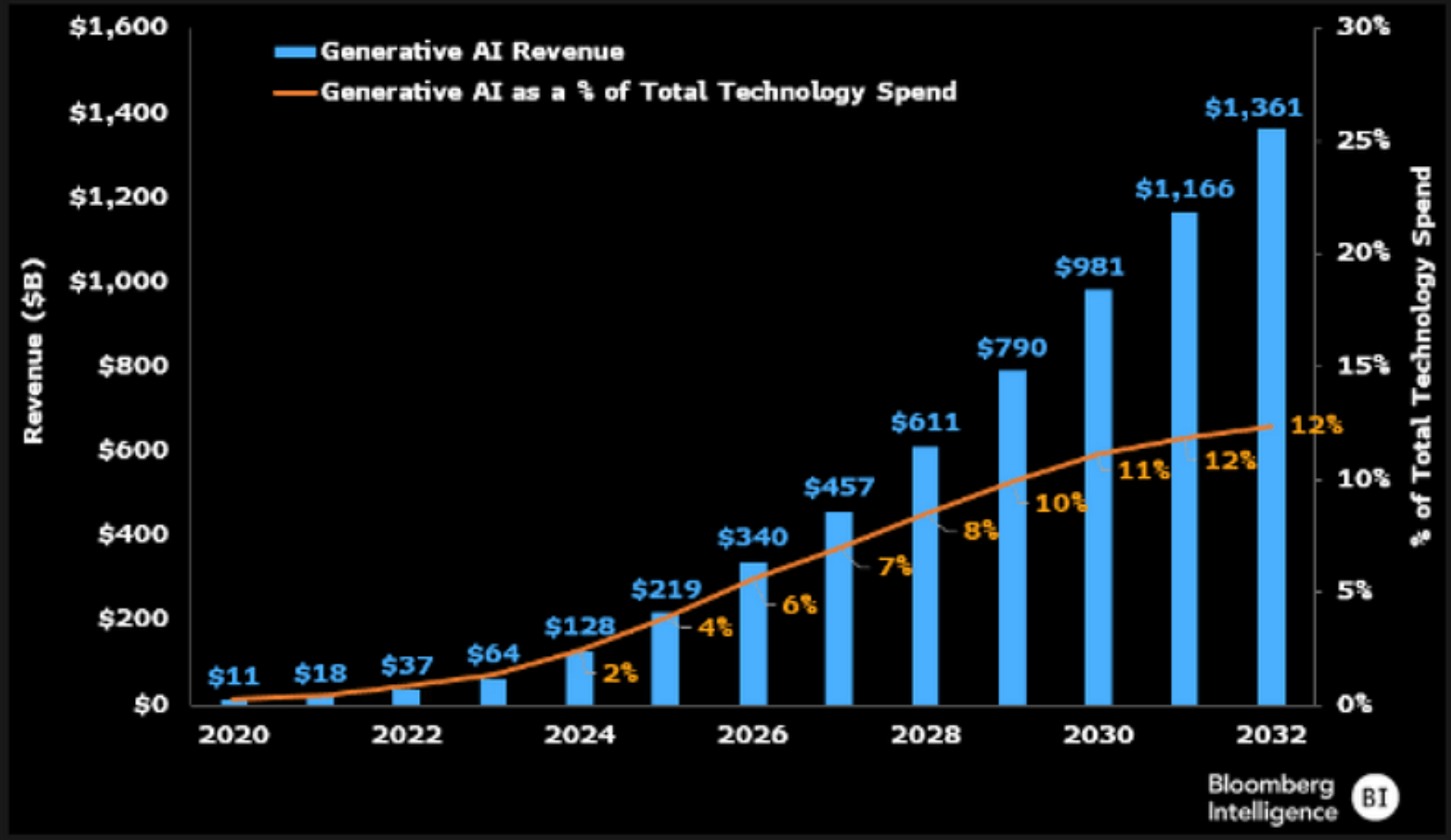
Laiye AI Agent Introduction

AI Agents for Everyone

Apr, 2025

Generative AI Spending



Source: Bloomberg Intelligence, IDC, eMarketer, Statista

Global Customer Reference

LAIYE

HK/ Macau

康業服務有限公司 Hong Yip Service Company, Ltd.
QP Group 雋思集團
KONICA MINOLTA
Wong & Partners
Eu Yan Sang
大昌行集團 DCH HOLDINGS
SCANWORLD
ZENITRON
澳娛綜合度假股份有限公司 SJM RESORTS, S.A.
WYNN PALACE 永利皇宮 COTAI
醫院管理局 HOSPITAL AUTHORITY
HONG KONG MONETARY AUTHORITY 香港金融管理局

China Corporate

国家电网 STATE GRID
中国南方电网 CHINA SOUTHERN POWER GRID
中国核工业集团有限公司 China National Nuclear Corporation
中国移动 China Mobile
中国大唐集团公司 China Datang Corporation
中国电信 CHINA TELECOM
中国航天科工集团公司 CHINA AEROSPACE SCIENCE & INDUSTRY CORP
China unicom 中国联通
中国航空工业集团有限公司 Aviation Industry Corporation of China, Ltd.
CHINA TOWER 中国铁塔
中国中化集团公司 SINOCHEM CORPORATION
中国石油
国家能源集团 CHN ENERGY
Sinopec
中国建筑 CHINA STATE CONSTRUCTION
中国交通建设
华谊集团 HUAYI
中粮 COFCO

Manufacturing

首钢集团 SHOUGANG GROUP
京东方 BOE
首钢京唐
包钢集团 BAOGANG GROUP
紫金矿业 ZIJIN MINING
中联重科
陕汽集团
山东能源集团 SHANDONG ENERGY GROUP
东风汽车 DONGFENG MOTOR
郑煤机
大疆创新
Lenovo
Haier
Midea
WANHUA 万华
UAES
金宏气体 JINHONG GAS
海康威视 HIKVISION
alhua TECHNOLOGY 浙江大华科技股份有限公司

