

# FORGE



# WORKS

*Helping businesses forge AI skills and mastery  
through deliberate practice*

AI Skills Development Programme with AWS



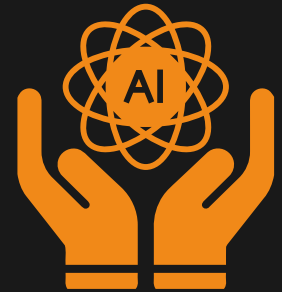
# Agenda

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- 01 What is AI ForgeWorks
- 02 Overview and features
- 03 How AI ForgeWorks is delivered
- 04 Pricing
- 05 Why partner with Melio AI

# The AI Capability Gap



## LACK OF A CULTURE OF EXPERIMENTATION

Fear or a lack of AI understanding leads to rejected initiatives, preventing teams from gaining hands-on experience and developing AI capabilities.



## TRAINING IS TOO THEORETICAL

Traditional AI training lacks real-world application and continuous, deliberate practice, leaving teams without the hands-on experience needed to build practical AI capabilities.



## SLOW DECISION-MAKING & INTERNAL PROCESSES

Complex internal processes and administrative overhead slow down AI initiatives, reducing opportunities for teams to experiment, learn, and grow AI skills internally.



## SILOED AI TRAINING LEADS TO MISALIGNMENT

AI training happens in silos, leaving leaders and delivery teams misaligned. The result is AI projects that lack strategic direction, business adoption, and real-world deployment.



## LACK OF AI DEPLOYMENT

AI skills development stalls when teams focus only on building point solutions without deploying and operationalising them in real-world environments.



## UNSTRUCTURED OR ADHOC LEARNING

AI training often lacks a clear career path and practical exposure, leaving teams without a structured way to develop and apply their skills.

# What is the AI ForgeWorks?



A **hands-on**, structured program powered by **AWS**, designed for **business users** and run in regular **cycles** to guide teams from idea to deployed AI solutions through **deliberate, repeated practice**.

With the scalability and reliability of AWS, your staff don't just build AI—they **forge lasting skills**. Teams learn to identify opportunities, engage key stakeholders, deploy solutions seamlessly on AWS, and **manage AI as a product** that drives real **business impact**.

“

*The most successful AI teams aren't just the ones with the best data scientists - they're the ones who **practice, iterate, and integrate AI** into real business workflows.*

*Merelda Wu - Co-Founder of Melio AI*

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# Why Now?

AI adoption is a **business imperative**. Companies that fail to develop internal AI capability risk falling behind.

## AI READINESS

“  
**75%** of executives believe AI will transform their industry, but only 10% have deployed AI at scale.  
(McKinsey, 2024)

**60%** of jobs will require AI fluency by 2027.  
(World Economic Forum, 2023)  
”

## AI FORGEWORKS IMPACT



### Accelerate AI Adoption

Faster, more effective AI integration into business operations.



### Cost & Revenue Impact

Reduce manual inefficiencies, unlock new revenue streams and increase workforce productivity.



### Lower AI Project Failure Rates

AI solutions are built, adopted, and deployed, not abandoned.

## WHAT WILL YOU DO?

### Nothing - Wait and See

AI remains siloed, underutilised, and disconnected from business impact.

### Stick With Traditional Training

Theory-heavy, no deployment, and no measurable impact.

### Start AI ForgeWorks Today

Hands-on AI, deployed solutions, and long-term internal expertise.

# Repeatable Cycles, Iterative Growth

## 1 - SPARK

Identify & prioritise high-impact AI challenges and formation of cross-functional teams.



## 3 - TEMPER

Test, refine, and validate solutions through actual user feedback.



## 5 - WIELD

Apply AI expertise to new challenges, scale successful solutions, and convert experience into applied expertise.



## 2 - FORGE

Rapidly build and prototype AI solutions through hands-on sprints.



## 4 - SHARPEN

Sharpen skills by deploying and publishing AI solutions, making them visible and usable for others.

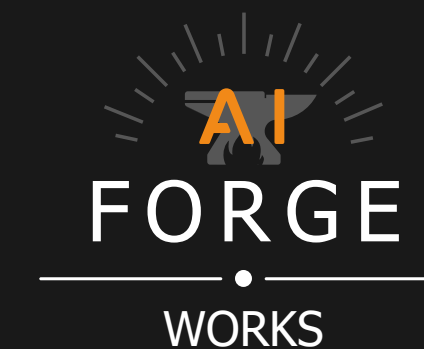


## LEVEL UP

Increase capability and level up from Apprentice to AI Smith.



# Gain Valuable AI Experience



## LEVEL UP

Increase capability and level up from Apprentice to AI Smith.

### AI SMITH



A skilled AI practitioner, experienced in designing, building & refining a range of AI and GenAI solutions in AWS.

**Time at Level:** 5+ ForgeWorks cycles (~12 to 24 months)

### AI ARTISAN



Designing AI solutions for scale, mentoring teams, driving consistency.

**Time at Level:** 4-5 ForgeWorks cycles (~9 months)

### AI JOURNEYMAN



Building small AI solutions independently, refining skills with feedback.

