



ROBOTIC PROCESS AUTOMATION

Next Level Performance Now

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Rapid Process Scan (RPS) – A „laser-focused“ robotic process automation opportunity assessment.

CHANGE LEADERS

ROBOYO DISCOVERY – Comparison of Alternative Assessments

Parts of Package Deliverables	Discovery Sessions Prioritize Quick-Wins Processes for Automation	Rapid Process Scan (RPS) Build, Launch and Scale the Automation Initiative
Automation Briefing	✓	✓
Executive Briefing	-	✓
Automation Strategy Session + three-page documentation	-	✓
Processes analyzed and outcome visible in Converge + Excel Sheet	✓	✓
Benefit Case Estimation	✓	✓
Business Case Estimation	-	✓
Dedicated finding and recommendation report in pptx	-	✓
Recommended Roadmap for implementation	-	✓
Executive report „CFO“ & „CIO“ ready	-	✓
Value-Based Targets	-	-

Details on next page

RAPID PROCESS SCAN (RPS) – An Overview

We recommend a „laser-focused“ automation opportunity assessment to create a valued, prioritized automation opportunity backlog.

TYPICAL PROBLEM STATEMENT

*“We need a high-value pipeline to achieve our automation targets as quick as possible”
and/or
“We need executive stakeholder buy-in to fund the launch and scale of our automation initiative”*

PROJECT PARAMETERS

Project Duration: Typically, 2 – 6 weeks

Deliverables:

- Automation & Executive Briefing Session & Deck
- Automation Strategy Session + three-page documentation
- Processes analyzed in ROBOYO Converge + Excel Sheet & dedicated findings recommendation incl CFO/CIO ready report
- Benefit and business case estimation
- Recommended Roadmap for implementation

Required Input & Stakeholder

- Automation sponsor / stakeholders
- Business units' heads + subject matter experts of business units

OBJECTIVES & VALUE DELIVERED



Clarified automation strategy

Align internal teams leading automation in a single strategy



Secure executive sponsorship

Calculate the business and benefit case of automation and ensure senior executive



An executable & tangible roadmap/list of priority automations

Receive a tangible list of automation potential with a clear business case that can be selected for implementation instantly



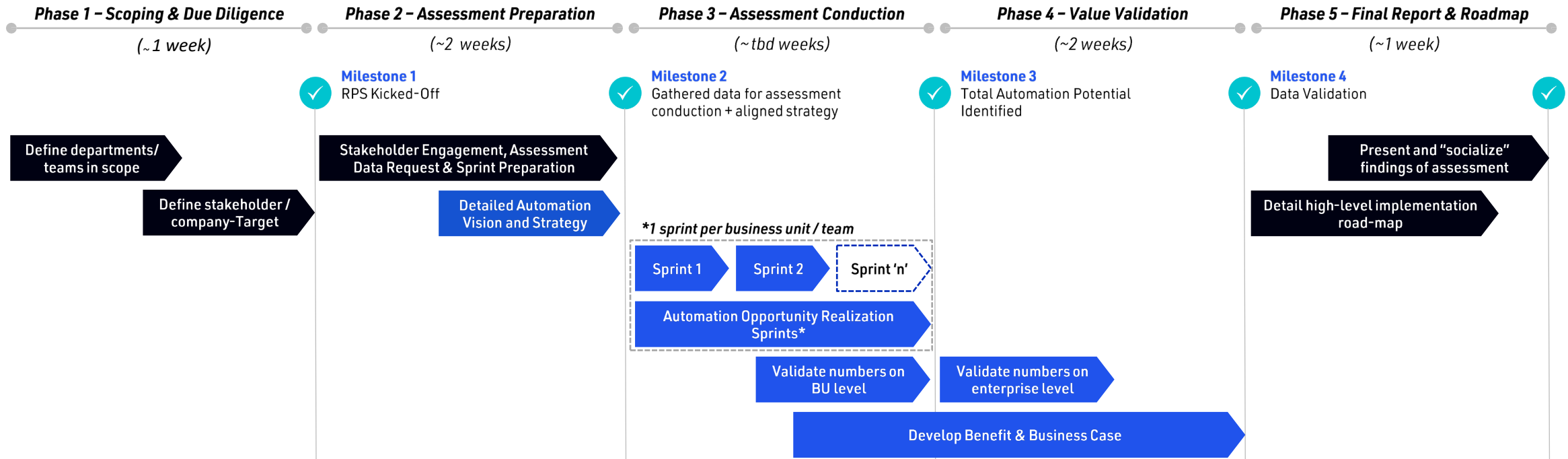
Raise Awareness of Automation

Raise executive and business stakeholder awareness of the importance of automation

RAPID PROCESS SCAN (RPS) – High-Level Approach

Following crucial sprint preparation, we will partner with our clients subject matter experts to assess the automation potential of a targeted group of processes.

