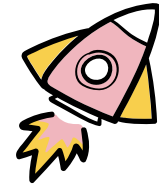


**BOTS &
PEOPLE**

BOTS & PEOPLE

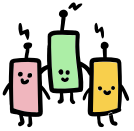
IKANO
BANK

AUTOMATION ROCKET PROGRAM



Our Understanding

Based on your input this is the initial situation we identified



YOU HAVE ALREADY BUILT A CENTRAL CENTER OF EXCELLENCE (AUTOMATION OFFICE)

- You have already automated 150 processes globally with UiPath
- You already get qualified idea from the business departments into your demand funnel



AND HAVE ALREADY SOME INSPIRED SOME COLLEAGUES AND TRAINED THEM

- Automation Pilotes are in place // on-top job
- People get trained in UiPath + learning on-the-job
- Training to Ikano ways of working is in place
- Some pilot's become citizen developer / from idea to first process automation



YOU WANT TO GENERATE MORE ROOM AND TIME FOR AUTOMATION BY SETTING UP A CLEAR ROLE STRUCTURE

- You want to find better business cases
- You want to find more automation pilots + champions
 - You have capacity issues → business related people
 - Establish a role structure for automation
- You want to make more people aware of automation
- Clarify strategy and secure buy-in from management → Citizen Development



Our Understanding

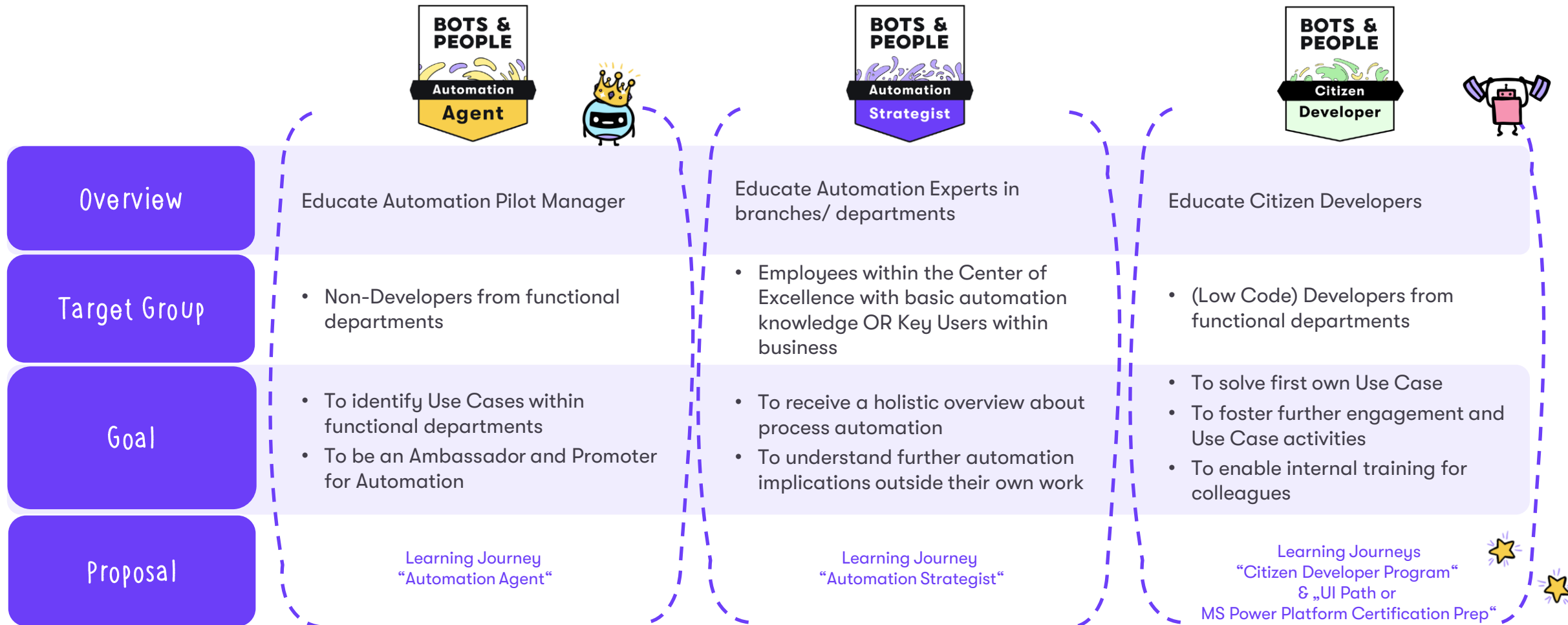
Open Questions

- How many Citizen Developers have you already trained?
→ Trial phase: Six persons
- What kind of capacity issues do you have?
→ There might be new steps in October



