

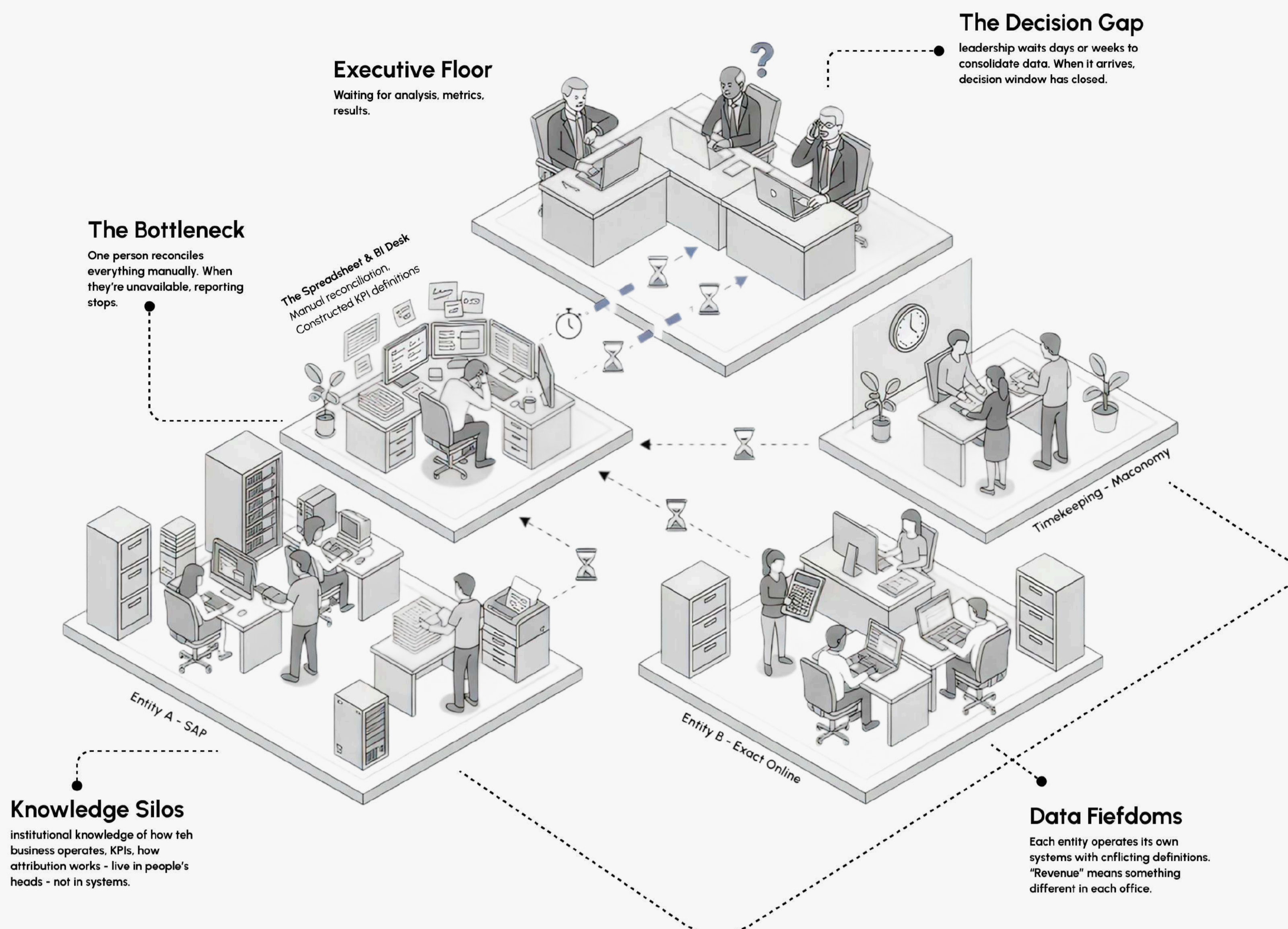
SPONTAINE

spontaine.com

Governed Intelligence for the Advisory Enterprise

A Technical Overview of the
Spontaine Platform

Data unification, semantic governance,
and generative intelligence - delivered as
a single platform that goes live in weeks,
operates without IT dependency, and
deploys inside your own infrastructure.



