BOTS &
PEOPLE

Bots & People

COMPANY SLIDE DECK

THE PANDEMIC HAS CHANGED THE WORLD OF WORK FASTER THAN EVER!

DIGITAL TRANSFORMATION

The world has seen more digital transformation in the past months than in the preceding five years.

JOB SHIFT

The demand for higher technological skills raises by 50% until 2030. Basic cognitive jobs will decrease by 15%.

NEW WORK

European Labor costs raised by 18,4% within the last 20 years. Purposeful Jobs, are more important than ever for talent that is getting shorter

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There's no doubt that Automation will be the Fourth Industrial Revolution and that it's already here

In 1958 the average lifespan of companies S&P 500 companies was 61 years.

This is now less than 18 years & constantly decreasing

Lack of automation is one key factors for companies not keeping up the pace anymore

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AND IT HAS ALREADY HELPED MANY COMPANIES

10M Savings with procurement

Analyzing and consolidating their supplier portfolio

Elimination of **10** million manual activities

Upskill **80+** Automation pioneers

Accounting automation

300k revenue increase through sales automation

HR automation & automation strategy

Time to Market improved by **20%**

52M tickets quarterly resolved faster by improving resolution

8M+ Passengers on time orchestrating ground ops and fleets

Reduction of 175 hours per month could be saved within the onboarding process

50% of DHL Global For-warding, Freight could free 15 /30 employees from manual tasks

CRM and ERP automation projects

1M invoices protected annually from duplicate vendor payments

Saved 3 FTE **(~150k/year)** within the first 6 month

Source: Published by Celonis / published by UiPath/ Bots and People projects

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MOST LEADERS EXPECT AUTOMATION TO ENTAIL A WIDE RANGE OF BENEFITS BEYOND COST SAVINGS
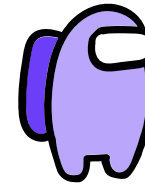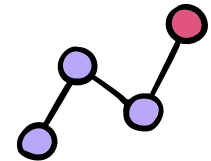
Save costs

