

factorial

How to use the Factorial AI:

Product guide

Unleash the potential of your company
in the 3 months of the year that are key for your business

The quarter in which everything comes together

All companies have a quarter in which everything comes together. While Finance defines the budget for the following year and HR. Sets the workforce with management, IT manages software licenses, and managers do performance evaluations, all while new hires wait for their laptops.

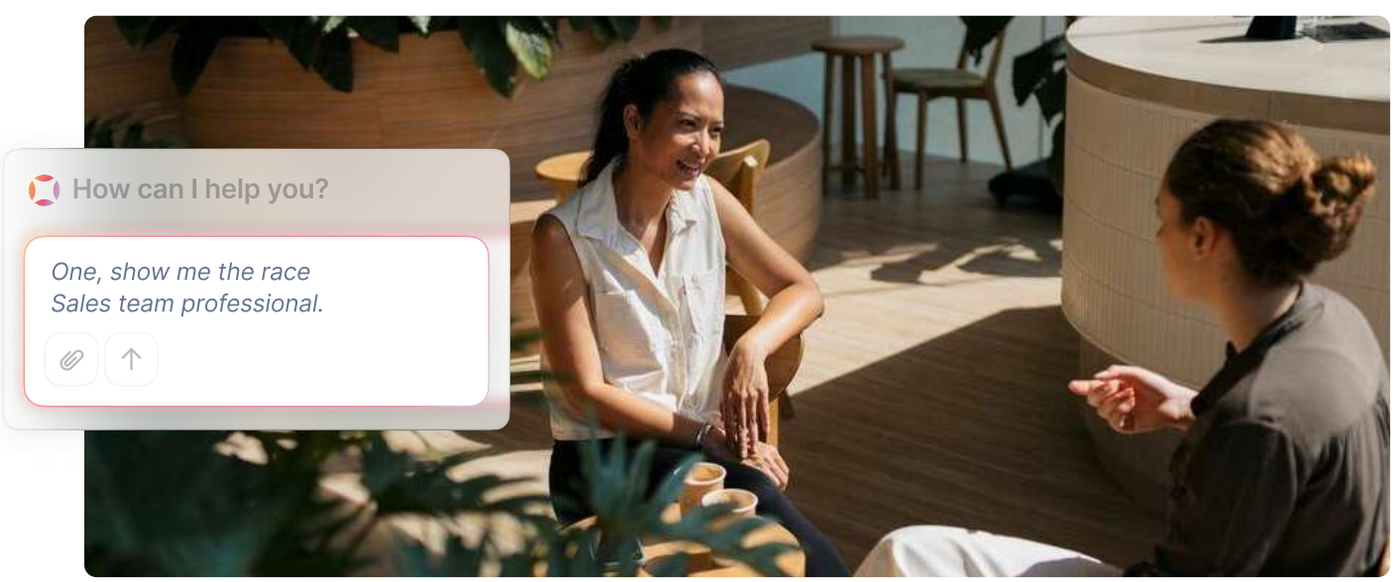
In a company of 1,000 people, this means losing 383,471 euros per year only in salaries of management staff. Furthermore, AI is not a magic bullet: it can only connect what is already integrated.

