AFRIPA B2B Decision-Maker Intelligence — Discovery Report

Cycle date: 16 August 2026

Brand: Afripa Beyond AI Systems

Operating mode: Public-source discovery, verification, scoring, deduplication, and graph enrichment

Outreach status: No outreach emails sent during this manual discovery cycle

Executive summary

This cycle refreshed Afripa’ s public commercial context and added **10 new organizations, 11 new named decision-makers, and 12 new engagement records** to the persistent opportunity graph. The graph now contains **15 organizations, 14 decision-makers, and 13 engagements** after retaining existing records and marking stale or third-party evidence explicitly.

Afripa’ s public positioning emphasizes governed agentic capability: mapping operating bottlenecks, defining decision boundaries, preserving human hand-offs and knowledge continuity, evaluating delivery evidence, and progressing from bounded discovery to implementation. Its public routes include a 25-minute discovery call, enterprise enquiry, research collaboration, white-label delivery, and strategic partnership, with premium pathways such as Decision Brief, Architecture Programme, Capability Blueprint, Delivery Pilot, and Sovereign Agentic Delivery [1].

The strongest new commercial signals came from organizations already moving agentic AI into **critical operations**, rather than merely discussing experimentation. DHL Supply Chain reports AI-agent deployments across appointment scheduling, driver follow-up, transport-status calls, and warehouse coordination at very high communication volumes [7]. Reply, Capgemini, and OVHcloud show a complementary European sovereignty and infrastructure cluster [3] [4] [5]. Adyen provides a fintech signal around open, interoperable agentic commerce with payment, risk, security, and compliance controls [6]. Corti and Philips provide healthcare signals where specialization, supervision, patient safety, and regulatory evidence are central [8] [9].

Opportunity-graph changes

Measure	Before cycle	Added or refreshed	After cycle

Organizations	5	10 new; 5 existing refreshed or flagged	15
Decision-makers	3	11 new; existing person records retained	14
Engagements	1	12 new; 1 existing refreshed	13
Automated outreach sent	0 in this cycle	0	0

All new records remain marked **Not contacted**. No personal email addresses were inferred. Contact hypotheses point to official company, partnership, innovation, executive, or inquiry routes only.

Highest-priority opportunities

Rank	Organization	Decision-maker	Lane	Score	Recommended Afripa motion	Evide led h
1	DHL Supply Chain	Sally Miller, CIO	B — Logistics	99	Tier IV: Autonomous Enterprise Engine / Workflow Scale-Out	Form gover agen opera acros appo , tran and ware comr ons, inclu excep hand and meas evide
2	Atos Group	Florin Rotar, EVP and Group CTO	A — Executive / Technology	96	Tier IV: Sovereign Agentic Delivery	Map gover agen loops evalu

						and excep hand into t Gene trans on pl
3	Reply	Filippo Rizzante, CTO	C — Partner Channel	96	Tier III: Capability Blueprint / Strategic Delivery Partnership	Add speci opera mode evalu and work gover supp Reply sover Mistr deliv regul secto
4	OVHcloud	Octave Klaba, Founder and CEO	C — Infrastructur e Partner	95	Tier III: Architecture Programme / Reference Workflow Partnership	Pair Europ sover infere capa with gover agen work patte evalu and custo ready opera evide
5	Capgemini	Decision-maker discovery required	C — System Integrator	95	Tier IV: Sovereign Agentic Delivery / Specialist Subcontracti ng	Supp decis boun desig evide and accou imple

						ion a the F Gerr Neth UK sover techr footp
6	HappyRobot	Pablo Palafox, CEO	C — Integration Partner	96	Tier III: Integration / White-Label Delivery Partnership	Comp autor comr ons w work mapp evalu escal and enter opera evide
7	Corti	Andreas Cleve, Co-founder and CEO	B — Healthcare	96	Tier III: Strategic Healthcare AI Partnership	Help trust healt AI be pilots throu expli decis boun super and imple ion gover [8].
8	Artefact	Vincent Luciani, Co-founder and Executive Chairman	C — Strategic Partner	96	Tier III: White-Label Delivery / Strategic Partnership	Offer speci gover agen opera desig evide layer comp Artef

						enter trans on w
9	Adyen	Tom Adams, CTO title to reconfirm	B — Fintech	94	Tier III: Governed Agentic Commerce Architecture	Trans agen initia comr princ into e contr huma boun routi evide and opera safeg [6].
10	Philips	Shez Partovi, Chief Innovation Officer	B — Healthcare	93	Tier IV: Regulated AI Governance / Sovereign Agentic Delivery	Turn prepa and p safet comr s into reusa evide gover opera pract and imple ion readi .