BFSI

中国银行 BANK OF CHINA
中国平安 PINGAN
PICC 中国人民保险
中国建设银行 China Construction Bank
众安保险
天弘基金管理有限公司 TIAN HONG ASSET MANAGEMENT CO.,LTD
华夏基金
西安金融电子结算中心
中原消费金融 ZHONGYUAN CONSUMER FINANCE
上海期货交易所 SHANGHAI FUTURES EXCHANGE
ZRC BANK
浦发银行 SPD BANK
中国太平 CHINA TAIPING
華夏保險 HUA INSURANCE
昆仑健康保险
兴业银行 INDUSTRIAL BANK CO.,LTD
WeBank 微众银行
兴全基金 AEGON-INDUSTRIAL FUND
河北农信
江南农村商业银行 JIANGNAN RURAL COMMERCIAL BANK

Retail

Walmart 沃尔玛
NIKE
PORSCHE
LV
GIORGIO ARMANI
开元酒店集团 NEW CENTURY HOTELS & RESORTS
益丰大药房
MARY KAY
福佑卡车 FUYOUKACHE.COM
Beisen 北森 科技成就人才
TAL 好未来

Logistics

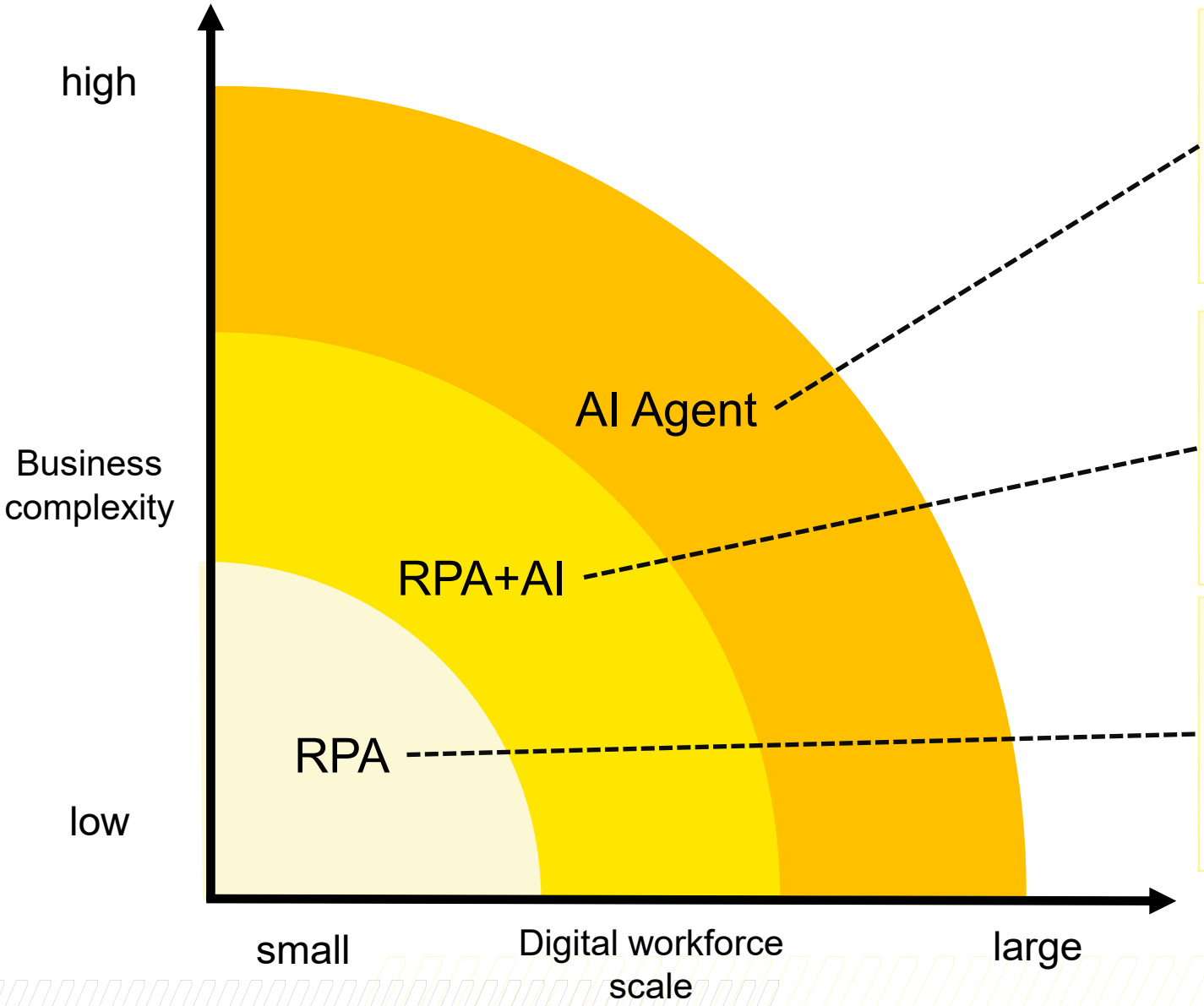
中国邮政 CHINA POST
绿城集团 GREENTOWN
DNV
ZTO 中通快递 ZTO EXPRESS
JUSDA
MILKYWAY
DIMERCO
CEVA
LONGFOR 龙湖
旭辉集团 CIFI GROUP
华夏幸福

Pharmaceutical

中国生物 CNBG
CQP
Johnson & Johnson 强生
Roche
AstraZeneca
九州通
Wyeth 惠氏
FrieslandCampina
伊利

3 Stages of Digital Workforce Deployment

LAIYE



Stage 3：AI Agent

- Each employee is equipped with a 7x24 AI Agent to help employees complete their work more efficiently and fully realize human-machine collaboration
- Application: All scenarios

Stage 2：RPA + AI

- With the help of AI, the boundaries of RPA are extended, such as intelligent document processing, intelligent question answering, etc., to realize the leap from automation to intelligence for digital employees
- Application: customer service, marketing, etc.

