

HyperAutomation

Everywhere ... Everything ... Everyone

Powered by



Business Technology Platform (BTP)

Sustainability

Resilient

Profitability

Volatile Market

Complicated IT
Infrastructure

Scarcity of "skilled"
Resources

Data to Value

Time to Value

Enterprise challenges



Resilient

Sustainable

Profitable

Expectations

Intelligent Enterprises

The Intelligent Enterprises are “Modern Enterprises” adopting cutting edge intelligent tools for data management, customer experience, people engagement, manufacturing & supply chain, network & spend management to become sustainable, resilient and profitable.

The Intelligent tools are powered by **Cloud based – AI/ ML, Robotic Automation (HyperAutomation), IoT, ChatBots, VR/ AR and others** to optimize process, reducing manual dependency, maximizing resources utilization and igniting innovations.



Discover



Design



Deliver



HR/ HRM



Sales



IT



WM



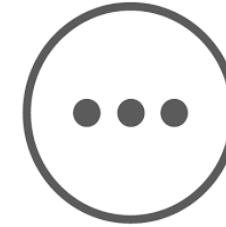
Finance



Purchase



Customer
care



Others



Production



Quality



R&D



Marketing



Admin



Asset
Mgmt.

Embracing Intelligent tools to optimize manual intensive processes in **all LoBs (Line of Businesses)** (All scales of Enterprises)

Impact of manual processes



- Increase in work inefficiency
- Erroneous transactions
- High valued process cost
- Employee demotivation, no value addition
- Improper utilization of resource
- Siloed processes

Waste of data & time values, hampering profitability, OPEX & CAPEX

Automate...Optimize... Orchestrate

Daily manual & repetitive process

Generating reports & spreadsheets,
extracting/ data from sheets, copy/paste
and reformatting

High Volume/ Low complexity

Interacting with websites, entering data
into multiple applications

Rule based processes, moving data
between different formats, processing
incoming emails

Processes websites, network & server
monitoring

Stable processes & underlying
applications, managing document
workflows

Processes performed by large teams



HyperAutomation

Digital solutions to accelerate processes in a holistic way

Everywhere: For every LOBs

Everything: For every processes within department

Everyone: For everyone

Automate manual, repetitive tasks

Automate end-to-end cross-application workflows

“Lights-out” automation of high-volume process steps

Extend and adapt standard application flows

Digitize manual & semi-automated processes

Automatically aggregate data from multiple systems



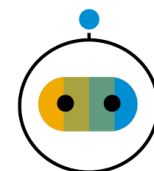
Achieving end to end **Process Automation**

[Powered by]