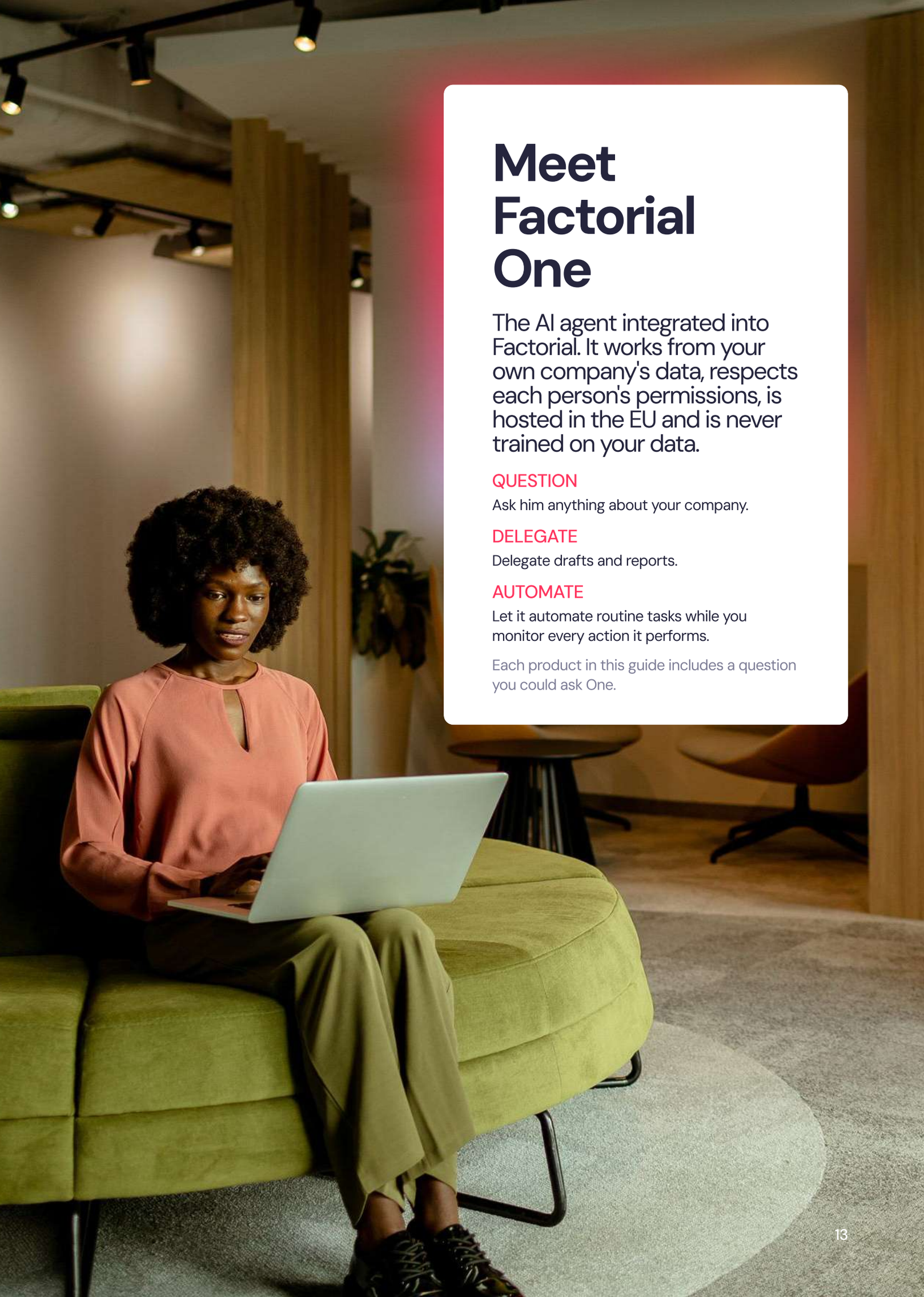
This guide walks through that key quarter, month by month, to show how a connected business detects problems in time to act.

The problem is not how each team works on their own, but how they communicate with each other. According to the Business Facts Index 2026 study, Almost half of European managers (49%) admit that they waste 30% of their time searching for information that another department already has.

383,471€

The average cost of a lack of connection in a typical European company of 1,000 people.





Meet Factorial One

The AI agent integrated into Factorial. It works from your own company's data, respects each person's permissions, is hosted in the EU and is never trained on your data.

QUESTION

Ask him anything about your company.

DELEGATE

Delegate drafts and reports.

AUTOMATE

Let it automate routine tasks while you monitor every action it performs.

Each product in this guide includes a question you could ask One.

Month 1: Plan

In any company, the plan for the next year—or the next quarter—is decided in just one month. The big problem is that almost no area has the data it needs: almost all the figures are in the hands of other teams.