**Time at Level:** 3 ForgeWorks cycles (~6 months)

### AI APPRENTICE



Learning AI and AWS fundamentals, participating in guided AI projects built using AWS and related services.

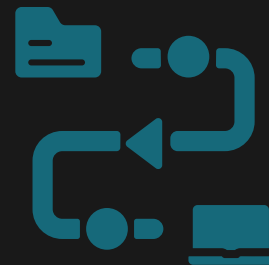
**Time at Level:** 1 ForgeWorks cycle (~3 months)

# Example of the Types of Skills Gained



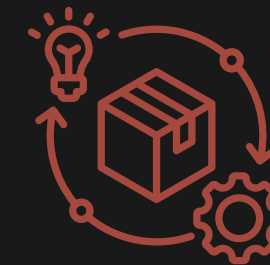
## TECHNICAL

- AWS Cloud Services such as Lambda, S3 storage and API Gateway
- Python
- Gradio for AI applications
- Git and source control
- APIs and endpoints
- Deployment



## AI & AUTOMATION

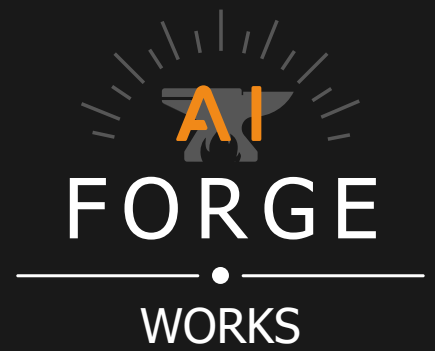
- Databases, CSVs and other data types
- Data pipelines and automation
- AWS ML managed services such as Textract, Rekognition, Bedrock, SageMaker etc
- Working with LLMs (OpenAI, Anthropic and more)
- AI agents and chatbots



## PRODUCT

- Solution architecture and design
- MIRO or similar design tools
- Cost and commercial modelling
- Managing user feedback
- Agile planning and delivery
- Highwind packaging and documentation

# AI ForgeWorks Structure



## FACILITATION & COACHING

Melio AI

- ForgeWorks iterative programme facilitation
- Structured learning plan
- AI coaching, mentoring and advisory
- AI and AWS best practices in AI, GenAI, MLOps development

## SKILL BUILDING AND GROWTH

Client Teams

- Beginner to experienced AI practitioners
- Teams composed of members from business and technical backgrounds
- Mix of junior to senior business experience

## SUPPORT AND COMMUNICATION

The Guild

- All participating members of the programme
- Community to enable openness, knowledge sharing, collaboration and mentorship
- All programme facilitation and delivery is managed through this Guild and related tools

## VISIBILITY AND DEPLOYMENT

AI Marketplace

- Private AI marketplace for publishing AI solutions produced through the programme
- Builds a product-mindset for AI solutions
- Creates high visibility within the programme and the broader organisation

# Features

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Hands-On AI  
Mastery

1

Guild-Driven  
Collaboration

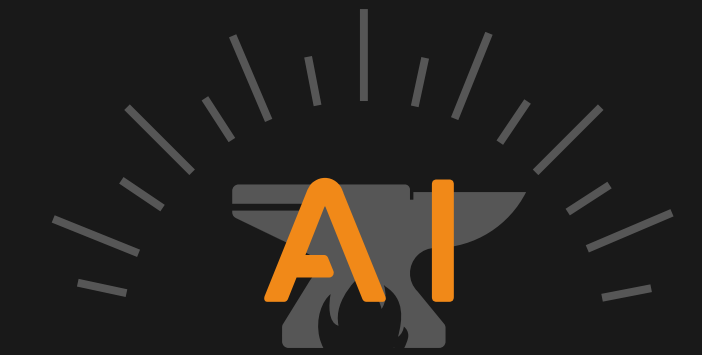
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Product Mindset  
& Focus