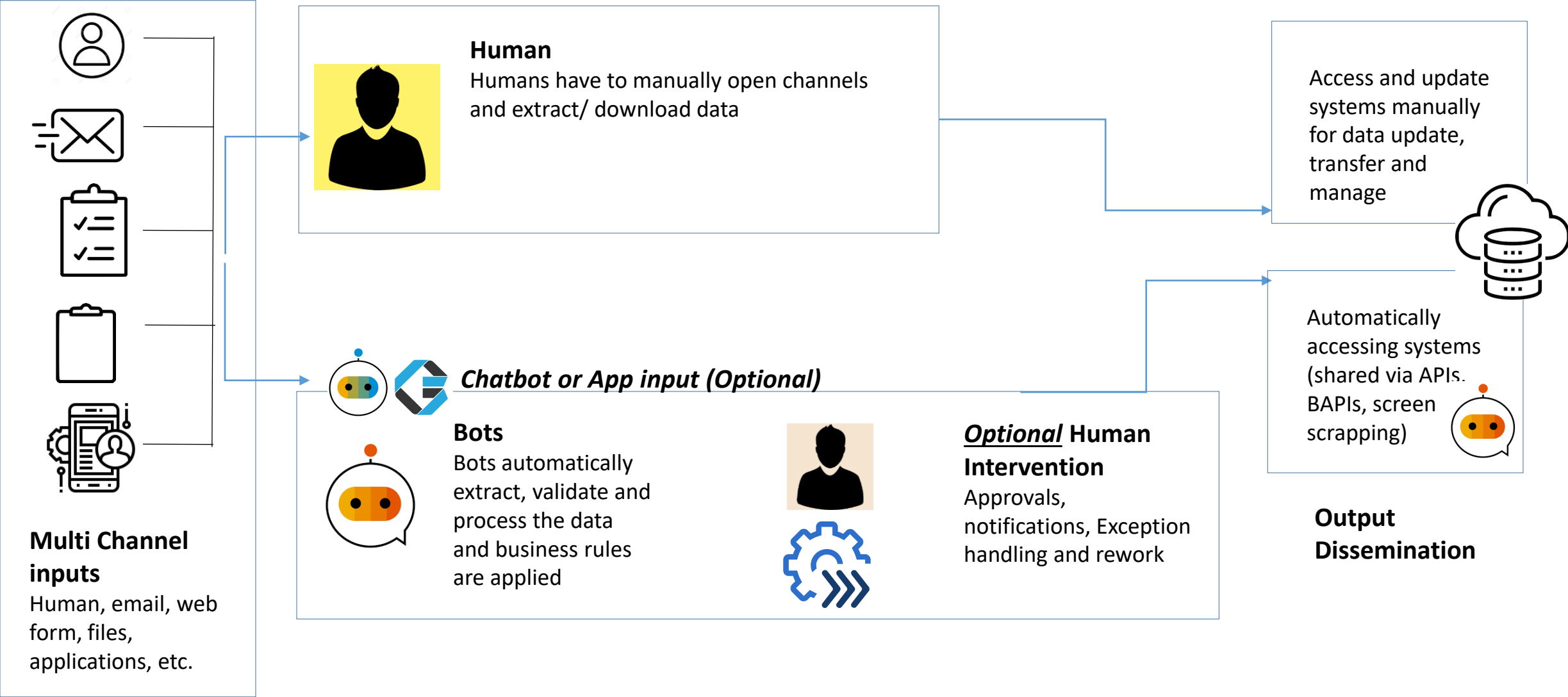
Business Technology Platform (BTP)

- *Cloud based, AI/ ML powered platforms*
- *Robotic Processing Automation (RPA)*
- *Workflow management*
- *Data Mining & Data Intelligence (BPM)*
- *Chatbot (Conversational AI)*
- *Predictive Analytics*
- *Enterprise mobility (Mobile enabled Apps)*
- *And other standard solutions*



Cloud to Cloud
Cloud to On Premise
SAP to non SAP
SAP to SAP

Manual Process X HyperAutomation



Process excellence across **LOBs (Lines of Business)**



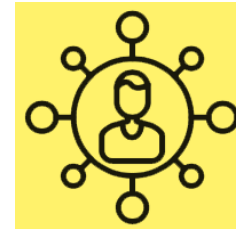
Record to Report (oCFO)



Recruit to Retire (HXM)



Source to Pay



Lead to Cash (CX)



**Travel & Expense
Management**



Mid Market (B1/BYD)



