AI Asterion

ONE PLATFORM. INFINITE INTELLIGENCE.

Lex-SME | ControlTower

The Deal-to-Cash Control Tower for the South African SME

From your first invoice to your two-hundredth employee — one place to run the business.

EXECUTIVE SUMMARY

Lex-SME is the deal-to-cash control tower for small and mid-sized businesses: one place where a deal is captured, checked, quoted, contracted, delivered, invoiced and collected — with Lex, an AI assistant, one click from every decision.

- Lex-SME is the deal-to-cash control tower for South African SMEs — one place to capture, check, quote, contract, deliver, invoice and collect every deal.
- Trust, Terms, Quote Health and Sign gates stop trouble before it is signed — every check ends in an action, never a dead end.
- Lawyer-grade NDAs, full contract drafting and a managed price catalogue turn quoting and contracting into a guided journey.
- Money, compliance and correspondence run on the same ledger — invoices, statements, dunning, a compliance vault and a real two-way mail record.

BUILT TO GROW WITH YOU

One platform, one login, one growing business — from a one-person garage operation to a 200-seat organisation.

- Onboarding is a three-step wizard built around a five-question business profile that shapes everything after it.
- Segments scale from a one-person garage business to a 200-seat organisation without changing platform.
- A five-stage Growth Ladder grades the business on evidence — it never gates features away.
- Role-based access, deal ownership and a scale pack — approval chains, divisions, the obligations book and an executive pack — arrive exactly when they're needed.

WHAT LEX-SME ENABLES

1. Deal-to-cash control from intake through to paid
2. Gated risk, terms and quote-health checks before signature
3. Branded, two-way correspondence with a real mail ledger
4. Invoices, statements, dunning and a live cash-flow outlook
5. A compliance vault and one-click tender packs
6. An AI assistant, Lex, one click from every decision

BUILT FOR THE SA SME JOURNEY

- Founders get certainty before they sign — not after
- Teams gain deal ownership and role-based access as they hire
- Growth is graded on evidence, never gated by tier
- Compliance and B-BBEE onboarding are captured from day one

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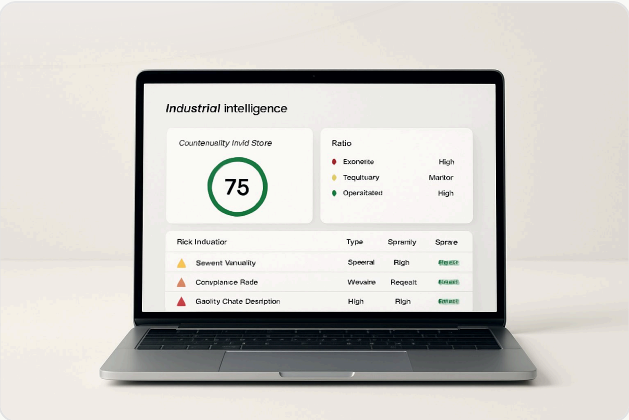
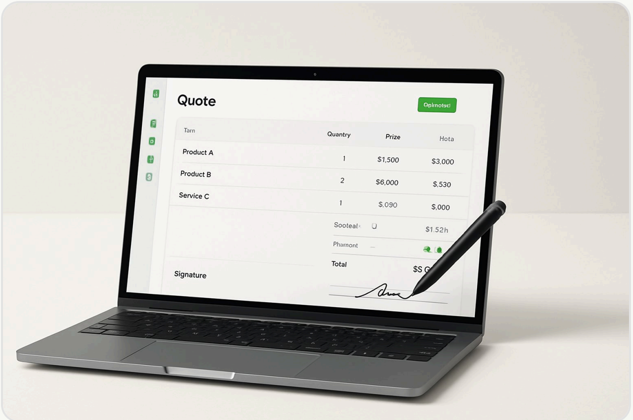
The Deal Journey —
Gates That Stop Trouble

Every deal moves through a guided journey — intake, protect, quote, contract, deliver, invoice, paid — with numbered gates that explain themselves and always end in an action.