01

The Decision Velocity Problem

Advisory and professional services firms are structurally slow. It is not lack of urgency from the leadership, but because the infrastructure connecting data to decisions was never designed for the speed the today's market demands. The pattern is consistent across accounting networks, management consultancies, and PE-backed professional services portfolios:

Reporting depends on individuals..

- A senior controller who knows how revenue recognition works across three entities.
- An analyst who manually reconciles timekeeping against billing.
- A partner who carries the client profitability model in their head.

When these people are unavailable, reporting stops. When they leave, institutional knowledge walks out with them.

Data is fragmented by design.

Integration leaves multiple ERPs, CRMs, and general ledgers operating with conflicting definitions. "Revenue" means one thing in Entity A's SAP instance and something different in Entity B's spreadsheet. Reconciliation is manual, slow, and never fully trusted.

The gap between knowing and acting widens.

Each additional analysis request averages three weeks. Four requests consume a quarter. By the time leadership has the data it requested, the decision window has closed. Recent industry research confirms that organisations estimate a 1-5% annual revenue loss attributable to slow internal decision-making - for a €500M firm, that is €15M annually that never converts to action.

The consequence is not merely operational friction. It is a structural inability to steer the firm in real time.

02

Why Existing Approaches Fail

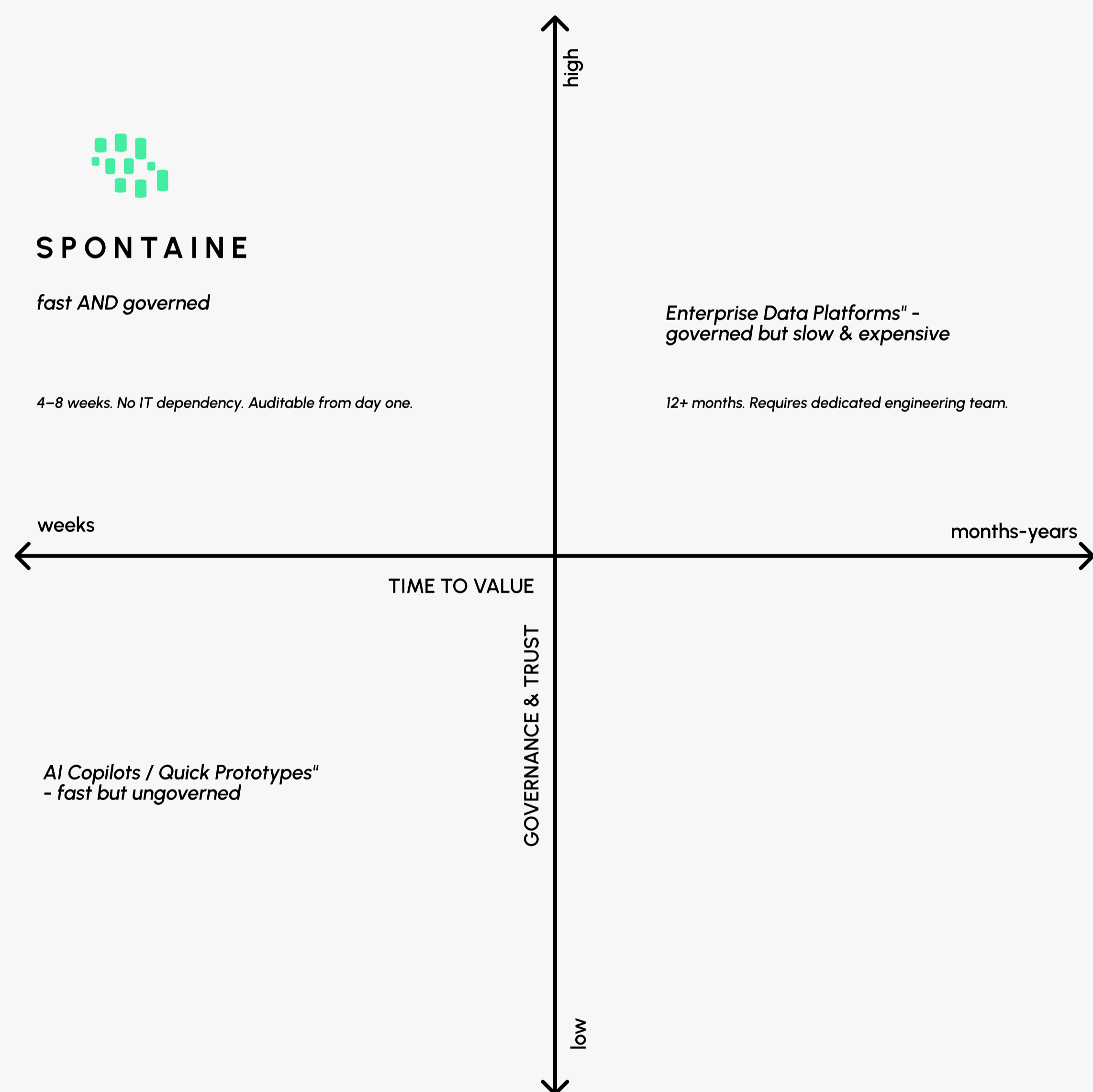
The Enterprise Data Platform

Full-scale data warehousing (the approach championed by infrastructure-first vendors) requires dedicated data engineering teams, 6-12 month implementation timelines, and annual operating costs exceeding €400K.

The platform must be architected, the pipelines coded, the semantic definitions configured in technical tooling, and the entire stack maintained by engineers who understand both the technology and the business domain.

For the 95% of advisory firms that do not employ 50 data engineers, this model is structurally inaccessible.

The firms that can afford it gain capability; the firms that cannot remain trapped in spreadsheets and manual processes.



Generative AI assistants or BI tools bolted onto existing data infrastructure or pointed at spreadsheets or raw data stores promise natural language access to insights.

In practice, they introduce a different failure mode: ungoverned output, hallucinations, abrupt failure.

Without a semantic foundation that enforces business definitions, access controls, and auditability, these systems generate answers that cannot be traced to source, cannot be validated against institutional logic, and cannot be trusted for consequential decisions.

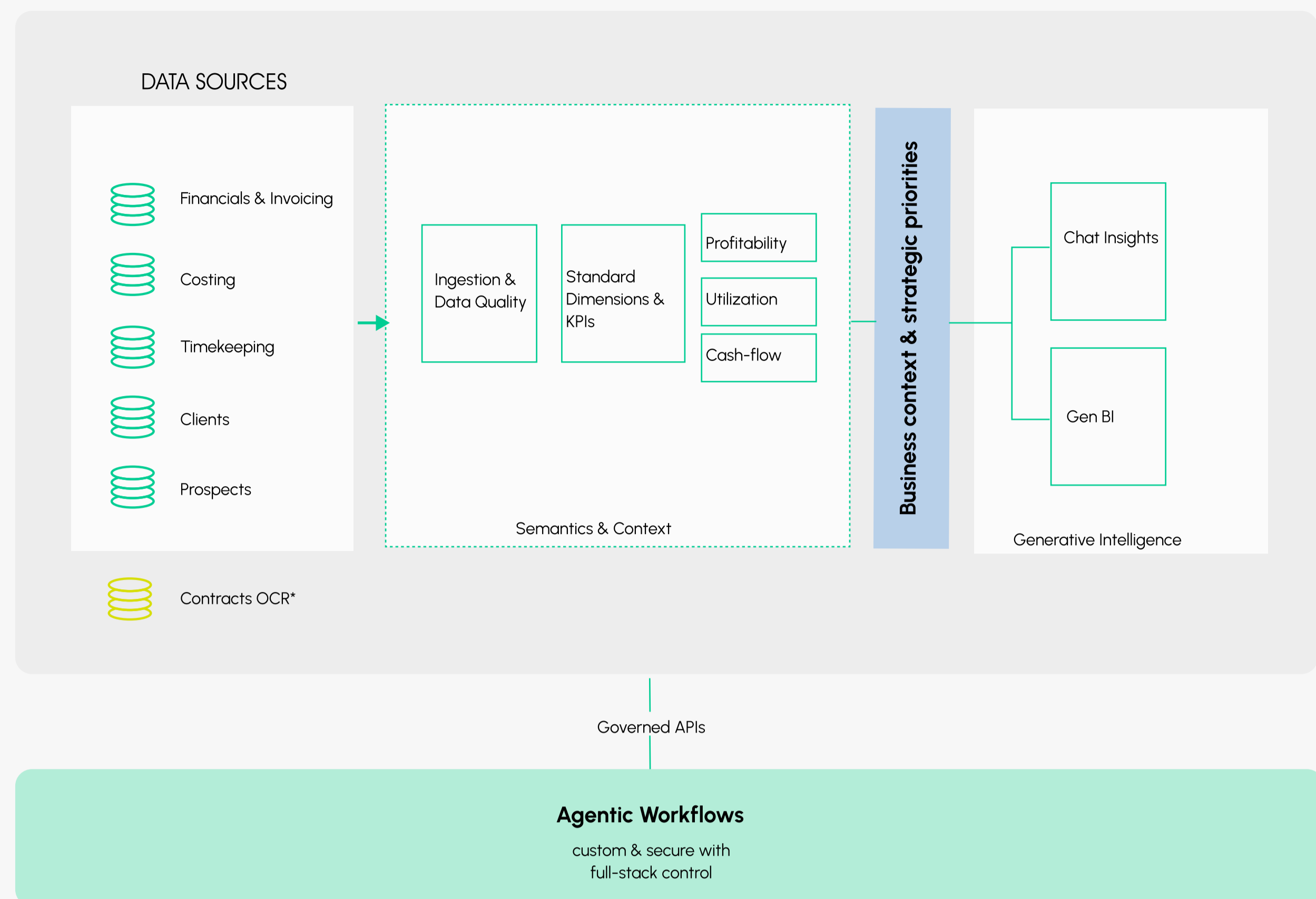
The pattern repeats across business segments: Rapid prototype, early enthusiasm, silent abandonment of the entire investment when the first hallucinated metric ensues real damage.

