iGrafx° i n n o v a t e

20/20 FORESIGHT THE FUTURE OF TRANSFORMATION

Diana Amador Solutions Architect Blue Prism

iGrafx – Blue Prism A Strategic Approach to RPA







Blue Prism - iGrafx

The Strategic Approach to RPA

Our Vision & Mission

Vision

A Digital Workforce for Every Enterprise

Mission

We're unleashing the collaborative potential of humans and Digital Workers to transform the future of work, so every enterprise can exceed their business goals and drive growth with unmatched agility and speed.



Building the Digital Workforce

The digital revolution is here, and its impact can be seen in every industry around the globe.

With the advent of RPA, today, humans and Digital Workers are working side by side. But, in order to remain competitive, enterprises need more than RPA. Enterprises need RPA that puts people first.

Imagine merging human ingenuity with the capabilities of today's Digital Workforce to deliver outcomes with greater speed, agility, efficiency and accuracy. With connected-RPA and the Blue Prism Digital Workforce, it's possible.

Blue Prism is unleashing the collaborative potential of humans and Digital Workers to transform the future of work.

Alba Leasing S.p.AAldar Properties PJSC Allergan Inc. | Allergan SA | Allfun Altice Portugal | Amazon.com, Inc Arcelormittal Costa Rica S.A | Arcor | A Audi AG | AusNet Electricity Services P Baringa Partners LLP | Barnsley Cound Bergman & Beving AB | Best Buy Car Bridgestone Europe NV/SA Brightstar Cambridgeshire & Peterborough NHS Found Cerved Group S.p.A. | Chanel Hong Kong Co., Ltd. | Cia de Seguros de Vida Consor Commerce Bank & Trust Company | Con Cyber Com Co., Ltd | Dagrofa ApS DENSO International Europe B.V | Dente

A soliman Pakeen Hospital | DSO Group | Durble Preciations of the provided of

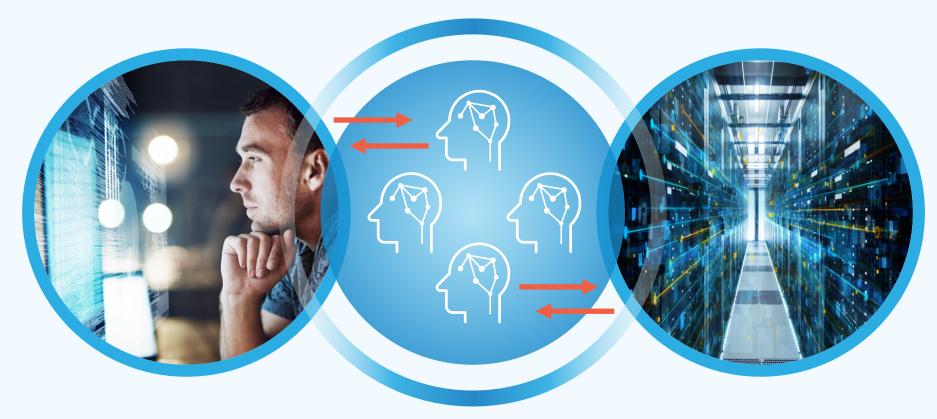
Aria | A1 Telekom Austria Group AG | Aberdeen City Council | Absolut Bank | Abu Dha as Asia Services Limited | AJ Bell Business Solutions Limited | AK Yatirim Menkul Degerler A esidigt | Alexion Pharmaceuticals Inc | Alfa Laval Inc | Ali Abdulwahab Al Mutawa Comme CIOS ESPAÑA SL | Alphyr Group | Alsayer Holding Co K.S.C.C | Altamira Asset Management S | American Outdoor Brands Corporation | Amplifon S.p.A | Amway (An Alticor Compar nki hf | ARISTOCRAT TECHNOLOGIES AUSTRALIA Pty Ltd | Ariston Thermo Group | Arup Group Lif ip | AVE CZ | AZ Klina | Bacardi Limited | Bancoppel S.A | Bank BPH | BANK I Miser Insurance Services Ltd | Beacon Health Options Inc | BearingPoint | Beijing Vital Riv nc | Bild Desenvolvimento Imobiliario LTDA | Pice IPach N.V. | BiR AS | BNP Paril Bunnings Group | Carl | Shanghai) Co., Ltd | herry Bekaert Ll ormation Net Itale Krank COR Partners Ini Laniche Sp ence | Du | Duty Free Sing | Winery | pafélag Islands | Salada | Shappatha | Janda | Jand