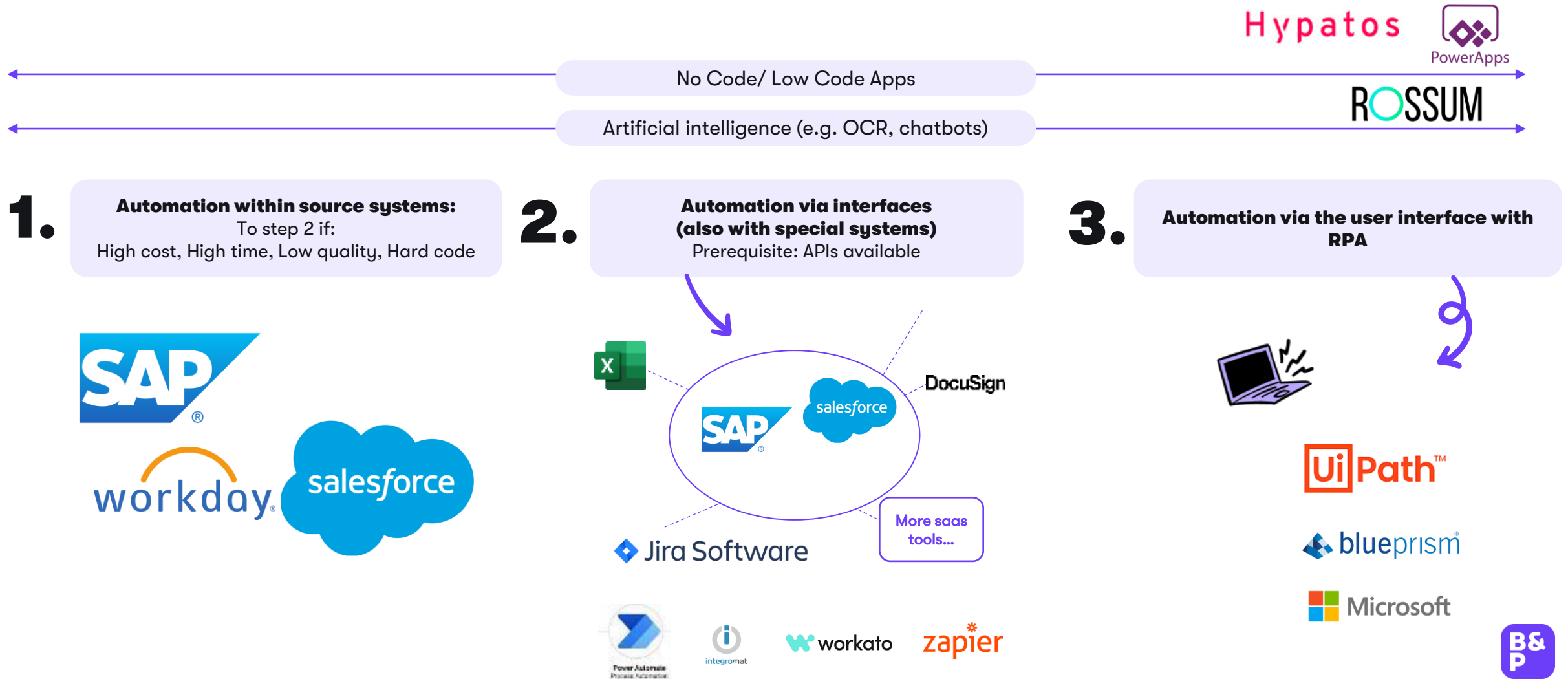**Reduce compliance risks**

Increase customer satisfaction

Increase employee satisfaction

Increase revenue

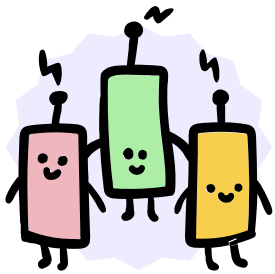# THERE ARE THREE POSSIBILITIES FOR AUTOMATION

Hypatos
PowerApps

No Code/ Low Code Apps

ROSSUM

Artificial intelligence (e.g. OCR, chatbots)

1. **Automation within source systems:**
To step 2 if:
High cost, High time, Low quality, Hard code

2. **Automation via interfaces (also with special systems)**
Prerequisite: APIs available

3. **Automation via the user interface with RPA**

SAP

workday salesforce

Excel

SAP salesforce DocuSign

More saas tools...

Jira Software

Power Automate Process Automation integromat workato zapier

UiPath

blueprism

Microsoft

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AUTOMATION IS NOT AN IT-PROJECT. WE NEED TO TAKE PEOPLE WITH US ON THE JOURNEY.

ORGANISATION

Define the "north star" for automation and organize the initiative.
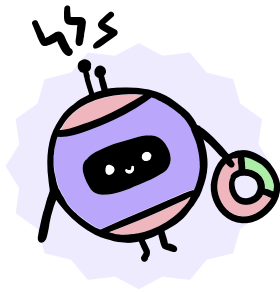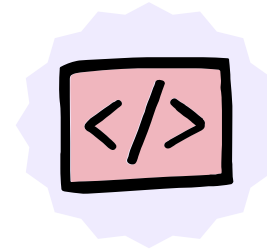
GOVERNANCE

Define the rules and metrics for automation in the company. Prove value.
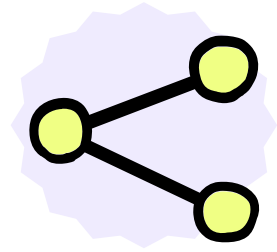
PEOPLE & CULTURE

Focus on building capabilities and engage early.

TECHNOLOGY

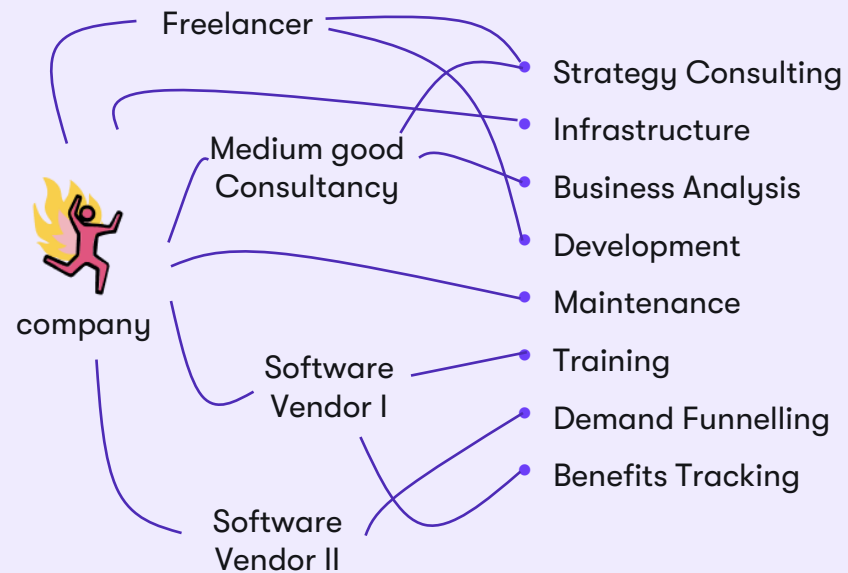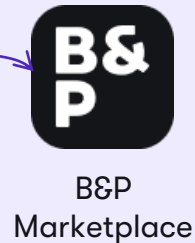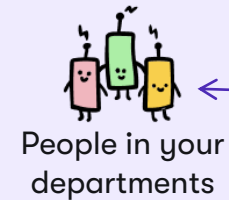Consider technology early and define your best of breed mix.