The Gap

Neither approach solves the core requirement: a governed intelligence layer that a non-technical finance team can configure, that goes live in weeks, that produces auditable output, and that the firm itself controls end-to-end.



Unified Data to Generative Intelligence



Spontaine's Outputs Include Transparent Reasoning Chains.

The system discloses the data sources consulted, the logic applied, and any limitations in the underlying data.

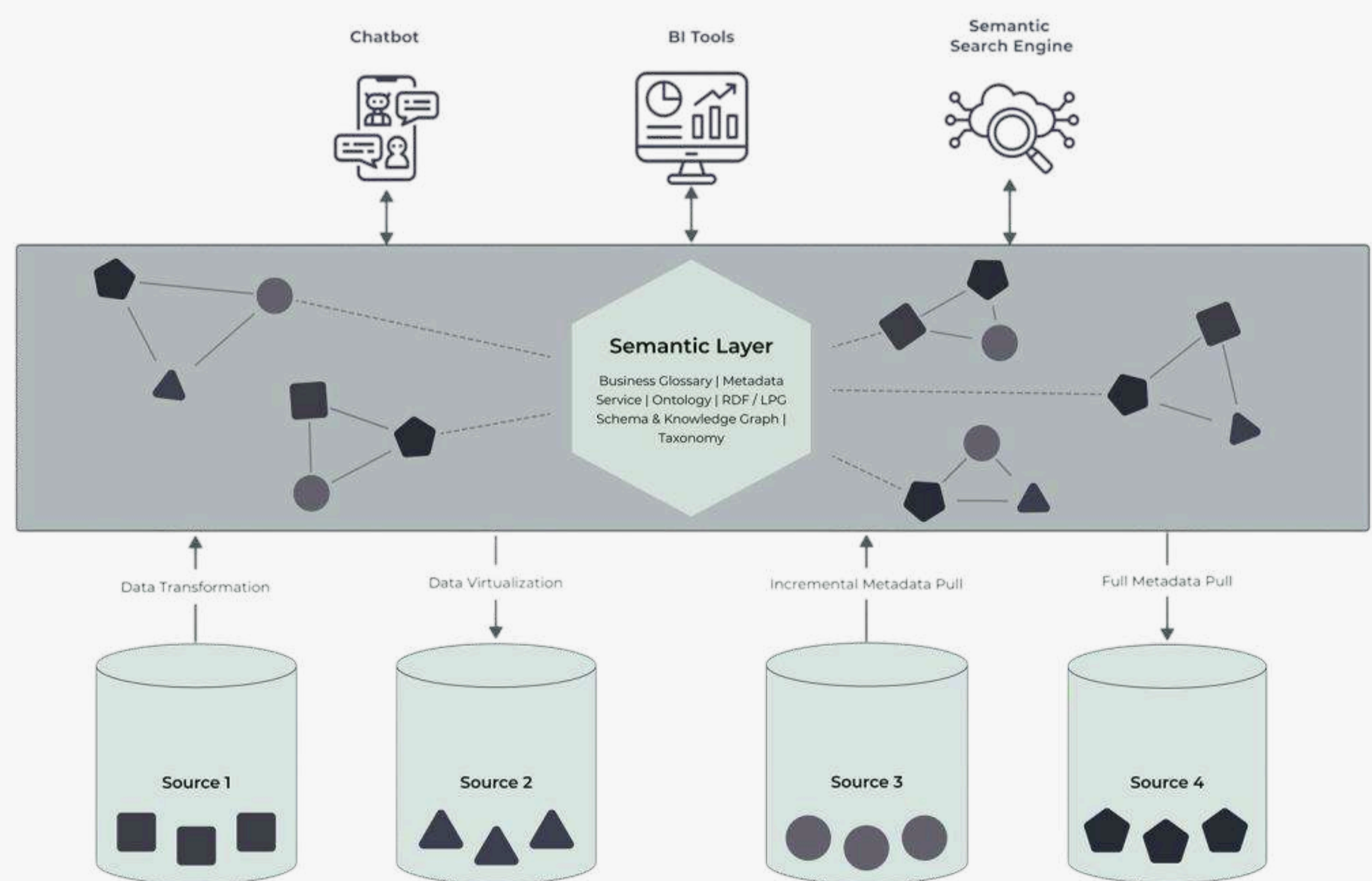
Organisations adopting AI-powered analytics face an expanded governance surface. Legacy controls like access lists, export policies, manual anonymisation were not designed for systems where an AI model constructs queries, synthesises answers, and creates output in natural language.