Stage 1：RPA

- Replace people to automatically complete high-frequency, repetitive process work, such as data capture, data entry, cross-system operations, etc.
- Application: finance, human resources, etc.

Work Execution Platform Overview – LLM-driven, 5 capabilities, 4 centers

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Interaction Layer	**Support multi-model, multi-channel conversational user interface**					
ManagementLayer Full life cycle management of digital workforce	**Demand Center** Demand collection/evaluation/approval and tracking statistics	**Development Center** Process automation development Document annotation and training Knowledge base building Data table design and synchronization	**Shared Center** Industry sharing commands Enterprise private commands Process code snippets Digital employee marketplace	**Operation Center** Condition monitoring Performance evaluation Data screen Platform management		
Action Layer Core abilities required for digital workforce	**RPA** UI automation and system integration	**IDP** Document processing automation	**AI Agent** AI Agent for enterprises with API and workflow	**Deep Reasoning** Planning, Acting, Reinforcement	**Intelligent Forms** Data query and analysis automation	**Content Generation** Generation automation of text, code, etc
Model Layer	**Access to multiple closed/open source LLMs**					

Fully meet enterprise data security and compliance requirements

LAIYE

Support multiple closed/open source large language models

Support public cloud and private deployment

Fully adapted to different chips, operating systems, middleware

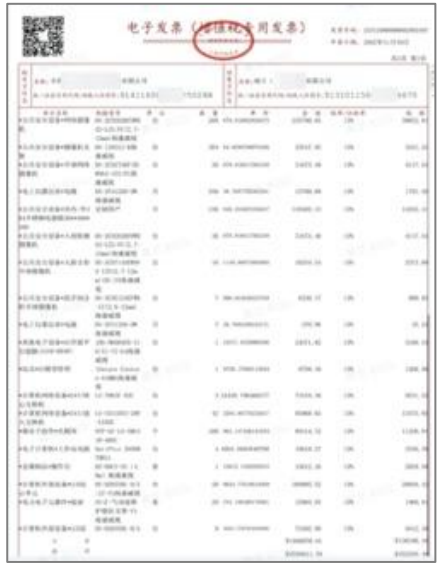
LAIYE

AI Agents for Everyone

02 Use Cases

- Contract Review
- Invoice AP Automation
- CRM Chatbot
- HR Resume Screening
- Tender Analysis

Laiye Intelligent Document Processing



LAIYE

Document types and service scenarios supported by Laiye IDP

7*24h to process all types of transaction voucher information, including but not limited to:

- Chinese invoices
- Contracts
- Customs certificate
- Overseas invoices
- Receipts
- Payment certificate
- PO
- Bill of lading
- Transport documents

Comprehensively extract transaction voucher information, classify, integrate and apply, and transform data assets into business value:

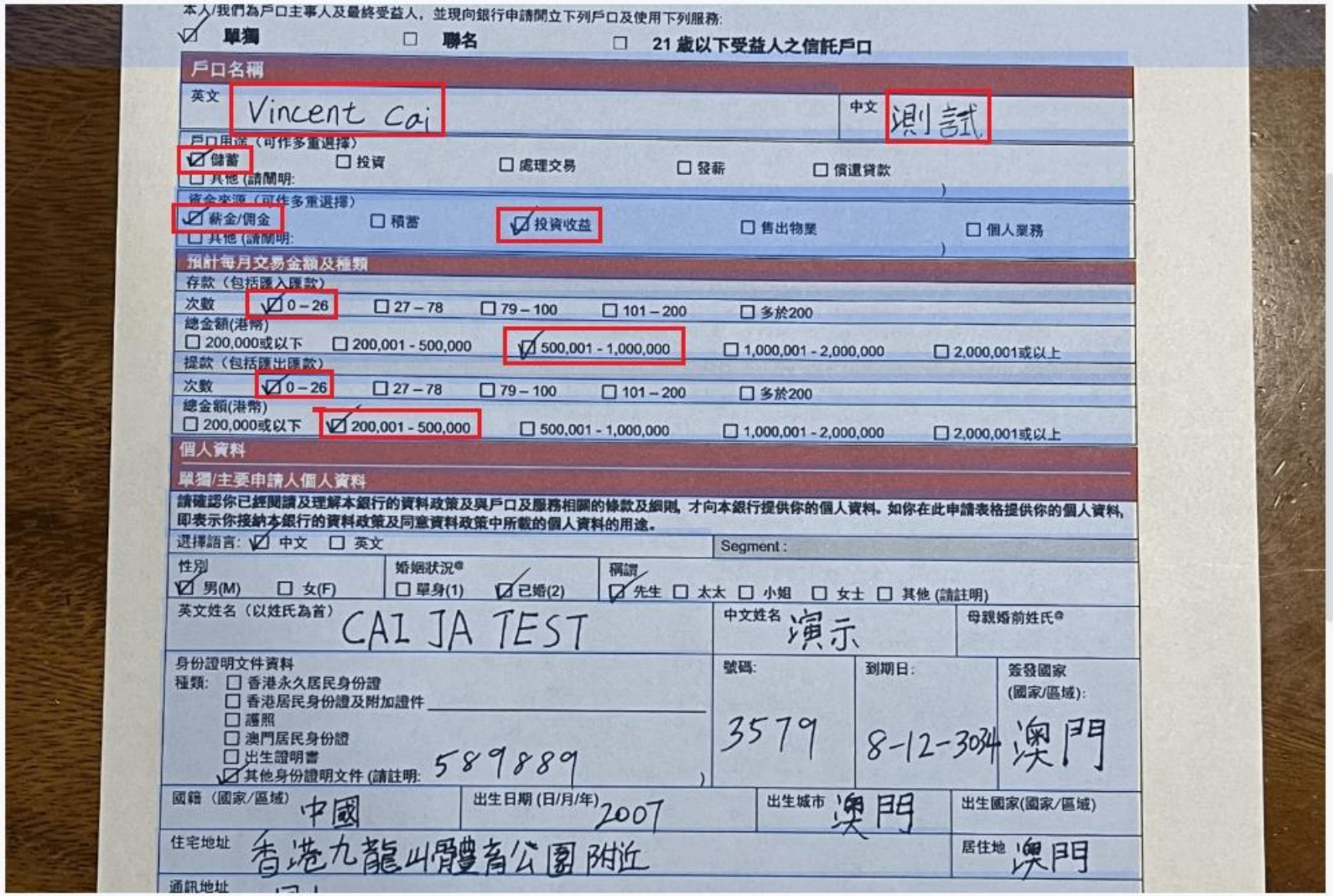
- Accounts payable
- Supplier order entry
- Automatic goods submission
- Audit of receipts
- Qualification verification