Approach

Get your workforce ready for automation with 3 exemplary customized learning programs



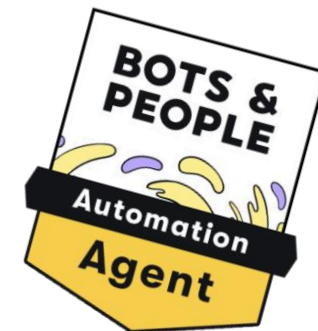
Our Understanding

Next Steps



- Updated materials are sent by bots and people up until at least Monday.
- current slide deck
- Price information
- Ikano defines the approach and wins management support for citizen development until the end of the next week.
- Updates are sent by Ikano to Bots and People, and if talks go on, proposals for a follow-up meeting are sent as well.
- The next meeting will be about training specifications (target group, learning time, learning style, group sizes, and more) & pricing

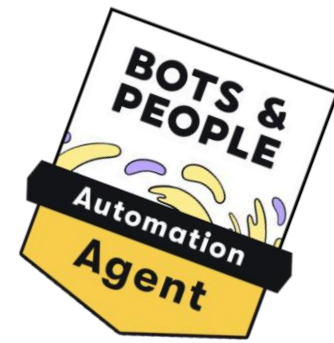
**BOTS &
PEOPLE**



LEARNING JOURNEY

Automation Agent

Automation Agent



Package

Details

Deliverables

Access
Automation Academy

- **1 year of access** to complete content of the Bots & People Automation Academy

✓ Access Registration

Learning Journey
Set Up

- **Workshop** to plan and align on whole learning journey/concept
- **Checklist** for relevant stakeholders
- Definition of learning goals, target group, timeline
- **Nudging concepts**
- Documentation and organization

- ✓ 2 x Live-Sessions (60-90 min.)
- ✓ Defined concept paper
- ✓ Documentation & materials

Learning Journey
Facilitation
(limited to max. 15 participants)

Learning Outcome: You know how to evaluate and analyze your specific business processes & workflows

- Live Check-Ins (Kick-Off / Mid Point Session / Reviews) with a dedicated learning manager to reflect personal learning progress
- Constant learning support through community
- Use Case Discussion: Learners bring their own use cases from their working practice Feedback reports and reflection sessions with stakeholders

- ✓ 4 x Live-Sessions with automation experts (90-120 min.)
- ✓ Learning support, documentation

An Overview

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

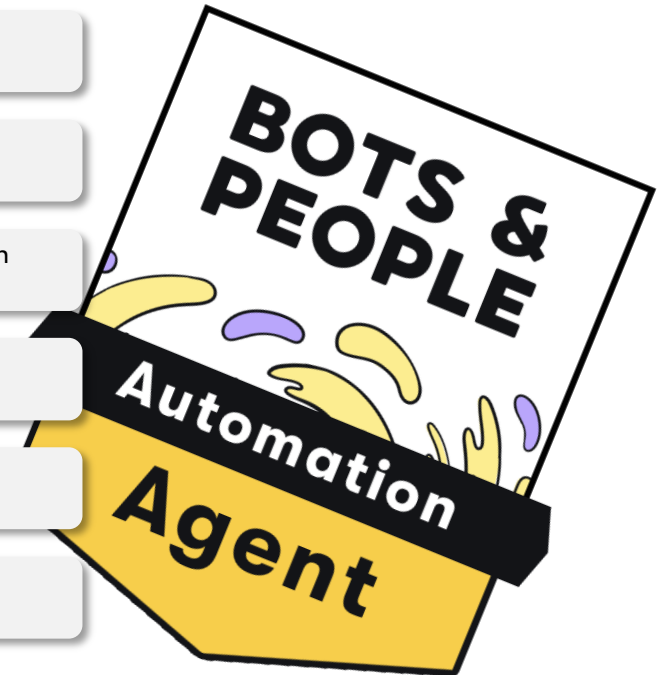
Benefits & KPIs Of An Automation Project