Spontaine treats governance as a first-class architectural concern.

The platform is built on four layers :

Data Ingestion, Semantic Intelligence, Generative Interface, and Governed Operations.

Privacy, auditability, and access control are enforced at each transition. The result is a system where compliance is structural, not procedural.



Has Proactive Insight Instructions

- Check for pattern anomalies across office levels :
- large change in consumption
 - large variance across offices in billed values vs live consumers
 - high growth in customer counts that have very high average unit rate
 - high growth in customer counts that have very low average unit rate
 - growth in a particular category.

03

Spontaine: Architectural Overview

An End-To-End Governed Intelligence Platform.

Spontaine is a no-code, client-hosted data unification and generative business intelligence platform.

It interposes a semantic intelligence layer between an Organisation's fragmented data sources and the people who need to make decisions from that data.

The platform is designed around four architectural layers.

Each layer contributes to the goal of converting raw, fragmented data into governed, actionable intelligence - at increasing depth and sophistication.

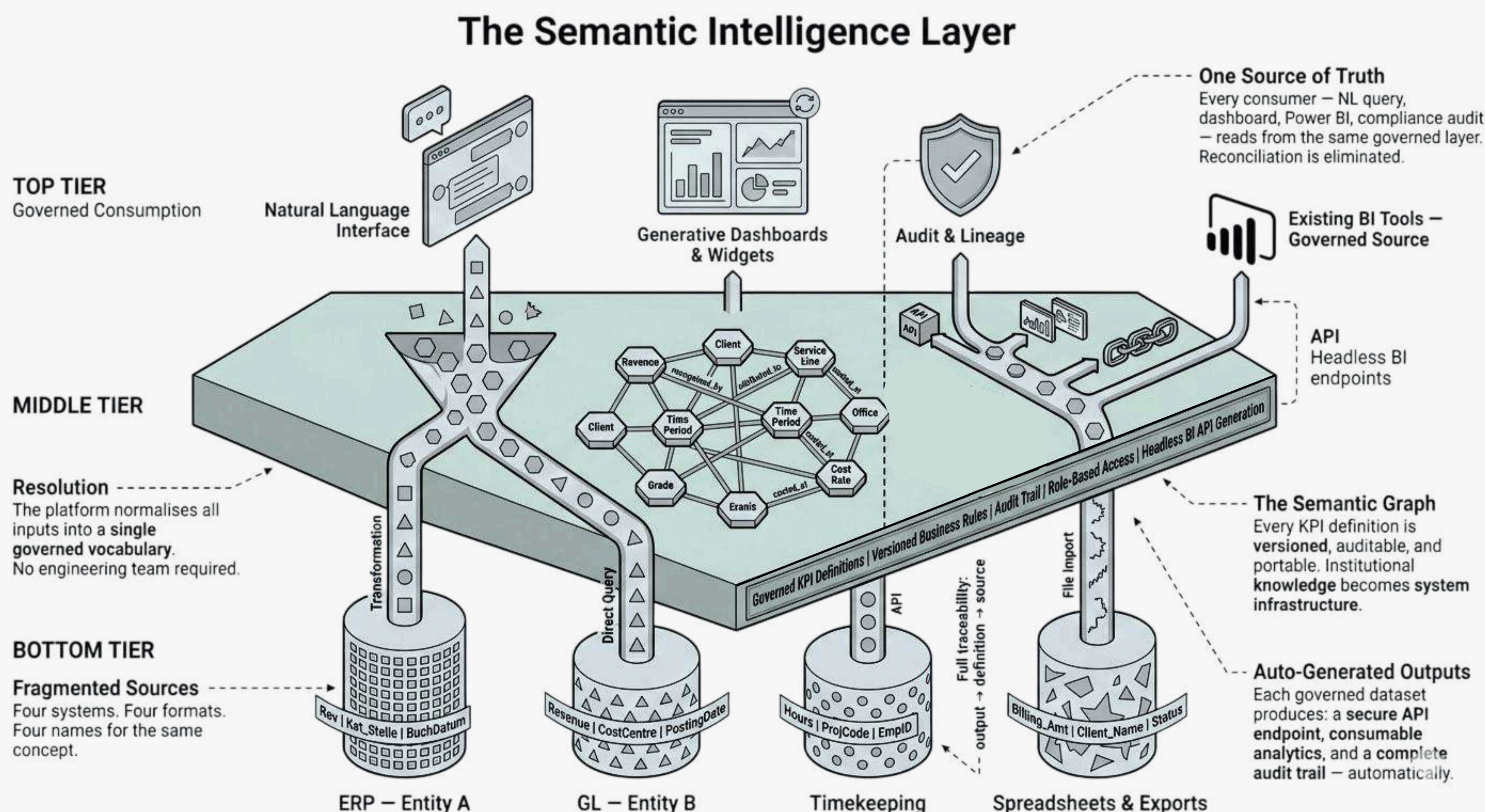
Every layer operates under a unified security model.

Data lineage is maintained from source to output.

All AI-generated content is labelled as AI-generated and traceable to its underlying data.

The platform goes live in 4 to 8 weeks, requires no IT team involvement for PoC delivery, and transitions to production on the customer's own infrastructure - placing all data and compute under the client's control.

