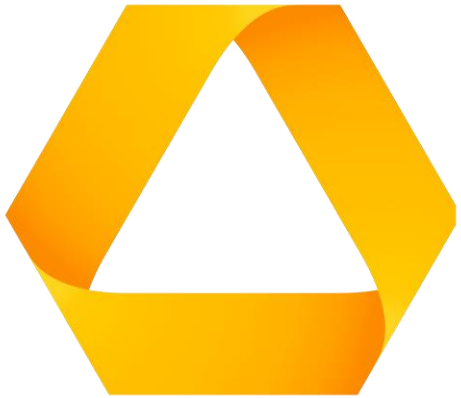
BOTS &
PEOPLE

COMPANY SLIDE DECK



THE MAJOR BOTTLENECKS WE SEE IN AUTOMATION INITIATIVES ARE ABOUT YOUR PEOPLE

1

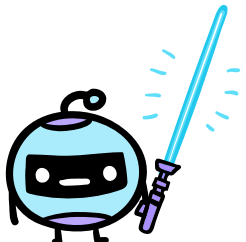
Stakeholder Management
Due to Gartner, not getting your people on board with automation is the most common reason why an initiative could fail

2

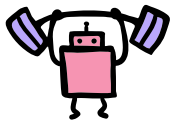
Fill the Pipeline with high quality use-cases
If you do not get high quality use-cases the automation initiative will not have a positive ROI

3

Use the Right Technologies & Tools
Choosing the right technologies and tools for the right processes and workflows in a Multi Vendor era is tough.



BUT THERE IS HOPE FOR THOSE WHO INVEST TO BRING THEIR WORKFORCE ON BOARD

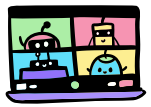


CREATE AWARENESS ACROSS ALL BUSINESS UNITS

Built an internal community to spread the word and a basic understanding of process automation

EDUCATE AUTOMATION KEY USERS

Educate Automation Agents or Strategist to work as spokespersons in their departments to identify top notch usecases.



EDUCATE CITIZEN DEVELOPER

Educate your people on using low-code technologies to help themselves to make their jobs more efficient.

WE ARE THE KRYPTONITE OF BOTTLENECKS

1

WE HAVE NO BIAS NOR AGENDA

Our solution is vendor agnostic. Best of Breed is our Way. Get ready to rule the Multi Vendor Era.

2

WE BREATHE AND SPEAK AUTOMATION

Our solution is tailored to automation. Our coaches are the best in the biz. Our learning tracks and live sessions are proof of that.

3

WE ARE IN FOR THE LONG RUN

The B&P-Way is permanent. Unlike consultancies, we give you a kickstart, teach you how to walk and keep you at speed.

AND HAVE MANY SUCCESS STORIES TO PROVE THAT

Santander	Automation Upskilling Program for Process Experts
CONRAD	Automation Strategy Learning track and set-up of Strategy
pwc	Automation strategy learning track, HR automation & methodology
Fraport	AI and Automation Upskilling for CoE
e·on	Trained MS Power Platform Citizen Developers & Leaders in Automation
axel springer	Trained Workforce in Automation Strategy & Citizen Development in Power Platform
ZUMTOBEL	Automation Strategy Learning track and set-up of Strategy
AWIN	Saved 9 FTE (~150k/year) within the first 6 month & Automation Strategy

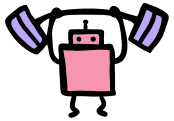
T··Systems·

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

Read me

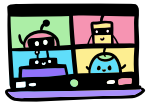
OUR LEARNING TRACKS ARE BUILT DIFFERENT.

Get a sense of what your future can look like.