Finance sets the budget, HR the selection plan and each area counts the workforce in its own way.

So... what data is real?

1 out of 4

Leaders know instantly if a department deviates from budget.

The rest, decide blindly.

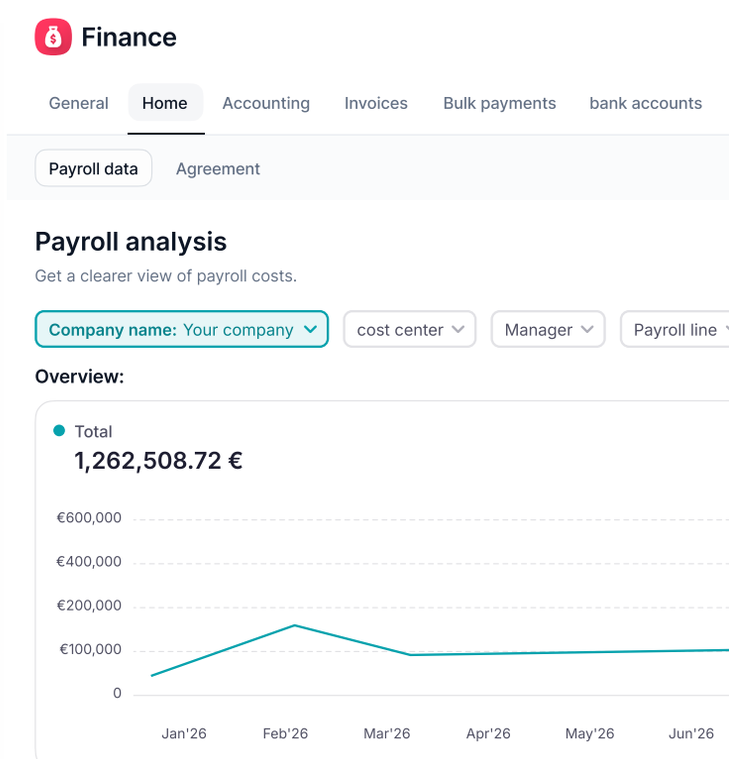
What does this look like in Factorial?

What CEOs see

The budget, contracting plan, and software invoice come from the same database, so there is only one version for next year to discuss.

ASK ONE

"What is the labor cost per department compared to the approved plan?"



Headcount Planning

Plans scattered across multiple spreadsheets make HR vacancies difficult. HR and the Finance budget almost never coincide on time.

A single headcount figure in real time, linked to the organizational chart, costs and approvals. Approved vacancies go directly to Recruitment, and the AI warns when a position deviates from the plan.

ASK ONE
"Which departments are falling short of the planned hiring plan?"



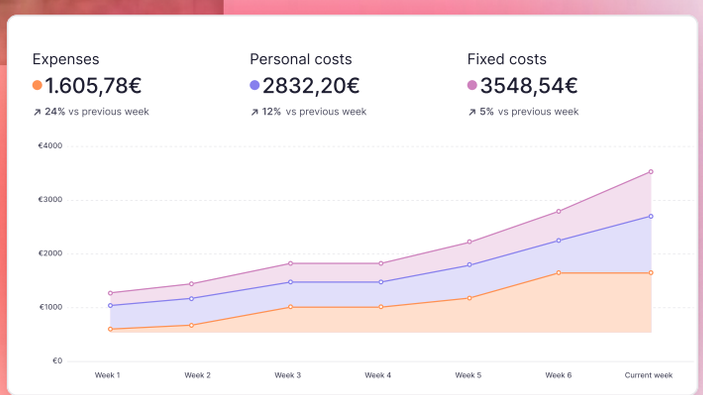


Projects

Project costs remain hidden until the job is completed, when it is too late to protect the margin.

Hours, expenses, purchases and invoices are integrated into a real-time profit and loss account per project, and AI alerts managers when a margin starts to fall.

ASK ONE
«What are the costs and expenses of the project to open the new office?»



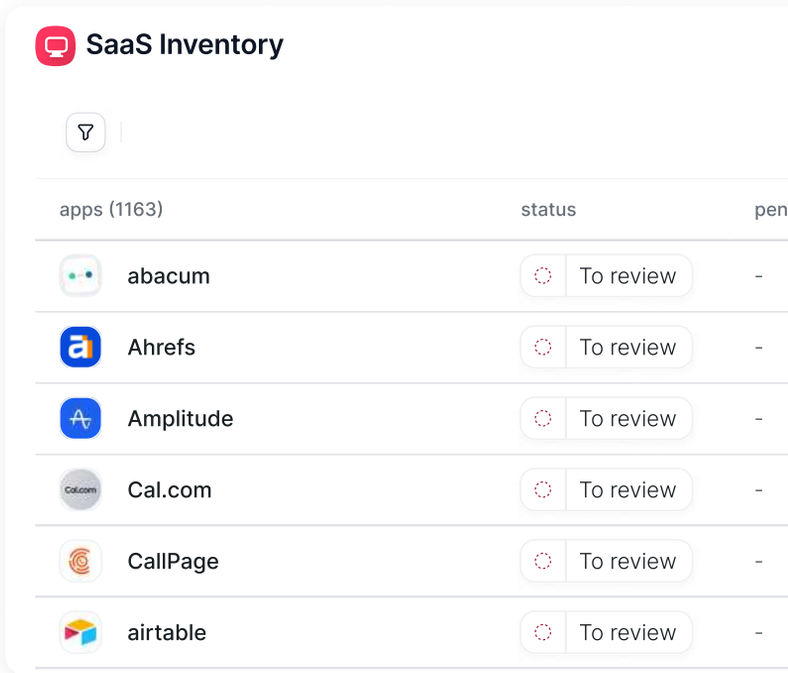
Software management

Almost no company knows with certainty what software it pays for or how much it spends on licenses that no one uses. In fact, only 28.4% know this information exactly. View each application and its cost in real time based on actual use.

One, Factorial's AI, automatically identifies duplicate or unused licenses before renewal.

ASK ONE

"What software licenses have not been used in the last 90 days?"





Time control, absences and shifts

Many managers approve absences during busiest weeks without knowing who else will be away.

Manage absences, shifts and hours in one place, with a team calendar that makes coverage gaps visible and detects overtime before processing payroll.

ASK ONE

«Hello One, analyze my team's overtime routines»

Month 2: Execute

Here planning comes to life and teams join forces. We convert the strategy into open vacancies, clear deadlines and smooth incorporations.

Each new incorporation (or onboarding) requires a contract, laptop, access and training, and each step depends on a different team.

22%

...of companies use AI and human talent together to automate recruitment.

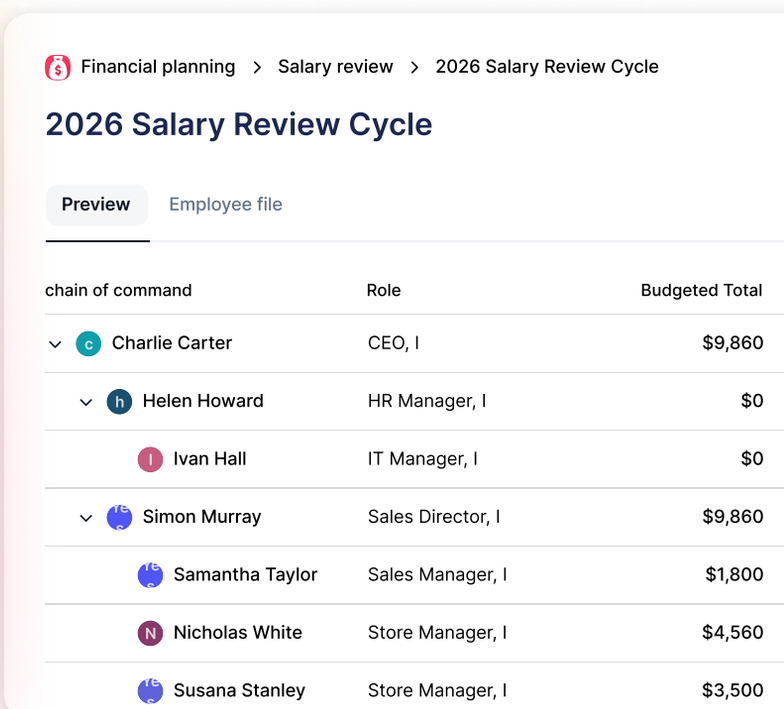
What does this look like in Factorial?