Layer	Function	Outcome
01. Data Unification	Ingest and normalise data from any source without migration	All data accessible from a single environment
02. Semantic Intelligence	Business users define meaning; definitions become governed infrastructure	Knowledge in the system, not in people's heads
03. Generative Interface	Natural language querying, automated dashboards, role-based context	Any user can access trusted answers instantly
04. Governed Operations	Standing KPI monitors, exception detection, drift alerts	Insights become permanent, self-maintaining infrastructure



04

The Semantic Layer

The semantic layer transforms raw data columns and tables into governed, business-meaningful constructs: how revenue is recognised, how utilisation is calculated, how margin is attributed across service lines, and moves from individuals' expertise into auditable, versioned, system-level infrastructure.



Knowledge That Doesn't Walk Out The Door.

Spontaine's semantic layer produces:

- **Governed KPIs:** Every metric is computed from a single, auditable definition.
- **Headless BI API Endpoints:** Every dataset defined through the semantic layer automatically generates a secure API endpoint. Downstream tools - Power BI, Excel, custom applications - can query Spontaine as their single governed source, eliminating the reconciliation problem at its root.
- **Auditability.** Every definition is versioned. Every change is logged. Every KPI can be traced from its displayed value back through its calculation logic to its source data. This is not a feature; it is a structural property of the architecture.