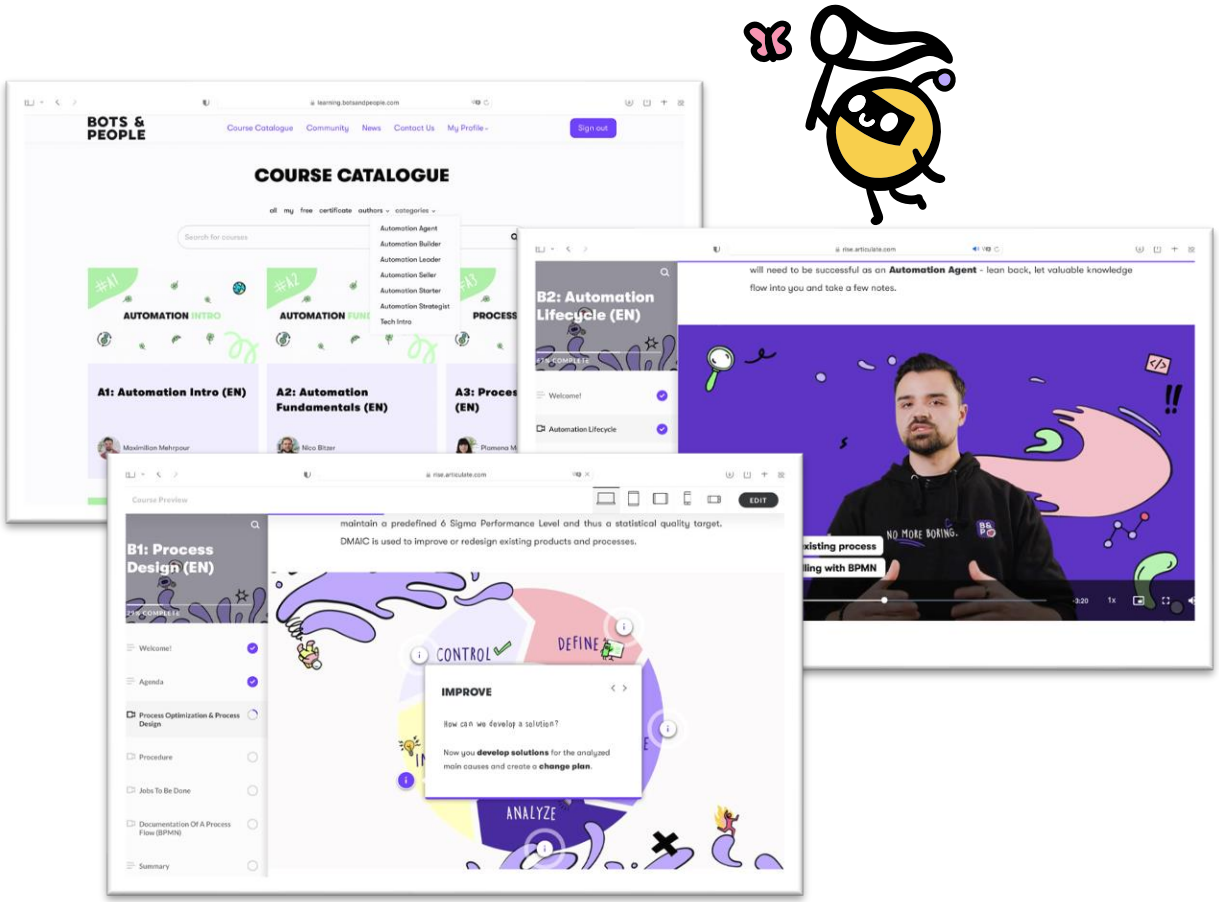


HANDS ON MENTALITY
Our learning tracks are based on the principle of practical experience. You don't just learn theory, you apply it.

REALNESS FACTOR X 100
Our use cases are rooted in real challenges. The experts work in the industry and know what it's like to be "out there".



COMMUNITY LEARNING
Participate in our online community, share your thoughts and ideas and increase your learning via the power of the community.



LIVE DEMO

See for yourself!

