



Partner Advisory Board

8 December, 2022 | The Raum



Your ¹ RESPONSIBLE Opportunity in the Automation Economy

Automation Anywhere Korea

December 2022



Our Vision

Fuel the future of work by unleashing human potential.

Our Mission

We believe there is a better way to work. Our mission is to help every company build a digital workforce and succeed with automation. This empowers people and teams to focus on what they do best - collaborate, create and grow businesses.

Every Company is Navigating Tremendous Change

Companies Are Pressured to Move Fast While Facing Serious Productivity Challenges

Inflation and Cost Pressures

CNBC WATCH LIVE

FEDERAL RESERVE

Powell warns of 'some pain' ahead as the Fed fights to bring down inflation

PUBLISHED FRI, AUG 26 2022-10:00 AM EDT UPDATED FRI, AUG 26 2022-11:20 AM EDT

Jeff Cox @JEFFCOX.7528 @JEFFCOXCNBC

WATCH LIVE

S&P 500 4,180.27 -18.85 [-0.45%] 1-WK [-1.14%]

MON TUE WED THU FRI

POWELL: ANOTHER UNUSUALLY LARGE INCREASE COULD BE APPROPRIATE AT NEXT MEETING

8.2%
US Annual Inflation Rate

Source: US Bureau of Labor & Statistics – Sept 2022

Workforce Shortage

Labor supply shortage will quickly skyrocket with high labor market opt-out rates

Preliminary

Labor supply shortage Percent, %

30
25
15
5
0

15% 20%

60% opt-out
40% opt-out

Almost half of all employees report being at least somewhat burned out—and that's likely an underrepresentation of the real number.

Level of burnout felt by employees, % survey participants

Region	Very-high degree	High degree	Somewhat	Low degree	Very-low degree
Asia	10	32	35	20	1
Australia	11	22	28	22	17
Europe	7	13	26	27	27
Latin America	6	16	26	31	21
US	10	17	29	24	20
Total	8	15	28	29	22

49% of respondents say they are feeling at least somewhat burned out.

88%
Companies struggle to retain employees

Source: McKinsey Insights, 2021

Business Disruptions

Figure 2. Supply-Chain Disruptions By Sector

In the last week, did this business have domestic supplier delays? (percentage saying yes)

Sector	Percentage saying yes
Manufacturing	~65%
Construction	~60%
Retail Trade	~55%
Wholesale Trade	~50%
Accommodation and Food Services	~45%
Other Services (Except Public Administration)	~40%
Administrative and Support Services	~35%
Utilities	~30%
Health Care and Social Assistance	~25%
Arts, Entertainment, and Recreation	~20%
Real Estate and Rental and Leasing	~15%
Information	~10%
Transportation and Warehousing	~5%
Mining, Quarrying, and Oil and Gas Extraction	~5%
Professional, Scientific, and Technical Services	~5%
Educational Services	~5%
Finance and Insurance	~5%

Sources: U.S. Census Bureau

Figure 1. Businesses Have Little Inventory to Sell

Inventory-to-sales ratio (days of sales in inventory)

55
50
45

1996 1998 2000 2002 2004 2006 2008 2010 2012 2014 2016 2018 2020

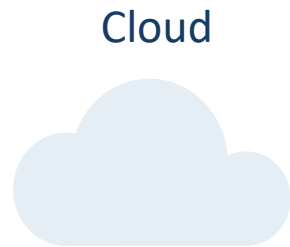
Retailers
Total Business

Source: U.S. Census Bureau; CEA Calculations

Retailers only have **33** days of inventory

Source: U.S. Census Bureau

We are now in *the Automation Economy*

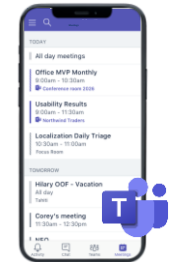


Cloud



Social

2000s
IT Transformation



Mobile

2010s
Digital Transformation



Big Data



Automation & AI



AI & Automation
\$15T
contribution to the global GDP by 2030

Today
Workforce Transformation

- Labor Shortage
- Demographic Shifts
- Hybrid Offices

The Path to Accelerating “Automation Success”



Maturity = Skills Development + Retention Strategies for *The Automated Generation*

Maturity	Stage 1	Stage 2	Stage 3	Stage 4	Stage 5
Stages to Automation Success	Back Office Automation	Front Office Automation	Hyper Automation	Intelligent Automation	Cloud Automation
Accelerated Automation Strategy	Automate repetitive tasks in a variety of use cases, including accounting, human resources, and finance	Automate tasks in customer contact use cases such as contact center, sales, and marketing	Expand citizen developers and automate various use cases, including interactive processes with people, including paper tasks	Digitally twin your organization with data-driven, automated process intelligence and full-stack end-to-end automation with AI/ML	Products, services and processes provided by companies are linked on the cloud , and all processing is automated on the cloud
<ul style="list-style-type: none"> • Reduced Time (hrs/yr) • Expedited ROI • Faster Turnarounds • Reduced Human Error 	<p>Percentage of all employees benefiting from automation</p>				
Automation Technology Elements	<ul style="list-style-type: none"> • RPA / AI-OCR 	<ul style="list-style-type: none"> • Digital Assistant • RPA / AI-OCR 	<ul style="list-style-type: none"> • iPaaS / Workflow • Low/No Code • Digital Assistant • RPA / AI-OCR 	<ul style="list-style-type: none"> • Process Intelligence • iPaaS / Workflow • Low/No Code • Digital Assistant • RPA / AI-OCR 	<ul style="list-style-type: none"> • Distributed Governance • Process Intelligence • iPaaS / Workflow • