



Company Overview

About Optezo



The all-in-one robotic process automation service

- ✓ Business Outcome Driven
- ✓ Cost Predictability
- ✓ Secure, Private, Transparent
- ✓ Built Upon Market Leaders

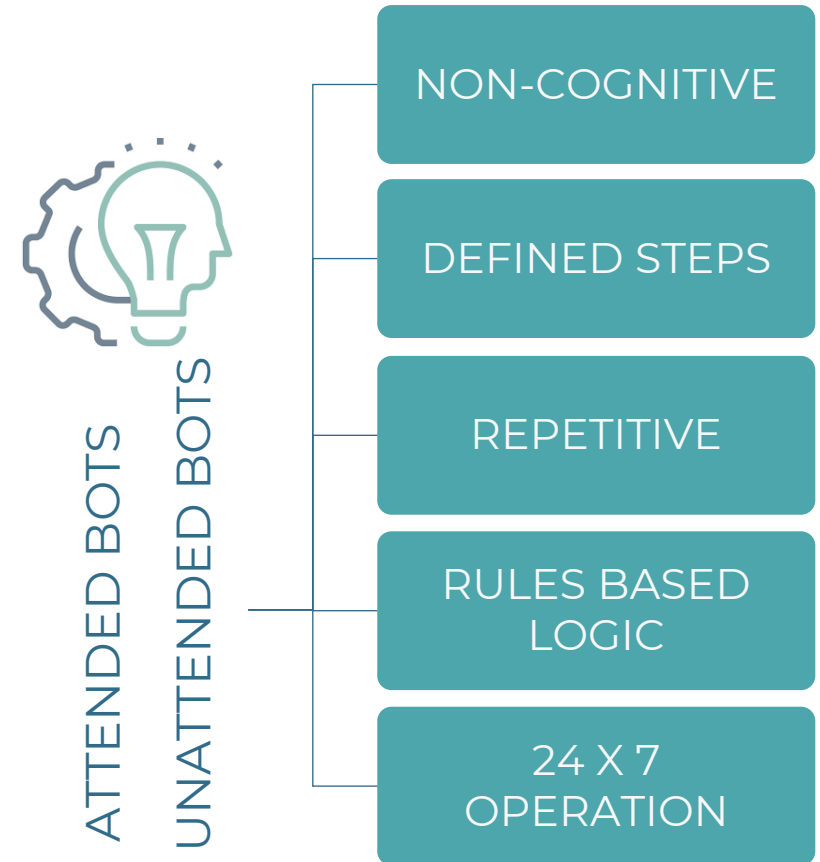


Optezo delivers business expertise, toolsets, and infrastructure — everything you need for RPA success

What is RPA?

Robotic Process Automation (RPA) can automate repetitive, mundane, time consuming tasks that were previously handled by humans.

The software robot (Bot) is programmed to perform these tasks across applications and systems to complete a defined workflow



The ROI of RPA in the Enterprise



**Reduce
Costs**



**Improve
Customer
Satisfaction**



**Increase
Employee
Productivity**



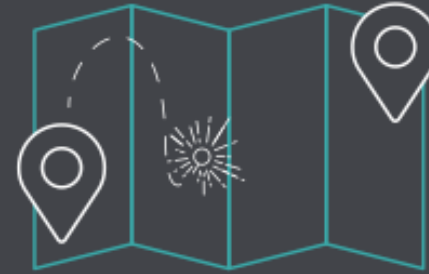
**Reduce
Risk**

We believe that automation will play a significant role in the success of your organization in the years ahead

Industry Trends for RPA

Most organisations have embarked upon their RPA journey

53%



of respondents have already started their RPA journey



This is expected to increase to

72%

in the next two years

If this continues at its current level, RPA will have achieved **near-universal adoption within the next five years**



RPA delivers value for business leaders ...

