did not know it could reduce weeks to minutes. Klarna did not know it could double its revenue by absorbing growth with the same teams. They found out when they started.

All of them started by identifying where their biggest bottleneck was — lost time, slow decisions, high-volume repetitive work, dispersed information. And they built from there. Not from technology toward the problem, but from the problem toward the solution.

The pattern repeats in companies with $10M in revenue and in companies with $100B. The scale changes; the anatomy of the problem does not.

Where is the bottleneck that is costing your company the most — in time, in money, or in opportunities you cannot capture?

You do not need the answer yet. You only need the question.

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THE AGENTIC ERA: THE SHIFT THAT ALREADY HAPPENED

AI's evolution went through three stages: basic automation (fixed rules) → generative models (answer questions) → autonomous agents (plan, decide, and execute complex tasks from beginning to end, without step-by-step instructions). **This is not the future — it is already happening.**

WHAT AUTONOMOUS AGENTS CAN DO:

- Execute complex tasks from beginning to end without step-by-step instructions
- Operate continuously, 24/7, without fatigue or errors from forgetting
- Make decisions based on context in real time
- Coordinate in multi-agent systems to execute tasks in parallel
- Learn from each company's specific behavior and improve with use
- Integrate with existing systems without replacing current infrastructure

Zelvox does not know this from the outside. It lived it and applied it in its own operation before offering it. The difference between a company that uses AI as a tool and one that uses it as operational infrastructure is exactly the difference between a structural ceiling and 14× growth in 24 months with zero additional hires.

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WHAT DOES ZELVOX OFFER EXACTLY?

Today, almost every business is a system of repetitive tasks. And almost every repetitive task can become a system that executes it 24/7 better than an entire department.

The possibilities are broad because the processes that exist in companies are broad. Below are the areas where Zelvox builds solutions on a recurring basis:

Lead generation and outbound sales
Commercial pipeline automation: prospect qualification, personalized follow-up, proposals generated at scale, and real-time opportunity alerts.

Customer service and support
Agents that resolve frequent queries, escalate complex cases, and operate 24/7 without increasing payroll.

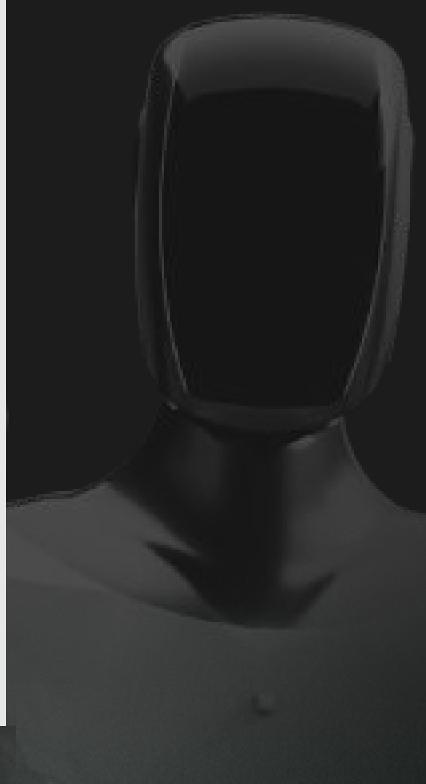
Operations, administration and back-office
Elimination of repetitive manual work: document processing, approval flows, records, reconciliations, and recurring communications

Data analysis and business intelligence
Automated dashboards, pattern detection, executive reports, and trend prediction without dedicated analyst teams.

Marketing, content and digital presence
Content generation at scale for multiple channels, languages, and segments. Complete campaigns with minimal human intervention.

Market research and intelligence
Monitoring of competitors, sector trends, and brand reputation, consolidated into automated periodic reports.

Autonomous agents and end-to-end complex flows
Multi-agent systems capable of executing complete processes from beginning to end, coordinating multiple tools and making intermediate decisions in real time.



An important note

This list is indicative, not exhaustive. The specific solution that generates the greatest return for your company is not defined from a catalog — it is defined by understanding how your business operates, what its real bottlenecks are, and what opportunities it is not able to capture. That is exactly what happens in the first conversation with Zelvox.

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EVERY MONTH THAT PASSES HAS A COST. IT'S MEASURABLE

S&P 500 companies that adopted AI grew 29% faster than those that did not. That gap is not static — it accumulates. Every quarter that passes without optimizing operations is a quarter in which that differential widens in favor of those who have already started.

This is not about pressure. It is about arithmetic. If your operation has processes that today depend on people to execute, those processes have a measurable cost in salary, speed, and errors. That cost is paid every month, whether you act or not. The difference is that acting turns it into an investment with a return. Not acting turns it into a silent loss.

A 45-minute conversation is enough to find out where the return is.