B5

Tools & Technologies

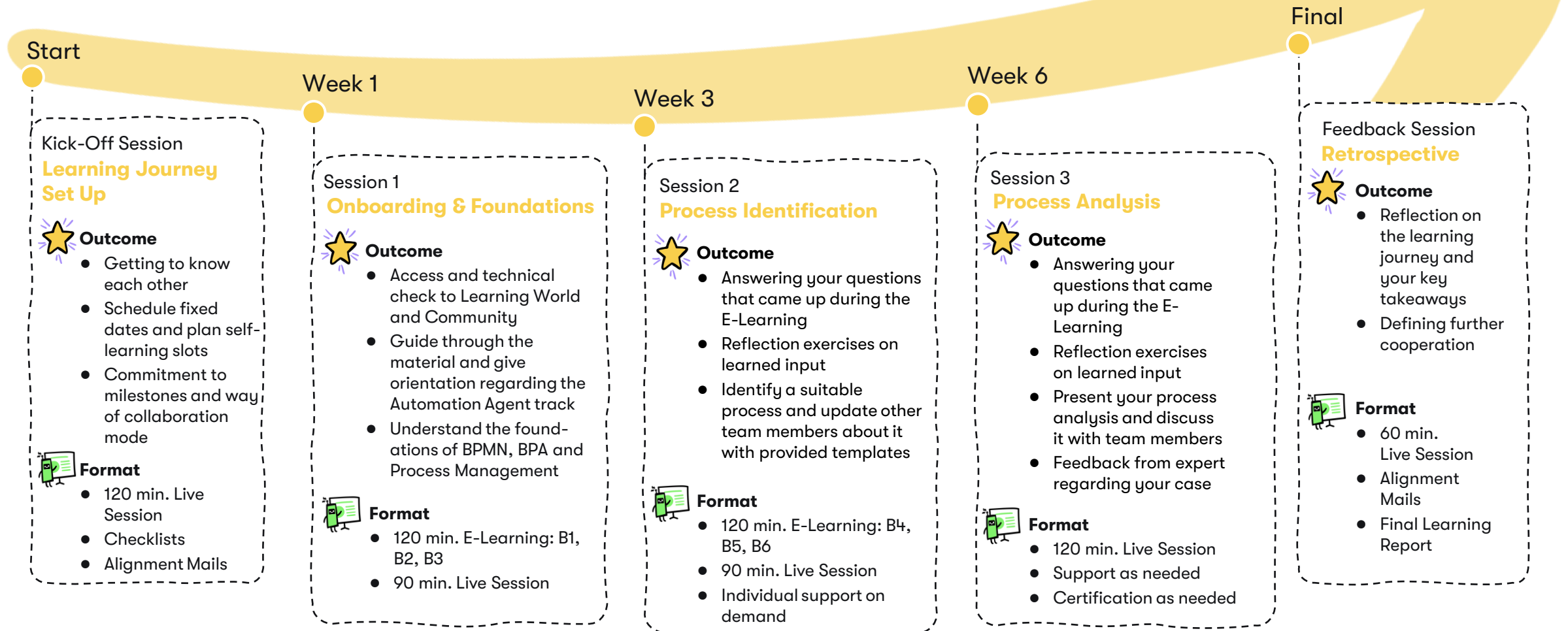
B6

How To Tell & Sell

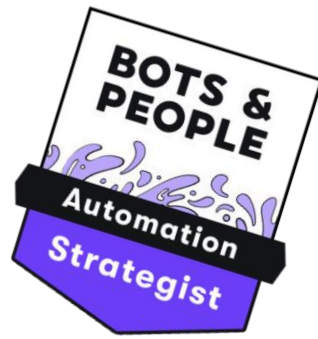


Timeline

Automation Agent



**BOTS &
PEOPLE**

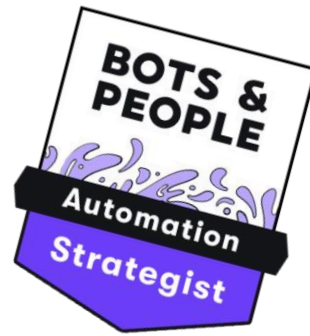


LEARNING JOURNEY

Automation Strategist



Automation Strategist



Package

Details

Deliverables

Access
Automation Academy

- **1 year of access** to complete content of the Bots & People Automation Academy

✓ Access Registration

Learning Journey
Set Up

- **Workshop** to plan and align on whole learning journey/concept
- **Checklist** for relevant stakeholders
- Definition of learning goals, target group, timeline
- **Nudging concepts**
- Documentation and organization

- ✓ 2 x Live-Sessions (60-90 min.)
- ✓ Defined concept paper
- ✓ Documentation & materials

Learning Journey
Facilitation
(limited to max. 15 participants)

Learning Outcome: You know how to set up and pitch your own automation process

- Live Check-Ins (Kick Off Session / Workshops / Reviews) with a dedicated learning manager to reflect personal learning progress
- Constant learning support through community
- Use Case Discussion: Learners receive Use Cases between sessions and prepare them for the next session
- Feedback reports and reflection session with stakeholders

- ✓ 5 Live Sessions with an Automation expert (90-120 min.)
- ✓ 1 Feedback Session with Stakeholders, 60min
- ✓ Learning Support, Documentation

An Overview

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 ready to automate your first own case.