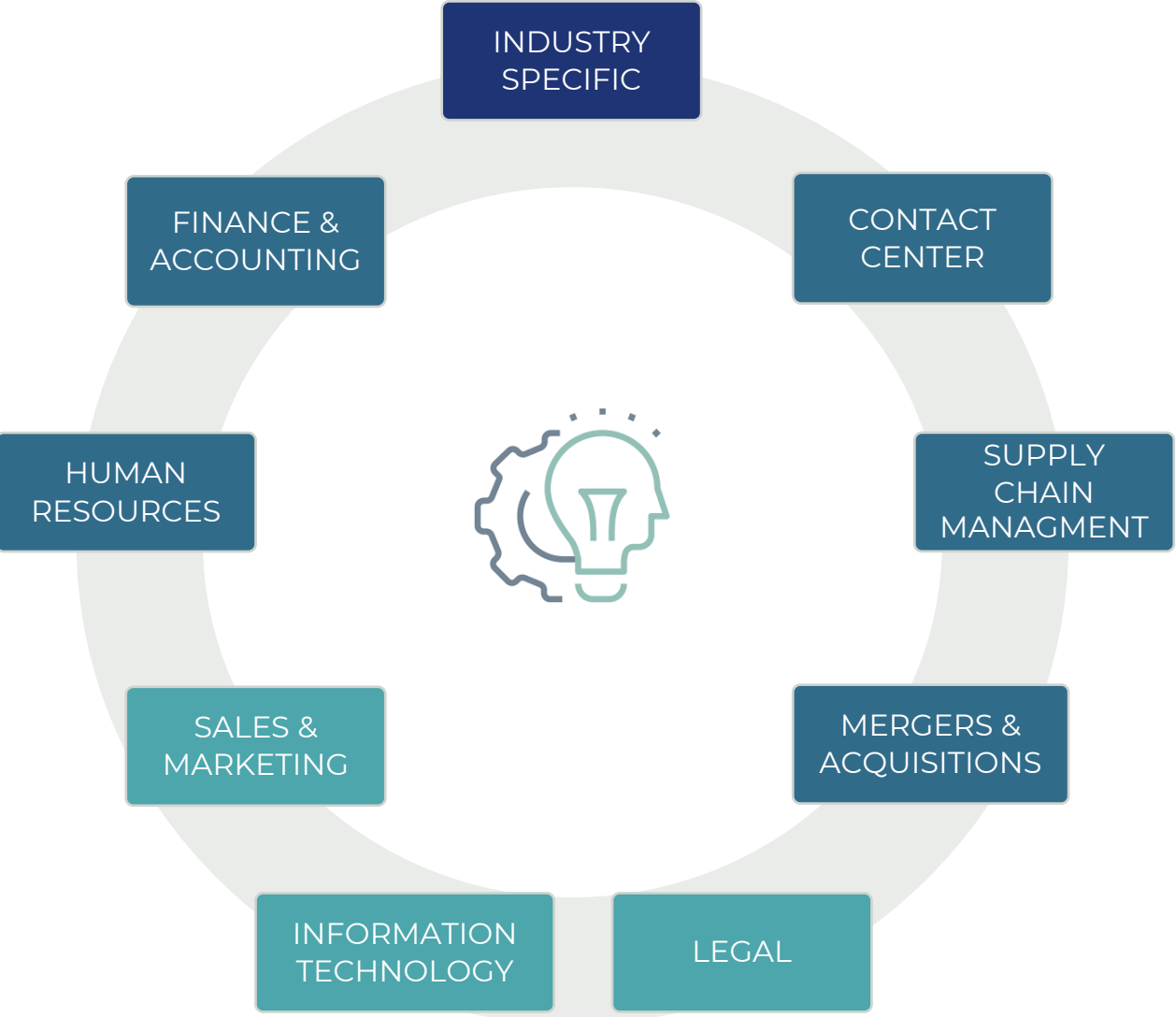
The benefits of RPA adoption are significant



Bot Capabilities – Some Examples

- Monitoring email inbox or monitoring changes to folders
- Access multiple screens and multiple systems simultaneously
- Accurately process data input
- Access systems where integrations are available
- Access systems when no integration is available
- Mass email generation, extraction and archiving
- Convert video, images and data formats
- Extract data and compile in a single repository
- Many more...