The first conversation

The first call with Zelvox lasts approximately 45 to 60 minutes. No commitment. No cost. What happens in that conversation:

Daniel learns what the business is about and how it currently operates

Annual investments are identified: staff, operations, and infrastructure

How long the key business processes take is mapped

Which departments concentrate the most repetitive tasks is identified

How much is spent on the staff performing those tasks is estimated

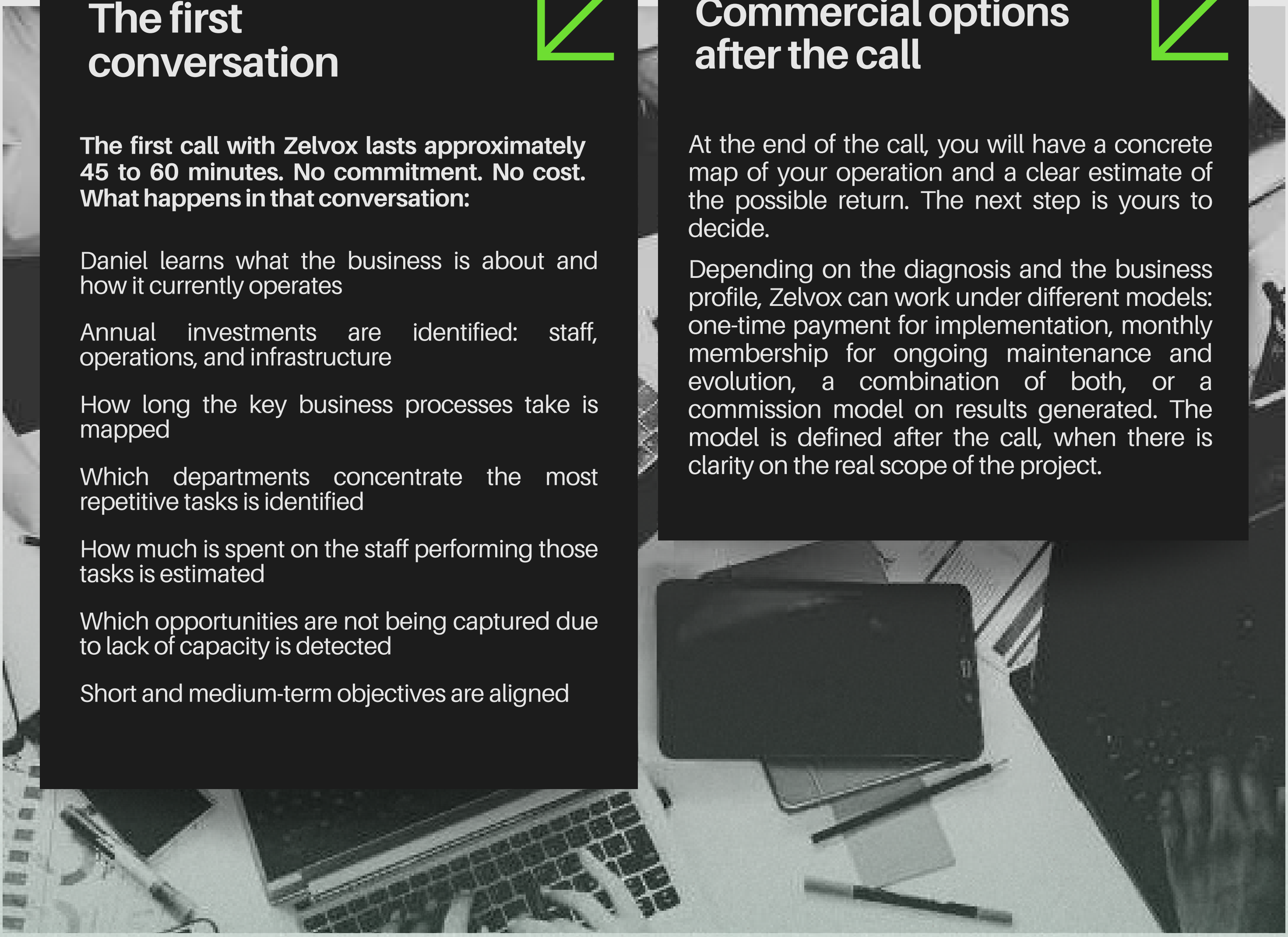
Which opportunities are not being captured due to lack of capacity is detected

Short and medium-term objectives are aligned

Commercial options after the call

At the end of the call, you will have a concrete map of your operation and a clear estimate of the possible return. The next step is yours to decide.

Depending on the diagnosis and the business profile, Zelvox can work under different models: one-time payment for implementation, monthly membership for ongoing maintenance and evolution, a combination of both, or a commission model on results generated. The model is defined after the call, when there is clarity on the real scope of the project.



Z E L V O X

We did not grow by hiring more people. We grew by building better systems. That is exactly what we build for you.

THE FIRST STEP COSTS NOTHING

Schedule a 45-minute call and discover what can change in your operation

↘(click here)

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