▶ Timelines for the Value-Based Rapid Assessment are dependent on the **size and volume of business units included in scope**



ROBOYO CONVERGE enabled

Key:



RAPID PROCESS SCAN (RPS) – Method Deep-Dive (1/4)

The Rapid Assessment for each business unit will consist of a series of iterative sessions, combining top-down and bottom-up analysis to gather the required data and define the backlog for automation.

Milestone 2*: Gathered data for assessment conduction + aligned strategy

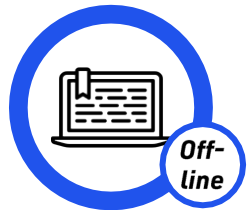
PHASE 2 – ASSESSMENT PREPERATION

Before a Rapid Assessment, Roboyo submits a structured data request, validates the scope for the assessment and prioritises business units, teams and / or processes. Moreover, we conduct a Automation strategy sessions to align the organizations overall vision and targets for automation to ensure correct focus during the assessment.

In our experience this phase is crucial to

1. Ensure we prioritise effectively
2. Align stakeholders in
3. Minimise the time commitment of customer's staff

Who? Executive sponsors, Automation stakeholders and Business Unit Leads



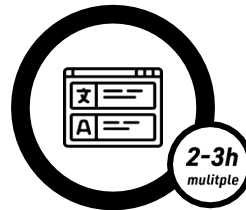
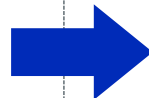
1. Structured Data Request and Assessment Prioritisation

Application of Roboyo's proprietary process elimination criteria and process heatmaps to create targeted Rapid Assessment scope



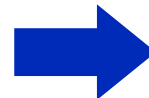
2. Top-down Activity Analysis & Business Unit Assumptions + 3. Automation Strategy Workshop

Validation of target process lists, confirmation of business unit assessment scope and required stakeholders



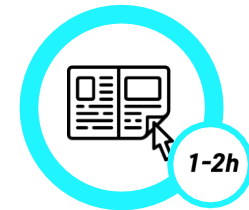
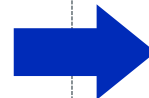
4. Bottom-up Process Discovery Workshops

Evaluation of processes against pre-defined complexity and benefit drivers. Often multiple sessions are required to determine the full potential.



4. Playback and Validation

Validation and approval of the process information collected per Business Unit.



6. Create Overall Business Case + final reports (findings + executive report)

Definition of the opportunity for automation, lessons learned and prioritisation of opportunities

Milestone 3*: Total Automation Potential Identified

PHASE 3 -DISCOVERY & VALIDATION

Assessments are conducted in by Business Unit (BU) or teams. They are conducted within sprints where Roboyo hosts initial process discovery sessions with targeted BUs. Discovery sessions are then iterated as our experience has taught us that as team members learn the process, additional opportunities come to fruition.

This iteration is critical to maximising your ROI and highlighting tangible opportunities. It is also how our findings are validated and approved with the people who know the processes best.

The duration of an assessment for a Business Unit is driven by volume and complexity of processes to be reviewed (e.g. a 2 hour discovery session would typically cover between 10-30 medium / large processes).

Who? Team Leads, Process Owners and Process SME's

Milestone 4*: Data Validated & Reports generated

PHASE 4 & 5: VALUE VALIDATION AND FINAL REPORT

The Business Case is developed in the final stages of a Rapid Process Scan to clearly define:

- the automation potential, estimate the total cost of ownership
- define the Roadmap for Implementation.

