



Business innovation that works
in the real world.

Founded in 2020 by serial entrepreneur Raj Vattikuti, Calibo is a business innovation company that focuses on turning ideas/use cases into production-ready outcomes built to close the gap between enterprise technology investment and the people closest to the business problem. Headquartered in Southfield, Michigan, with deep engineering roots in India, Calibo works inside the most compliance-intensive industries — financial services, healthcare and pharma — turning fragmented systems into a governed foundation for AI at scale.

350+

FTEs across
multiple countries

30+

Gartner
mentions

150+

pre-built
integrations

Three engines power every engagement:



**Business Innovation
Methodology**



**Business Innovation
Sandbox**



**AI expertise &
Talent**



HOW CALIBO WORKS — 01

Business Innovation Methodology

A structured, standards-aligned path from idea to production — in weeks, not quarters.

Most enterprises don’t have a technology problem — they have a distance problem: the people who understand the business are disconnected from the people who build. Calibo’s methodology closes that gap with a repeatable, SDLC-aligned sequence that lets business and IT move at the same time, not in sequence.

- 1

Central Data Platform

Raw data from Snowflake, Databricks or an existing data mesh is organized into a governed semantic layer for structured data, plus a knowledge graph / embeddings layer for unstructured content.
- 2

Domain Data Products

The platform layer is extended use case by use case across each business domain, so every team works from the same trusted foundation.
- 3

Business Innovation Sandbox

Business teams break big problems into bite-sized use cases and prototype, validate and measure outcomes in a governed environment — without touching production.
- 4

Production

Validated use cases graduate into production with governance built in from day one — driving measurable operational efficiency and reduced technical debt.

Workflows are mapped end-to-end and legacy tooling is retired first — agents are introduced only where they demonstrably add value, not by default.

8–10 wks

idea to
deployment

Stepwise

risk-reduced
delivery

Reusable

APIs, data models,
ML algorithms

Clear KPIs

measured &
validated outcomes



HOW CALIBO WORKS — 02

Business Innovation Sandbox

The AI Sandbox: a governed space to build, without the risk of production.

The Sandbox is a controlled environment that mirrors production data and systems while staying fully isolated from them — so business and engineering teams can prototype AI and data products at speed, with governance built in rather than bolted on afterward.

Five core components

- **Internal Developer Portal (IDP)**
Self-service orchestration for every team building in the Sandbox.
- **Data Fabric Studio (DFS)**
Data management and governance across every connected source.
- **Product Release Orchestration**
Lifecycle management from prototype to production release.
- **Software Engineering**
Automation and reusability built into every use case built.
- **Data Engineering**
Instant data availability with quality assurance enforced upstream.

Governance, built in from day one

Role-based access · Data masking · Policy enforcement · Full audit trail · Configurable LLM routing — any model, any provider, governed the same way.

8 wks

prototype to launch
(vs. 9–12 months)

~40%

lower development
cost

50%

faster delivery,
up to

150+

pre-built
integrations

Every validated use case becomes a reusable asset in the Calibo use case bank — the starting point for the next engagement, not a one-off build.



HOW CALIBO WORKS — 03

AI Talent — the Calibo AI Academy

Enterprise-ready AI practitioners, built on a curriculum — not a resume.

Calibo rejects the ‘years of experience, tools known’ hiring model. The AI Academy pairs young engineers with no legacy baggage, domain practitioners who understand the business, and engineering leaders who build the environment — all trained on the same methodology and Sandbox used with customers.

Three integrated engines

- **Applied AI curriculum**

AI, ML, GenAI, RAG and agents — taught against real enterprise problems.

- **Methodology certification**

Every learner is certified on the Business Innovation Methodology.

- **Live Sandbox practice**

Hands-on build inside the same governed Sandbox used with customers.

How the program runs

100% in-person cohorts · Saturday Master Classes with enterprise practitioners · real enterprise workflows, not classroom simulations.

30+

college MOUs
(Andhra Pradesh)

60+

students placed
across 2 cohorts

~65%

combined
placement rate

Govt.

of Andhra Pradesh
partner

The same talent model that trains new graduates also upskills enterprise teams — closing the campus-to-workplace and IT-to-AI readiness gaps with one program.



GCC SUMMIT USE CASE — 1 OF 7

Customer Onboarding Due Diligence Evaluator

Chief Risk Officer / Chief Compliance Officer, Wealth Management

The situation

Enhanced Due Diligence used to mean weeks of manual document handling, rule-based scoring throwing up false positives, and a chain of senior approvals — while the board asks for onboarding velocity and regulatory exposure control in the same breath, two goals that used to trade off against each other.

How it works

Identity and KYC clear automatically; sanctions and adverse media screening runs in the background; a risk score appears with its reasoning attached — a narrative compliance can question and trace. Complex cases are prepared, not approved: source-of-wealth and ownership structure are surfaced so the human reviewer starts from an answer, not a blank file.

The close

“Speed and defensibility are no longer a trade-off — they're the same decision.”

The proof

Same-day–2 days

standard DD
(was weeks)

5–10 days

EDD
(was 30–60+ days)

+45%

continuous adoption
by compliance

Full trail

audit-ready,
every decision





GCC SUMMIT USE CASE — 2 OF 7

Application Discovery Accelerator (Knowledge Graph)

Chief Information Officer / Chief Technology Officer

The situation

Every modernization business case hits the same question: how do we actually know what depends on what? A decade of undocumented integrations, shadow APIs and tribal knowledge sits between current state and the migration plan — and every RFP starts with a multi-month, multi-consultant discovery phase before a single line of legacy code is touched.