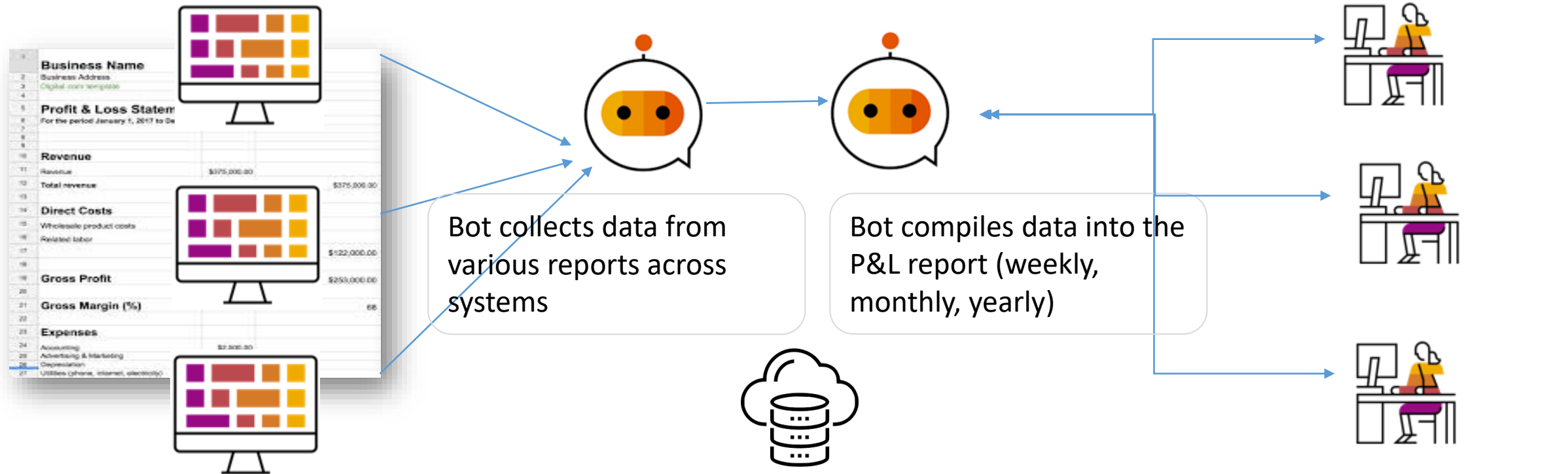
Digital Supply Chain



Record to Report

Record to report (R2R) involves collecting, processing, and presenting accurate financial data. R2R provides strategic, financial, and operational feedback on the performance of the organization to inform management and other stakeholders.

Sample user Case

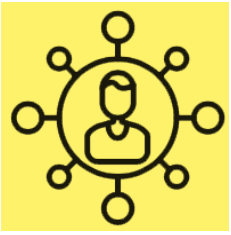


Relaxed Closing **< 10 min. Execution** **Reduced work load** 

As per schedule, BOT will connect to various systems, download attachments from the email boxes and compile them together to create **P&L Report and send to respective users. No manual work involved.**

Record to Report – RPA Heat Map

Accounting & Financial Close	Advanced Compliance Reporting	Advanced Financial Closing	Direct Tax Management	Financial Accounting	Financial Close Governance	Financial Reporting	Joint Venture Accounting	Revenue & Cost Accounting
Financial Planning & Analysis	Collaborative Enterprise Planning	Management Reporting	Manufacturing / Service Cost Controlling	Overhead Cost Management	Profit & Cost Simulation	Profit & Loss Reporting	Profitability Analysis	Profitability Modelling & Optimization
Receivables	Accounts Receivable	Collections Management	Contract Accounting	Credit Evaluation & Management	Dispute Resolution	Electronic Billing & Payment	Settlement Management	
Treasury Management	Cash Management	Cash & Liquidity Management	Debt & Investment Management	Financial Risk Management	Payment/Bank Communications	Risk Mgmt. for Commodities	Treasury Governance	
Enterprise Risk & Compliance	Audit Management	Business Integrity Screening	Controls & Compliance Management	Enterprise Risk Management	Internal Trade Management	Policy Lifecycle Management		



LEAD to CASH

The lead-to-cash process flow is an end-to-end, integrated process flow starting from a customer's intent or interest to buy a product, to a company's realization of revenue, based on product sales. (B2B, B2C, sales channel lead etc.)

Sample user Case



Customer chatting with Chatbot/ Mobile B2C App

- Attend customer's request
- Display list of products/ category with Qty.

- Generating Sales order
- Payment Transactions



- Generating Invoices
- Notifications to respective departments



AI/ ML predictions

Omni Channel

50% Handling time reduced



Product sell using B2C Channel, Automatically generating sales order, invoice and notifying to related departments. No manual intervention required.