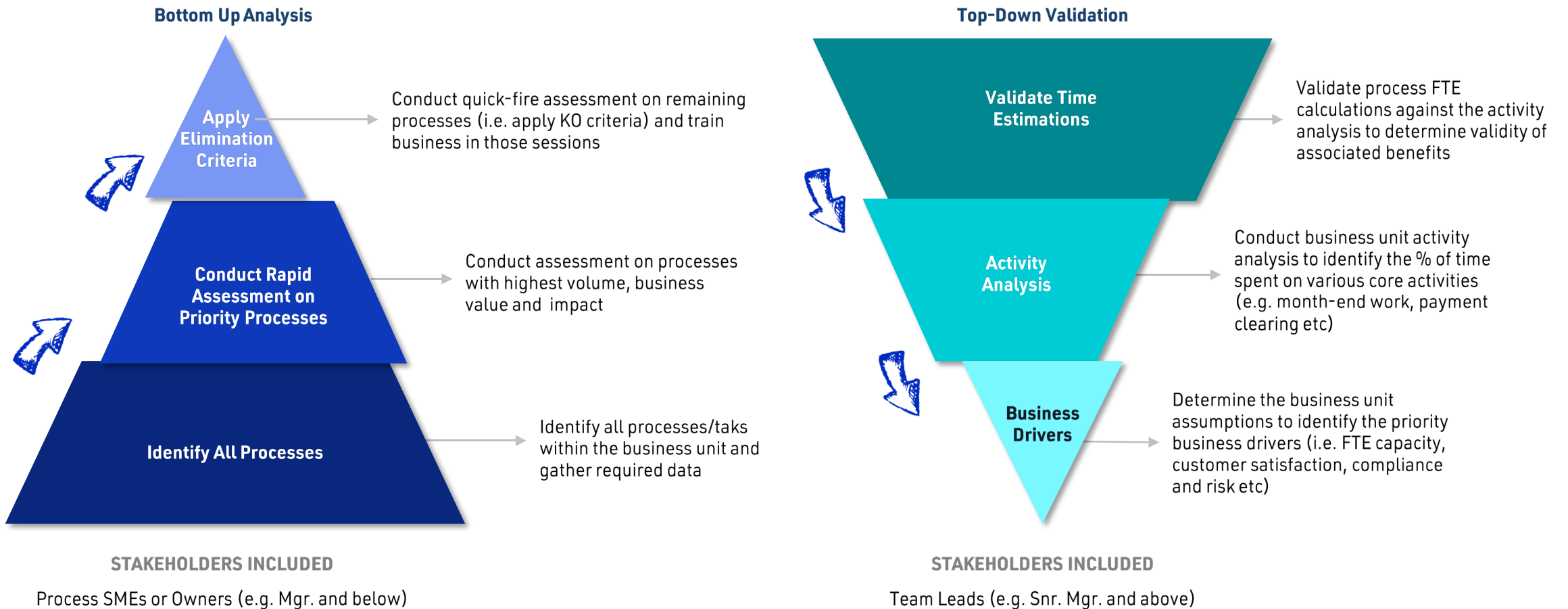
Crucial numbers are again validated on enterprise level

The final reports (detailed and executive) are socialized with and presented to the relevant stakeholders to boost "the case" for automation.

Who? Senior Executives, Business Unit Leads, Team Leads

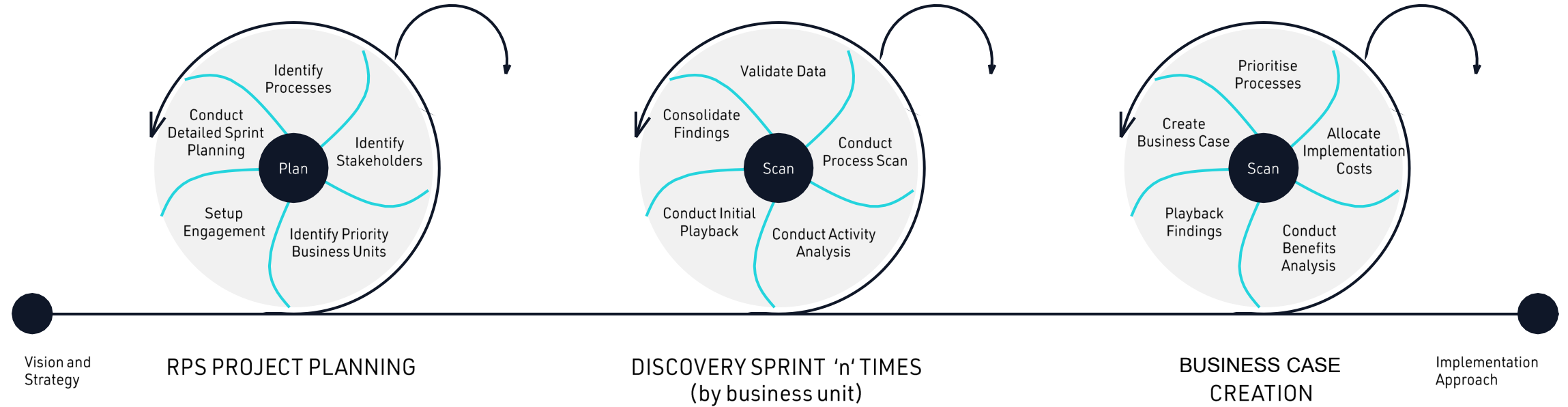
RAPID PROCESS SCAN (RPS) – Method Deep-Dive (2/4)