TIME INVEST

30 - 45 Hours in total



EXPERIENCE LEVEL

No previous knowledge required.



GAIN KNOWLEDGE

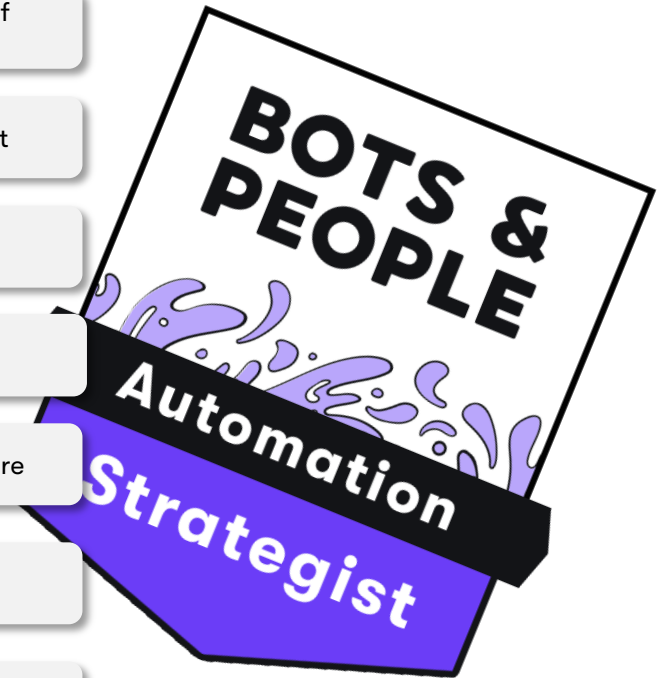
Build up the competence to address and orchestrate automation initiatives from A-Z.



GOAL OUTCOME

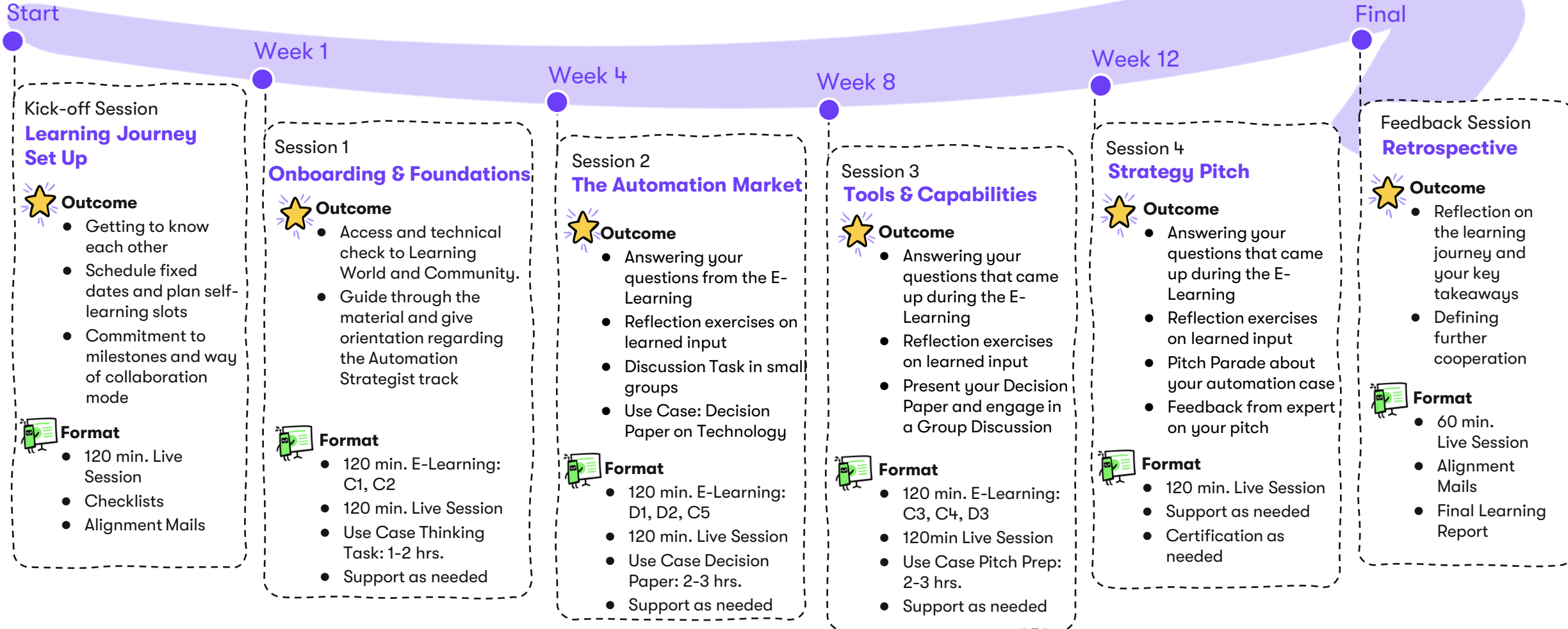
Become the Swiss knife in the area of automation.