LAIYE 来也

供应商订单入库业务
IDP针对行业非标文档抽取

IDP Form Recognition - 1

LAIYE



可视化 JSON结果 问题反馈

英文 Vincent cai 中文 測試

户口用途(可作多重選擇)
☑ 儲蓄 □投資 □處理交易 □發薪 □償還貸款
□其他(請闡明:)

資金來源(可作多重選擇)
☑ 薪金/佣金 □積蓄 ☑ 投 資收益 □售出物業 個人業務
□其他(請闡明:

預計每月交易金額及種類

存款(包括匯入匯款)

次数 ☑ 0-26 □27-78 □79-100 □101-200 □多於200

總金額(港幣)
□200,000或以下 □200,001-500,000 ☑ 500,001-1,000,000
□1,000,001-2,000,000 □2,000,001或以上

提款(包括匯出匯款)

次数 ☑ 0-26 □27-78 □79-100 □101-200 □多於200

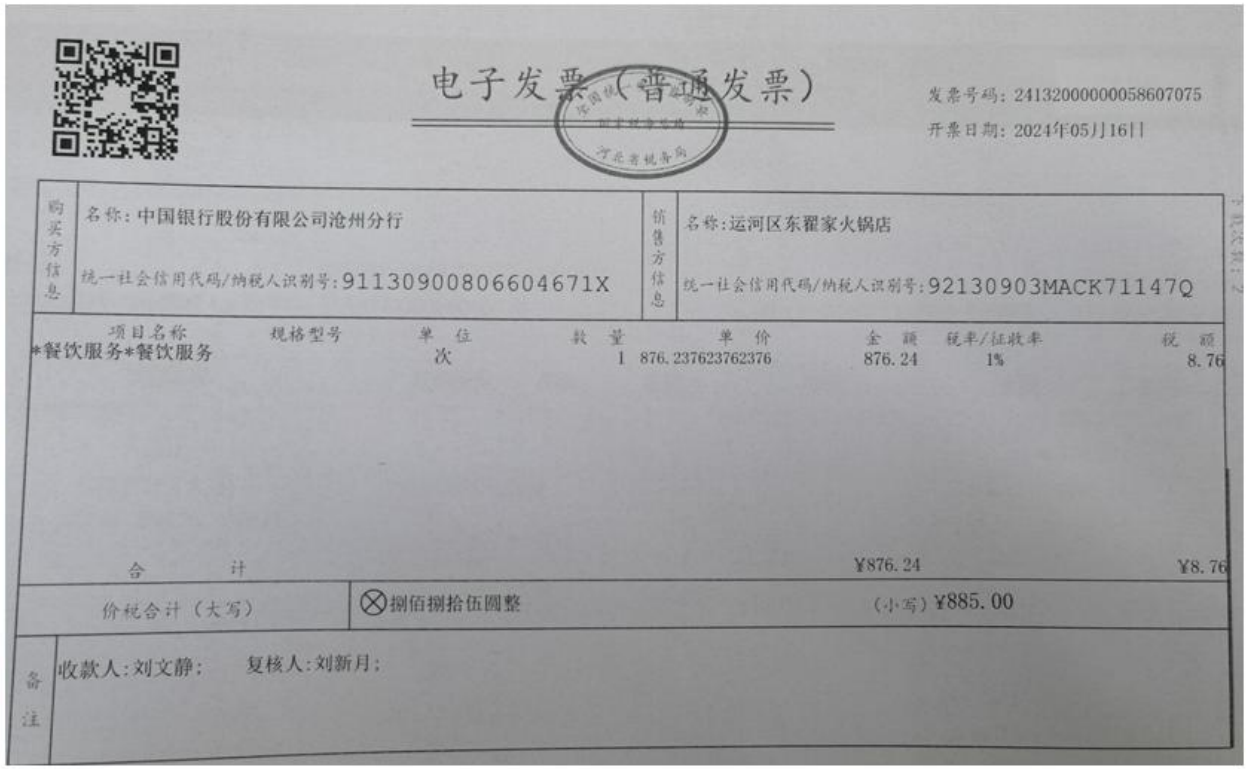
總金額(港幣)
□200,000或以下 ☑ 200,001-500,000 □500,001-1,000,000
1,000,001-2,000,000 □2,000,001或以上