When a key controller is on leave, reporting does not stop. When a new analyst joins, they do not need six months to learn how the firm calculates its numbers. When an auditor asks how a KPI was derived, the answer is a versioned definition with full data lineage, not a person's recollection.

The semantic layer converts institutional knowledge from a liability (trapped in individuals) into infrastructure (governed by the system).

How It Works

A designated business user - typically a Business Controller or Head of Operations, not a data engineer - accesses Spontaine's configuration interface and defines meaning:

- "This column is the master definition of Revenue."
- "This date field triggers revenue recognition."
- "Utilisation is calculated as chargeable hours divided by available hours, excluding PTO."
- "Gross Margin uses grade-level standard costing rates provided annually."

These definitions are stored in a Semantic Graph - a structured, versioned knowledge base that records every business rule, KPI formula, dimensional hierarchy, and attribution logic that the organisation has defined.

Examples of Governed KPIs Configured for Advisory Firms

Metric	Definition Context
Net Realisation Rate (NRR)	Billed revenue as a percentage of standard-rate value of hours worked
Chargeable Utilisation	Chargeable hours ÷ available hours, with configurable exclusions
Days Sales Outstanding (DSO)	Weighted average collection period across all entities
Effective Hourly Rate (EHR)	Actual revenue per hour worked, net of write-downs
Client Lifetime Value (CLV)	Cumulative margin contribution across all engagements
Budget Burn Rate	Actual hours consumed as % of budgeted hours, at engagement level
Write-Down %	Value of hours written off as % of total hours logged

05

Generative Decision Intelligence

Natural Language Querying

Any authorised user can ask questions in plain language:

- "Which fixed-fee audit engagements are eroding margin due to unbilled hours?"
- "Show me DSO trend by office for the last four quarters."
- "What is our consolidated gross margin by sector for Q4?"

The Widget Function

This is where Spontaine diverges fundamentally from conversational AI tools.

When a user asks a question and receives a useful answer, they can convert that query into a Widget - a permanent, self-updating dashboard component that refreshes automatically as underlying data changes. The query ceases to be a one-time interaction and becomes standing infrastructure.

