

STRATEGIC PARTNERSHIP WITH BOTS & PEOPLE

DIFFERENTIATOR

**PROPOSAL EXERPT FOR
MANAGEMENT PRESENTATION**

- Basis for discussion -
October 2022



Why Bots and People?

Let's reach tangible results together as strategic partners for this Upskilling Initiative

1 ALL-IN-ONE SOLUTION

We are your sparring partner along the way. We customize, reflect, and adapt with you. As your partner, we will take care of the organization, implementation, and engagement of every party. We are in it with you for the long run. We are there for your learners on demand & deliver the best learning experience in the automation space.

[See explanation p. 3](#)

2 B&P GIVES HOURS BACK TO THE BUSINESS

We are experts in scaling automation initiatives through people and delivering tangible results. We train your people to effectively get back the hours they used to spend on repetitive manual tasks and invest them in meaningful work instead.

[See explanation p. 4](#)

3 MOST ATTRACTIVE BUSINESS CASE

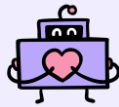
Besides giving hours back to business, with an investment in Bots and People you get a higher ROI than using your internal capabilities to produce or curate content internally. Our prices per person can compete with high-quality learning products from the market (e.g. on-site seminars).

[See explanation p. 5,6](#)




Why Bots and People?

Unlike other automation upskilling options, you get it all from one source

1 B&P IS YOUR ALL-IN-ONE UPSKILLING SOLUTION



We are your sparring partner along the way. We customize, reflect, and adapt with you. As your partner, we will take care of the organization, implementation, and engagement of every party. We are in it with you for the long run. We are there for your learners on demand & deliver the best learning experience in the automation space.

	 Bots & People	Internal	 Academy Tech-vendor	 E-Learning
Access to Automation SME's & trainers ?	Top-skilled automation trainers that are available on demand.	Might be available in the automation team, but this impacts internal capacity planning.	No access to independent trainers and experts. Training as a sale of the UI path solution.	No access to trainers and experts.
Curated, holistic automation e-learning content ?	Course content and sessions are specifically designed and curated for company automation learners.	Can be created, but L&D would need to deprioritize other learning content creations and further developments	Often times just video based – no format mix and vendor specific learning issues.	Content without automation focus and quality check.
Flexibility in pricing ?	Can be quit after Ramp Up or after each year of having up-to-date academy access.	One-time investment + constant operation and update costs.	One-time investment + constant operation and update costs to curate content.	One-time investment + constant operation and update costs to curate content.
Quick learning results ?	After 4 weeks set-up automation learning program can start.	You need at least 6 months to produce and run relevant automation learning programmes.	You need at least 3 months to curate and run relevant content. It is very likely that some contents need to be produced separately.	You need at least 3 months to curate and run relevant content. It is very likely that some contents need to be produced separately.

Why Bots and People?

You will receive tangible results for finance and give hours back to business!

2

**B&P GIVES
HOURS BACK
TO THE
BUSINESS**



We are experts in scaling automation initiatives through people and delivering tangible results. We train your people to effectively get back the hours they used to spend on repetitive manual tasks and invest them in meaningful work instead.

The outcome in tangible hours back to business:

- ✓ Up to 3-5 automated processes per 10 learners that run at least through the automation Agent based on our experience
- ✓ ~500 hours back to business per automated process
- ✓ This leads to **1.500 to 2.500 hours back to business** per 10 people
- ✓ Long-term automation mindset
- ✓ Blueprint for roll-out at scale within further departments



Why Bots and People?

Price per learner competes with a classical onsite seminar

3

B&P RELIZES ATTRACTIVE BUSINESS CASES



Besides giving hours back to business, with an investment in Bots and People you get a higher ROI than using your internal capabilities to produce or curate content internally. Our prices per person can compete with high-quality learning products from the market (e.g. on-site seminars).

