

SEDANIA × **AINNA**

PROPOSED STRATEGIC PARTNERSHIP

FULL STRATEGIC PROPOSAL

SME Agentic AI Transformation & Commercialisation

Empowering every SME with its own AI Agent - through sustainable computing, practical automation and accessible business technology.



10 DAYS

Practical SME programme

TRL 9

Two AINNA technologies

45 / 45 / 10

Proposed revenue sharing

Prepared by AINNA | Prepared for SEDANIA Innovator Berhad

OCTOBER 2026 • CONFIDENTIAL • FOR DISCUSSION

01 / EXECUTIVE SUMMARY

The executive proposition

A repeatable partnership model to equip Malaysian SMEs with deployable AI Agents, not just classroom AI training.

Executive idea: AINNA supplies NeuralOps technology, programme delivery and AI implementation. SEDANIA is invited to lead SME market access and commercialisation. The initial proposal is a **10-SME pilot** followed by evidence-based scaling.

Three outcomes from one programme

FOR SMEs

An AI Agent plus business systems it helps build, operate and improve.

FOR SEDANIA

Cohort programme income and potential ongoing technology revenue.

FOR AINNA

Technology adoption, deployment growth and commercial feedback.

Why now

Many SMEs operate through disconnected spreadsheets, messaging tools, marketplaces and manual workflows. Hiring a full development team is not feasible for most businesses. AINNA NeuralOps is designed to turn ordinary business instructions into tested digital systems and repeatable automation, with appropriate approvals and controls.

Commercial snapshot

Proposed pilot	Standard fee / SME	Pilot programme fees
10 companies	RM12,000 (10 days)	RM120,000

Revenue sharing proposed for **programme fees only**: 45% AINNA / 45% SEDANIA / 10% programme operations. Infrastructure, optional AI deployment and recurring services are priced and agreed separately.

Built from real SME operations

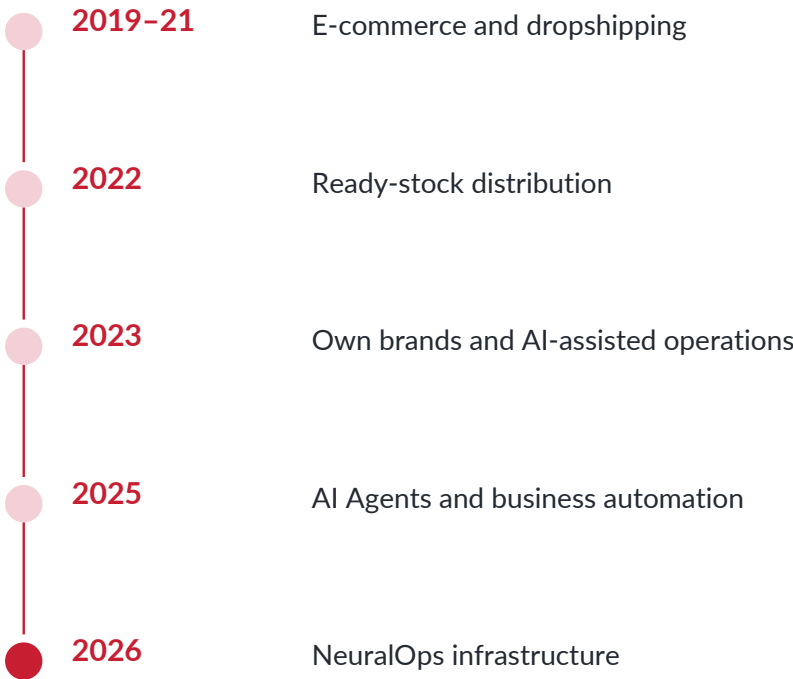
A business operator turned technology builder - addressing problems experienced firsthand.



AINNA started in 2019 through online retail, distribution and e-commerce. Over time it progressed from dropshipping to ready-stock fulfilment, own-brand products and operating multiple online stores.

The company has reported approximately **RM15 million in cumulative sales** and operating experience across roughly **30 online stores in Malaysia and Singapore**. These experiences informed the NeuralOps product direction.

AINNA development timeline



Technology maturity: AINNA reports that **NeuralOps** and **AI Financial Statements for SMEs** reached **Technology Readiness Level 9 (TRL 9)** through MOSTI assessment. Supporting documentation can be provided during due diligence.