IDP能力-發票識別

使用IDP預訓練的發票模型可以直接識別發票內容進行發票驗真，並且可以校驗發票的金額等內容與支付憑證等內容的一致性

可以識別的發票包括增值稅普通發票，電子發票（普通發票）等

增值税普通发票



电子发票（普通发票）

IDP能力-自訓練抽取-POS支付憑證（一種類型多種格式）

支付憑證中的POS支付涉及20多種，每個支付機構的小票都需要提供20張以上的樣本進行訓練。

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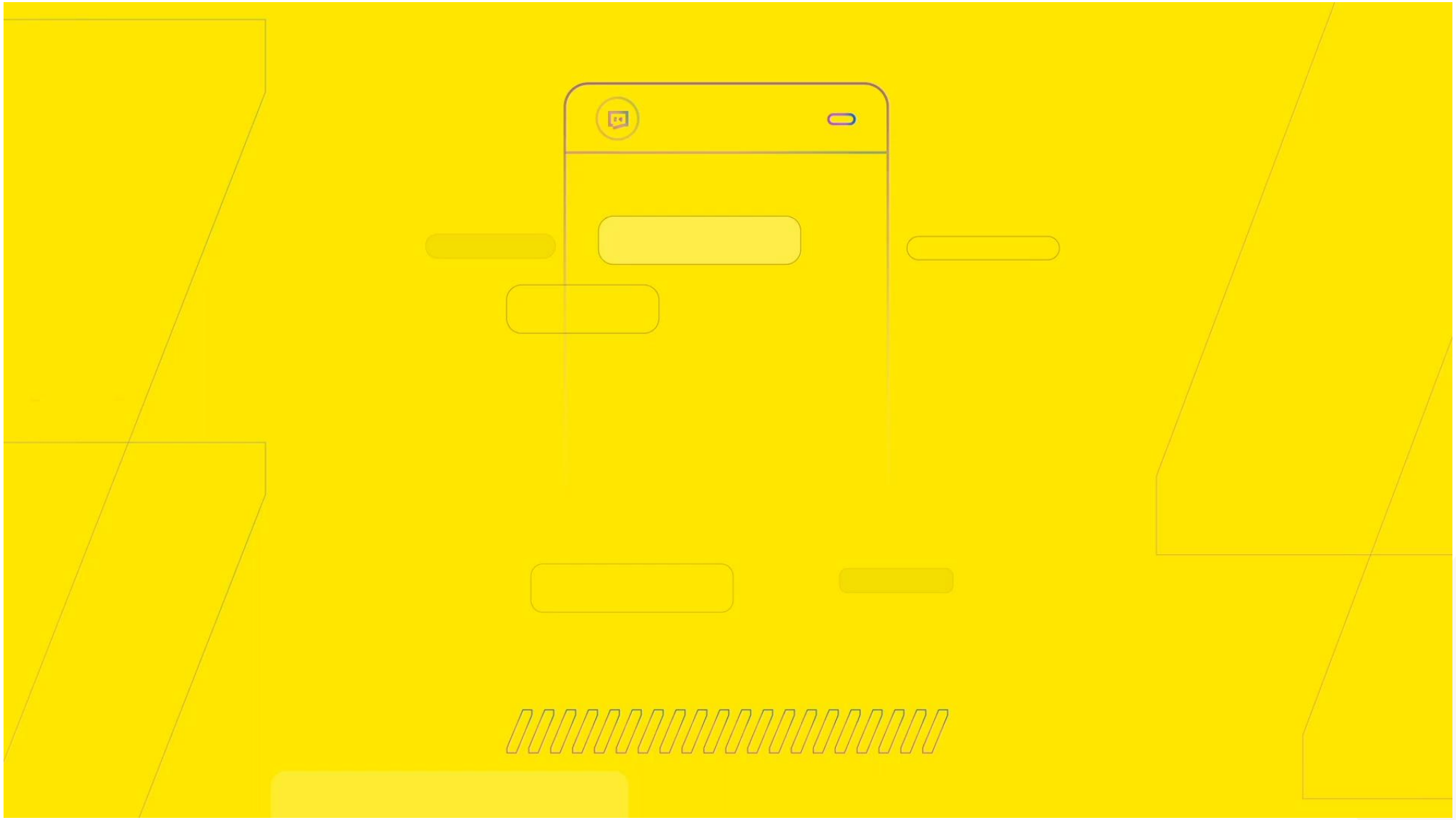
LAIYE

How to set up a "Document Review Assistant" in the IDP Hub

Digital Workforce with AI Agent

LAIYE



HR Resume Screening Agent

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Background

1x HR Staff daily routine:

- Reply to messages from **200 candidates**,
- Search for **40 suitable candidates** and communicate
- them one by one to get **10 valid resumes**

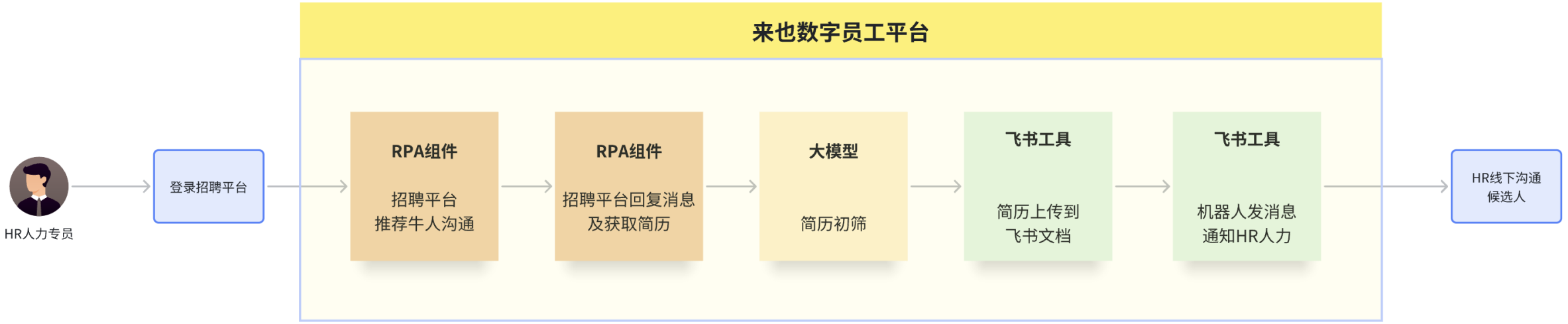
According to the content of the resume, **4 candidates** were selected for telephone communication