PROCESS

Define a scalable process to automate processes.

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STREAMLINE AUTOMATION AND MAKE SUCCESS TRANSPARENT

OLD WORLD

company

- Freelancer
- Medium good Consultancy
- Software Vendor I
- Software Vendor II

- Strategy Consulting
- Infrastructure
- Business Analysis
- Development
- Maintenance
- Training
- Demand Funnelling
- Benefits Tracking

NEW WORLD

People in your departments

B&P Marketplace

- Strategy Consulting
- Infrastructure
- Business Analysis
- Development
- Maintenance
- Training
- Demand Funnelling
- Benefits Tracking
- State of the art software tools
- Best consultants in the field

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ENTER THE MARKETPLACE

First Open Marketplace For Automation*

A One-Stop Shop for

Consultancy & Development → for Automation Strategy & bringing winning tech solutions, developers and project management

Automation as a Service → Automate immediately without you setting up a complex infrastructure

Academy → Top ranked Automation Academy delivering most impactful training for teams

Automation Garage → The go-to place for future oriented professionals. For knowledge, for idea-exchange and build a nurturing community around automation
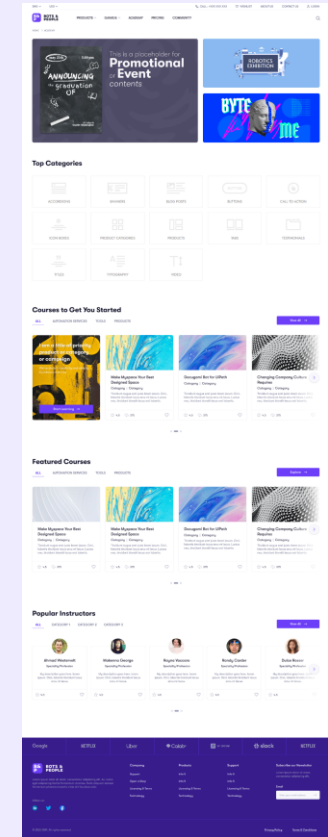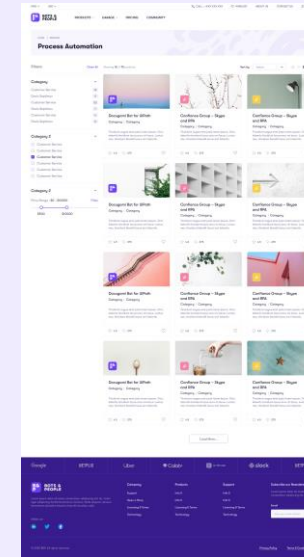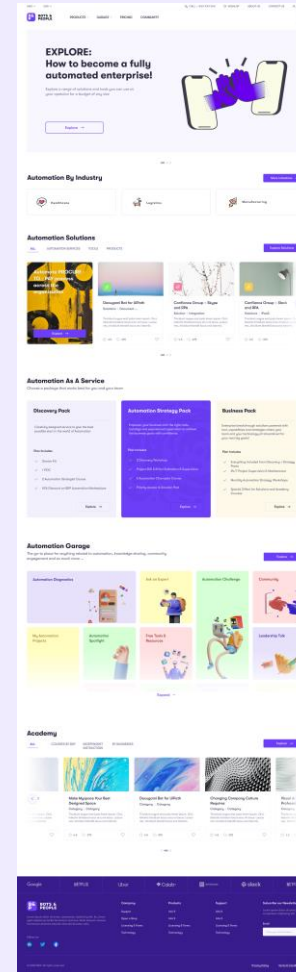
*independent marketplace and open for any software vendor