What CEOs see

Hiring, onboarding and budgeting go hand in hand, so you see the investment involved in each registration before it begins.

ASK ONE

"Before we publish new vacancies, where is the current salary review cycle?"



Recruitment

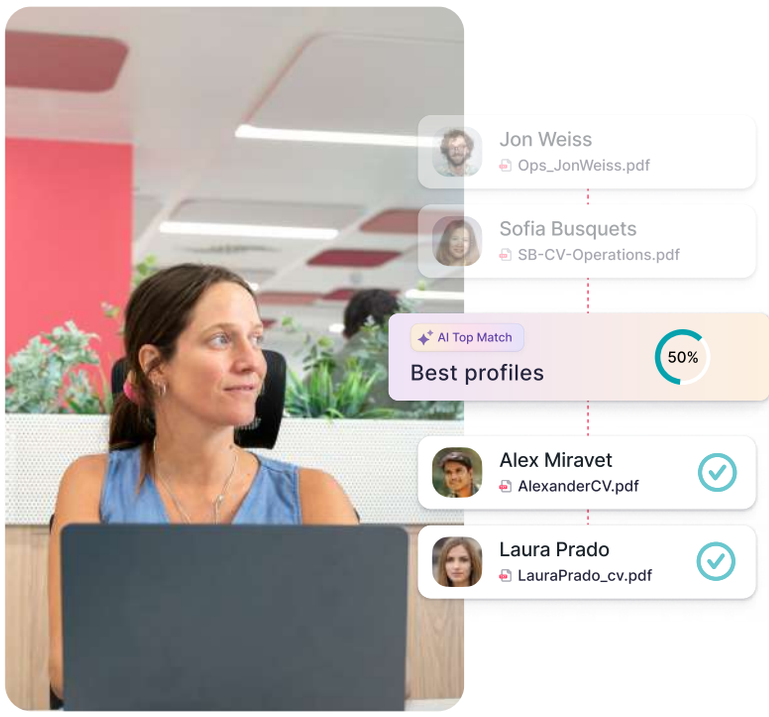
The selection is divided between spreadsheets, inboxes and chats, and applications are lost between one stage and another.

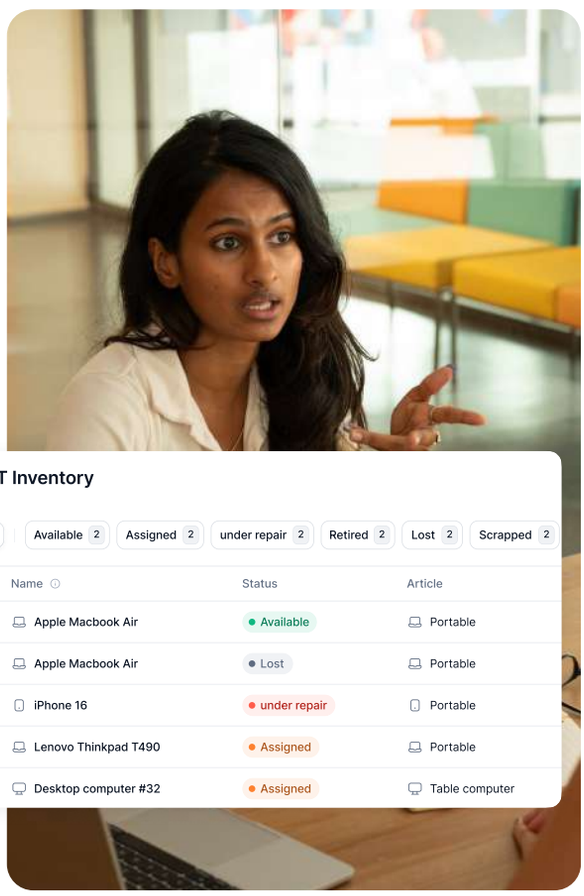
Each approved position becomes a monitored vacancy. AI evaluates each CV, and offers are submitted, signed and transformed into employee records within Factorial.