3

Continuous Learning  
& Iteration

4



# FORGE

WORKS

5

Real-World AI Use  
Cases

6

Highwind Deployment  
for Visibility

7

AWS Skills  
Development & Mastery

8

AI Culture &  
Embedded Capability

# Programme Delivery



8 weeks

8 weeks

8 weeks

## AI ForgeWorks Cycle 1

Team 1

Team 2

Team n

Spark

Forge

Temper

Sharpen

Wield

Level Up

## Cycle 2

Start new  
ForgeWorks  
cycle

## Cycle 3

Start new  
ForgeWorks  
cycle

## Guild

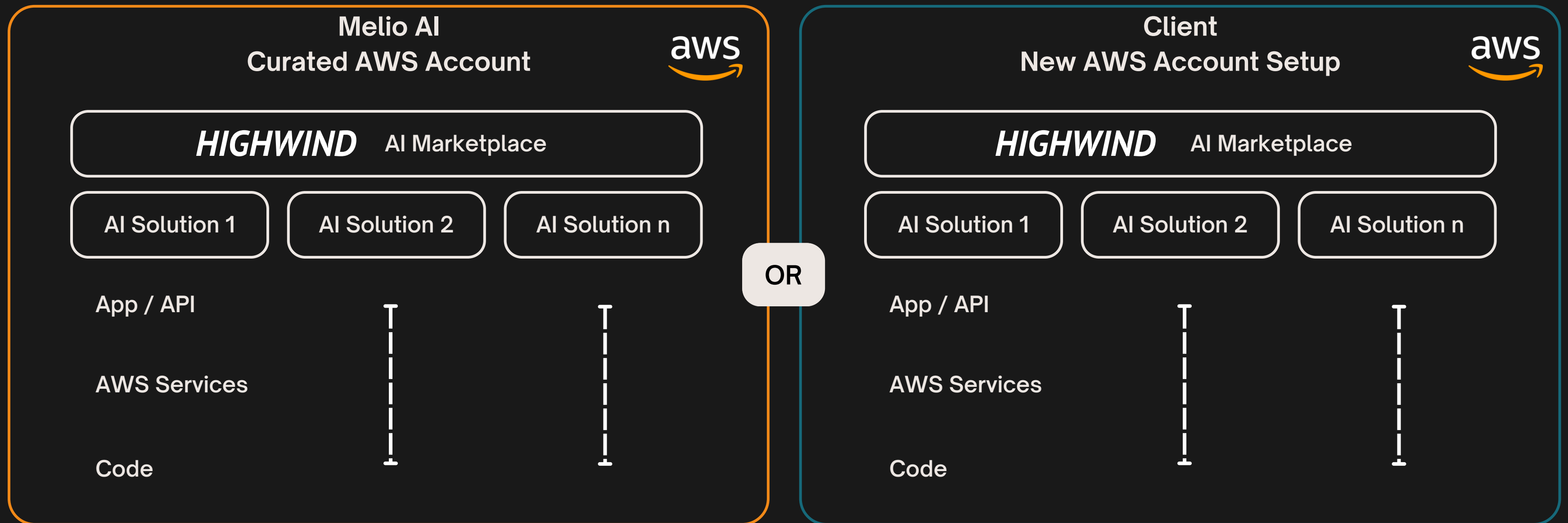
Support | Mentoring | Communication | Tools | Practices

## Highwind AI Private Marketplace

Productised AI Solutions | Publish | Showcase

# Seperated AWS Environment

The programme can be delivered through a Melio curated AWS environment or through an AWS account setup by the client.



# Pricing



## PILOT

ZAR

3 month cycle

**Contact Us**

Implement initial programme and measure business value. Refine programme for broader rollout.

## STANDARD

ZAR

6 month cycle

**Contact Us**

Rollout programme to additional AI teams and implement programme reporting and guild collaboration.

## SCALED

ZAR

12 month cycle

**Contact Us**

Strategic rollout of programme with customisation, progress reporting and dedicated Melio consultants.

Everything in **PILOT**, plus:

- **1 ForgeWorks AI team**
- Client team size of 3 - 5 team members
- Melio programme facilitation and reporting
- Access to Melio AI team and AWS specialists
- Highwind AI licensing fees
- Individual team member level up reports

Everything in **STANDARD**, plus:

- **3 ForgeWorks AI teams**
- Programme dashboard and analytics
- Guild and community platform
- Team & individual level up reports
- Pre-loaded AI solutions in Highwind to experiment with

- **Up to 15 ForgeWorks AI teams** running concurrently
- Business unit level up reports
- AI Strategy Executive training workshop
- Custom Guild branding
- Dedicated Melio AI consultants for engineering and development
- Annual AI Progress Audit

# Why Partner with Melio AI

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- Established in 2019, Melio AI is the **leading MLOps and AI consulting company in South Africa** helping companies deploy and operationalise their AI.
- As an **AWS Advanced Tier Services Partner** we have the AI and cloud skills and capabilities needed to help our clients build and deploy their AI solutions in AWS
- Our **HIGHWIND** AI platform **streamlines AI solution delivery and adoption**, accelerating time-to-value for our clients.
- We have delivered over 20 AI projects across financial services, manufacturing and healthcare including machine learning, generative AI and data-intensive software solutions.
- We are proudly a BBBEE Level 1 supplier.



# What Our Clients Say

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I wholeheartedly recommend Melio and its team for any opportunity that demands expertise, dedication, and a focus on delivering valuable outcomes.

**Brendon Wilson - Prev. Head of Data & CIO  
Standard Bank Corporate & Investment Banking**

The quality of their delivery was exceptional. They made a true effort to understand and assess the current environment and pain points and were able to operate within these boundaries to deliver a solution that is fit for purpose. The level of expertise of their engineering resources is also a great standout and up to date with the latest tech from AWS and best practices.

**Riaan Wiid - Head: Data and Analytics  
Woolworths Financial Services**

I would rate my likelihood to recommend Melio AI a solid 10 out of 10. The level of understanding and customization they provide for business requirements is truly impressive.

**Bianca Dewlal - Programme Lead  
Circuit Breaker Industries - Electric**

Melio AI is a company composed of truly exceptional individuals. What sets them apart is their development approach when it comes to projects whether big or small. The team is agile, forward-thinking and customer centric.

**Emmanuel Obaga - Head of Model Implementation  
Absa Enterprise Risk Management**



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WORKS

by



## Contact Us

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