AIEmployees.ae

Your AI Operations Team. Built around your business. Working autonomously within your rules.

For UAE freight forwarders and logistics operators: air, sea FCL/LCL, road GCC and time-critical / AOG. It reads the request, asks your suppliers, compares rates, applies your margin and prepares the quote. You decide how much it does on its own.

ALREADY IN DAILY USE

7,000+
real quote requests handled in daily freight operations

24/7
working nights, weekends and public holidays

0
unapproved emails, bookings or payments

Alin Burlan
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Dubai / Bucharest
Business briefing · 2026

WHERE BUSINESS IS LOST TODAY

Shipments are won in the inbox, often after hours

Shippers and agents write from Europe, Asia and Africa at all hours. Your team works one shift. The first forwarder to send a good quote usually wins the shipment.

01

Emails wait overnight

A quote request sent at night is read the next morning. By then another forwarder has already answered.

02

Quotes take too long

Every quote means reading long email threads, copying details and asking airlines, lines and agents for rates by hand.

03

Staff spend the day chasing

Your team chases airlines, lines and agents for rates, arrival dates and documents, one email at a time.

04

The owner hears last

Open quotes, delays and unhappy customers are spread across many inboxes. You find out when it is too late.

Hours, not minutes
to answer a request that arrives after hours

Senior time
lost to copying, sorting and reminders

No overview
of what slipped until the customer complains

A REAL FREIGHT WORKFLOW, END TO END

A quote request arrives at 02:14. Here is the full loop.

02:14
Request arrives
A shipper in Germany emails quotes@: 2 pallets, Frankfurt to Dubai, urgent.

02:16
Asks your suppliers
Picks out route, weight and Incoterms, and sends rate requests to your usual airlines and agents.

02:50
Compares and prices
Compares the replies, applies your margin rules and prepares a ready-to-send PDF quote.

Your rule
You decide what happens
Approval needed: your duty person checks it on the phone. Pre-approved standard quote: it goes out.

07:30
On your morning list
Everything done overnight, what waits for you, and a full log of every action.

WHAT IS READY AT 02:50

To logistics@shipper-example.de
Subject RE: Urgent quote FRA → DXB, 2 pallets

PDF quote attached · 3 supplier rates compared · your standard margin applied · follow-up scheduled

Dear Mr. Weber, thank you for your request. Please find our quote attached, valid 48 hours …

WHAT THE OWNER SEES AT 07:30

6 quote requests overnight: **3** sent under your rules, **3** waiting for approval

14 supplier rate requests sent, **11** replies compared

9 tracking updates sent to clients; **2** delays flagged (DXB offload, vessel roll-over)

1 booking and **2** supplier payments waiting for your sign-off

BASE 4-WEEK PACKAGE: EMAIL, PDF & WHATSAPP · BUILT BY FREIGHT FORWARDING OPERATORS

Six roles in the base package, TMS as Custom / Enterprise

01
Inbox & Quotes
Reads every request 24/7, asks airlines, lines and agents for rates (air, sea, road, AOG), compares them and prepares the PDF quote.

02
Shipment Tracking & Updates
Watches airline and shipping line milestones and sends status updates to clients before they ask.

03
Automated Follow-Ups
Chases unanswered quotes, missing AWB, B/L, commercial invoices and packing lists, and partner replies.

04 · Custom / Enterprise
TMS Invoice Entry & Matching
Enters and matches supplier invoices in your TMS (CargoWise / ERP). Not in the base package: scoped per client, from AED 25,000.

05
Overdue Invoice Chasing
Tracks overdue payments and prepares polite, firm or final reminders.

06
Prospecting & Market Research
Finds new shippers, overseas agents and lane partners, researches contacts and drafts tailored outreach.

07
Daily CEO Briefing (07:30)
One page each morning: urgent shipments, open quotes, overdue cash and decisions that need you.