> Hikma F HYDAC Spa | eine Versicherung Kforce Inc | KPMG Czech Re Lambet I Infrat

Northen include Mater Monthage Function of the Revenue Commissioners | Opinate Estate Limited | Northenging As | Northoving As

nited states Army | United States Small Business Administrati

The Blue Prism Digital Workforce enables:



- Increased productivity
- Accelerated, innovation and opportunity generation
- New service & product offerings
- Operational transformation

- Optimized service quality and delivery
- Happier motivated staff

A blueprism

Enter Blue Prism's connected-RPA, an intelligent RPA platform that combines advanced technologies with a community of experts, researchers and providers.



The Connected-RPA Platform

Business-Led	IT-Controlled	Intelligent
Code Optional platform (drag-and-drop)	Enterprise-strength architecture	Ecosystem for digital transformation
Empowering the operation to deliver business outcomes	Simple governance to support scale	Digital Exchange + TAP
Operational agility	Compliance through always-on auditing	Power of choice + AI for business users

blueprism

The DX is THE Blue Prism Store Front!

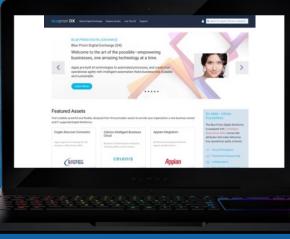
Anyone in the Blue Prism ecosystem can quickly extend and enhance their software with the DX

Sellers

Anyone in our ecosystem

- Independent Software Vendors (ISVs)
- System Integrators (SIs)
- End Users
- Blue Prism employees

that want to add-value to Blue Prism customers by distributing their IP **Assets** to **Customers** for fee or for free



blueprism **DX**

"There is an Asset for that!"

The DX Matches **Buyers** to **Sellers** through **Assets** that:

- Accelerate adoption and use
- Decrease time-to-value

Buyers

Anyone in our ecosystem

- Resellers
- End Users
- System Integrators (SIs)
- Blue Prism employees

that want to leverage off-the-shelf IP Assets owned by Providers to increase the business value of their Blue Prism licenses and achieve faster time-to-value

blueprism

Platform expansion through our Partner Ecosystem

Blue Prism's open partner strategy leads the market

Technology Alliance Partners (TAP)

Go-to-Market Partners

ABBYY	Appian	aws	Celonis	īGrafx°
Google	IBM	Microsoft	ORACLE	TRUSTPORTAL
CYBERARK'	≟ Ephesoft		\bigotimes	splunk>
C∕⊙ identitii	ROSSUM	Loop ai Labs COGNITIVE COMPUTING	re:infer	[24]7.ai
Captricity	1 K2	χεειο	EXPERT	Nexis ⁻ Solutions
		salesforce		

accenture	🜔 Agilify	🗞 avanade	() AVO	Saringa Explored at the second second	Capgemini
Cognizant	Deloitte.	B DIGIBLU	DiRWA	DXC.technology	DIGITAL" WORKFORCE
EY	🔓 genpact	HCL	IBM	İ sg	I N V <mark>9</mark> K E
KPMG		N	рис	QUANTON	Y reveal group
<u> </u>	< Robiquity	Symphony	The • Burnie Group	Burnie WEBONISE	