1 Trust Gate — Risk Score



2 Quote Gate — Build & Sign

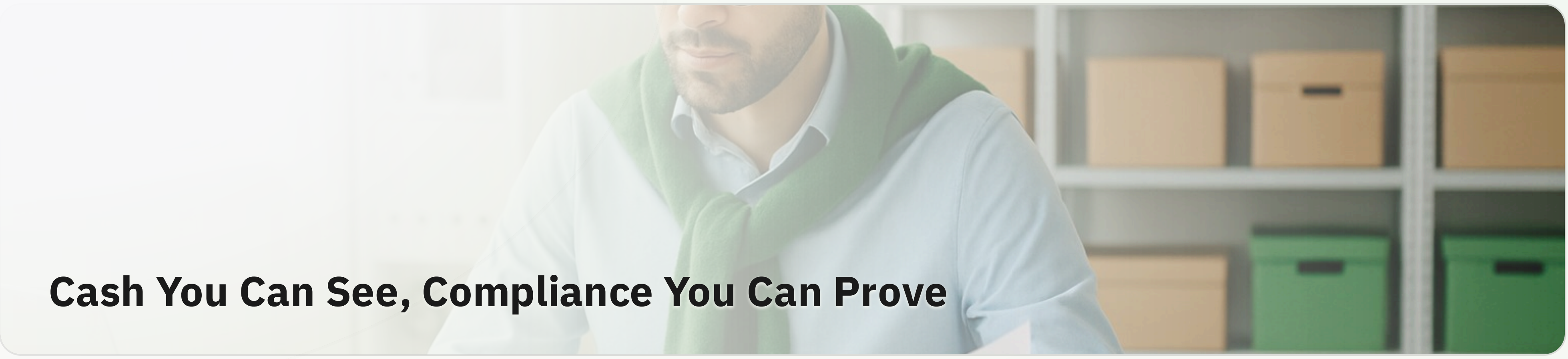
3 Sign Gate — Contract Close-out

#	DEAL STAGE	WHAT HAPPENS
1	**Intake** Lead captured, deal room opened, business profile shapes the journey ahead	→ Is this deal worth pursuing?
2	**Protect (NDA)** Lawyer-grade NDA drafted and sent before sensitive detail is shared	→ Is confidential information protected?
3	**Quote** Managed price catalogue, market-rate comparison and payment-behaviour-aware pricing	→ Is the price right and will it get paid?
4	**Contract** Clause-library federation, deviation tracking and agreed fixes before signature freezes the paper	→ Are the terms sound before signature?

#	DEAL STAGE	WHAT HAPPENS
5	**Deliver** Obligations register and special conditions tracked through delivery	→ Is the business meeting its commitments?
6	**Invoice** Invoice raised, customer statements issued, ledger updated	→ What is owed, and by when?
7	**Paid** Overdue interest and a gated dunning ladder chase payment through to close	→ Has the cash actually landed?
8	**Close-out** Deal summary, evidence trail and decision replay for full assurance	→ Can every decision be explained?

FOUR GATES STOP TROUBLE BEFORE IT'S SIGNED

- Trust — real-time counterparty risk scoring
- Terms — document precedence & conflict detection
- Quote Health — cadence-aware scoring every cycle
- Sign — binding, owners-only, on a signed ledger



Cash You Can See, Compliance You Can Prove

MONEY, UNDER CONTROL

Invoices, customer statements, overdue interest and a gated dunning ladder that escalates from a friendly reminder all the way to a letter of demand.

- Invoices, customer statements and overdue interest, tracked on one ledger.
- A gated dunning ladder escalates automatically, right up to a letter of demand.
- Month-end reports, a debtors book and a cash-flow outlook, always current.
- Businesses joining with history can import old invoices, so the book is truthful from day one.

COMPLIANCE, ALWAYS READY

A compliance vault reads expiry dates off the paper itself, keeps a calendar radar of what lapses when, and assembles a one-click tender pack.

- The compliance vault reads expiry dates off uploaded documents automatically.
- A calendar radar flags exactly what lapses, and when.
- A one-click tender pack assembles the paperwork on demand.
- A tender radar surfaces relevant public opportunities — the deals come to you.

WHY IT MATTERS

1. One ledger for everything owed and everything due
2. Chasing payment becomes a system task, not a chore
3. B-BBEE classification captured at onboarding
4. A free startup kit helps a new business set itself up properly

NEVER MISS A DEADLINE

- Expiry dates tracked automatically off the paper
- Calendar radar for every compliance obligation
- Tender opportunities surfaced, not searched for
- Tender packs assembled in one click

One Platform, From Garage to 200 Seats

South African SMEs carry the weight of the economy — and the risk of running without the right controls. Lex-SME is built to change those odds.

39%	56%	75%+	1 → 200
of South Africa's GDP is generated by the SME sector	of private-sector jobs are carried by SMEs	of SMEs risk failure without the right controls in place	seats — the range Lex-SME is built to grow across

THE GROWTH LADDER

1. A five-stage Growth Ladder grades the business on evidence
2. It never gates features away as you grow
3. The same platform serves a one-person garage business
4. ...and a 200-seat organisation, without a re-platform
5. A public storefront page feeds the pipeline as you scale

BUILT TO SCALE WITH YOU

- Role-based access honoured end to end, from the team page up
- Deal ownership routes work across a growing team
- A scale pack adds approval chains, divisions and an executive pack
- The obligations book keeps every commitment visible as you grow

Built With You,
From Day One

Small human touches — wins celebrated, birthdays remembered, a Friday feeling — are deliberate product, not accidents.

From one founder to a two-hundred-strong team

ONE CONTROL TOWER. EVERY DEAL, EVERY GATE, EVERY GAIN.

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https://aiasterion.com