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

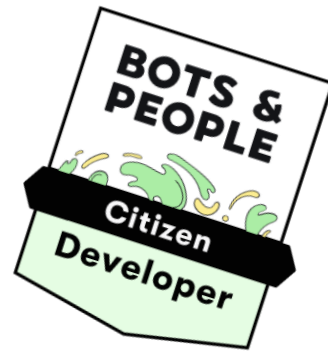


Timeline

Automation Strategist



**BOTS &
PEOPLE**



LEARNING JOURNEY

Citizen Developer RPA

Citizen Developer Program

Package

Access
Automation Academy



Kick Off + Facilitation:
Citizen Developer
Program

(limited to max. 5 participants)

Details

- **1 year access** to the Bots & People Automation Academy



Prerequisite: Learners must have a process that meets the criteria for an RPA solution and is ready for development. Process analysis and process redesign are not part of this course. If this is not the case, we strongly recommend prior participation in the [Automation Agent Learning Journey](#)

Learning Outcome: Citizen Developer will build their first own RPA solution with UiPath

- Live Check-Ins (Kick-Off / Mid Point Session / Reviews) with a dedicated UiPath RPA Engineer to reflect and get feedback on your development case
- Optional: Exam Preparation
- Constant learning support through community

Deliverables

- ✓ Access Registration

- ✓ Process Submission Form to fill out

- ✓ 6 x Live-Sessions with an UiPath RPA Engineer (120-180 min.)
- ✓ Learning support, documentation

An Overview

Citizen Developer RPA (with UiPath)

Become a Citizen Developer and be able to automate processes in your department on your own! From challenging your current processes to technology and tool input – all the knowledge in one hand. We'll provide you with the RPA knowledge you need as well as a tool tutorial and hands-on guidance. You get the chance to build the first bots in a learning environment as well as your own bot for the real world. We'll be your sparring partner along with your automation journey.



TIME INVEST

Individual from 6 weeks to 6 months.



EXPERIENCE LEVEL

Automation knowledge required. Bring your own process.



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.