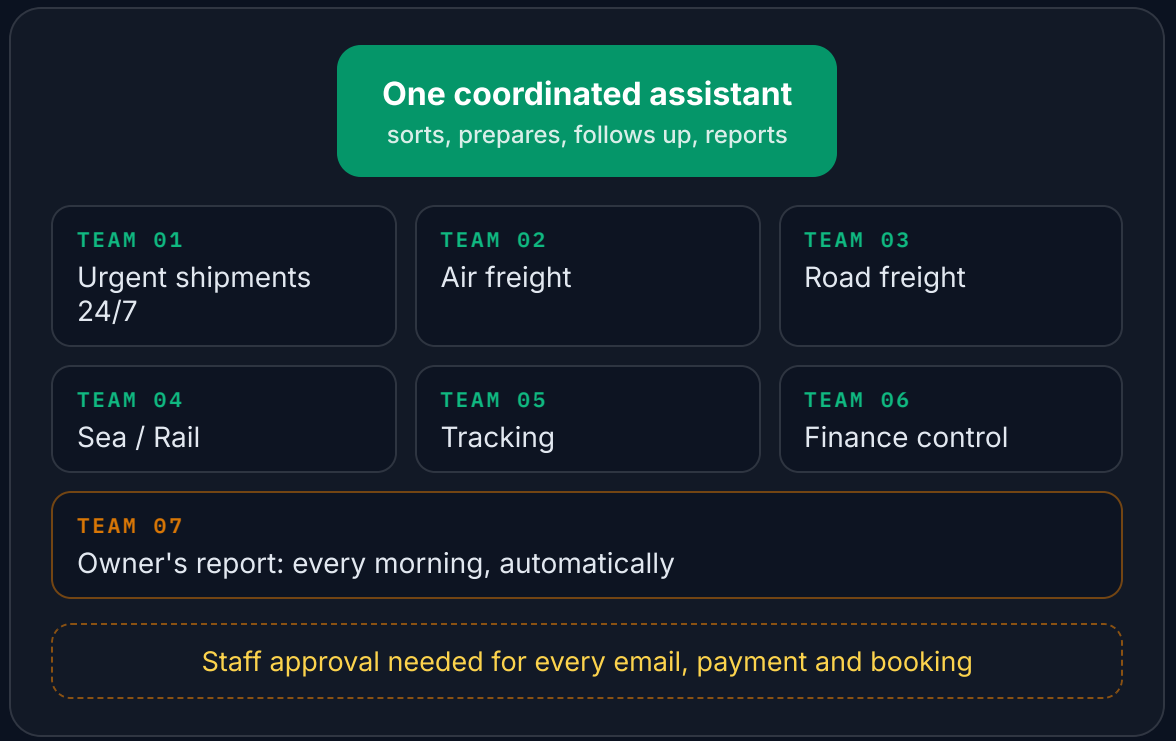
You decide the autonomy level for every assistant.

Binding quotes, bookings and payments always need your sign-off unless you approve a rule.

BUILT BY FREIGHT FORWARDING OPERATORS

One coordinated assistant for every team on the desk

Designed by people who run freight desks: urgent air, road, sea/rail and warehouse work. Each role follows how a real forwarding desk operates, with staff approval built in.



6
roles in the base package, on email, PDF and WhatsApp

4 wk
from first look to handover

0
emails sent without staff approval at Levels 1–2, by design

0
payments or bookings made on its own, by design

Owner's report every morning
The day starts with new requests, problems and team workload in one short report.

Design principles and package scope, not customer results.

YOU DECIDE THE AUTONOMY LEVEL FOR EVERY TASK

Three levels of autonomy. You choose.

Start safe, then let it do more as your trust grows. Each task can sit at a different level.

LEVEL 1 · WEEKS 1–2

Assistant

Reads emails, checks files and prepares draft replies, quotes and reports. Your staff reviews and clicks Send.

Zero disruption while your team builds trust

LEVEL 2 · WEEKS 3–4

Supervised Operations

Runs the full loop: sends routine supplier quote requests, compares rates, calculates your margin, chases follow-ups and overdue invoices, prepares client quotes. Stops for approval before binding quotes, bookings or payments.

Your team only approves; the work is done

LEVEL 3 · MONTH 2+, WHERE YOU APPROVE

Autonomous Within Your Rules

Runs pre-approved routine work 24/7, end to end: night-time acknowledgements, supplier RFQs, airline and shipping tracking updates, and pre-approved standard-margin quotes.

Full audit log of every action

OWNER SAFETY LOCK

Binding commercial quotes, freight bookings and payments always need human sign-off, unless you explicitly approve a specific rule.

Your account · your data

WORKING IN 14–30 DAYS

From first drafts to routine work done for you

WEEKS 1–2 · LEVEL 1

Learns your business

We connect your email, PDFs and WhatsApp and load your rate sheets and margin rules. Drafts appear every day; your staff reviews and clicks Send. Training takes about 10 minutes.

You get: daily drafts and a report on how fast you reply today

WEEKS 3–4 · LEVEL 2

Full loop, with approval

Supplier rate requests, rate comparison, margin and follow-ups run on their own. Quotes, bookings and payments wait for your OK on the phone.