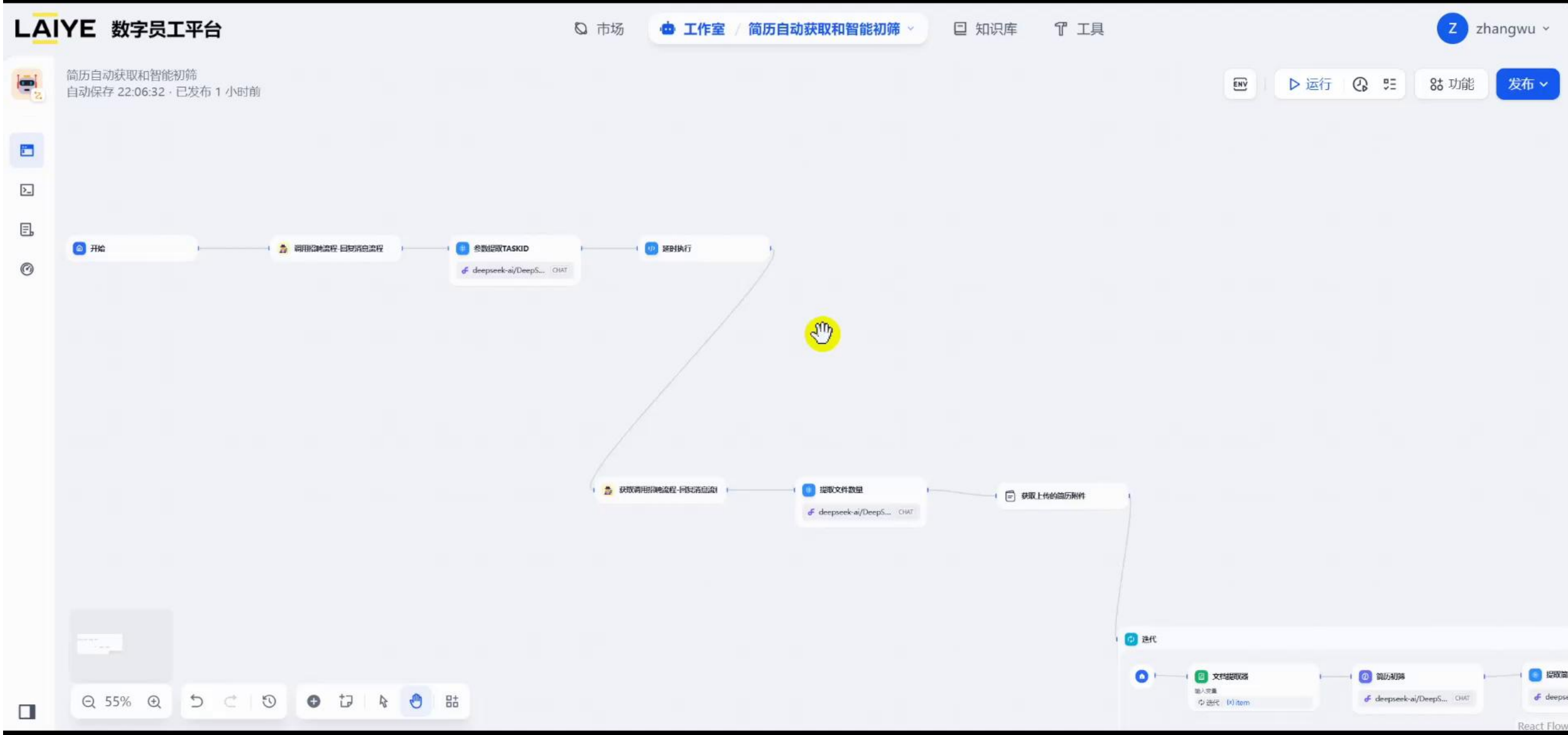
Benefits

200% increase in the number of valid resumes
50% increase in the progress of telephone communication

- Automatically reply to 200*8 candidate messages, maintain a 1%
- conversion rate, and get 16 valid resumes
- HR has time to do things that convert higher, and the number of candidates searched increases to 80

The number of candidates who have time to communicate can be increased to at least 6




LAIYE 数字员工平台
市场
工作室 / 简历自动获取和智能初筛
知识库
工具
zhangwu
简历自动获取和智能初筛
自动保存 22:06:32 · 已发布 1 小时前
ENV
运行
功能
发布
开始
调用招聘流程-回复消息流程
参数提取TASKID
deepseek-ai/DeepS... CHAT
延时执行
获取调用招聘流程-回复消息流程
提取文件数量
deepseek-ai/DeepS... CHAT
获取上传的简历附件
迭代
文档提取器
输入变量
迭代 item
简历初筛
deepseek-ai/DeepS... CHAT
55%
React Flow