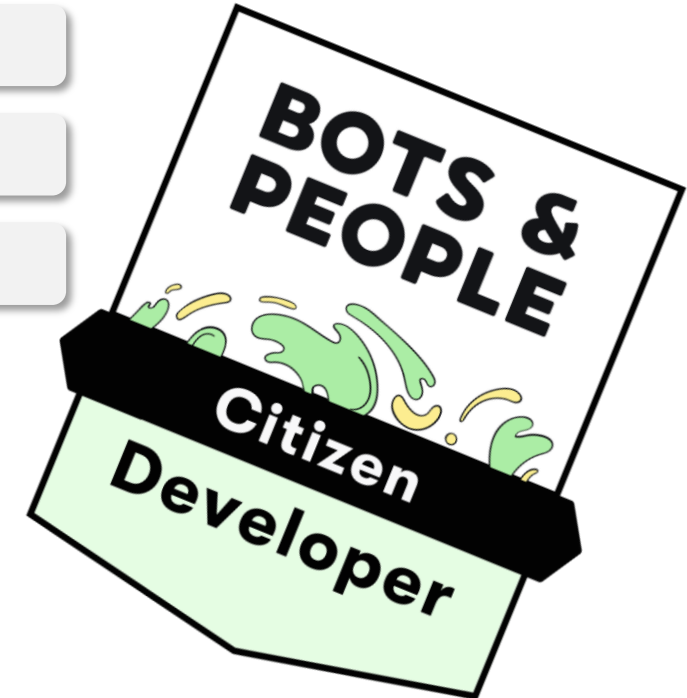
E2

Tech Intro RPA

F2

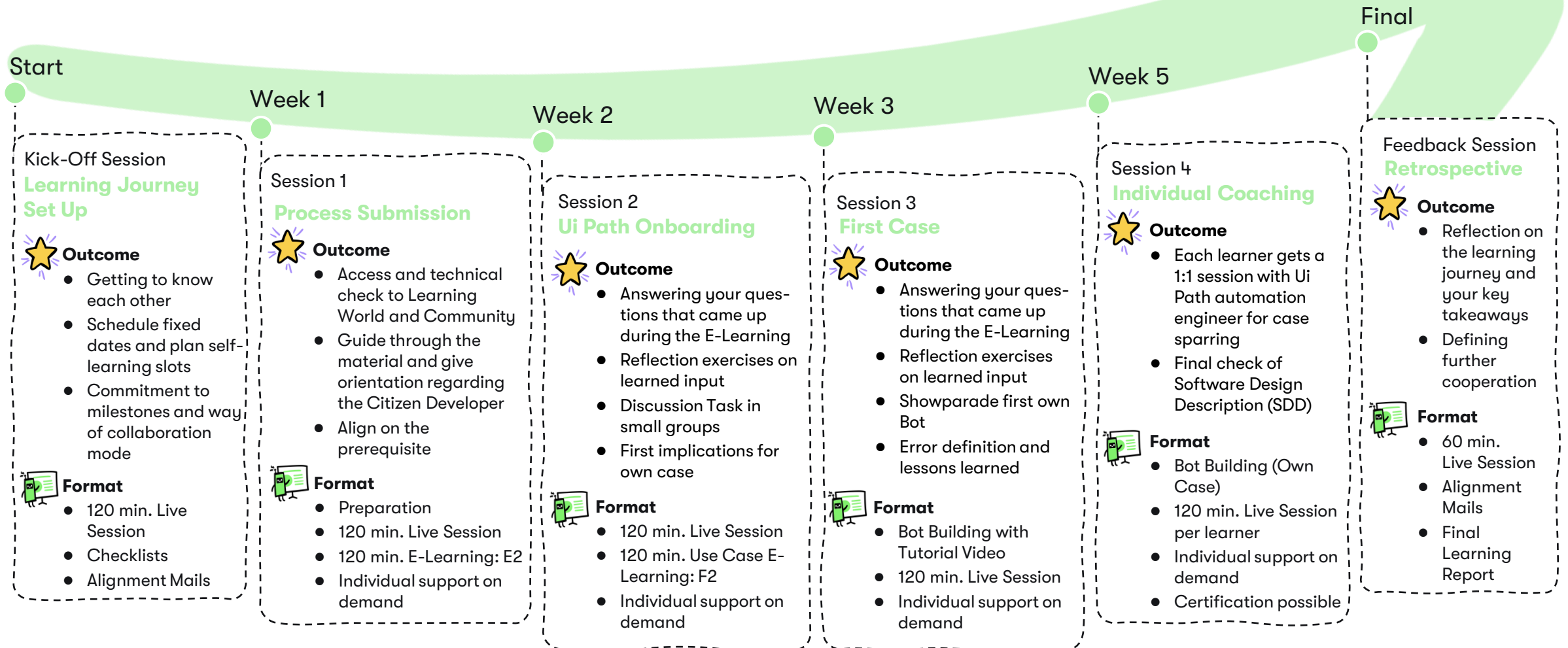
UiPath Case

Own RPA Case



Timeline

Citizen Developer Program



**BOTS &
PEOPLE**



LEARNING JOURNEY

„UiPath Associate“ Certification Prep

Learning Journey

UiPath Certification Prep

Package

Premium Access
Automation Academy

Exam Preparation:
UiPath Associate
(limited to max. 15 participants)

Details

- **1 year access** to the Bots & People Automation Academy incl. Premium Access to UiPath Certification Module

- **Exam preparation** for UiPath Associate through dedicated premium E-Learning and 3 Live-Sessions
- Option to get trained by certified UiPath Engineers

Deliverables

- ✓ Access Registration

- ✓ 3 Live Sessions with a certified UiPath Automation Engineer
- ✓ **Exam Preparation:** UiPath Associate



UiPath Certified RPA Associate (UirPA)

- UiPath RPA Associate Exam Fee is to be paid directly to UiPath.
- Further information about the exam can be found [here](#).

An Overview

UiPath Certification Prep

After building your own first bots and getting experience in the field of RPA, you can now have your knowledge certified! As the first certification for a business user, we recommend the UiPath RPA Associate. The exam itself is hosted by UiPath and so is the learning content. If you want a partner along the way who knows exactly how to prep for the exam, what kind of questions will be asked and how to deal with all the extensive material – here we are! We'll be there throughout your self-study journey and answer any questions you might have.



TIME INVEST

Individual from 6 weeks to 6 months.



EXPERIENCE LEVEL

Advanced Automation knowledge required.



