

Introduction

aigentic partner

— Co-Pilots for AI Value Creation —

“We prepare your company for the AI agent economy – holistically and in line with your strategic priorities”

aigentic partner
an Initiative & Brand of Emarticon GmbH & Etrios Venture GmbH
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Start from the Customer!

*"Start from the customer
and work backwards..."*

*Don't start with the
technology and try to figure
out where you're going to
sell it."*

John Chambers

langjähriger Cisco-CEO



aigentic partner – Who we are and what we do

AI-powered value. Business focus. Strong execution.

We, aigentic partner – represented by Alexander Piutti and Clemens Rinnebach – help companies to **use AI where it creates economic added value** – in operational processes.

Our Approach

An AI or ML initiative isn't a technology rollout. It **starts with the business** — clear outcomes, economic levers, and readiness to change. Therefore, **business goals are paramount**. Specifically, this means:

- **Revenue growth** via business-model innovation
- **Cost & workforce efficiency** via automation and the right AI agents
- **Faster time-to-market** and stronger competitiveness

We're not your typical "presentation consultants," but true **problem solvers**. We develop new, actionable solution concepts specifically for our clients' specific challenges – working closely with relevant stakeholders and delivering measurable results. If desired, we support **implementation through to success** and remain available as a sparring partner afterward.

Our path to implementation follows a structured change program – from business north star via use cases and success criteria to data readiness, partner selection, piloting, and organizational integration.

Our role in the project is twofold: As **strategy advisors**, we create clarity on **business goals**, value potential, and where AI truly adds impact — backed by a business case. As **delivery managers**, we implement pragmatically (project lead, coach, interim). Post go-live, we can stay on as **fractional CIO** or an agile “**speed-boat**” to accelerate results.

Principle: technology follows value — we deploy it **only** where it serves the business. This generates measurable results with operational relevance.

Our Strength

We **start with a strategic business lens** — and combine it with deep tech fluency and hands-on execution, supported by a proven network of partners and specialists.

The minds behind aigentic partner



Alexander Piutti



Clemens Rinnebach

Alexander Piutti



<https://www.linkedin.com/in/apiutti/>

- Serial entrepreneur and B2B innovator with extensive international experience in digitalization, AI deployment, and company building.
- After studying electrical engineering/automation (Düsseldorf) and receiving an MBA and MA from the Wharton School/UPenn, he initially worked as a project manager at Booz Allen & Hamilton in the IT and telecommunications sector, working on projects for Deutsche Telekom, Bertelsmann, Siemens, Orange, and Lucent Technologies.
- Founder of several B2B startups (including Global Venture Partners, GameGenetics, SPRK.global) and scaling experience at Overture Services and Yahoo! (exit \$1.6 billion).
- For over 10 years, he has supported companies such as Volkswagen, Daimler, Deutsche Bahn, Samsung, the United Nations, and UBS in innovation, sustainable business models, and AI-driven transformation.
- In 2025, Alexander Piutti was named one of Germany's 100 most innovative minds by Business Punk magazine. In 2023 he received the Vision Award for promising business models and in 2020 the "Xtrem Tech Challenge" award (Silicon Valley).

Clemens C. Rinnebach



<https://www.linkedin.com/in/rinnebach/>

- Over 20 years of international management and consulting experience in purchasing, operations, and supply chain – in line management, interim roles, and consulting.
- Studied electrical engineering (IT, Dipl.-Ing.) and an MBA (Finance, Wharton), followed by consulting at BCG and A.T. Kearney and management positions (VP/CPO) at Siemens, Deutsche Pfandbriefbank, and Allgeier SE.
- Independent consultant since 2015 and Managing Director of Emarticon since 2017, focusing on sourcing, cost reduction, digitalization, data-driven risk management, and AI-based sourcing and supply management.
- Supported numerous transformation projects at Zeiss SMT, Osram, Krones, Siltronic, Talanx, E.ON, STADA, and Schöilly, among others. He played a key role in the restructuring of the systemically important major bank HypoRealEstate through the global development of the Sourcing and Cost Management corporate function.

aigentic partner Reference Projects for AI-Application

Client / Organisation	Project & Results
Global Industrial Engineering Group	Business-led digitization of Procurement & SCM with AI <ul style="list-style-type: none"> • +40% process efficiency via AI-enabled automation in purchasing and logistics • Higher risk & supply-chain transparency through early-warning signals using AI and external data
International Engineering Group (Metal Components)	Reorganization of the transport service provider portfolio using AI-supported tender comparison across 2.4 million data points <ul style="list-style-type: none"> • 30% cost savings • Reduction of the service provider portfolio by + 90%
International Software-Company	Business-first AI opportunity assessment incl. implementation roadmap with prioritized value levers <ul style="list-style-type: none"> • Identified levers > €100m across revenue growth, cost reduction in projects & operations, speed-to-market/agility, competitiveness & ESG
Global Food Manufacturer	AI-supported market potential analysis and implementation strategy for a new product <ul style="list-style-type: none"> • Target group definition, brand strategy, go-to-market approach • Revenue potential of over €3 billion p.a.
Food Surplus Distribution Platform	AI-based processing of unstructured product and partner data for the platform <ul style="list-style-type: none"> • Complete digital mapping of all supply partners • Real-time activation of surplus volumes – significantly accelerated processes • Over 5,000 tons of food saved, around 15,000 tons of CO₂ avoided
US Coffeehouse Chain	AI-powered concept for a new premium coffee brand <ul style="list-style-type: none"> • Concept development, pilot planning, internat. scaling • Go-to-market strategy, financial & workforce planning • Revenue potential approx. USD 1.5 billion p.a.

Contact

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