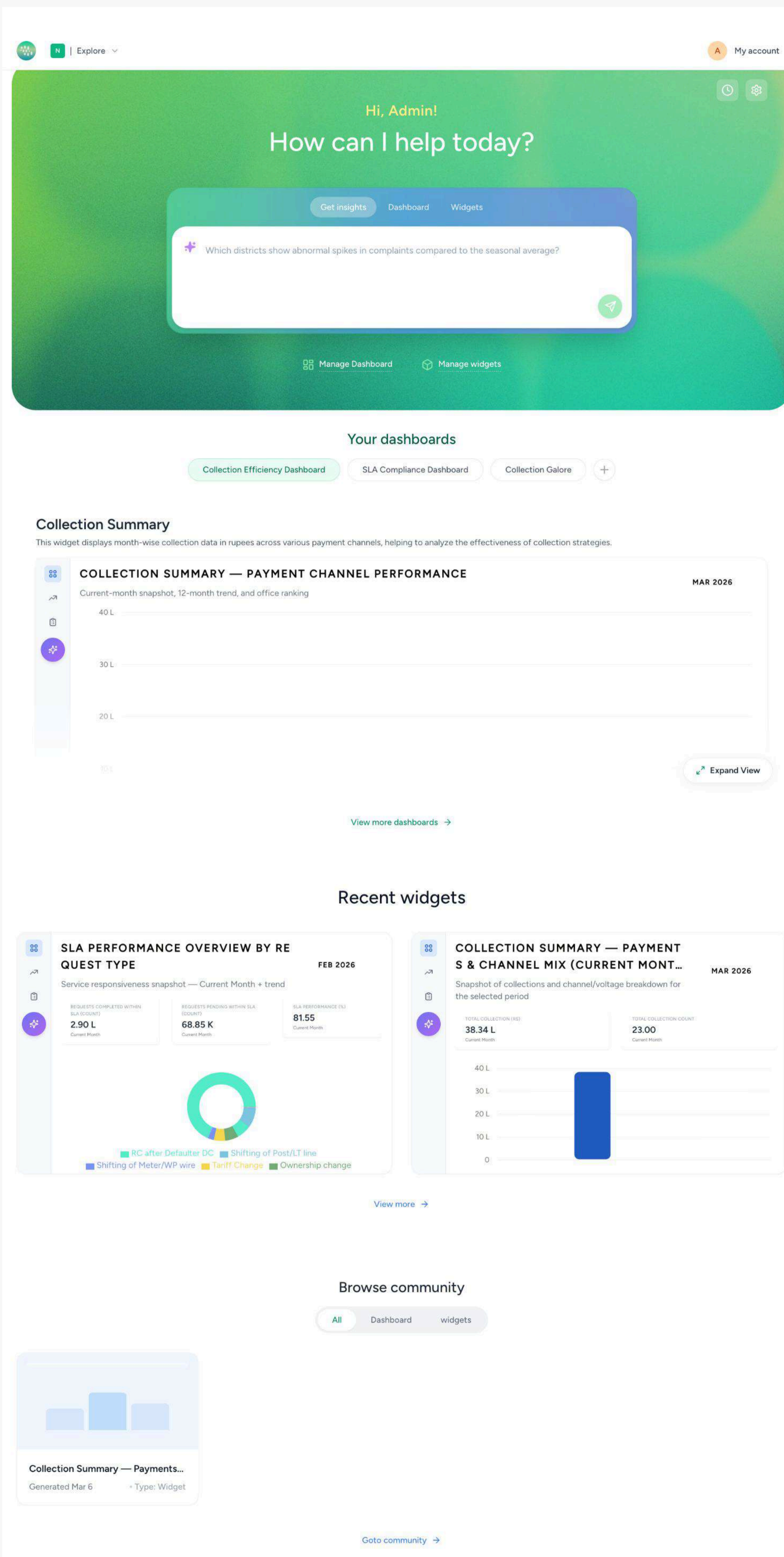
A CFO who asks "Track DSO improvement against our 45-day SLA target" does not receive a one-time chart. They deploy a monitor that runs continuously, alerts when the metric drifts, and maintains a full history of the trend - without involving a dashboard developer, a BI team, or an IT ticket.

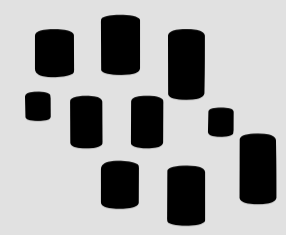
Stage	Control
User prompt received	Authentication, RBAC check
Query enrichment	Semantic context injected from governed layer
PII anonymisation	Mandatory, irreversible within API call scope
LLM inference	GDPR-compliant AI services only; EU-region endpoints
Response construction	Governed API executed internally; data never leaves semantic engine
Output delivery	AI-generated label applied (non-suppressible)

Spontaine's multi-step pipeline ensures the rules and transparency required is a function of the process, not an add-on.

**From Question To Trusted Answer In Seconds.
From Answer To Permanent Infrastructure In One Click.**

The generative layer is where Spontaine's governed data foundation meets natural language interaction. It is designed to do two things that existing BI tools and AI copilots cannot do simultaneously: answer questions instantly and guarantee that every answer is auditable and traceable.





SPONTAINE



Our Point of View

Speed isn't about faster dashboards or shorter report cycles. It's about collapsing the distance between a question and a trusted answer - so that every person in the organisation can act with the confidence that was once reserved for the few who understood the data.

When that happens, firms stop waiting for insight and start compounding it. Every question answered becomes infrastructure. Every decision becomes traceable..

..and the organisation grows capacity measurably with each passing week : not because it hired more, but because it could act confidently what it already knew.

Which regions have seen the highest growth in long-dated overdue receivables over the past 6 months - and is the trend accelerating or stabilizing?

C Finalizing Result

- 1 I will search the subset metadata to find the subset(s) that track long-dated overdue receivabl...
- 2 vector_search
- 3 I'll fetch the organization hierarchy details to understand available office levels (region/circle/etc.) and then retrieve the last 6 months of >24 months arrears (long-dated overdue) grouped by region from the "Arrear Summary - All Data" subset.

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At Spontaine, Bala drives the vision and GTM, ensuring the product solves the most painful, high-value problems for business leaders and their organizations.

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