03 / SME VALUE

What an SME actually receives

The core deliverable is the AI Agent. Websites, systems and automations are outputs created with that Agent.

The analogy: Imagine a small business with access to a digital systems engineer, software developer and operations assistant - without employing an entire IT department. That is the value proposition of AINNA NeuralOps.

SME says...	NeuralOps can help deliver...
"Build my company website."	Business website and administrator controls
"I want to sell products online."	E-commerce catalogue and order workflow
"I struggle to control stock."	Inventory tracking and monitoring
"Organise our customer information."	CRM and customer management
"Show me today's performance."	Business dashboard and reporting
"Help with financial records."	Financial processing and reporting workflow
"Stop doing this repeatedly."	Approved automation and recurring tasks
"Change our system as we grow."	System enhancements and extensions

Value continues after the programme

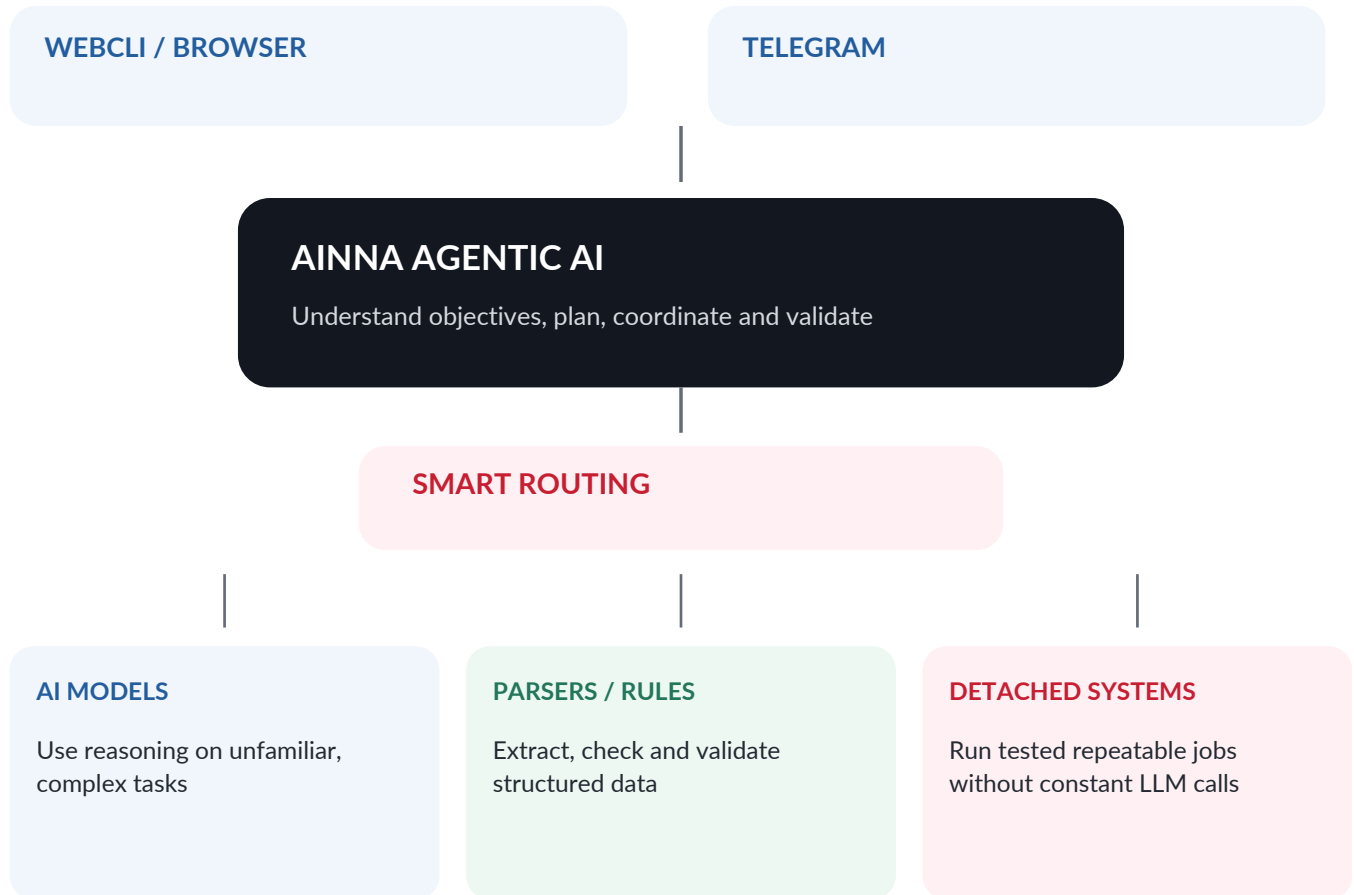
Subject to the subscribed service package, SMEs may continue using the Agent to request changes, manage authorised tasks, review operational information and improve their business systems. Outputs are developed according to programme level, available data, integration access and agreed requirements.