Commercial in Confidence

Intelligent Automation Skills

Downloaded AI solutions appear as skills in the studio



Knowledge & Insight Gather & collect data for new insights



Visual Perception Read, understand & contextualize visual information



Learning Learn within the context of a business process



Planning & Sequencing Plan workflow execution



Problem Solving Solve logic, business and system problems



Collaboration Collaborate with humans & Digital Workers

₄• blueprism



Demo

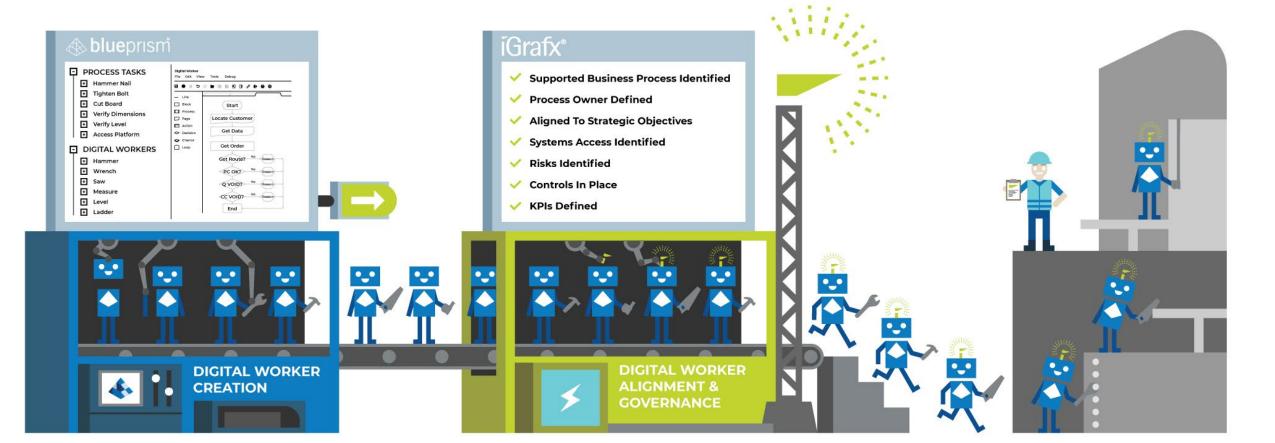
Robotic Operating Model (ROM)



IT Supported Enterprise Infrastructure



blueprism **iGrafx**[®] Platform Synchronizer



blueprism

≡ iGrafx° ۹ + ADD OBJECT Order Entry 😕 Global Corporation Processes Operating RPA - Digital Workforce Supply Chain 🛃 Global Corporation RELATIONSHIPS ITEM PROPERTIES PERMISSIONS 1 Strategies ~ -Summary / Purpose Requirements \sim Process incoming orders through web forms, PDF, Fax or email. Summary H Controls \sim None specified Purpose Processes \sim Archive \sim Reference \sim Business Model \sim Operating \sim RPA - Digital Workforce \sim 📒 Banking Default Intelligent Automation •_• ••• Supply Chain Create Quotes Crder Entry **DIGITAL WORKER DIGITAL WORKER** 🛄 Travel Dept - ACE **ALIGNMENT &** CREATION GOVERNANCE 📒 Utility Electropics Division

iGrafx[®]

🚜 Global Corporation	🗐 Reports 📄 IT	📄 RPA	Relationship Report			
REPORT SETTING	S DETAILS RELAT	IONSHIPS	ITEM PROPERTIES	MANAGE CYCLES	HISTORY	PERMISSIONS
Version 2.0.0 (Not Approv	ved) View Approved 🕦					
SORT BY						
Application 🖨	Supports 🗢 RPA Script	Supports	5			
		Process		Responsible		
Blue Prism	Order Entry Create Quotes	Ø 3.5.4.	1.5 Enter Order 3 Create Quote Quote Service Orders	Resource Crder Entry Specialis Order Entry Specialis Sales Director		
					iGrat	fx°
						pported Business Process Identifie
📣 bluep	orism					

iGrafx[®]