From that point on, IT can configure the devices and software access for the new addition.

DELEGATE TO ONE

"Summarize the four best profiles for the open sales position."





Inventory, device management (MDM) and Marketplace

There are additions that start without equipment, laptops that arrive unconfigured, and no one has an up-to-date inventory of what each person has.

Buy or rent out-of-the-box devices, protect them on any operating system from HR records, and track each asset from the profile tab, from the first to the last day.

ASK ONE

«Show me the laptops available for the equipment of new additions and their current status»

Month 3: Close

The closings of all the teams coincide at the same time, and none can end without the delivery of the previous one.

Without performance evaluation there are no incentives, without incentives there is no payroll, and Finance cannot close the accounts while doubts continue to arise.

Where does all this connect?

65%

...of management positions states that constantly changing applications makes them lose focus on what is important.

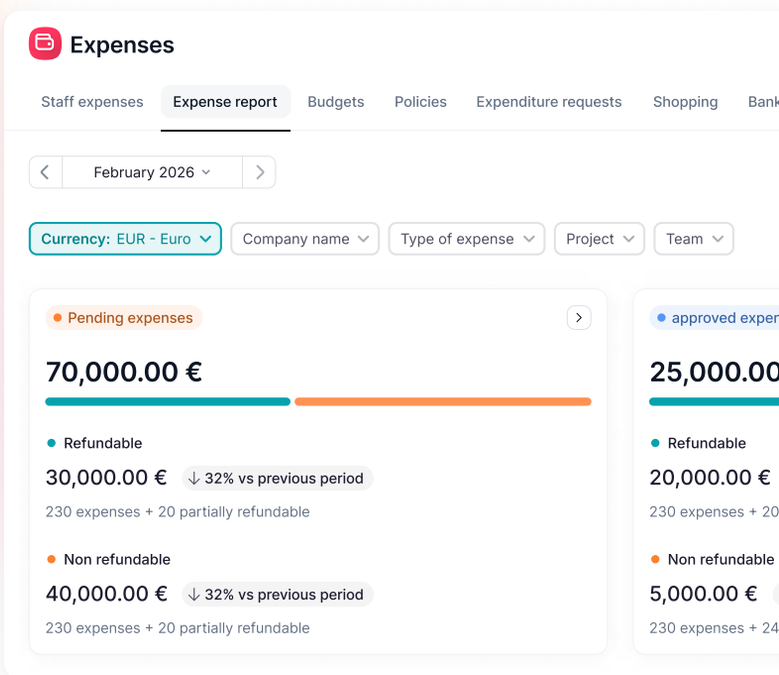
What does this look like in Factorial?

What CEOs see

The closing is done with numbers aligned between HR, Finance and IT.

ASK ONE

"Which departments went over budget this quarter and why?"



Performance and commitment

Doing evaluations usually means weeks of chasing team leaders, and by the time you see that someone is not happy, it is already too late.