RPA Opportunities in the Enterprise



- AUTOMATION POTENTIAL
- AUTOMATION SUITABILITY
- EASE OF IMPLEMENTATION
- EXPECTED BENEFIT

RPA Opportunities in the Enterprise

FINANCE & ACCOUNTING	Source to Pay	Order to Cash	Record to Report	General Accounting	Treasury	Fixed Asset Accounting
HUMAN RESOURCES	Onboarding	Recruitment	Performance Management	Training	Transfers	Departments
CUSTOMER SUPPORT	Onboarding	Customer Self Service	In-Call Assistance	Intelligent Chatbots	Back Office Fulfillment	Product Management
SUPPLY CHAIN MANAGMENT	Plan	Source	Manufacture	Deliver	After Market	
INFORMATION TECHNOLOGY	IT Help Desk	IT Ops Mgmt.	Incident Mgmt.	Software Distribution	Device Distribution	
SALES & MARKETING	Activity Management	Proposal Generation	Quarterly Meetings	White Space Analysis	CRM Reporting	
MERGERS & ACQUISITIONS	Due Diligence Support	Deal Doc Management	Day 1 Integration	Initial Integration		
LEGAL	Drafting and Doc Mgmt.	Contract Management	Matter Management	E-Billing	Intellectual Property	eDiscovery

Optezo Process Catalog

Automation Area	Automation Category	Automation Sub-Category
Finance & Accounting	Record to Report - Financial Planning and An	P&L Budget Review
Finance & Accounting	Record to Report - Financial Planning and An	P&L Budget Submission
Finance & Accounting	Record to Report - Financial Planning and An	Revenue re-forecast
Finance & Accounting	Record to Report - Financial Planning and An	P&L re-forecast
Human Resources	Create HR Strategy & Processes	Develop HR strategy, processes, and policies
Human Resources	Create HR Strategy & Processes	Identify staffing needs
Human Resources	Create HR Strategy & Processes	Develop hiring plans
Human Resources	Create HR Strategy & Processes	Manage Hiring Plans
Human Resources	Create HR Strategy & Processes	Develop Engagement Strategy
Human Resources	Compensate and Reward Employees	Create and manage reports
Human Resources	Manage HR Helpdesk	Develop HR helpdesk strategy, and processes
Human Resources	Manage HR Helpdesk	Service employee enquiries
Human Resources	Manage HR Helpdesk	Solicit employee feedback
Information Technology	Develop and Manage IT Customer Relations	Status and System Updates
Information Technology	Develop and Implement Security, Privacy and	Establish Security, Privacy and Controls
Information Technology	Develop and Implement Security, Privacy and	Multi-Factor Authentication
Information Technology	Develop and Implement Security, Privacy and	Implement Security, Privacy and Data Protection Controls
Information Technology	Develop and Maintain IT Solutions	Perform IT Services Lifecycle Planning
Information Technology	Develop and Maintain IT Solutions	Create IT Services and Solutions
Legal	Drafting and Document Management	Contract Creation
Legal	Drafting and Document Management	Contract
Legal	eDiscovery and Research	Processin
Legal	Compliance	Regulator
Sales and Marketing	Understand markets, customers, and capabil	Perform c
Sales and Marketing	Understand markets, customers, and capabil	Evaluate
Sales and Marketing	Develop marketing strategy	Define of
Sales and Marketing	Develop marketing strategy	Define pri
Sales and Marketing	Develop marketing strategy	Define an
Sales and Marketing	Develop marketing strategy	Analyze a
Sales and Marketing	Develop marketing strategy	Design an
Sales and Marketing	Develop and manage marketing plans	Establish
Sales and Marketing	Develop and manage marketing plans	Establish
Sales and Marketing	Develop and manage marketing plans	Develop

Optezo Process Catalog

300+ Processes

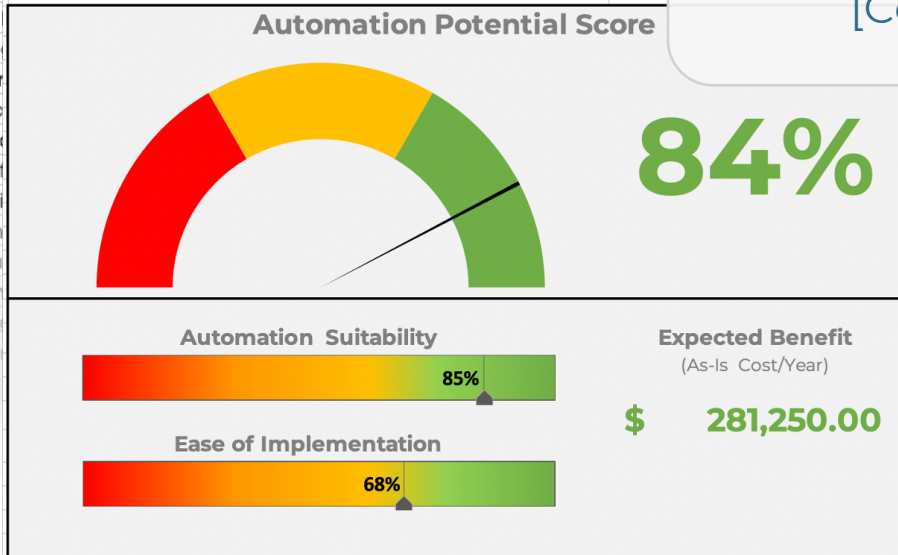
7 Functional Areas

Industry Heatmaps

Automation Potential

[Business Benefit]