Clobal Corporation Contact Service Defaults Reports It Reports Reports Soft BY Soft BY Soft BY Soft BY If Bub Prism Create Quotes 3.5.4.3 Create Quote If Optimize Customer Sales Process (SBO) If Alls Zouote Service Drefers If Optimize Customer Sales Process (SBO) If Blue Prism Create Quotes Soft Extreme Torter Drefered If Departing Customer Sales Process (SBO) If Blue Prism Create Quotes Statis Strategy Resource Resource Resource Resource Supports Supports Supports Process Strategy Resource Resource Resource Supports Process (SBO) If Departs Support Service Drefers If Ingrove Information System Capabilities (SBO) If Blue Prism Create Quotes Statis Strategy Resource Resource If Ingrove Information System Capabilities (SBO) If Ingrove Information System Capabilities												
Version 1.0.0 (Not Approved) SORT BY Application Supports RPA Script Process Strategy Responsible Resource RPA Script Process Strategy Responsible Resource Resourc	🙏 Global Co	orporation	E Reports	🗅 П 🔪 🗎	RPA Strategy Report							
SORT BY Application Supports RPA Script Supports Process Strategy Resource B Blue Prism Create Quotes Strate Quote Strate Concers Strate Strate Strate Concers Strate Strate Concers Strate S	REPORT	SETTINGS	DETAILS	RELATIONSHI	PS ITEM PROPERTIES	MANAGE CYCLES	HISTORY	PERMISSIO	NS			
Application Supports RPA Script Supports Process Strategy Responsible Resource Reso	Version 1.0.0) (Not Approved))									
Application Supports RPA Script Supports Process Strategy Responsible Resource Reso												
RPA Script Supports Process Strategy Resource III Blue Prism Create Quotes 3.5.4.3 Create Quote Optimize Customer Sales Process (SBO) North America Sales Director III Blue Prism 4.8.2 Quote Service Orders Improve Information System Capabilities (SBO) VP IT III Blue Prism 4.8.2 Quote Service Orders Optimize Customer Sales Process (SBO) VP IT III Blue Prism 5.4.1.5 Enter Order Optimize Customer Sales Process (SBO) VP IT III Blue Prism 5.4.1.5 Enter Order Supported Business Process Identified V Process Owner Defined Aligned To Strategic Objectives	SORT BY	(
RPA Script Supports Process Strategy Resource III Blue Prism Create Quotes 3.5.4.3 Create Quote Optimize Customer Sales Process (SBO) North America Sales Director III Blue Prism 4.8.2 Quote Service Orders Improve Information System Capabilities (SBO) VP IT III Blue Prism 4.8.2 Quote Service Orders Optimize Customer Sales Process (SBO) VP IT III Blue Prism 5.4.1.5 Enter Order Optimize Customer Sales Process (SBO) VP IT III Blue Prism 5.4.1.5 Enter Order Supported Business Process Identified V Process Owner Defined Aligned To Strategic Objectives]										
RPA Script Supports Process Responsible Resource III Blue Prism Create Quotes 3.5.4.3 Create Quote Optimize Customer Sales Process (SBO) Month America Sales Director Mais Sales Director Month America Sales Director Mais Sales Dire	Applica	ation 🗘	Supports 🜲									
III Blue Prism Create Quotes 9 3.5.4.3 Create Quote Improve Information System Capabilities (SBO) Improve Information System			RPA Script			Stratom			Decrea	ciblo		
 4.8.2 Quote Service Orders Improve Information System Capabilities (SBO) VP IT Optimize Customer Sales Process (SBO) Provide Service Excellence (SBO) EMEA Sales Director Asia Sales Director EMEA Sales Director Supported Business Process Identified Process Owner Defined Aligned To Strategic Objectives 					Process							
 ◆ 4.8.2 Quote Service Orders ▲ Improve Information System Capabilities (SBO) ♥ Order Entry ◆ 5.4.1.5 Enter Order ▲ Source Service (SBO) ▲ Source Service Servic	📕 Blue P	Prism	🚯 Create Quo	otes 🔶	3.5.4.3 Create Quote	1 Optimize Custome	er Sales Process	(SBO)	-			
 4.8.2 Quote Service Orders Optimize Customer Sales Process (SBO) North America Sales Director EMEA Sales Director Asia Sales Director Asia Sales Director Supported Business Process Identified Process Owner Defined Aligned To Strategic Objectives 									😤 Asia	a Sales Director		
EMEA Sales Director Asia Sales Director Asia Sales Director Blue Prism I States Order Entry States Conder States Conder C				•	182 Quote Service Orders							
Provide Service Excellence (SBO) III Blue Prism IGrafx [®] Supported Business Process Identified Process Owner Defined Aligned To Strategic Objectives				*	4.0.2 Quote service orders		51 50105 1 100055	(550)	😤 EME	A Sales Director		
Blue Prism Order Entry 5.4.1.5 Enter Order Supported Business Process Identified Process Owner Defined Aligned To Strategic Objectives						Provide Service Ex	(cellence (SBO)		🔮 Asia	a Sales Director		
 Supported Business Process Identified Process Owner Defined Aligned To Strategic Objectives 	🔡 Blue P	Prism	🚸 Order Entry	y 🧳	5.4.1.5 Enter Order	•	()			iGrafx°		
 Process Owner Defined Aligned To Strategic Objectives 									- 1			
✓ Aligned To Strategic Objectives									- 8			Identified
									- 8			
									- 8	 Aligned To Stra 	tegic Objectiv	res
									- 8			- Willie
									- 8			
		Juon	riem						- 8			
		nueh	112111									