A Rapid Assessment takes a combined bottom-up, top-down approach to assessing individual processes to create a valid estimation of the process-by-process benefit.




RAPID PROCESS SCAN (RPS) – Method Deep-Dive (3/4)


Through a series of accelerated sprint cycles during the Rapid Process Scan, processes within each business unit are assessed against benefit and complexity drivers.




Enablers:




Data Collection Approach



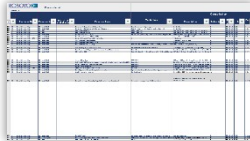
Business Unit Heatmaps



Stakeholder Engagement Approach



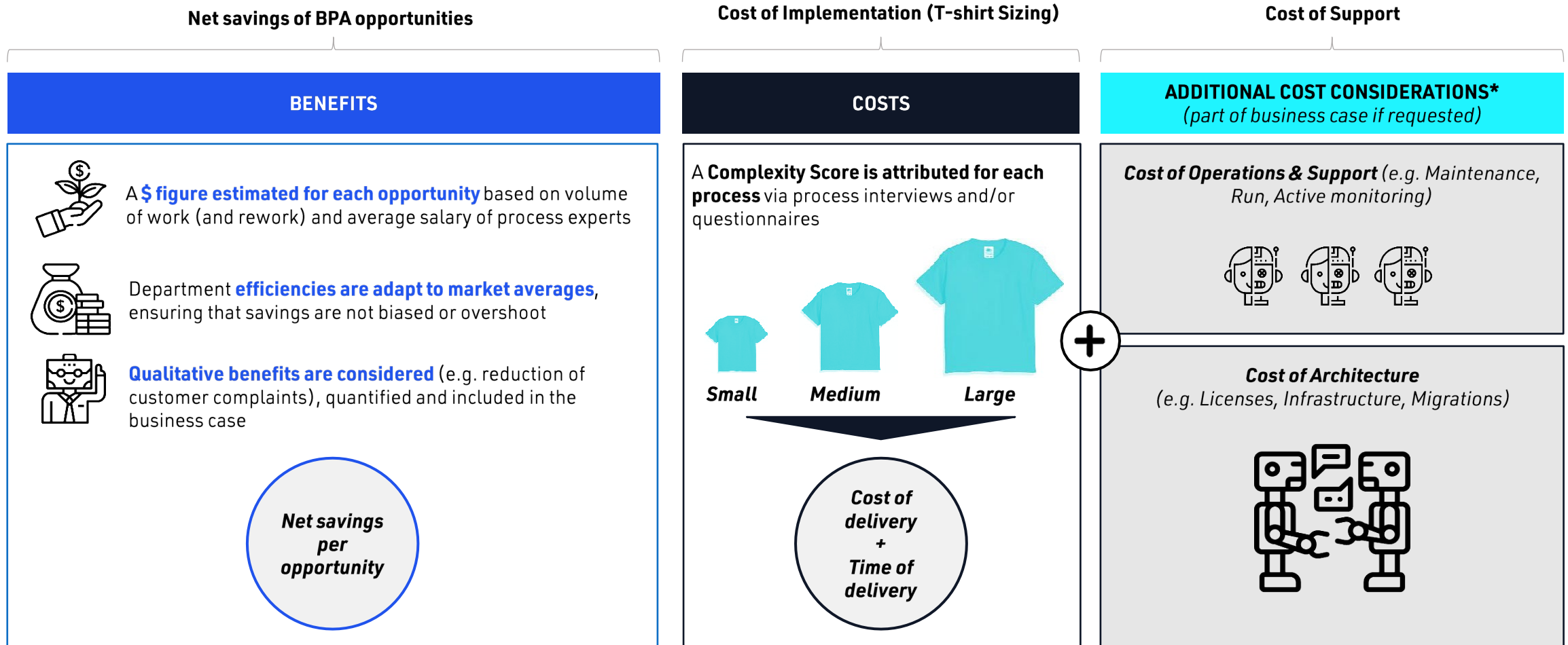
Online Assessment (Converge)