Personal Membership Bundles
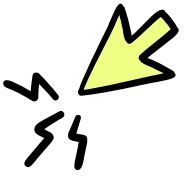
B&P	Automation Basic	Automation Essential	Automation Pro
	Free	Monthly: 149€ Yearly: 1499€	Monthly: 249€ Yearly: 1999€
Automation Knowledge	✓	✓	✓
Community Access	✓	✓	✓
Job Board	✓	✓	✓
E-Learning Courses: Beginner & Intermediate		✓	✓
Academy Community Channel		✓	✓
Exclusive Q&A Sessions		✓	✓
Bot-Coin		3	5
E-Learning Courses: Expert			✓
Academy Community Expert Channel			✓

AUTOMATION PACKAGES FOR YOUR COMPANY

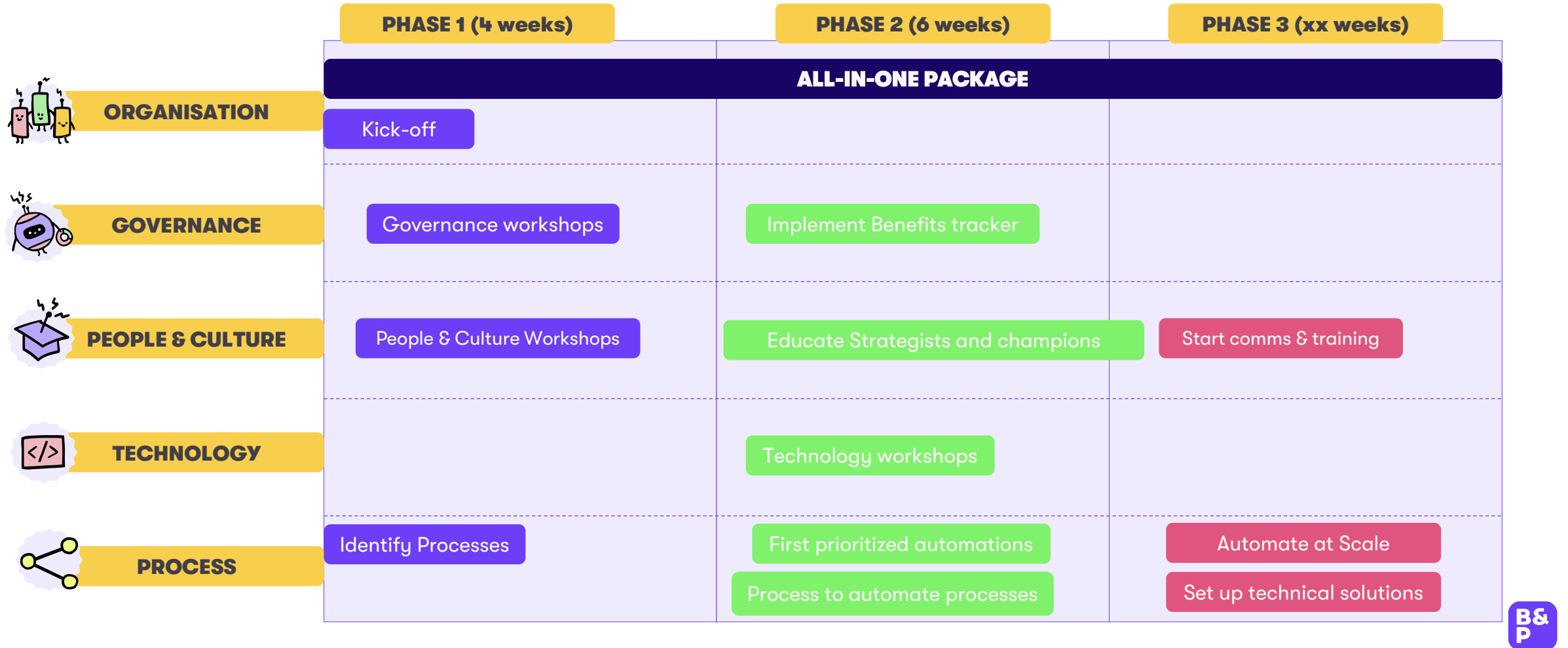| FEATURES	SKILL US UP 5000€ PER MONTH**	MENTOR US 1000€ PER MONTH*	ALL-IN-ONE 4800€ PER MONTH**
Business Case and quarterly Strategy Meeting (60 minutes per meeting incl. prep and summary)	✕	Yes!	Yes!
Weekly activity overview	✕	Yes!	Yes!
Bots and People workforce curation and guarantee	✕	Yes!	Yes!
Up to 2 weekly status calls (20 minutes incl. prep and summary)	✕	✕	Yes!
Project Management (for up to 5 parallel processes)	✕	✕	Yes!
Automation Pro for up to 30 users	Yes!	✕	✕
community access for up to 30 users	Yes!	✕	✕