GAIN KNOWLEDGE

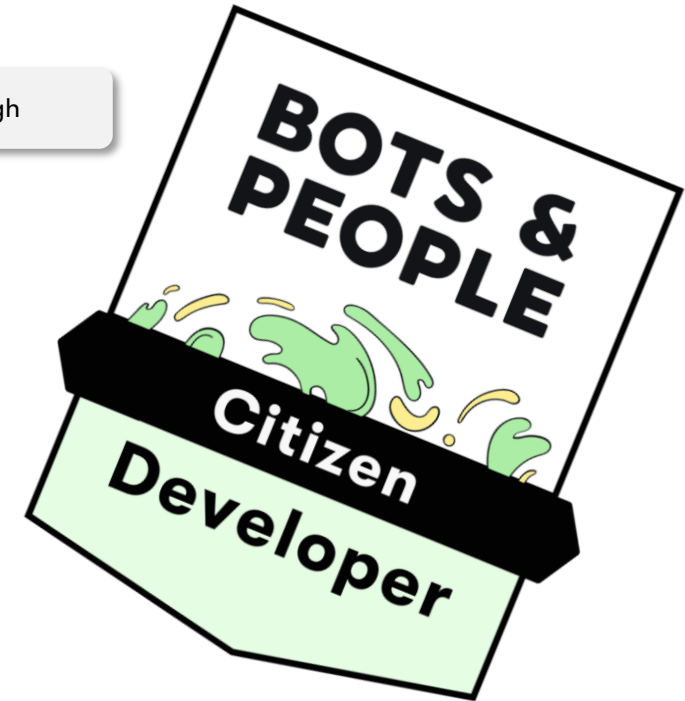
Get your RPA Knowledge certified by UiPath.



GOAL OUTCOME

Be ready to get certified from UiPath. We'll guide you along your self-study and prepare you for the exam.

