

Five automations in production

Inside a training group: revenue €1-5M, 50 to 250 people. Companies kept anonymous, real figures.

40 h

of manual work removed every week

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Documents, quality and funding dossiers, reminders and reporting all done by hand.

1 File data → training agreements and certificates generated

2 Dossier evidence gathered and checked automatically

3 Dated reminders and weekly indicators sent on their own

Python · PowerShell · generative AI · 2023-2024

Full case: berfayhunalpstudios.com/en/cases/admin-automation

x5

sales capacity: 40 salespeople producing at the level of 200

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Sales, admin and teaching followed the same clients, each on its own side.

1 One proprietary CRM for all 3 teams, built with 3 developers

2 Automatic task routing by email across 5 departments

3 22 real-time charts, 10 dashboards, 6 APIs

Custom CRM · SMTP · 6 APIs · 2025-2026

Full case: berfayhunalpstudios.com/en/cases/sales-crm

15 min

instead of 6 h every week for sales reporting

The weekly sales report in 15 minutes instead of 6 hours

Weekly reports for 3 sales teams built by hand: about 6 h every week.

1 Advisers' Excel files (SharePoint) and CSV from 2 sites → PowerShell PnP

2 pandas: past week, calls, offers, appointments per adviser

3 17 charts (matplotlib) for management and team leads

PowerShell · Python (pandas, matplotlib) · SharePoint · 2023-2024

Full case: berfayhunalpstudios.com/en/cases/automated-kpi-reports

7 min

per file instead of 1 h to check 50 funding files

50 funding files checked in 7 minutes each instead of one hour

50 files sent back by a public funder, 270 requests: about 1 h of checking per file by hand.

1 Documents read (pypdf) → 82-check grid and every funder request

2 Old and new CERFA compared, start date against proof, counter-check

3 One note per file (pandoc), sorted 13 / 19 / 8

Python (pypdf) · pandoc · AI agents · 2026

Full case: berfayhunalpstudios.com/en/cases/funding-file-audit

30 s

instead of 15 min to score one candidate's tests

A candidate's tests scored in 30 seconds instead of 15 minutes

Three recruitment questionnaires scored by hand: about 15 min per candidate.

1 Web form (Flask) → answers written to Google Sheets

2 Scores per dimension: Big Five, motivation, locus of control

3 Profile for the recruiter, also returned to the candidate

Python (Flask) · Google Sheets · 2023-2026

Full case: berfayhunalpstudios.com/en/cases/candidate-test-scoring