Lead to Cash – RPA Heat Map



Customer Service – RPA Heat Map

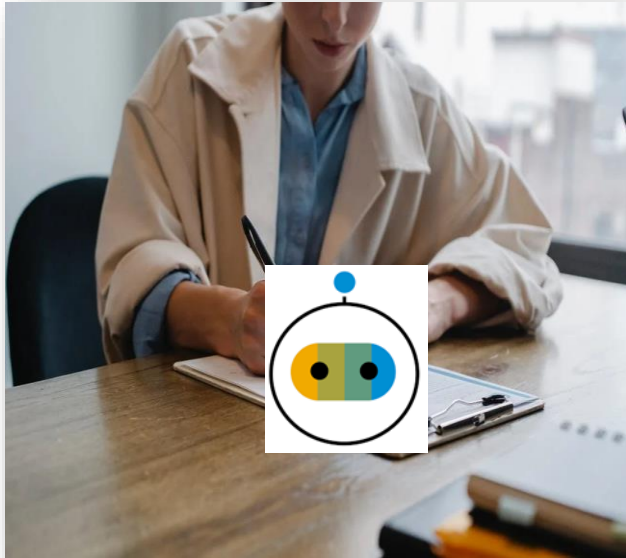




HIRE to RETIRE

The hire-to-retire sub process focuses on the employee's lifecycle in the company. This begins with workforce planning and continues on to hiring and on boarding, workforce management such as employee data, time recording and payroll, and ends with employee off boarding.

Sample user Case



BOT downloads resumes



Resume screening:
Received emails into shared inbox



Checks eligibility and authenticity as per the rules



If the resume match then segregate according to LOB and share links with respective HR teams



SF upload/ sharing

72% Time save
Fast Screening
Error free process



Simplifying resume screening process as per the rules. **Document Information extraction using AI/ ML based services.**

HXM Processes – RPA Heat Map

Employee Lifecycle	Recruitment	Onboarding	Employee Management	Compensation Management	Terminations	
Talent & Organization Management	Goal Management	Performance Management	Learning Management	Succession Planning	Major Restructure	Position Management
Leave & Time Management	Time Data Recording	Time Evaluation	Leave Management	Leave Request		
Payroll	Payroll Processing	Advance Payments	Overpayments	Off Cycle Payroll	Final Settlements	
Self Service	Employee Self-Service	Manager Self-Service	Administrator Self-Service			
Industrial Relations	Enterprise Agreements					



SOURCE to PAY

Source-to-pay (S2P) is a process that starts with finding, negotiating with, and contracting the supplier of goods, and culminates in final payment for those goods.

Sample user Case



PO is created and sent to Supplier from SAP ARIBA or any other SCM applications

Intelligent Image recognition (Quality Inspection)



Warehouse management
Goods receipt update



Invoice from supplier
OCR scan (PDF and Barcode)

80% Time save
10X Approvals
Reduced work load

End to End goods receiving process from sending PO till generating Invoice. **Image Scan, OCR scan (PDF/ Barcode).** The BOT will read email, download and scan PDFs.

Source to Pay – RPA Heat Map

Collaborative Sourcing and Contract Management	Project Category Management / Unsourced Requisition	Sourcing	Quote	Award	Contract / Operational Contract	Monitoring
Supplier Management	Onboarding	Supplier Risk Assessment	Qualification and Approval	Supplier Self Service		
Operational Purchasing and Supplier Collaboration	Guided Buying / Requisitioning	Catalog	Purchase Requisitioning / Purchase Order / Reservation	Supplier Collaboration	Goods Receipt & Invoice Receipt	
Supplier Collaboration /Planning Via ARIBA	Supplier Collaboration	Demand Planning	Forecast	Commit	Constrained Plan	
Invoice and Payable Management	Smart Invoicing / Contract Invoicing	Invoice Receipt and Approval	Self Service , Discounting and SCF	Settlement	Payment Execution	



Travel & Expense Mgmt.