📙 Global Co	orporation	Reports	🛅 IT 📄 RPA	Work Product Re	port					
REPORT	SETTINGS	DETAILS	RELATIONSHIPS	ITEM PROPERTI	ES MANAGE CYCLE	s history	PERMISSIONS			
Version 1.0.0 (Not Approved) 🔞										
SORT BY										
Applicat	io ‡	Supports 🌲								
		RPA Script	Receives			Sends		Supports		
			Work Pro	duct	From	То	Work Product	Process		
🔢 Blue P	Prism	🚯 Order Entry	Purcha	ase Order Data	🛉 Order booked		鸟 Purchase Order	() 3.5.4.1.5 Enter Order		
		Create Quot	tes 🛛 🚨 Reque	st			鸟 Quote	3.5.4.3 Create Quote		
		 The CONTRACTOR Sector 						4.8.2 Quote Service Orders		





Object 💠	Has Risk 🚖	Risk Category	Controlled By	• Current Risk I	Data		
colore +				Impact	Likelihood	Inherent Risk	Residual Risk
C.1 Develop and manage goods and services	Ambiguous customer requirements Delayed "time-to-market"	Operational Operational	 Perform permanent customer requirement analysis Definition of project sprints 	High Medium	Low Medium	8 9	0 4
C.3.1 Create offer	Wrong price calculation	Operational	H Use of Price Calculation Tool	High	Low	8	0
C.3.1.3 Create submission	Price for product is set wrong	Financial, Operational		High	Medium	14	14
C.3.1.4 Negotiate contract	MOQ too low SOP too early	Financial, Regulatory		<mark>H</mark> igh Very high	Low Low	8	<mark>8</mark> 15
C.3.2.1 Create leads	Lead creation low			Very high	High	-20	
C.3.2.2 Manage customers	Missing effort Communication			Very high Low	Low High	11). 8	8
C.3.2.3 Manage sales	 Inaccurate communication with customers Reorganization within customer environment 			Very high Medium	Very high High	- <u>24</u> 16:	<u>28</u> 16
C.3.2.4 Manage orders	Order entry errors	Operational	Automated check by ERP system	High	Very high	20	12
C.4 Manage customer service	🚺 Relationship damaged			Medium	Medium	9	9
M.1 Develop and manage strategy	SWOT analysis incorrect	Financial, Operational, Regulatory, Reputational	Form reserves Include results from market research	Medium	Medium	9	6
	KPIs unclearly defined	Regulatory	Have KPIs checked by process owner before approval	Very high	Low	12	7
S.3.1 Select supplier	Contract terms are not company-conform			High	Medium	105	15
entrans en la contra de 1828 contra de	Differ too high			Medium	Low	6	6
	Pattern unusable			Low	High	8	8
S.3.2 Evaluate suppliers	Supplier does not accept downgrade			Medium	Very low	3	3
\$.3.3 Develop Suppliers	Discrepancies too high			Medium	Medium	9	9
\$.5.1 Perform an internal audit	Repair measures ineffective	Operational, Regulatory		Very low	Low	2	2

iGrafx°

- Supported Business Process Identified
- Process Owner Defined
- Aligned To Strategic Objectives
- Systems Access Identified
- Risks Identified
- Controls In Place