How it works

The Accelerator ingests the estate itself — dependencies, APIs, data flows — and turns it into a knowledge graph the business can query directly. A plain question about a downstream system gets a traceable answer, not a diagram someone drew from memory six months ago.

The close
“The business use case — understanding the estate — comes first; the tech upgrade follows from it.”

The proof

Faster

lower-risk modernization

Reusable

knowledge graph, not a one-off

Governed

map of the actual estate

Compounding

context for every future AI initiative





GCC SUMMIT USE CASE — 3 OF 7

Enterprise Knowledge Copilot

Chief Operating Officer / Chief Human Resources Officer

The situation

New hires spend their first six weeks learning where things live, not learning the job. The real cost isn't ramp time — it's decisions made on incomplete information, because a dozen systems of record don't talk to each other in a way a person can use under time pressure.

How it works

An employee asks a plain-language question — the kind they'd normally escalate three levels up — and gets a grounded answer with the source attached, pulled from policies, systems and documents via the semantic layer and knowledge graph underneath. No hallucinated confidence: every answer traces back to something real.

The close
“The connective tissue use case — the one that makes every other AI investment compound instead of standing alone.”

The proof

Less search

reduced manual effort
finding information

Faster calls

more consistent
decisions, team-wide

One context

veteran and new hire
draw from the same source

Shared core

same foundation as
every other use case





GCC SUMMIT USE CASE — 4 OF 7

AI Demand Forecasting Accelerator

Chief Supply Chain Officer / Chief Operating Officer, Retail or Manufacturing

The situation

A stockout on a hero SKU during peak demand, and — three aisles over — an overstock on something nobody wants. Planners are good at their jobs, but they’re running spreadsheets and heuristics built for half the current SKU count and half the channel complexity.

How it works

Product-store level forecasts run continuously against live sales and inventory data, adjusting for promotions and seasonality without a planner touching it. A planner can override any recommendation with judgment the model didn’t have, in seconds, through a conversational interface instead of a ticket.

The close

“The number the board actually cares about — service level — without adding headcount to get there.”

The proof

-30%	-25%	-20%	8–10 wks
stockouts	overstocks	lost sales	deployment window





GCC SUMMIT USE CASE — 5 OF 7

AI Powered Sales Intelligence

Chief Revenue Officer / Chief Commercial Officer

The situation

Every account manager has a different sense of which accounts are ready for cross-sell, and none of it is grounded in the commercial data the company actually has — tribal instinct dressed up as strategy. More enablement, better dashboards and more coaching haven’t closed the gap, because the data was never in the moment with the rep.

How it works

A recommendation surfaces directly inside the account manager’s existing workflow, not a separate dashboard nobody opens: this account is ready for a specific cross-sell, here’s the pricing and margin context, here’s why.

The close

“The single largest, least ambiguous number in the portfolio — exactly what defends the AI budget line to the board.”

The proof

\$700M

revenue impact,
one deployment

70%

first-time
acceptance

85%

account manager
adoption

-47%

non-selling
admin time





GCC SUMMIT USE CASE — 6 OF 7

Intelligent Order Validation Copilot

Chief Operating Officer / Chief Financial Officer

The situation

An order is stuck — again. Credit status, contract terms, pricing agreement and product availability each need a manual check across four systems before release, replaying hundreds of times a week — and DSO won’t improve even though the sales team says pipeline is healthy, because the problem sits upstream of finance entirely.

How it works

Routine orders are pre-validated — customer, contract, pricing, inventory, compliance — and released automatically in seconds. Real exceptions, like “price differs from contracted price by 8%,” are routed to a human with the reasoning attached, so what reaches a person is worth their time.

The close
“Module one of order-to-cash — billing and revenue-leakage intelligence come next.”

The proof

-30–50%

validation
effort

Faster

order
release

Fewer errors

pricing
accuracy

Consistent

policy applied,
any analyst, any shift





GCC SUMMIT USE CASE — 7 OF 7

AI Driven Digital Healthcare

Chief Medical Officer / Chief Financial Officer, Health System

The situation

Physician burnout keeps getting worse, and documentation is always the culprit. Down the hall, a rising claims denial rate is eating into margin faster than any cost-cutting initiative can offset — two problems that look unrelated but are both downstream of the same administrative burden that point solutions never fixed.

How it works

Ambient documentation captures the patient encounter in real time, freeing physicians from after-hours typing. In the same system, predictive analytics flags a claim likely to be denied before it's ever submitted — catching the problem when it's cheapest to fix, not after a 60-day appeals cycle.

The close

“Clinical experience and financial performance move together once the administrative burden is what actually gets fixed.”

The proof

-10–30%	-15–40%	+5–15%	Lower burnout
claim denials	faster reimbursement	revenue capture	less cognitive load at point of care





Leadership



Raj Vattikuti

Founder & Executive Chairman

Serial entrepreneur and philanthropist with 40+ years building enterprise technology and services companies, including Altimetrik, Covansys and Synova. Engineering degrees from Wayne State University and the College of Engineering, Guindy. Founded the Vattikuti Foundation (1997), focused on healthcare and poverty alleviation in Michigan and India. Raj built Calibo on a simple conviction: dreams remain dreams until you face the obstacles standing between you and them — so Calibo builds the sandbox that lets enterprises face theirs.



Scott Sandschafer

Chief Executive Officer

Scott leads Calibo’s go-to-market and delivery, bringing more than a decade of enterprise technology leadership as the former global CIO of Novartis and Fiat Chrysler. Having sat on the customer side of the table inside two of the world’s most complex regulated enterprises, he built Calibo to make innovation work inside real constraints, not around them. Mechanical Engineering graduate, University of Illinois at Urbana-Champaign.

“Calibo makes innovation work in the real world.”

Learn more

ET GCC Summit 2026 · calibo.com