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

BOTS &
PEOPLE

BOTS & PEOPLE

AUTOMATION ACADEMY

B&
P

AUTOMATION LEARNING TRACKS

AUTOMATION STARTER

A1	Automation Intro
A2	Automation Fundamentals
A3	Process Management
A4	Corporate Automation
A5	Data & Automation
A6	Practical Automation Examples

AUTOMATION AGENT

B1	Process Design
B2	Automation Lifecycle
B3	Automation Lifecycle In Practice
B4	Benefits & KPIs Of An Automation Project
B5	Tools & Technologies
B6	How To Tell & Sell

AUTOMATION LEADER

C1	Economic Relevance Of Automation
C2	The Automation Market
C3	Automation Strategy
C4	Automation Initiative
C5	Automation Infrastructure
C6	Future Of Automation

AUTOMATION STRATEGIST

C1	Economic Relevance Of Automation
C2	The Automation Market
D1	Tools & Capabilities
D2	Governance
C5	Automation Infrastructure
C3	Automation Initiative
C4	Automation Strategy
D3	Change Management

AUTOMATION LEARNING TRACKS

AUTOMATION SELLER

C1	Economic Relevance Of Automation
C2	The Automation Market
C3	Automation Strategy
C4	Automation Initiative
B4	Benefits & KPIs Of An Automation Project
B5	Tools & Technologies
B6	How To Tell & Sell
C6	Future Of Automation

TECH INTRO

E1	Process Mining
E2	Robotic Process Automation (RPA)
E3	Integration Platform As A Service (IPaaS)
E4	Low Code / No Code
E5	Artificial Intelligence (AI)

AUTOMATION BUILDER

F1	Process Mining
F2	Robotic Process Automation (RPA)
F3	Integration Platform As A Service (IPaaS)
F4	Low Code / No Code
F5	Artificial Intelligence (AI) - OCR
F6	Change Management
F7	Time Sheet App
F8	Public Tender

CITIZEN DEVELOPER

e.g. UiPath, Microsoft Power Platform ...

B1	Process Design
B2	Automation Lifecycle
B3	Automation Lifecycle In Practice
B4	Benefits & KPIs Of An Automation Project
B5	Tools & Technologies
B6	How To Tell & Sell
E1-5	Tech Intro Course (Your Choice)
F1-8	Automation Builder Course (Your Choice)
	Certification Of Your Choice

AUTOMATION STARTER

On this learning track, you will get to know what automation means and how the world of automation has developed in recent years. Get an insight into the history of automation and a current market overview. Understand what exactly processes are and how different automation processes merge inside a company. The organization and the different roles in the company as well as which data you need will also be addressed. In addition, we will present various practical examples from real companies.

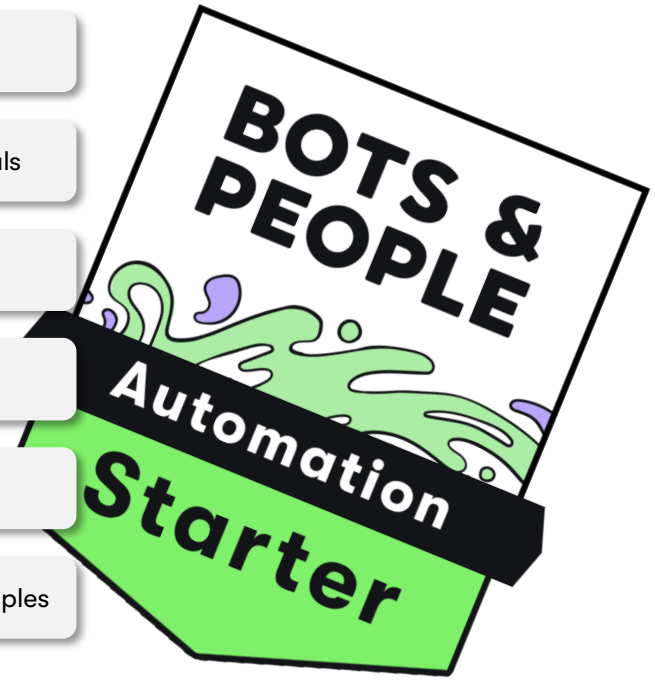
TIME INVEST
5 - 6 Hours in total

EXPERIENCE LEVEL
No previous experience required.

GAIN KNOWLEDGE
Build up a basic understanding of the topic of automation.

GOAL OUTCOME
Create awareness for automation and get an overview about the most relevant terms.