You get: the keys and a before / after comparison

MONTH 2+ · LEVEL 3

Your rules, 24/7

You choose which routine flows run on their own: night replies, supplier requests, tracking updates, standard-margin quotes. Everything else still waits for you.

You get: a full audit log of every action

< 15 min
first reply, day and night

Half
the time to send a quote

8 in 10
quotes sent with little or no change

Hours
saved per employee, every week

100%
of actions logged

Targets are agreed with you in Week 1 and checked against your own numbers at handover. TMS integration (Custom / Enterprise) is scoped and scheduled separately.

WHAT IT REALLY COSTS IN YEAR 1

65–75% less than one new employee. Works 24/7.

1 new operations employee (UAE)

AED 114–123k per year

~USD 31,000–33,600 · about AED 9,500–10,250 / month

- ✕ USD 2,000/mo salary + flights, visa, health insurance, end-of-service, 30 days leave
- ✕ Works 40–48 hrs/week, office hours only
- ✕ Sick days, holidays, 4–8 weeks to hire and train

Typical AI software subscription

AED 108k per year

~USD 29,400 · ~AED 9,000 every month

- ✕ Monthly fee for as long as you use it
- ✕ Stop paying and you lose everything
- ✕ The setup belongs to the vendor, not to you

AIEmployees.ae: you own it

AED 30–37k Year 1

~USD 8,200–10,000 · Founding client price + Care & Optimization + AI usage & hosting

- ✓ Works 168 hrs/week, including nights and holidays
- ✓ At the standard price (AED 22,000): AED 42–49k · without the retainer: AED 12–19k
- ✓ From Year 2: AED 20–27k, or AED 2–9k without the retainer

How we calculate Year 1: Founding client price AED 9,900 + optional Care & Optimization AED 18,000 (12 × 1,500) + AI usage & hosting AED 2,220–8,820 (~USD 50–200/month, paid directly by you to the providers) = **AED 30,120–36,720**. Excl. 5% VAT. Employee: typical Dubai operations package.

PAY ONCE. YOU OWN THE SYSTEM. NO SOFTWARE LOCK-IN.

One-time implementation, optional care

YOUR ACCOUNT, YOUR DATA

Just like Microsoft 365 or Google Workspace: you own the account, the password and your company data.

We configure it for your freight operations and hand you the keys. No IT team needed.

- Your own AI and hosting accounts, registered in your company's name
- AI usage and hosting paid directly by you to the providers: typically USD 50–200/month depending on volume, no markup
- Owner Safety Lock on binding quotes, bookings and payments

FOUNDING CLIENT PRICE · FIRST 5 UAE CLIENTS

AED 9,900

one-time · standard ~~AED 22,000~~

Base 4-week package, in exchange for a case study.

BASE PACKAGE · STANDARD

AED 22,000

one-time · ~USD 6,000

Email, PDF & WhatsApp flows: RFQ intake, quote drafts, tracking, follow-ups, overdue chasing, prospecting, 07:30 CEO brief.

CUSTOM / ENTERPRISE

from AED 25,000

one-time

Base + TMS integration (invoice entry & matching, CargoWise / ERP), scoped per client.

EACH EXTRA WORKFLOW

AED 3,500

one-time · ~USD 950

Add another workflow at any time as you grow.

CARE & OPTIMIZATION · OPTIONAL

AED 1,500–3,000

/ month

Monitoring, fixes when supplier formats or APIs change, prompt and rule tuning, monthly report, SLA. Optional: or pay as you go at AED 750 / hour.

Base package = email, PDF and WhatsApp flows only, live in 4 weeks. TMS integration is Custom / Enterprise, from AED 25,000, scoped per client.

All fees excl. 5% UAE VAT; USD at approx. AED 3.67. AI usage and hosting are billed to you directly by the providers (typically USD 50–200/month).

NEXT STEP

A 30-minute conversation

No commitment. We look at how your team handles emails and quotes today, and show you where your AI operations team saves the most time.

1. **Show us how you work today**
   Your inboxes, types of requests, volumes and reply times.

2. **Fill in a short questionnaire**
   10–15 minutes. Rough answers are fine; we go through it together.

3. **Choose your package, autonomy level and start date**
   Week 1 can start within days. No IT team needed.

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Built and used every day at a European time-critical freight forwarder. Now available to UAE freight forwarders and logistics operators.