Travel and Expense Management is a Connect travel, expense, and invoice management for total visibility and control. Submit and Approve expenses on the go.

Sample user Case

Employee submits expenses using Chatbot or App



BOT prepares expense report and validates against policies

OCR services to read receipts

BOT submits expenses or exceptions



Unmanned process of creating expense report with ability of reading from multiple resources. **Image Scan, OCR scan (PDF/ Barcode)**



SAP B1 & ByD

Mid market on premise and cloud enterprise solutions (B1 and By-Design)

Sample user Case

Automatic Payment Reconciliation and many more



Digital Supply Chain

Resilient and sustainable supply chain management processes

Sample user Case

Autonomous part replacement, Automatic safety stock update, Automatic update of shipment status





Delivering *Incrementing value...*



Watch Demonstration

RPA is a promising new development in business automation that offers a potential ROI of 30–200 percent—in the first year”.
McKinsey White Paper

Hyperautomation leveraging chatbot, RPA, ML is no more a value add on rather an integral part of every business process.

- Automate – manual & repetitive tasks
- Save hours of work
- Multitude benefits – quantitative, qualitative & operational
- Accelerate transaction using AI/ ML powered technologies
- Build Agile and elastic system
- Higher asset utilization of value chain
- Bring down operational cost
- Better process visibility and increase compliance
- Achieve data orchestration and **break siloed processes**
- Error free transaction
- Increase employee productivity
- Hybrid Cloud + On premise system
- **Attended and Unattended bots**
- 24X7 Bots availability and no breaks
- Cloud based solution, SAP/ UI Path proven technologies
- Use of BOTs as digital worker/ assistance
- Rapid project implementation (time to value)
- Experience low TCO of managing bots
- **Applicable in all the sectors/ LoBs**

Technology Offerings



- SAP iRPA (Robotic Process Automation)
- SAP Workflow Management
- SAP Process Automation
- SAP Conversational AI (ChatBot)



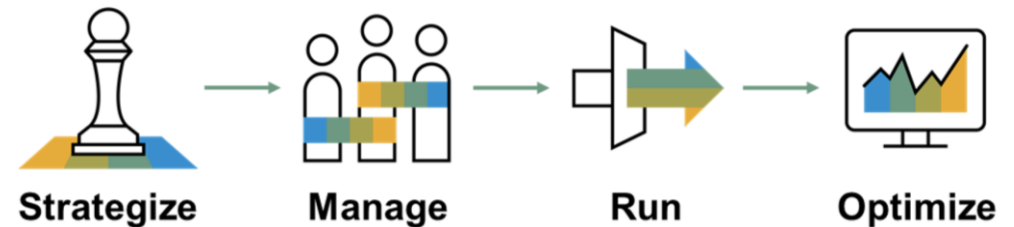
Additional Services:

- Cloud Enablement
- SAP Business Technology Platform
- SAP UI/ UX development
- Enterprise Mobility
- SAP AppGyver
- SAP Signavio/ BPM tools

free up between 15% and 30% of an employee's time to focus on tasks that deliver greater value to the organization and improve the customer experience

- Helping LOBs in requirement gathering & **use case identification**
- Determine Value management & Process evaluation
- Development of **PoC (proof of concept)** without upfront investment
- Establishing Operating Model
- Set up productivity metrics, revenue cycle (workforce)
- Identifying quick wins and out-of-box pre-build content/ bots
- Support in establishing **CoE (Center of Excellence)/ ROC(Robotic Operation Center)** to ramp up plans and implement RPA standard and best practices
- Assistance in establishing required governance
- Helping in BTP/ Cloud onboarding, SSO
- Setting up requirement for RPA architecture
- Training & Support
- Process Automation consulting (SAP's new launch)

As per Gartner, by 2024, 50% of the supply chain organizations will invest in applications that support automation, artificial intelligence, and analytics capabilities. Also, as per Mckinsey, HyperAutomation has the potential up to 60% to automate repetitive and non-productive tasks of overall procurement processes.



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