A1	Automation Intro
A2	Automation Fundamentals
A3	Process Management
A4	Corporate Automation
A5	Data & Automation
A6	Practical Automation Examples



AUTOMATION AGENT

Learn how to identify and leverage automation potential. Implement your ideas in a process model, understand the flow of an automation project and calculate the KPIs and the business case. Get an overview of the common technologies and tools on the market and understand their differences. Also, learn how to convince other stakeholders of the potential of your automation project.

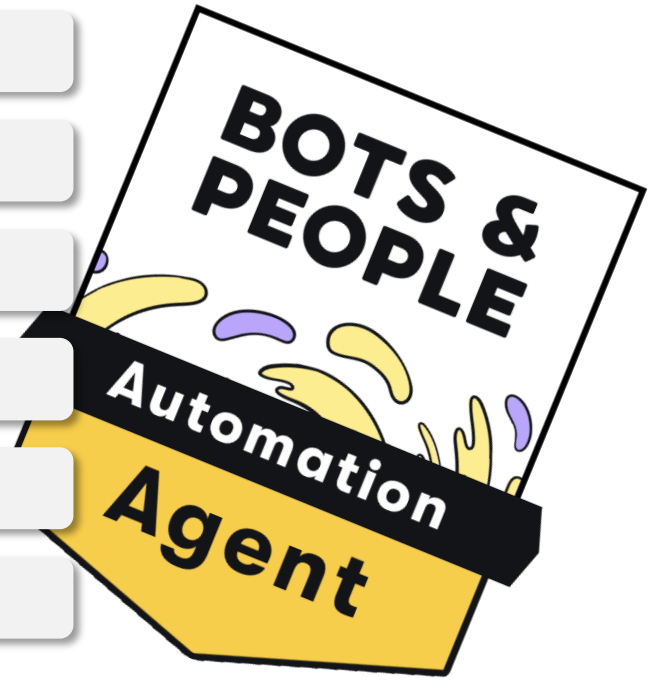
TIME INVEST
5 - 6 Hours in total

EXPERIENCE LEVEL
Basic automation knowledge required.

GAIN KNOWLEDGE
Identify automation potentials and take it to the next level.

GOAL OUTCOME
Build up internal process competence and enhance process identification potential.

B1	Process Design
B2	Automation Lifecycle
B3	Automation Lifecycle In Practice
B4	Benefits & KPIs Of An Automation Project
B5	Tools & Technologies
B6	How To Tell & Sell



AUTOMATION LEADER

Understand the economic impact of automation and how the current automation market looks like. Learn about the relevant players, how the landscape developed in the last years and what is predicted for the future. Get first-hand knowledge about relevant strategy approaches, the right technology decision, and the necessary manpower when setting up an automation initiative. Knowing about the necessary technical infrastructure will help you to estimate the time and effort of your initiative in the best possible way.

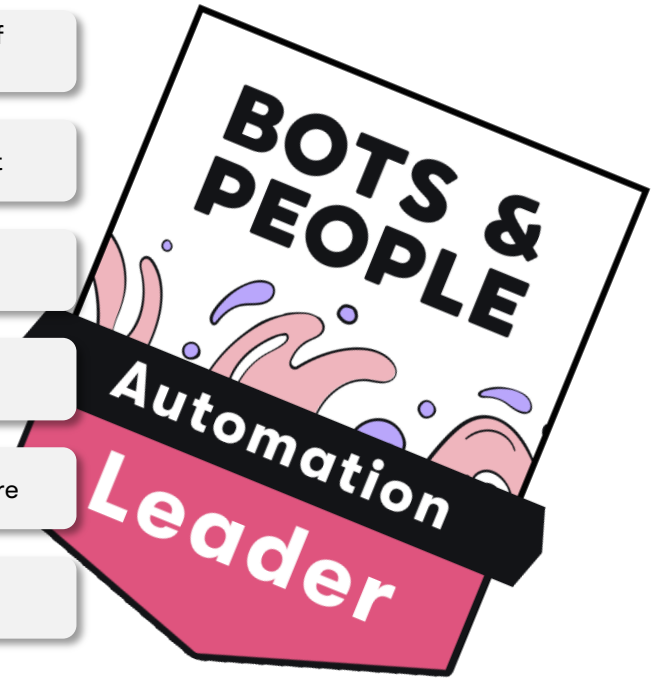
TIME INVEST
5 - 6 Hours in total

EXPERIENCE LEVEL
Basic automation knowledge required.