Important scope principle: The full catalogue above illustrates possible outputs. It does not promise every company all eight systems within 10 days. Each participant receives defined deliverables, acceptance checks and a post-programme development roadmap.

04 / TECHNOLOGY MODEL

How NeuralOps delivers the outcome

Advanced reasoning where needed; efficient execution for repeatable work.



Why Detached Systems matter

- **Less repeated inference:** once a workflow has been validated, routine tasks can run as standard software.
- **Predictable outputs:** deterministic rules and monitoring improve consistency for defined processes.
- **Lower potential AI OPEX:** the architecture avoids paying for complex model reasoning on every routine action.
- **Responsible autonomy:** high-impact or unusual actions return to approved users or appropriate models.

Architecture principle: Use advanced AI only when it adds value. Convert repetitive intelligence into reusable operational infrastructure.

Simple access. Real business execution.

SME owners can give directions in natural language without learning a programming language.

AINNA WEBCLI

owner@SME > Create a weekly sales report.

NeuralOps: I can build a reporting workflow using your approved sales data.

Draft ready for review and approval.

TELEGRAM CHANNEL

"Check low stock and send me a list."

NeuralOps

Low-stock review prepared. 12 products flagged for approval.

What happens after training?

Capability	Practical ongoing use
Build	Create or modify business systems with approved requirements
Operate	Run authorised processes, alerts and reporting routines
Improve	Add features, refine workflows and maintain a development backlog
Control	Use permissions, change reviews and human approval for sensitive tasks

Delivery boundary: WebCLI and Telegram are communication interfaces, not unrestricted permissions. Production actions depend on user authentication, available integrations, approved scopes and operational controls.

06 / SUSTAINABILITY & TRUST

ESG-by-design and blockchain readiness

One architecture that supports businesses from basic digital adoption to more advanced governance needs.

E**ENVIRONMENTAL**

Use smaller processes and Detached Systems where suitable, reducing unnecessary model usage and potentially energy consumption.

S**SOCIAL**

Make practical AI accessible to microbusinesses, retailers, service providers and established SMEs with varying digital maturity.

G**GOVERNANCE**

Apply role-based permissions, logs, checks, approvals, backup practices and accountability for sensitive operations.

B**BLOCKCHAIN-READY**

Plan optional integrations for document verification, traceability and tamper-evident records when there is a viable use case.

Examples of responsible deployment

- Routine invoice matching can be handled through validated rules, with exceptions escalated for review.
- Critical financial changes require authorised confirmation; AI-generated outputs are not assumed correct.
- Carbon and cost benefit claims should be measured against comparable operational baselines, not estimated from token reduction alone.
- Blockchain readiness does **not** mean a blockchain network is included in the standard training package.

07 / PRODUCT & PRICING

Ten-day SME transformation programme

Implementation-led learning: each stage is intended to produce tested business outputs, not classroom-only participation.

Programme level	Days	Core output	Fee / SME
Basic	1–3	Website, SEO/security baseline, dashboard and admin access	RM3,000
Intermediate	4–6	Product/catalogue and e-commerce/order workflow	RM4,000
Advanced	7–10	Selected business modules, Agentic AI, automation, testing and handover	RM5,000
Full programme	10 days	All three modules with scoped deliverables	RM12,000

First-year and ongoing charges

Service	Fee / SME	Treatment
Year-1 infrastructure	RM500 / year	For the agreed hosted environment
Full programme + Year-1 infrastructure	RM12,500	Standard Year-1 total
Optional initial AI model deployment	RM1,200	Add-on only when selected
Year-2+ infrastructure	RM1,000 / year	Infrastructure only; AI usage separate

Participation: Minimum 10 companies per programme level. SMEs may enter an appropriate stage subject to readiness checks. Third-party APIs, premium AI models, payment gateways, domains, custom integrations and unusual compute requirements are not included unless specifically contracted.