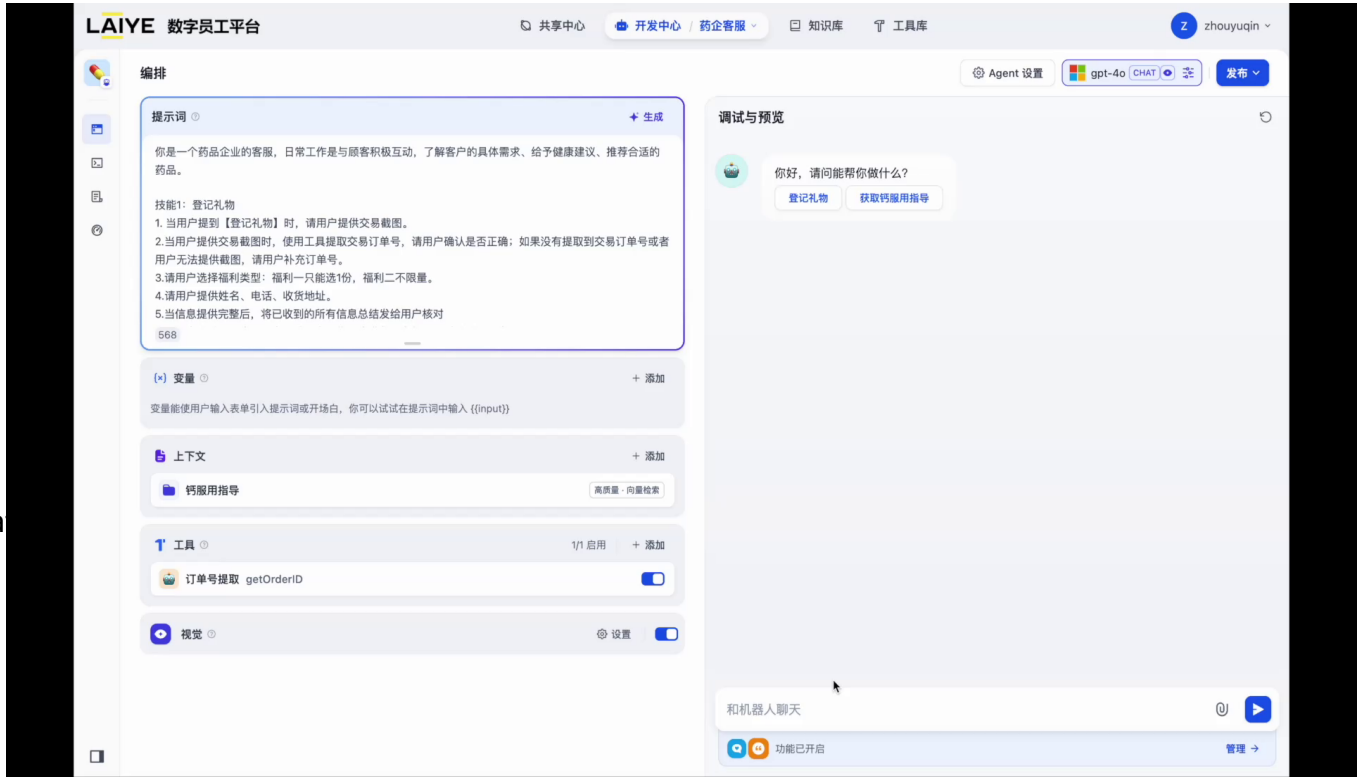
AI Agent – Customer Service Agent CRM

Pain Points

A pharmaceutical company will have a professional **customer service team (about 20 people)** to take the initiative to **contact the customer (about 400k), provide health guidance** and **recommend products** to facilitate the customer's second purchase.

1. The service level is not up to standard, some may lead to losing business

2. As pharmaceutical companies **open up more sales channels** and provide more products and services, current customer service team is already working at full capacity and cannot cope with the larger traffic.



Solution

1. Train a large model based on the customer's **product service manual**, so tha the large model can replace manual customer service to provide professional health guidance for customers

2. Train the large model based on the **customer's product manual**, so that the large model can answer the customer's questions about the product **and recommend the product** according to the customer's own situation

3. Train a large model based on **the customer's order information**, so that the large model can accurately extract the customer's order information and identify the products purchased by the customer, so that the follow-up service can focus on the products that the customer buys and cares about.

AI Agent – Contract Review Agent

Multinational manufacturing Industry leader

Presence (Country)
180+

2023 revenue (billion)
30+

Contracts (copies) annually
Overseas contracts: 70,000
Domestic contracts: 160,000

- **Commercial Department: Undertake the overseas and domestic contract processing work of the company's sales department**
- **Personnel: 40 people in total, of which 28 are working on domestic contracts and 12 are working on overseas contracts.**
- **Scope: including contract review and contract information**

Job Description 1: Review the overall legal risk of the contract

Contracts related to hardware products, software products and services need to be checked for different types of contracts. The standard contract is revised 2-3 times a year

Job Description 2: Proofreading of the terms of the standard contract

There are a large number of standard clauses in overseas and domestic contracts, and need to be compared one by one.

Job Description 3: Comparison of contract versions

The contract is revised back and forth between the customer and the commercial department, and the content without revision marks needs to be manually compared with the version.

Job Description 4: contract information entry

After the contract is finalized, the contract information needs to be manually entered into the contract management system for archiving, which is convenient for subsequent statistics and analysis

The complexity of contract review

合同签订地：杭州市滨江区

需方：**必填项**　　供方：**必填项**

联系人：**必填项**　　联系人：**必填项**

联系地址：**必填项**　　联系地址：**必填项**

供需双方本着平等互利、协商一致的原则，签订本合同，需方保证所订货物用于_**必填项**_省项目，合同评审编号为_____**必填项**_____，最终用户为**必填项**，以资双方信守执行。