TBD based on your needs

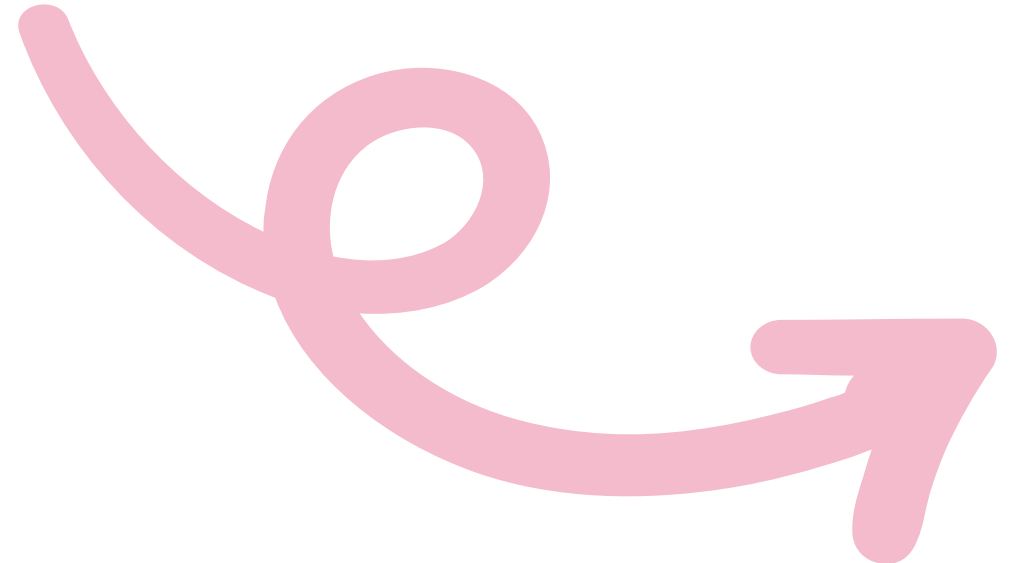
**BOTS &
PEOPLE**



NOT CONVINCED YET?



Ask our partners!



We have many success stories to prove that



Automation Upskilling
Program for Process
Experts



Automation Strategy
Learning Track and
set-up of Strategy



Automation Strategy
Learning Track, HR
automation &
methodology



AI and Automation
Upskilling for CoE



Trained MS Power
Platform Citizen
Developers & Leaders in
Automation



Trained Workforce in
Automation Strategy &
Citizen Development in
Power Platform



Automation Strategy
Learning Track and Set
Up of Strategy



Saved 3 FTE
(~150k/year) within the
first 6 month &
Automation Strategy



T-Systems



"Check out our favorite Success Story at T-Systems. This is how
your Automation Journey can look like!"

[Read me](#)

We are good at it - ask our clients



Really good continuing education for all who want to approach the topic of automation. Not only a modern and innovative topic but also a modern and innovative way of further education (on-line courses, networking, etc). Absolute recommendation!

CHRISTOPHER PILLER, VIESSMANN



I like everything about Bots & People. Always fast, friendly, competent, accommodating and courteous. I was able to learn a lot during my Automation Strategist training, and my expectations were even exceeded. In addition to good content and great mentors, I was lucky enough to meet some like-minded people. Absolutely recommend!

CHRISTOPHER HEMKE, HELDEN CONSULTING GMBH



Bots and People guided us through the strategy workshops in a structured way and discussed our individual questions and worked out solutions together with us. In particular, they showed us our "white spots" in order to approach the topic of "automation" holistically and thus achieve the greatest possible impact. All in all: a very productive collaboration at eye level.

LARISSA ÖSTERLE, ZUMTOBEL GROUP

We are good at it - ask our clients



“ This course is really so much fun - and even more so when you see how much heart and soul the creators have 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! Looking forward to all the future sessions!

VIKTORIA SHEYKO, KPMG



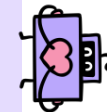
Super great experience! Real passion with relevant content! Clear recommendation for everyone who doesn't just want to observe the future happening, but wants to shape it themselves!

GIA THI NGUYEN, EX-SIEMENS



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

DR. PHILIPP PHILIPPEN, LRN LAB BY INNOGY CONSULTING



Contact us for
reference call!



No more boring!

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