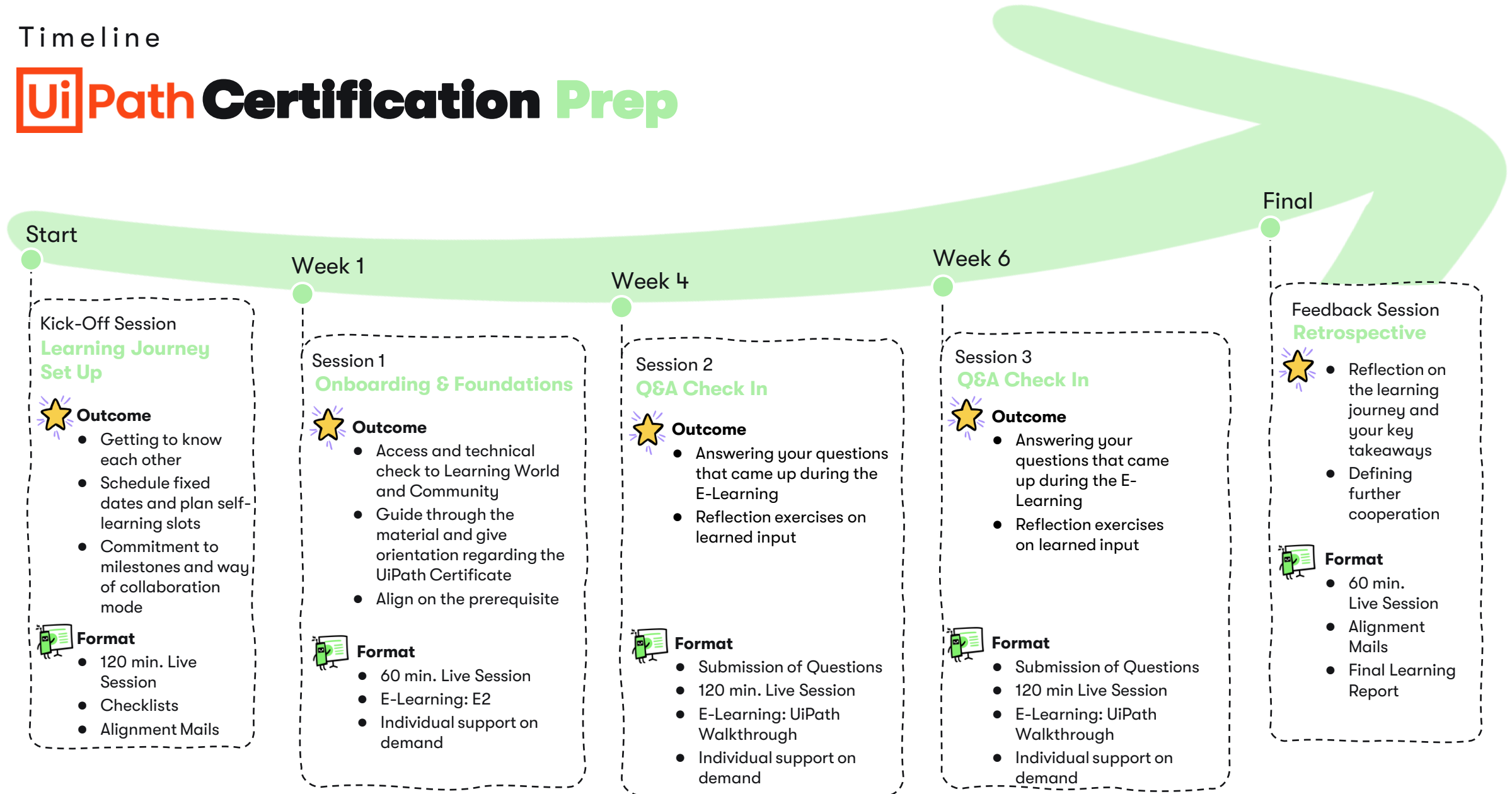
UiPath Walkthrough



The exam is facilitated by UiPath

Timeline

UiPath Certification Prep



**BOTS &
PEOPLE**



LEARNING JOURNEY

Summary

Summary

Our offer for your success!



Your Automation Rocket Program

Learning Track

Packages

Automation Agent
(max. 15 participants)

Access to B&P Automation Academy (1 year)
Learning Journey Setup
Learning Journey Facilitation (6 weeks)

Automation Strategist
(max. 15 participants)

Access to B&P Automation Academy (1 year)
Learning Journey Setup
Learning Journey Facilitation (12 weeks)

Citizen Developer Program
(max. 5 participants)

Access to B&P Automation Academy (1 year)
Learning Journey Setup
Learning Journey Facilitation (6 weeks)

UiPath Certificate Prep
(max. 15 participants)

Access to B&P Automation Academy
+ UiPath Walkthrough Module (1 year)
Learning Journey Facilitation (6 weeks)



Our Pricing Overview



Your Additional Possibilities

	Package	Unit Price	Deliverables
Access	B&P Academy Access -10	1.500 €/ year	✓ Access to 50+ Learning Modules
	B&P Academy Access -11-50	1.000 €/ year	✓ Access to 50+ Learning Modules
	B&P Academy Access -51-100	800 €/year	✓ Access to 50+ Learning Modules
	B&P Academy Access 101+	600 €/year	✓ Access to 50+ Learning Modules
Set-Up	Set-Up New Learning Journey	15.000 €	✓ Workshops to plan and align on concept ✓ Checklist for relevant stakeholders ✓ Nudging concepts ✓ Documentation and organization
Facilitation	Learning Journey Facilitation Automation Starter	10.000 €	✓ 2-3x Live-Session with automation experts ✓ Learning Support & Documentation
	Learning Journey Facilitation Automation Agent	10.000 €	✓ 3 x Live-Sessions with automation experts ✓ Learning Support & Documentation
	Learning Journey Facilitation Citizen Developer	15.000 €	✓ 4 x Live-Sessions with automation experts ✓ Learning Support & Documentation
+	Consulting	1.500 €/ day	✓ Instructional Design ✓ Automation Consulting ✓ Additional trainers

Your project team

We'll guide you through your journey



**ISABELLE
KÖRNER**

PROJECT MANAGER

Isabelle is a senior manager and trainer at B&P and has more than 4 years of experience in professional IT consulting with hands-on expertise in BPM & BPA.



AUTOMATION STRATEGIES



UX & PROCESS (RE)DESIGN



Automation Strategist



**LOUISE
KÜHNS**

JUNIOR PROGRAM MANAGER

Louise is a manager and trainer at B&P and has 2+ years experience in process optimization and automation projects. She is a recent Master graduate with a focus on digital transformation and strategy.



BUSINESS ANALYSIS



RPA TECHNOLOGY



Automation Starter & Agent



**ALISA
KLIUCHNIKAVA**

AUTOMATION ENGINEER

Alisa is a certified Automation Engineer with robust problem-solving skills and 4+ years of experience in designing and developing automation solutions of high complexity in various technologies.



INTELLIGENT AUTOMATION



RPA & IPAAS



Citizen Developer & UiPath Prep

Your learning team

We'll guide you through your journey



**NICO
BITZER**

CEO & CO-FOUNDER

As founder and CEO of B&P, Nico's mission is to help companies build and grow Process Automation internally, with 10+ years of experience in Digital Learning, People & Organization and Change Mgmt.



AUTOMATION STRATEGIES



STRATEGY & UPSKILLING



ALL TRACKS



**SABINE
NORTMANN**

LEARNING LEAD

Sabine is the learning lead at B&P and has worked for 6+ years in the area of HR, especially Learning & Development, inhouse as well as delivering upskilling as an external consultant.



LEARNING CONCEPTS



DIDACTICAL ONBOARDING



ALL TRACKS