GAIN KNOWLEDGE
Become a leader in the automation game and guide your team in the right direction.

GOAL OUTCOME
Educate the automation sponsors and supporters to get full understanding for automation initiatives.

C1	Economic Relevance Of Automation
C2	The Automation Market
C3	Automation Strategy
C4	Automation Initiative
C5	Automation Infrastructure
C6	Future Of Automation



AUTOMATION STRATEGIST

With the strategic learning track, you will become the master of automation. Become able to understand the economic impact of your automation initiatives, know how to set them up correctly and what to consider. You'll learn how to choose the right technology and how to orchestrate all elements in the best possible way. Furthermore, you get our best approach for not only setting up but also taking the organization and all stakeholders along the way. We'll provide you with experience from the field and get you to be able to automate your first, own case.

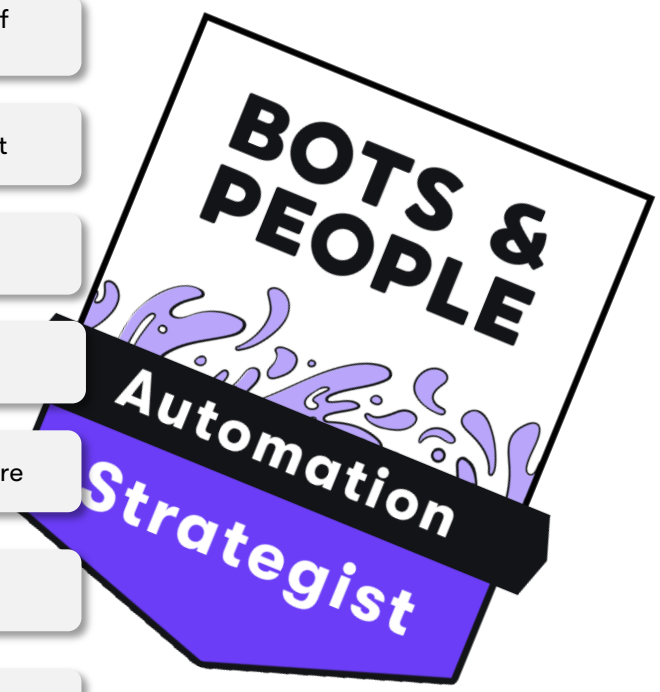
TIME INVEST
30 - 45 Hours in total

EXPERIENCE LEVEL
No previous knowledge required.

GAIN KNOWLEDGE
Build up the compentence to adress and orchestrate automation initiatives from A-Z.

GOAL OUTCOME
Become the swiss knife in the area of automation.

C1	Economic Relevance Of Automation
C2	The Automation Market
D1	Tools & Capabilities
D2	Governance
C5	Automation Infrastructure
C3	Automation Initiative
C4	Automation Strategy
D3	Change Management



AUTOMATION SELLER

Need to talk about automation to your clients? No worries, we've got you! In this learning track, you will learn all the relevant information to be able to talk to clients, customers, and leads about automation. You will get to know about the market situation as well as the available tools and technologies. Get an understanding of how to set up an automation initiative and how to calculate the business case. Further, you can also sell your automation story and give an outlook on the future of automation.