*monthly paid with 12 month minimum duration
** monthly paid with 6 month minimum duration

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AUTOMATION PREMIUM ACCELERATORS

TRAININGS	PRICING			
Automation Strategist	2.900 € per seat (includes 3 months of Automation Pro Membership)			

TOOLS	1-3 processes	3-10 processes	11-50 processes	50+ processes
Benefits Tracker	FREE	500€/month	1000€/month	2000€/month
Demand Funnel Tool	FREE	500€/month	1000€/month	2000€/month

WORKSHOPS	PRICING			
Governance Workshops	4.500 €			
People & Culture Workshops	6.000 €			
Technology Workshops	4.500 €			
Process Identification Workshops	4.500 €			
Process to automate processes Workshop	4.500 €			

MARKETPLACE SERVICES	PRICING			
Business Analysis	600€-1000€/day (depends on vendor)			
Automation Development	600€-1000€/day (depends on vendor)			
Automation Coaching	600€-1000€/day (depends on vendor)			
Automation as a Service	Let's get in touch			

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ROAD TO BECOME AN AUTOMATION DRIVEN COMPANY

	PHASE 1 (4 weeks)	PHASE 2 (6 weeks)	PHASE 3 (xx weeks)
	ALL-IN-ONE PACKAGE		
ORGANISATION	Kick-off		
GOVERNANCE	Governance workshops	Implement Benefits tracker	
PEOPLE & CULTURE	People & Culture Workshops	Educate Strategists and champions	Start comms & training
TECHNOLOGY		Technology workshops	
PROCESS	Identify Processes	First prioritized automations Process to automate processes	Automate at Scale Set up technical solutions

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WE ARE GOOD AT IT. ASK OUR CLIENTS

Only holistic engagement and training in RPA enables thinking in larger contexts and solving complex problems on the automation journey.

Julian Beckers,
Managing Director Weissenberg Group

This course is really so much fun - and even more when you see how much heart and soul the creators put into it! Finally, a course that fully introduces you to the automation era. Here, not only tools are shown, but our awareness of processes and technology is changed! Kudos and a huge thank you for this! I am looking forward to all further sessions

Viktoria Sheyko,
Assistant Manager, KPMG

I chose to train with B&P because I get a deep and comprehensive insight from top experts into a massive growth industry that will strongly influence German industry in the coming years. The potential is huge and the solutions quite easy to learn.

Dr. Philipp Philippen,
Future Learning Expert, Innogy

LIEBHERR Fraport WACKER

SIEMENS SAP Red Bull

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Tobi Masek & Dirk Willhelm of Conrad Electronic Automation Team report on the collaboration. Listen here!

VELUX FISMA

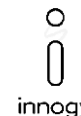envia M e·on

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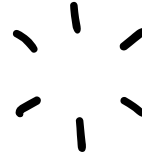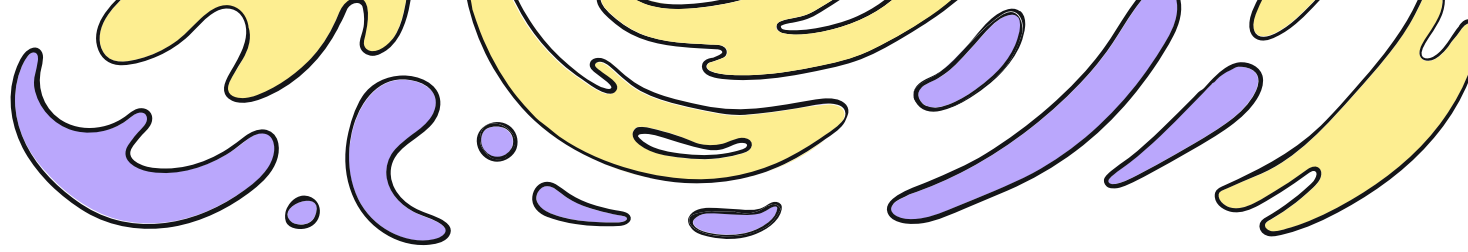
CONTIPARK InterparkingGroup CONRAD

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No more boring.

Empower every company to automate.

Yes!

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