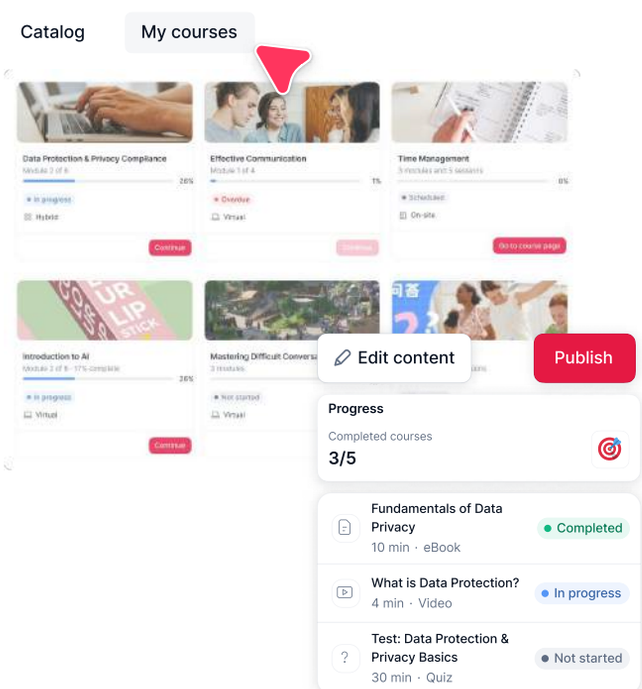
With Factorial, you manage the entire cycle in one place: AI summarizes all feedback at a glance, while pulse surveys and eNPS help you detect disengagement early.

Did you know that 37.5% of European companies already use AI to evaluate performance?



ASK ONE

"Which managers have not yet completed their team evaluations?"



LMS and training

Assessments identify areas for development, but creating training content takes days. Added to this is the EU AI Law, which requires training staff in artificial intelligence as well.

Detect needs in evaluations and transform them into training plans. With One, turn any PDF into a course with modules, video and final exam. Additionally, it includes a ready-to-use course on the EU AI Law.

ASK ONE

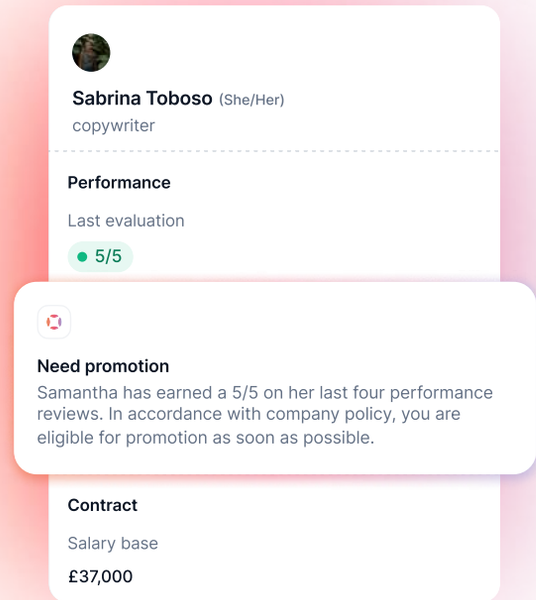
"Which people on the staff have the course on the AI Law pending?"

FOR HR AND FINANCE

Compensation

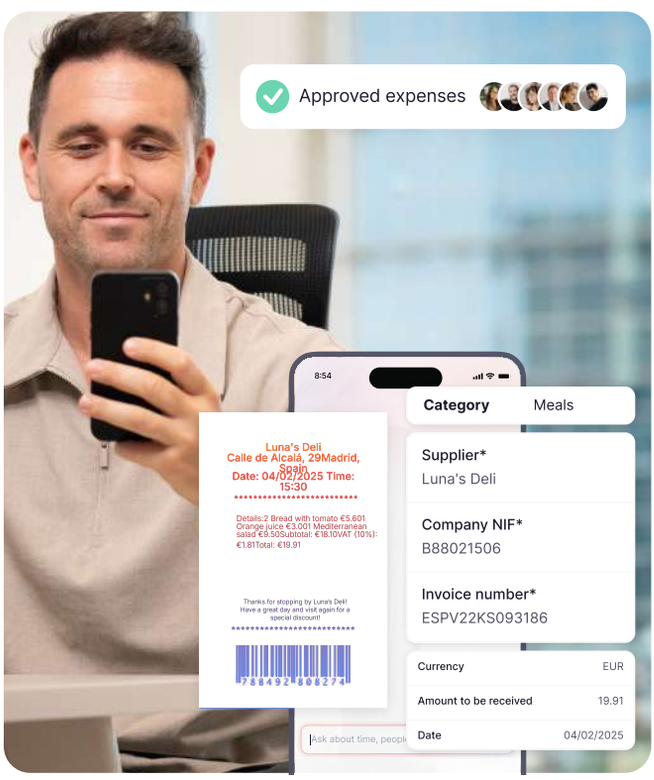
Incentives and variables remain disconnected between HR and Finance, causing errors that are only seen after entering payrolls.

