

Giving you a path to automation success.

Maybe you've wondered about something called *robotic process automation* (RPA). It's a fancy name for something that's really pretty simple to understand.

With RPA, you feed "robots" (specialized software applications) the necessary rules and data to accomplish a repetitive task, such as data entry, that humans normally do. The robots then perform the task by using the same tools as humans, only far more quickly and with zero errors. Indeed, it's as if the work had been done by humans — if humans could work with blazing speed and 100% accuracy around the clock.

(By the way, what software robots *can't* do is just as important as what they *can* do. While they're capable of incredible speed and accuracy, they can't perform truly complex, multi-nuanced decision-making. Fortunately, humans can, particularly when RPA has freed them from numerous tedious tasks.)

RPA is great at helping you cut costs while also improving output. However, actually reaching the point where RPA gives you tangible returns isn't easy.

That's where we come in. We're **OpenConnect**. We've been providing **advanced, enterprise-class process automation** for decades, helping our customers save untold millions of dollars while vastly improving operations.

Perhaps more important for you, we help customers automate *successfully*. You see, not everybody who tries to automate is successful in gaining what the effort was supposed to yield. The keys to getting you all the way from "Hey, I think RPA would help us" to "RPA is doing great things for us" are the time-tested experience and expertise that only we can offer. With OpenConnect, you'll receive the guidance, tools, technology, and training to help you avoid the potential pitfalls — so you can achieve your automation goals.



OpenConnect

We'll steer your way to successful automation.

OpenConnect guides you through what our experience has shown are three critical steps for successfully implementing automation:

- **Identify and prioritize automation opportunities** — First and foremost, you must have a true *automation strategy*. Figure out what to automate as well as which processes get the highest priority in the effort, because you can't automate everything up front. Of course, to make these decisions, you need solid data, which brings us to the next point.
- **Document processes and design automation logic** — To *automate* what people do, you must first *know* what people do. Capturing this data in the most efficient and accurate way requires moment-by-moment process discovery and workforce analytics, along with documentation of what you learn. That requires some pretty advanced software.
- **Provide for scalability** — Just as any business plan must allow for the enterprise's growth, your automation plan must allow for *scalability*. When your workload grows, how will the automation scale up to meet it? And, if your work involves mainframes, can the automation communicate with them? We lead our industry in providing RPA capabilities that scale up almost infinitely and connect with all your data sources.

We make automation work. For real.

We address these requirements with a powerful combination of our own software products and teamwork with some important partners. Here's how it works — to make automation work.

- **Collect activity in real time** — OpenConnect's **WorkiQ**® workforce analytics software gives you vast stores of real-time data about what your workers, even remote workers, are really doing.
- **Discover processes** — This data then goes to our **DiscoveriQ**™ software, which employs advanced techniques to see the “forest” in the “trees” — *i.e.*, the processes in the duties. It even *automatically documents* its findings. With this invaluable knowledge, your team can more effectively map out the automation of your processes.
- **Automate wisely** — At this point, you then automate each identified process appropriately. For high-level, complex processes, OpenConnect's **AutoiQ**™ provides server-based automation that works with a multitude of data sources, including even mainframes. Where desktop-based automation is sufficient, including situations still requiring occasional human intervention, you can automate through **Kryon**™ **Leo**. This carefully considered, multi-tool approach provides a far more satisfactory result than the usual “one-size-fits-all” methods.

We have a more sensible way to pay for automation.

It's been typical for companies to pay for automation *by-the-robot*. That is, you have to determine the total number of software robots you'll need during the contract period (usually a year at a time), and pay for them that way.

Of course, that means you end up having to buy a lot more robots! After all, you have to have enough to handle workload peaks, only to leave a lot of them idle — and not doing what you paid for — during off-peak periods.

We decided to fix this. So, with OpenConnect, you buy *hours*, **not robots**. Whenever you need more robot hours, you buy them; but, if you don't need them, you don't buy them. We don't limit how much a robot can do during an hour; and the clock runs only when the robot does (*e.g.*, one robot running for 10 hours costs exactly the same as when 10 robots are running for one hour). Finally, we even provide run-rate data so you can plan ahead in your purchases of robot hours.

Just one path.

Only OpenConnect puts all of this together so RPA will work for you as it should. Contact us today to learn more about how we're continually improving automation for the enterprise — and how you'll benefit from the custom path we'll mark out for you.

See a live demo.

Seeing is believing. To arrange for a live, online demo — and to learn more about what OpenConnect can do for your enterprise — contact OpenConnect at sales@openconnect.com or 800.551.5881. Visit us at openconnect.com.