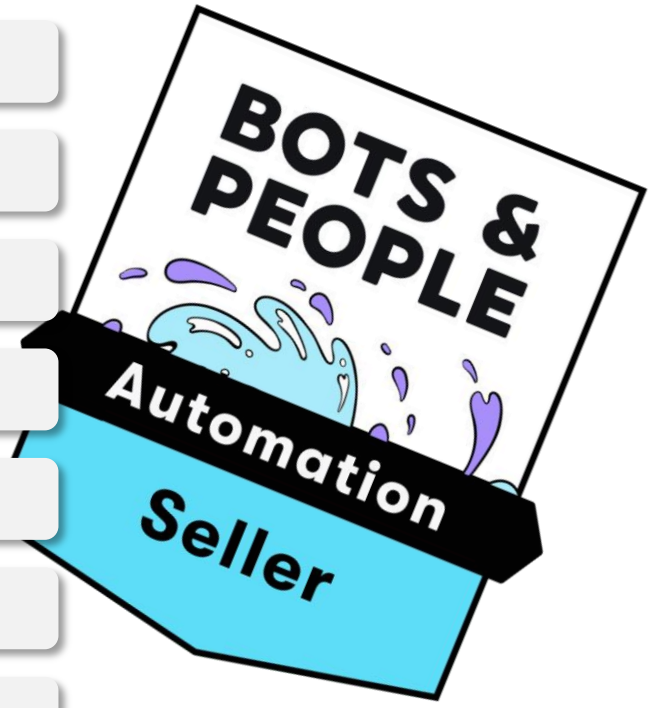
TIME INVEST
30 - 45 Hours in total

EXPERIENCE LEVEL
No previous knowledge required.

GAIN KNOWLEDGE
Skill your employees up on the fast track and make them sell automation in no time.

GOAL OUTCOME
Be on step ahead and become a top (automation) seller.

C1	Economic Relevance Of Automation
C2	The Automation Market
C3	Automation Strategy
C4	Automation Initiative
B4	Benefits & KPIs Of An Automation Project
B5	Tools & Technologies
B6	How To Tell & Sell
C6	Future Of Automation



TECH INTROS

With the previous modules A-D, you have built the perfect foundation for your Automation Journey. Now, get to know individual topics better through our various, specialized Tech Intros! Each Tech Intro covers a new, exciting topic to broaden your knowledge in the world of automation. The respective Tech Intros are accompanied by different trainers, each of whom is an expert in their field. These modules give you a better understanding of how each technology works and serve as a foundation to solve the cases in our Automation Builder track.

TIME INVEST
30 - 45 Hours in total

EXPERIENCE LEVEL
Previous automation knowledge required.

GAIN KNOWLEDGE
Get an overview what the different technologies contain and how they work.

GOAL OUTCOME
Build up your technical understanding.

E1	Process Mining
E2	Robotic Process Automation (RPA)
E3	Integration Platform As A Service (IPaaS)
E4	Low Code / No Code
E5	Artificial Intelligence (AI)

AUTOMATION BUILDER

During the Automation Builder track you will have the opportunity to see various showcases and understand how all technologies work in practice. In addition, you will also be able to solve some cases yourself - of course with sufficient help and sample solutions from our technical experts! You will develop a deep understanding of how to use the technologies and get to know the relevant tools like UiPath, Microsoft Power Platform, and Celonis & Co. firsthand.

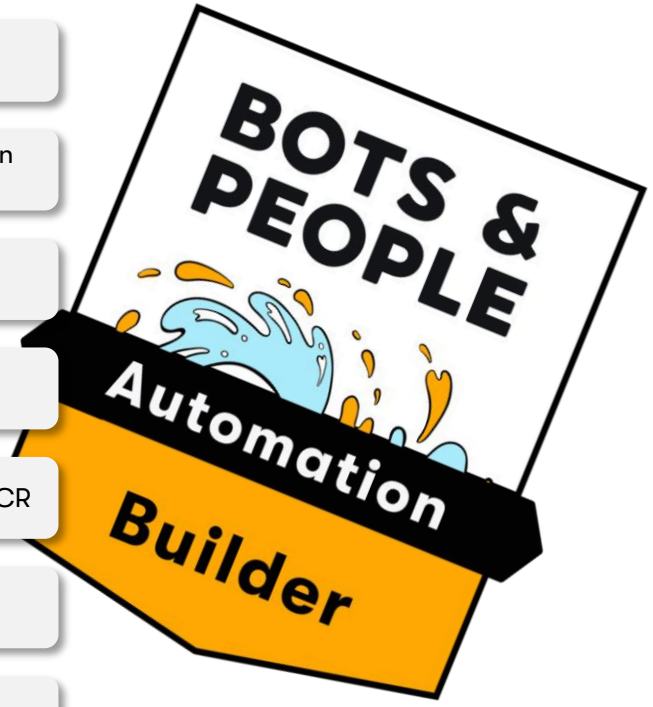
TIME INVEST
40 – 50 Hours in total

EXPERIENCE LEVEL
Technical automation knowledge required.