第一条 货物名称、型号、数量、金额（人民币元）

本合同总价款_**必填项**_元，具体产品清单如下

1.1 实物产品

产品名称	型号	单位	
必填项	**必填项**	**必填项**	
合计（大写）			

1.2 软件产品

产品名称：_**必填项**_规格型号：_**必填项**_合计金

物料清单	型号
必填项	**必填项**

Check the required fields

3

3.1 实物产品的交付：

1) 发货需求时间：☐ _____年_____月_____日

系统设定逻辑：二选一即可，必选其一，勾选年月的选

2) 是否齐套发货：☑ 是　☑ 否

系统设定逻辑：二选一即可，必选其一；

3) 交货地点：☐ _____省_____市_____区（县）

系统设定逻辑：两个选项有选项一项即可，也可两项都

4) 收货人：_____　收货联系电话

系统设定逻辑：如果勾选了详见发货清单选项收货人和

横线处不能为空值，进行必填项校验。对收货联系电话

式，手机号码格式 1 开头的 11 为数字，座机为 3 位或 4

见分隔符，/、；空格 或中文汉字“或”

5) 运输方式：供方自行选择合适的货物运输方式。

Logical audits

第六条 验收、质量保证与技术服务

6

6.1 关于实物产品：需方应在收货时仔细核对产

收。若需方于收货后十天内未以书面形式提

版本、数量、质量已通过验收。供方保证所

料制造，并符合合同约定的质量、规格和性

系统设定逻辑：全条款比对

6.2 实物产品免费质保年限详见

https://support2.dahuatech.com/policy/

之日起或视同签收之日起计算。质保期内，因

超过质保期后，实物产品出现故障需维修或

物产品的退货：非因质量问题供方原则上不

退货费用后，双方签订退货协议；需方不得

退货，需方必须退回发票或提供红字开票通知单。

系统设定逻辑：全条款比对

comparison of all clauses

1. Terms of Trade	FOB China
2. Payment Terms	TT IN ADVANCE
3.Time of Shipment	After the products are ready.
4.Consignee	TEST-00001 BHD
5.Shipping address	0510,051000000,0510,33333,0510,Kuala Lumpur,Malaysia,
6. Partial Shipment	Allowed

8. Tax
All payment to be made by the Buyer to the Seller under this contract shall be paid without any set-off, counterclaim or deduction. In case the withholding tax is required by the applicable laws, the Buyer shall bear such withholding tax. The Buyer shall be responsible for obtaining the tax clearance certificate from the competent tax authority and provide it to the Seller within 60 days after the payment is made.

9. Discount The discount (if any) shall be effective after export declaration of all the products hereunder. If partial shipment is applied, the effective date is the date of export declaration of the last product hereunder.
In case the discount is used and any product hereunder is returned upon the Seller's prior written consent, the refund price of such product shall not be higher than the discounted price of such product.

10. Warranty
Defective products will be serviced by the Seller according to its latest RMA policy. Notwithstanding the preceding sentence, if the Buyer has signed a warranty agreement (e.g., an After Sale Service and Warranty Agreement) with the Seller, the terms of such warranty agreement shall prevail.

11. Delivery
For hardware products, the Seller shall deliver the products to the Buyer or the third party designated by the Buyer.
For software products, the Buyer agrees to obtain license keys and download the software products via the license management platform (dsslic.The Sellersecurity.com) and any actions conducted under the Buyer's account via the license management platform express the real intention of the Buyer and legally binding on the Buyer. The software products are received and accepted by the Buyer when the Buyer clicks "Confirm" at the bottom of the pop-up window "Software Acceptance". The Seller may send emails with the keys of the software products to the Buyer's email address with mail suffix [jin_qiang1@dahuatech.com; 41693555@qq.com; wade.bender@dahuatech.com; 23dddd@23.com; ; 555; 44; 654654; ; 31231; rewrwe@dahuatech.com] as another delivery method of software products. The Buyer shall reply the Seller's email as the confirmation of software products receipt. If the Buyer fails to give any objection by replying the Seller's email within 3 working days after the delivery of the Seller's email, it shall be deemed that the Buyer has accepted the software products.

12. Liability and Indemnification
In no event shall the Seller be liable for any indirect, incidental, special, consequential or punitive damages in connection with or arising out of this transaction. The Buyer's sole remedy shall be, at the maximum, the recovery of original purchase price minus any discounts and/or credits.
Notwithstanding anything to the contrary in this contract, in no event will the Seller be obligated to defend or be liable for losses if the damages, fines, costs, and expenses: (i) are related to any materials or intellectual property rights procured by the Buyer from a third party, (ii) arise out of compliance with the Buyer's specifications or requirements, or (iii) result from an addition to or modification by the Buyer or any third party in a manner to become defective or infringing, or (iv) result from a combination of the above mentioned products with other products or items developed or made by third parties if such defective

Multi-language contracts

Contract Document Comparison

Provide a comparison tool between documents, users can upload the previous and subsequent versions of the contract (photocopy or word) for comparison, and quickly obtain the difference content of the document

AI Agent – Bid Evaluation Agents

LAIYE

The realization of intelligent bid evaluation business is supported by two parts, one part provides mutual support, and the other part provides business capability support.

Interface interactive support: the interactive layer is responsible for displaying intelligent bid evaluation results and uploading bidding documents to users, focusing on user ease of use design.

Business capability support: The capability layer, according to the business rules of intelligent bid evaluation, realizes the verification of bids, and provides the intelligent audit results of verification items to the interactive layer.

Bid Evaluation Agents

Process

Tender submission	Review intelligent audit Record	Compliance checking	Project review data analysis
Home	Tender review	Audited lists	Dashboard

Business Function

• Respondent name consistency • Signature and seal compliance • Authorized by the legal representative	• Business License Corporate Financial Compliance • Credibility Review Performance Qualification	• Contract Terms Compliance Checking	• Bidding analysis through pricing, performance, legal status, company profile, technical, business continuity, etc.
Upload platform	Ability to qualify	Review capabilities	Data analytics

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  - 5. 投标文件的递交
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    - 2.1 招标文件的组成
    - 2.2 踏勘现场
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