

DIGITAL WORKFORCE PILOT

EXPRESSION OF INTEREST

Information to Guide Your Expression of Interest

Submission

The Opportunity

Procensol Australia and Automation Anywhere have launched a nationwide opportunity for organisations to submit an Expression of Interest to participate in a Digital Workforce Automation Pilot. We are seeking interest from organisations with an appetite to collaborate and co-invest to improve the productivity, competitiveness and innovation capacity of your organisation.

The Digital Workforce Automation Pilot is open to registered Australian businesses or charitable organisations. You are invited to submit your Expression of Interest to participate via the online form at <https://procensol.com/en-au/digital-workforce-pilot-eoi>.

We encourage businesses and not for profits to identify processes in your operations which will benefit from automation. We are passionate about helping people see how easy it can be to elevate your workforce and have people and bots working alongside each other for the benefit of your organisation as a whole.

We want to meet you where you are and bring you to where you want to be in an accelerated timeframe.

The Pilot will be structured as an at-cost opportunity. We are looking for matched-investment for collaborative, industry-led projects with clear commercialisation or community development applications and which address at least one process that you would benefit from automation.

Your Expression of Interest – what should it cover

Please consider addressing the following questions in your Expression of Interest to help us assess your application.

1. Company overview

Please help us to understand more about the nature of your business, who your customers are, what product or service you offer to the market and how you operate.

2. Current State: Please describe the process in its current state and the problem to be solved with a pilot.

Please consider the following points in your answer to this question.

- a. What is the process?
- b. In its current state, what is the problem that it is causing for your business/organisation?

2. Current State: Please provide a detailed description of the process in its current state.

Please consider the following points in your answer to this question.

- a. Does the process have process maps/diagrams or step-by-step instructions to define the end-to-end journey?
- b. Does the process support high-risk, control, regulatory and compliance related requirements? If yes, please state these requirements.
- c. Does the process involve variable tasks and/or unstructured data? If yes, please describe what these are.
- d. What are the tasks in the process currently performed by humans that require human judgement / cognitive thinking? What percentage of the overall process currently relies on human cognition / requires human intervention? What percentage could be automated in future?
- e. Does the process have repeatable business rules that can be automated?
- f. Is the process stable or is it undergoing a major change/redesign? If it is going through a major change, please provide more details.
- g. Is the data used in the process in digital format (or can be digitized)?

3. Current State: Volumes

- a. How often does the person/process operate?
- b. How many people (FTE) are involved in the process?
- c. What is the frequency (hours/days) of each person running the process in an average week?

4. Future State: In its future state, what is the expected benefit to your organisation by automating and transforming this process?

Please consider the following in your response:

- a. Perceived Return on Investment – For example, “If we had bots we would...”
 - i. Increase productivity rate by x%
 - ii. Save xx dollars/time
 - iii. Reduce error rate by x%
 - iv. Increase customer satisfaction score by x%
 - v. Increase employee satisfaction score by x%
 - vi. Generate new revenue
 - vii. Fix legal / compliance issues

Application process

Expressions of Interest (EOI) are to be submitted at <https://procensol.com/en-au/digital-workforce-pilot-eoi>. The online form must include a PDF attachment that provides a clear overview of your organisation and the process or processes that you wish to automate.

Key Dates

Applications open:	Friday 2 nd August 2019
Applications close:	Friday 13th September 2019
Notify shortlisted applicant(s):	by Monday 23 rd September 2019
Target project commencement:	by mid-October 2019

Applicants will be assessed on the Expression of Interest they submit online. Shortlisted applicants will be contacted for an interview with Procensol to assess their readiness to undertake a Digital Workforce Automation Pilot.

Your information

Any information about your business or processes that is collected during this application process will be kept confidential and only used for the purposes of assessing your Expression of Interest. Your contact data will be kept for Procensol communication purposes only and will not be shared with any third parties.

Pilot project agreement

The scope and requirements for a Pilot will vary for each Expression of Interest. A contractual agreement covering the scope, deliverables, parameters, terms and conditions of the Pilot will be mutually developed with organisation(s) successful in being selected for a Pilot project. This

includes details of any costs or matched funding that may be associated with the Pilot and any related publicity or case study materials.

More information

Please direct any questions relating to the Pilot before the due date to Procensol Australia at Automation.Apac@procensol.com.