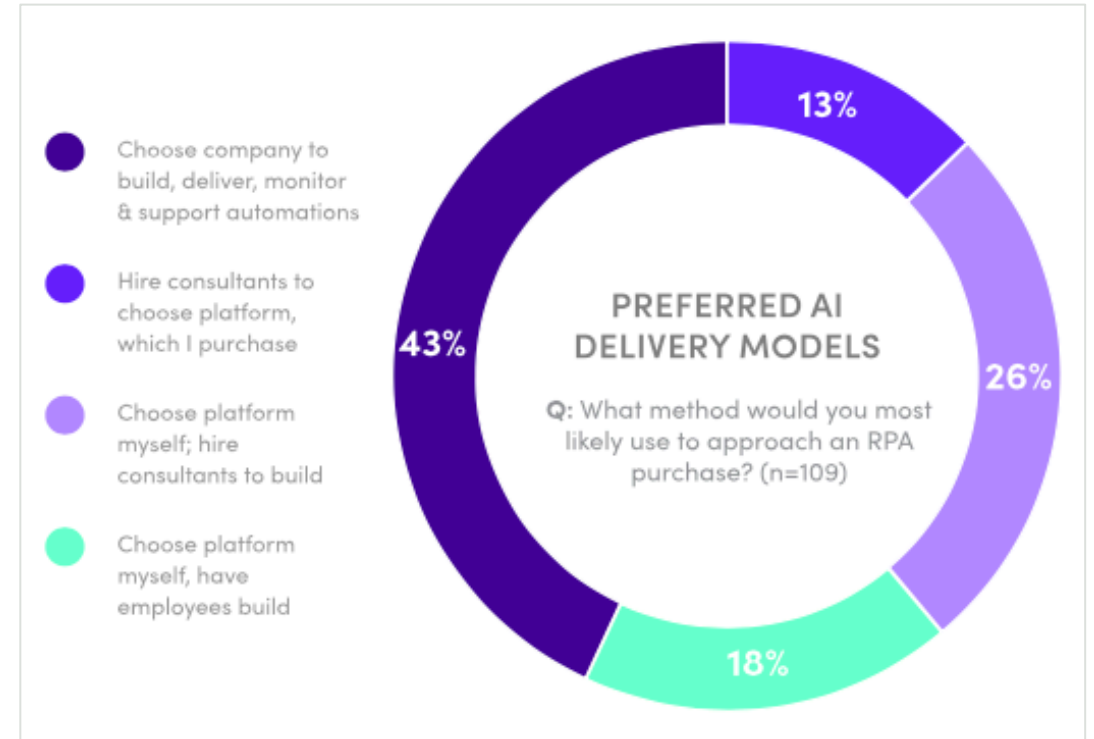
[Cost of Implementation]



Why RPAaaS?