Lane findings

Lane A — Executive and technical decision-makers

Atos remains a high-fit Paris target because its September 2025 announcement appoints Florin Rotar as EVP and Group CTO while describing the Genesis transformation plan and an ambition to deliver secure, end-to-end AI-powered digital journeys [2]. Reply adds a partner-side technical decision-maker: its March 2026 announcement names CTO Filippo

Rizzante and describes a Mistral collaboration focused on sovereign, secure, customizable models, domain-specific data, evaluation, and operational integration in regulated sectors [3].

These two records are strategically distinct. Atos is primarily a large-enterprise transformation opportunity. Reply is both a potential channel and an implementation partner whose existing work could benefit from Afripa's operating-model, evidence, evaluation, and governance layer.

Lane B — Industry verticals and mid-market scale

DHL Supply Chain is the clearest logistics signal in this cycle. Its official release describes AI agents already supporting appointment scheduling, driver follow-up calls, transport-status calls, and high-priority warehouse coordination. The reported scale—hundreds of thousands of emails and millions of voice minutes annually—creates a concrete need for reliable orchestration, escalation, evaluation, and workforce-aware operating design [7].

Adyen is the strongest fintech signal. Its public Agentic AI Foundation announcement stresses reliable and open interoperability, customer control, authentication, tokenization, fraud prevention, compliance, and the integration of agent-initiated transactions into existing payment and risk systems [6]. The fit is not a generic AI pitch; it is specifically about governed action in a critical operational environment.

Corti and Philips cover two different healthcare angles. Corti's specialized foundation-model release emphasizes healthcare-specific training, human-supervised responsibility transfer, clinical documentation, coding, quality control, and integration into existing workflows [8]. Philips' AI Act article emphasizes medical-device regulation, patient safety, employee preparation, and the need to preserve trust while enabling innovation [9]. Together, they support a healthcare campaign framed around evidence, decision boundaries, compliance-aware implementation, and human accountability.

Lane C — Ecosystem and partner channels

The partner cluster is unusually strong. Capgemini announced a sovereign technology partnership with SAP for agentic-AI-driven enterprise transformation, initially focused on France, Germany, the Netherlands, and the United Kingdom, with particular relevance to regulated sectors and critical operations [4]. OVHcloud's SambaNova announcement describes AI Endpoints for low-latency inference, AI agents, agent-to-agent use, vector-database generation, dataset refreshing, logistics optimization, and batch operations [5].

Artefact's Adopt AI announcement provides a Paris ecosystem route rather than a single corporate lead. The event brings together CEOs, C-level executives, startups, investors, policymakers, and technology partners across finance, healthcare, industry, retail, and other sectors. Artefact itself describes end-to-end data-and-AI transformation, AI Factory,

governance, and implementation capabilities [10]. Damien Gromier, founder and CEO of Adopt AI, is therefore recorded as an ecosystem-channel prospect rather than a conventional buyer.

Data quality and deduplication notes

The graph was deduplicated by organization domain and normalized person identifier. Existing Atos, Mistral AI, Agilent Technologies, ORTEC, and Poolside-related records were retained rather than duplicated. Mistral and Poolside person records are explicitly marked **refresh required** because their earlier evidence relied partly on profile or snippet-level sources. The existing Agilent Bremen logistics record remains provisional because its source is a third-party recruiting page. Hellmann Logistics and GXO were not promoted into the verified graph because the relevant source pages were inaccessible or returned errors during this cycle.

Tom Adams is retained as a named Adyen technology contact because the official article is signed by him and search results identify him as CTO; this title should be reconfirmed through an official leadership page before a direct message is prepared. No personal addresses were generated or inferred.

Recommended next actions

The next research pass should identify a current Capgemini AI, cloud, or sovereign-technology decision-maker through an accessible official leadership or press source. It should also refresh Mistral AI and Poolside records from official company sources, corroborate the Agilent logistics signal, and identify a public official route for DHL Supply Chain’ s innovation or procurement function.

For outreach preparation, the best first batch is **five draft messages** addressed through official corporate inquiry or partnership routes, prioritizing DHL Supply Chain, Reply, OVHcloud, Corti, and Artefact. Because the current cycle was discovery-only, those messages should remain drafts until recipient routes and sender configuration are verified.

References

[1] Afripa Beyond AI Systems — public commercial website

[2] Atos Group strengthens its management team to further execute and accelerate its transformation plan

[3] Reply announces a partnership with Mistral AI to develop sovereign and customizable artificial intelligence models

[4] Capgemini deepens partnership with SAP to bolster Europe’ s digital sovereignty

[5] OVHcloud selects SambaNova to power flagship AI Endpoints inference service

[6] Adyen joins the Agentic AI Foundation
[7] DHL boosts operational efficiency and customer communications with HappyRobot’s AI Agents
[8] Corti launches specialized healthcare AI infrastructure
[9] Philips Chief Innovation Officer Shez Partovi comments on navigating the EU AI Act
[10] Artefact hosts the international summit Adopt AI in Paris