08 / PROGRAMME DELIVERY

What gets delivered - and verified

AI-generated output becomes business value only when it is deployed, tested and accepted by the SME.

DAYS 1-3

FOUNDATION

Business discovery, website, basic SEO/security, dashboard and administrator onboarding.

DAYS 4-6

DIGITAL COMMERCE

Catalogue, cart/order flow, customer information, end-to-end testing and integration.

DAYS 7-10

AI & OPERATIONS

Selected operations modules, NeuralOps workflows, automation, deployment and handover.

Quality gates for each participating SME

Checkpoint	Evidence of completion
Business fit	Approved requirements and agreed priority system scope
Functional validation	Core user workflows demonstrated to company representative
Security baseline	Controlled access, configuration checks and data boundaries
Deployment readiness	Working environment, backups/restore approach and handover
Owner enablement	Nominated administrator, access credentials and operating guidance
Continuity plan	Documented issues, improvement backlog and 30/60/90-day roadmap

Design rule: Each company builds around its own products, processes and data. AI-generated code, financial outputs and automated actions require human verification before operational use.

09 / REVENUE SHARING

A commercially repeatable cohort model

Proposed programme-fee allocation inspired by an existing partner-led cohort approach.



Illustrative 10-SME pilot cohort

Fee pool	AINNA (45%)	SEDANIA (45%)	Operations (10%)
RM120,000	RM54,000	RM54,000	RM12,000

Scale illustration - programme fees only

SMEs served	Total fee pool	AINNA 45%	SEDANIA 45%
10	RM120,000	RM54,000	RM54,000
30	RM360,000	RM162,000	RM162,000
100	RM1,200,000	RM540,000	RM540,000

Beyond the initial training fee

- Potential recurring income from AI Agent subscriptions and managed infrastructure.
- Additional implementation, system enhancement and enterprise integration fees.
- Technology licensing or vertical SME programmes with institutional partners.

Commercial boundaries: All illustrations are **gross programme fees**, before tax, refunds and delivery costs. Year-1 infrastructure (RM500 per SME), optional AI deployment (RM1,200), AI usage and ongoing subscriptions are **excluded** from the 45/45/10 pool unless separately agreed. No volume or return is guaranteed.

10 / PARTNERSHIP STRUCTURE

Clear roles protect delivery quality

Each organisation contributes a distinct capability; programme operations remain jointly governed.

AINNA | TECHNOLOGY PARTNER

- NeuralOps IP, platform and approved deployment stack
- Programme curriculum, facilitators and implementation
- SME system development, testing and documentation
- Technical controls, deployment and agreed support

SEDANIA | COMMERCIAL PARTNER

- SME market access and institutional relationships
- Cohort commercialisation and participant acquisition
- Partnership development, sponsorship introductions
- Joint programme monitoring and scale-up planning

Programme governance and contractual principles

Area	Proposed treatment
IP & licences	AINNA NeuralOps core IP ownership retained unless separately negotiated; SMEs receive agreed usage/access rights.
Data & privacy	SME data remains subject to authorised access, applicable requirements and a signed service/data agreement.
Service limitations	AI Agent access, tokens/models, WebCLI/Telegram scope and support levels must be specified by package.
Billing & reporting	Revenue recognition, collection, refunds, tax treatment and remittance schedule agreed in writing.
Operational risks	Defined escalation, issue ownership, change approval, incident response and participant readiness.

11 / IMPLEMENTATION PLAN

Pilot, measurement and expansion

Start with a focused commercial test and scale only once delivery outcomes and customer demand are established.

01

10-SME PILOT

Confirm partner agreement; recruit and onboard a cohort; deliver a 10-day programme; collect operational baselines.

02

30 / 60 / 90 DAY REVIEW

Assess sustained use, quality, cost/time outcomes, open issues and subscription conversion.

03

COMMERCIAL SCALE

Consider larger cohorts and regional opportunities after commercial and implementation validation.

Pilot scorecard - proposed measures

Measurement	Suggested evidence
Deployment readiness	Number of participating SMEs with accepted working outputs
Adoption	Active Agent users, completed tasks and follow-on usage
Operating improvement	Time spent before/after for matched processes
Financial value	Documented cost improvements and confirmed recurring spend
Sustainable AI	LLM requests, compute use and relevant energy proxies where measurable

Go/no-go decision: The parties should agree target thresholds, commercial responsibilities and any expansion investment only after evaluating pilot results. Proposed phase sizes are targets, not confirmed commitments.