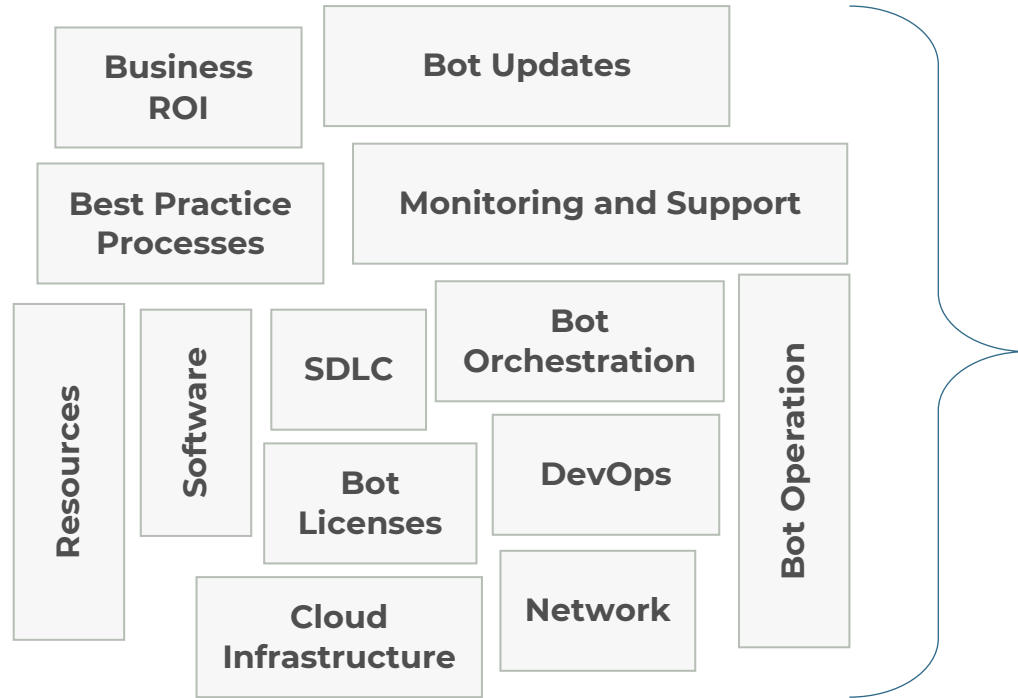
Challenges with leveraging Automation in the enterprise

- Focus on technology rather than outcome and benefits
- Long On-Ramp (POC vs Proof of Value)
- Lack of experience in selecting the right use cases – High Complexity Use Cases
- Navigating the automation landscape - software, hosting, consultants, implementation, maintenance, monitoring and support
- Lack of internal trained staff in emerging technologies (RPA, AI, ML)



More than 40% of Organizations favor to purchase an all-in-one solution over implementing their own