With One, any changes are reviewed before calculating payroll, and salary additions, terminations and modifications go directly to payment preparation, without duplicating tasks.



ASK ONE

"Are there any promotions or position changes that we should take into account before sending the payroll?"



Expenses

Receipts arrive late and incomplete, and spending policies are applied when the money has already been spent.

AI scans tickets, approved purchase orders become expenses as soon as the order arrives, everything is synchronized with your ERP and payroll, and any out-of-policy expenses are detected instantly.

ASK ONE

"Show me this month's expenses that violate company policy."

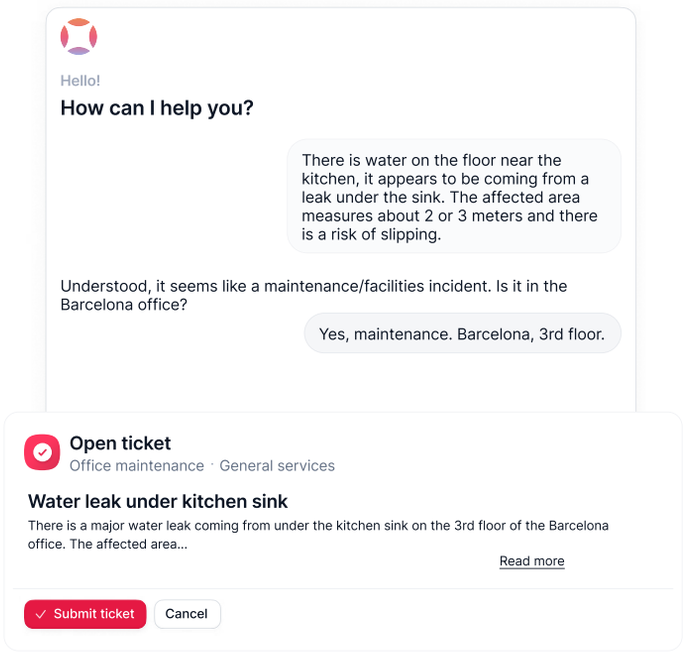
Tickets

Questions arrive by email, by chat or in the hallway, and teams end up answering the same thing over and over again.

Each request arrives in a single place and is redirected to the appropriate team. One asks the right questions and drafts a response so the team only has to review it.

ASK ONE

«Example of an incident notice: there is water accumulated on the floor next to the kitchen.»



The quarter with a global perspective

In a disconnected company, the quarterly closing comes in pieces and each area works with its own version of the data. In Factorial, the financial workspace displays company costs in a single view—by department and cost center—with real-time analysis. And with One, that view is instantly transformed into answers.

75%

...of management positions believe that the company would function better with fewer, but more centralized, tools.



factorial

AI for companies that unleashes the potential of your business

Each quarter brings its own imbalances. Companies that stay in control identify setbacks before they become problems.

When asking managers what would lead them to entrust real tasks to AI, the main answer was having it within the software they already use. Factorial One works directly on the platform that your template already uses, based on your own data and always with your confirmation before acting.

Request a demo today