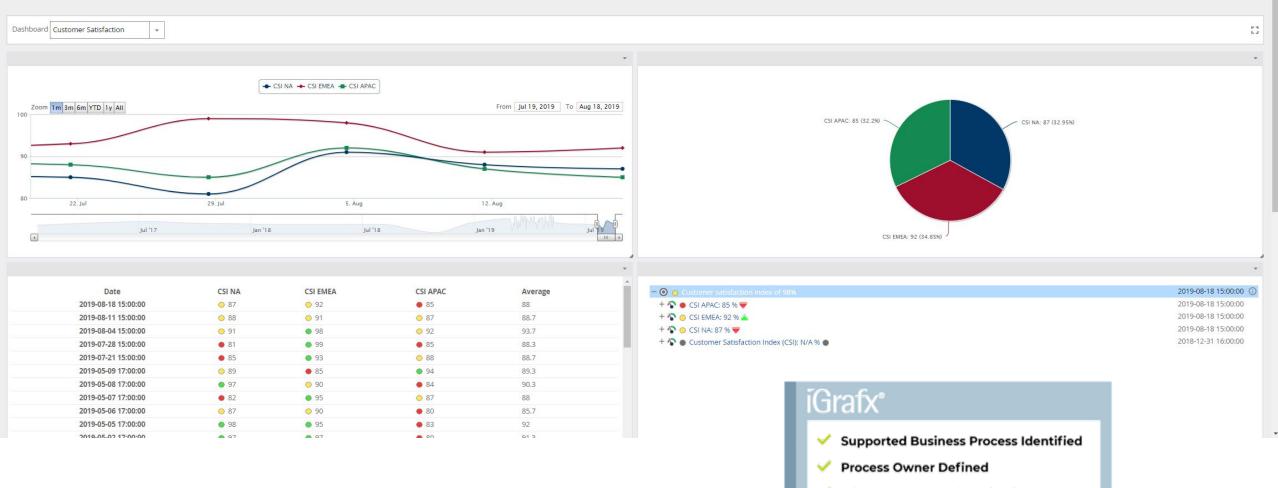




Customer Satisfaction

blueprism

VIEW IN MODEL AREA SET DEFAULT



- Aligned To Strategic Objectives
- Systems Access Identified
- Risks Identified
- Controls In Place
- KPIs Defined



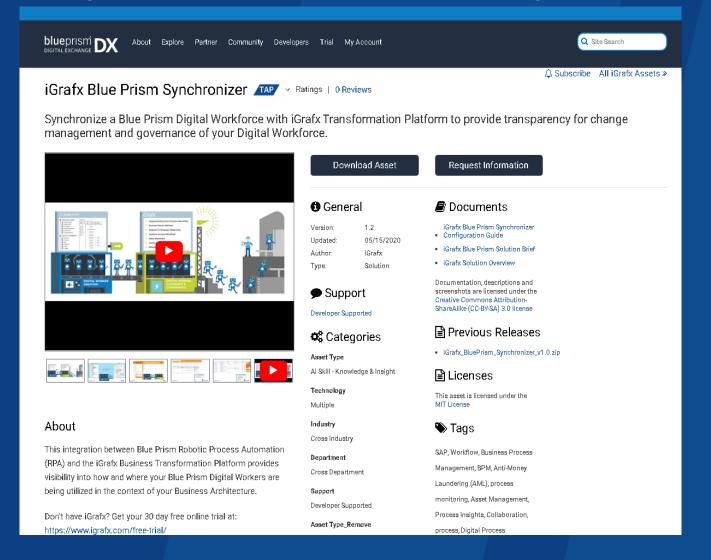
iGrafx Blue Prism Synchronizer

About Explore Partner Community Developers Trial Explore Digital Exchange Assets Q igrafx SEARCH RESET COVID-19 New Popular Updated A-Z iGrafx Blue Prism Synchronizer Synchronize a Blue Prism Digital Workforce with iGrafx Transformation Platform to provide transparency for change ... TAP **i**Grafx[®] Governance & Reporting of ... • Alignment of Digital Workforce ... Change Management for Digital ... 学 🛃 0

blueprism

iGrafx Blue Prism Synchronizer

https://digitalexchange.blueprism.com/dx/entry/60385/solution/igrafx-blueprism-synchronizer



21

Blue Prism – iGrafx Value

- Create a virtual "HR Department" for your Digital Workforce, ensuring Compliance, Governance and Results.
- Gain Knowledge and Insight on where your Digital Workers are and what they are doing to ensure Resiliency and Business Continuity
- Make sure you understand the impact of business model changes on your digital workforce before you make them.
- Scale RPA projects faster across your organization while eliminating the typical risks.
- See new, untapped opportunities for intelligent automation and safely simulate the business impact to maximize your ROI.



blueprism **iGrafx**[®] Platform Synchronizer