RPA Outcome is Strategic, RPA Management is Not

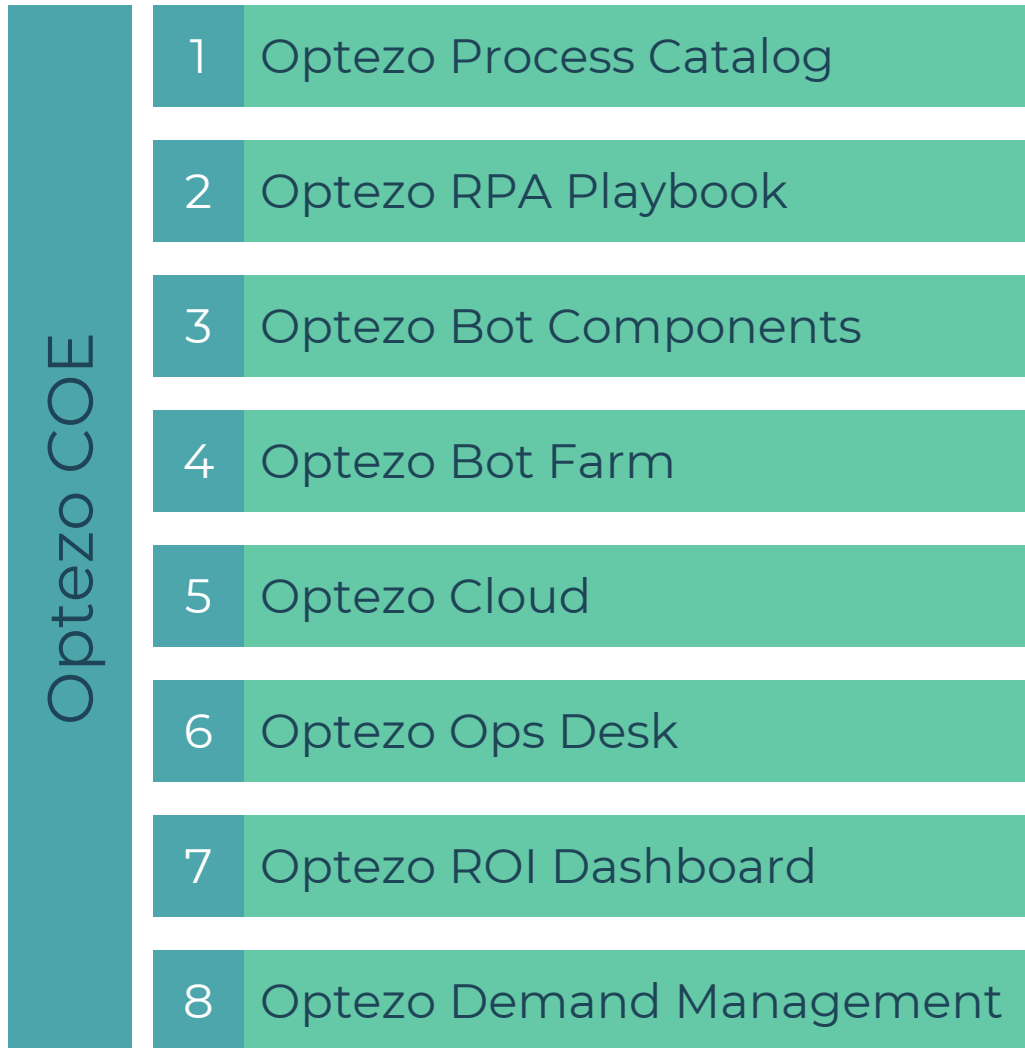


Simplify

- ✓ Technology
- ✓ Methodology
- ✓ Cost/Pricing



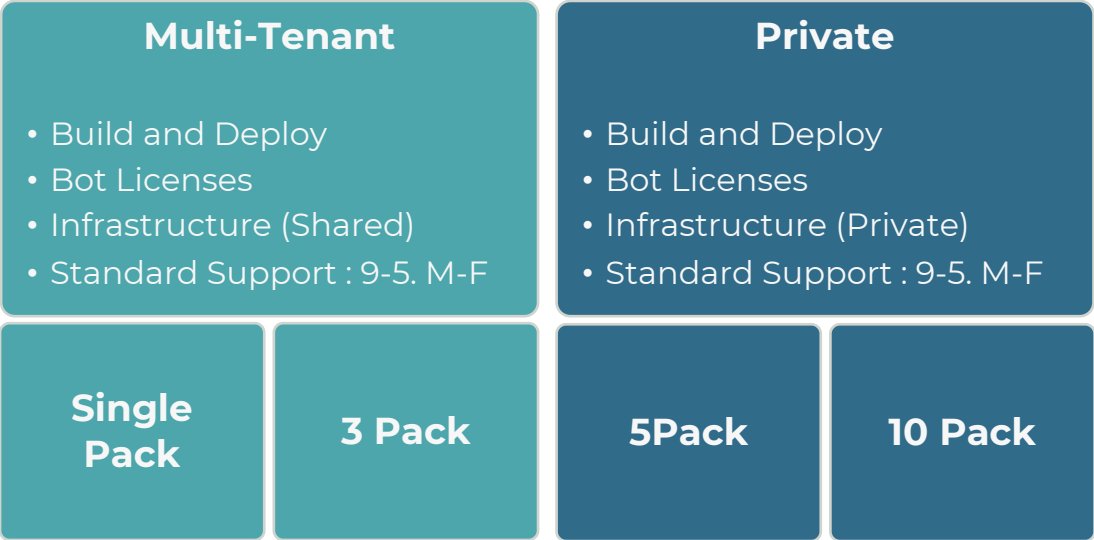
Optezo RPA-as-a- Service (RPAaaS)



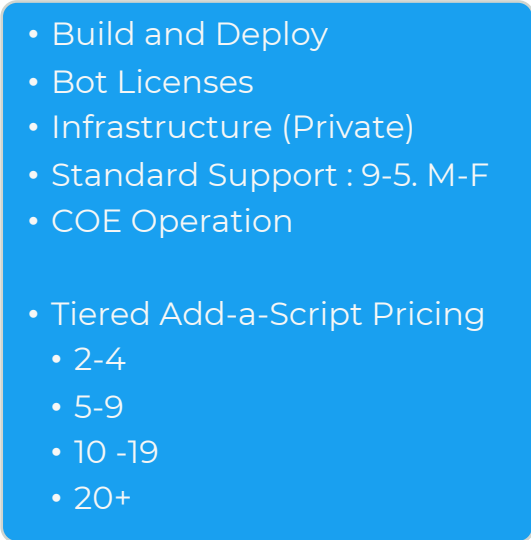
**Expert services,
licenses, hosting,
operations –
your RPA success
in one package**

RPAaaS – Pricing Framework

Foundation Packs



RPA@Scale



Premium Support(Optional)

Service Packs (Optional)

Add-Ons (Optional)