Offline Assessment Model

RAPID PROCESS SCAN (RPS) – Method Deep-Dive (4/4)

For each process analyzed, we translate the analysis into a formal business case, articulating the benefit expected from the automation, the cost to implement and the cost of ongoing support.



*Required additional budget

CHANGELEADERS Partners with ROBOYO

Roboyo is the world's largest Intelligent Automation professional services company, with locations in 16 cities, across 11 countries and 3 continents.

Founded in Nuremberg in 2015 by 3 friends, Roboyo is now the world's largest Intelligent Automation professional services company, with locations in 16 cities, across 11 countries and 3 continents.

Regarded by Gartner as the world's leading Intelligent Automation specialist, our clients include many of the Fortune 500 and 19 of the DAX 30 companies.

We hail from 22 countries and speak at least as many languages. We may worship different sports teams, even gods, but we are united by the fact we are all automation engineers.

Solving complex technical problems is what keeps us awake at night and gets us up in the morning. Equal parts vision and precision, we bring the ability to build and to guide. We are big picture thinkers with an eye for detail and a passion for rolling up our sleeves to get the job done.

We bring together strategists, technologists, business analysts, six sigma belt wearers of every color and 4 of the world's UiPath Most Valuable Professionals (MVPs).

Together, we have earned a reputation for engineering business outcomes for some of the world's largest and most dynamic companies.

CHANGELEADERS partners with ROBOYO

Roboyo is now the world's largest Intelligent Automation professional services company, with locations in 16 cities, across 11 countries and 3 continents.

FORTUNE FAVORS THE ~~BRAVE~~ AUTOMATED.

We exist in an accelerated era.

Change is no longer linear. Keeping up is no longer enough. Expectation, competition and disruption have jumped to warp speed.

The velocity of this change is an extinction-level event for businesses that stand still.

Success requires the adoption of new business models and technologies at an unprecedented speed and scale.

In a context where the fast eat the slow and the digital eat the analogue, fortune favors the automated.



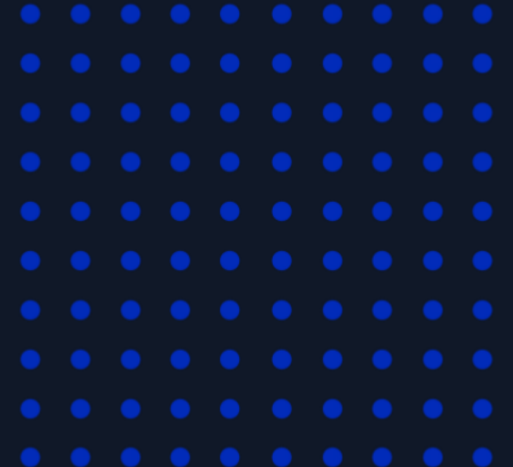
~~10%~~ 10X

We help you capture the exponential power of automation to elevate performance gains from increments to multiples.

By operationalizing advanced technologies with an outcomes-focused methodology, we engineer solutions that go beyond task automation to enterprise transformation.

Our As-a-Service delivery accelerates speed-to-value. And our automation lifecycle platform integrates the right mix of robotic and cognitive, seamlessly and securely.

Together, they unleash the true potential of your people, processes and products to capture exponential possibilities.



CHANGELEADERS partners with ROBOYO

Regarded by Gartner as the world's leading Intelligent Automation specialist, our clients include many of the Fortune 500 and 19 of the DAX 30 companies.

HUMAN ~~ERROR~~

Automation can remove human error but it cannot replace human ingenuity.