GAIN KNOWLEDGE
Understand how you can solve automation cases with different technologies.

GOAL OUTCOME
Become a technical expert for relevant technologies.

F1	Process Mining
F2	Robotic Process Automation (RPA)
F3	Integration Platform As A Service (IPaaS)
F4	Low Code / No Code
F5	Artificial Intelligence (AI) - OCR
F6	Change Management
F7	Time Sheet App
F8	Public Tender



CITIZEN DEVELOPER

Become a Citizen Developer and become able to automate processes in your department on your own! From identifying the suitable processes to optimizing them, measuring the KPIs, and building the automation yourself – all the knowledge in one hand. With this track, you not only learn how to do all of that – you will also earn a relevant certificate from the **provider of your choice**. This could be for example the UiPath Associate or the Power Platform Fundamentals. We'll be your sparring partner along your automation journey.

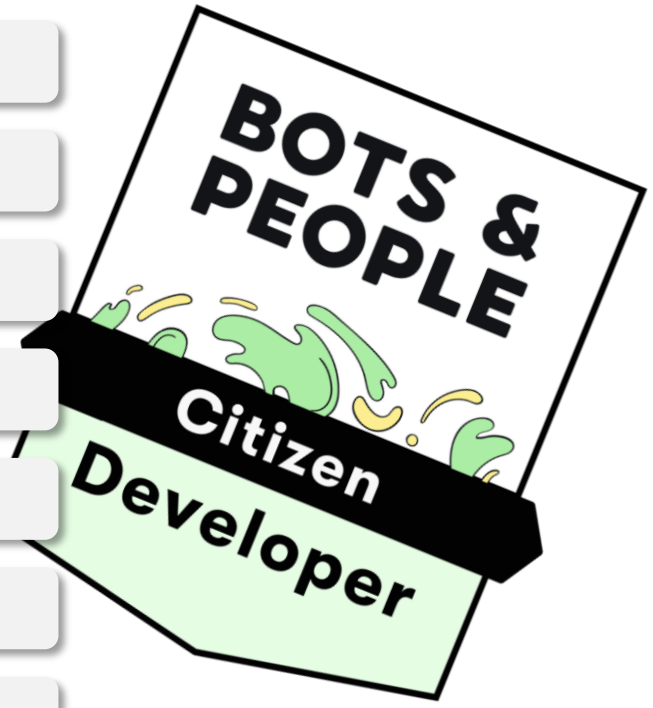
TIME INVEST
Individual from 6 weeks to 6 months.

EXPERIENCE LEVEL
Automation knowledge required.

GAIN KNOWLEDGE
Understand how you can solve automation cases with different technologies.

GOAL OUTCOME
Skill up your employees to become citizen developer in a tool of your choice.

B1	Process Design
B2	Automation Lifecycle
B3	Automation Lifecycle In Practice
B4	Benefits & KPIs Of An Automation Project
B5	Tools & Technologies
B6	How To Tell & Sell
E1-5	Tech Intro Course (Your Choice)
F1-8	Automation Builder Course (Your Choice)
	Certification Of Your Choice



CREATE YOUR VERY OWN JOURNEY MATCHING YOUR COMPANY'S NEEDS ...

- TAILORING UPON REQUEST
- FACILITATED JOURNEY
- PREMIUM SUPPORT
- INIDIVIDUAL CERTIFICATIONS
- INCORPORATION OF REAL WORLD CASES

THREE REASONS WHY WE ARE THE RIGHT CHOICE.

1

+1500 GRADUATES

WE HAVE THE EXPERIENCE

Over 500 successfully trained automation experts in our academy.

2

+50 COURSES

WE HAVE THE KNOWLEDGE

Over 50 interactive courses in our portfolio – with videos, quizzes, games, real live use cases and more!

3

+20 TOP-EXPERTS

WE HAVE THE EXPERTS

Top automation experts right from the field teaching you how to survive the real automation world.

BOTS &
PEOPLE

No more boring!

www.botsandpeople.com

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