Decision request and next steps

A practical starting point for a strategic discussion with SEDANIA leadership.

Four items for the first working meeting

- **Strategic fit:** Confirm how an Agentic AI programme complements SEDANIA’s existing SME and sustainability business direction.
- **Pilot ownership:** Identify a partner lead, delivery lead and a qualified 10-SME intake path.
- **Commercial approval:** Discuss the 45/45/10 programme-fee model, operating costs, invoicing and potential subscription economics.
- **Pilot mandate:** Agree due diligence, scope, marketing language and a draft pilot agreement before participant recruitment.

Proposed supporting documents before launch

Deliverable	Owner / decision
Technology demo and TRL supporting evidence	AINNA to present for technical and commercial review
Cohort plan, intake criteria and training timetable	AINNA and SEDANIA to confirm jointly
Service schedule: AI access, WebCLI/Telegram, SLA and limits	AINNA to propose; parties to negotiate
Revenue sharing, collection, costs, branding and tax	Both parties to formalise in contract
Data protection, security, ownership and dispute arrangements	Legal/compliance review before deployment

Commercial position: This version focuses on a cohort-based partnership. It intentionally excludes any proposed equity investment, company valuation or ownership restructuring.

APPENDIX A / IMPLEMENTATION ITINERARY

Suggested 10-day delivery sequence

Ten delivery days across three modules; dates may be scheduled in separate blocks according to organiser readiness.

Day	Focus	Evidence / working output
01	Business discovery	Requirements, priority use case, SME administrator and data-readiness review
02	Website architecture	Structure, initial content, SEO foundation and security checklist
03	Website & dashboard	Working basic site, dashboard, admin training and acceptance gate
04	Commerce design	Products, SKUs, customers, order flow and integration dependencies
05	Commerce build	Catalogue, cart/order flow and required commerce management views
06	Commerce testing	Functional tests, admin walkthrough, selected deployment checks
07	Operations design	Map priority internal process and select a feasible business module
08	Business module build	Implement, validate and demonstrate a selected operations module
09	NeuralOps & automation	Agent configuration, authorised workflow, Detached Systems where suitable
10	Final testing & handover	Demo, approvals, documentation, issue log and 30/60/90-day plan

Practical delivery assumption: Each company nominates an owner/administrator, supplies required content and access promptly, and agrees a defined scope. External provider delays and custom modules may extend the delivery schedule.

APPENDIX B / DELIVERY GOVERNANCE

Operational assumptions and safeguards

An executable programme requires agreement on cost ownership, participant readiness and technical boundaries.

Principal risks and responses

Risk / dependency	Proposed mitigation
SME lacks usable data or content	Pre-programme checklist, content deadline and standard starter templates
AI output does not match business rules	Human verification, fixed acceptance criteria and tested approval steps
Scope grows beyond ten days	Prioritise one working output; place additional work in a paid backlog
Third-party integration unavailable	Use a test workflow, document blocker and quote additional work
Security or access misconfiguration	Role-based access, HTTPS checks, credential controls and logs
Low adoption after handover	Named SME administrator, training, follow-up and explicit service renewal terms

Excluded unless separately agreed

- Domain registration, payment gateway and transaction charges; premium third-party subscriptions.
- External AI/LLM consumption, non-standard storage/GPU, custom connectors and data migration.
- Blockchain network deployment, specialised legal/compliance certification or new enterprise-grade functionality.
- Ongoing support beyond the contracted term and changes outside documented acceptance criteria.

Before signing: Confirm the final AI Agent access duration, WebCLI/Telegram functions, model/provider rates, infrastructure renewal, service-level expectations, PDPA responsibilities and treatment of any third-party fees. All prices and 45/45/10 shares are proposed, not approved.

Let's make Agentic AI practical for every SME.

We are not simply teaching SMEs how to use AI. We are enabling them to work with an AI Agent that helps build, operate and continuously improve their business systems.

AINNA brings the technology.
SEDANIA brings the market.

Suggested action

Schedule a leadership discussion to review the NeuralOps demonstration, proposed 10-SME pilot and draft commercial partnership framework.