Consequently, Human+ is our guiding principle when we design, implement and run ethical digital workforces. It recognizes that automation is as much a human change as a technological one.

Our Human+ approach to cultural change and automation engineering builds harmonious and resilient hybrid workforces that seize new value from change.

This creates an agile enterprise where processes are conducted at many times the speed, a fraction of the cost and with zero errors, liberating employees to perform more innovatively, happily and valuably.

~~IM~~POSSIBLE

We make possible the previously impossible.

It's time to recalculate performance and ROI. Impact and payback have moved from Q1 to day 1.

It's time to re-engineer the enterprise, eradicating error from automatable tasks. It's time for the robots to do the repetitive and humans to do the inventive.

Intelligent Automation enables you to get out in front of disruption, expectation and competition in a continuous and frictionless way.

What's possible has changed. Forever.



CHANGELEADERS MISSION

Shaping the future – inspiring people – moving organizations

We want to contribute to driving innovation and improvement. Our clients are all those who want to make a difference in their organizations and are interested in sustainable, future-proof solutions – whether in corporate, divisional or regional management or in specialist areas such as development, operations, procurement, sales, finance, IT and human resources.

We support our clients not only in dynamic growth phases, but also in difficult merger and restructuring situations. In doing so, we contribute our experience from working with global players, large multinationals and hidden champions as well as medium-sized companies and public sector organizations.

Most of our client projects have an international scope. And in many cases, our internationally experienced consultants or long-standing network partners also support local implementation on site.



WE SHAPE THE FUTURE

Together with our customers, we develop visions and align business models, strategies, organizations, processes and systems for the future.



WE MOVE PEOPLE AND ORGANISATIONS

People with their ideas, abilities, potential and needs are just as much the focus of attention as their interaction within the framework of a modern work organisation.

CHANGELEADERS **STYLE**

employee- and customer-centred, innovative, result- and future-oriented

CHANGELEADERS combines outstanding expertise and a doer mentality with a great passion for innovation and the future. Our DNA is based on a mix of experience from practice, consulting and science.

Due to our professional backgrounds, we often know the challenges of projects from both a consultant and a client perspective. Most CHANGELEADERS profiles are characterized by many years of international consulting and management experience.

Depending on requirements, we take on the role of designer and co-creation designer, manager and doer or consultant and coach.

Our experience, trend analyses and scientific findings form the basis for the development of sustainable concepts and their implementation. Coupled with fresh thinking and innovative methods, we ultimately create extraordinary customer experiences that also inspire and motivate us time and again.



EXCEPTIONAL CUSTOMER EXPERIENCES

We CHANGELEADERS think and act as entrepreneurs – employee- and customer-centered, innovative, result- and future-oriented.



APPRECIATIVE COOPERATION

We live the principles of trustful performance partnership and appreciation both internally and in the cooperation with our customers.

CHANGELEADERS **STYLE**



HOLISTIC VIEW

Experts with proven strategy, organizational, HR, communications & digital expertise



INTERNATIONAL EXPERIENCE

Worldwide deployment of highly experienced professionals with global leadership and project responsibility



MAKER MENTALITY

Entrepreneurial focus on sustainable results in growth, merger and restructuring phases



INNOVATIVE SPIRIT

Solution-oriented game changers with great passion for innovation and desire for digital future



BEST PRACTICE RESEARCH

Evidence-based work grounded on trend analyses, smart practices and scientific findings



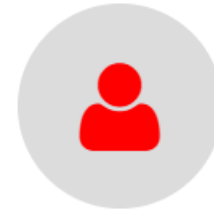
SMART MIX OF METHODS

Intelligent combination of agile and classic methods with digital and analog forms of collaboration



PERFORMANCE PARTNERSHIP

Excellence, diversity, transparency, trust and appreciation in internal and external cooperation



PEOPLE FIRST

Managers and employees at the center of digital transformation and agile organizational development

CHANGELEADERS PORTFOLIO

Consulting Boutique for Transformation & Change



PROFILES

- Team of renowned thought leaders and experts in their professional disciplines
- Well-rehearsed team working together in different set-ups since many years
- Most of our projects have an international scope
- Many of our consultants work on projects abroad - globally

CHANGELEADERS CONTACTS

Place and date

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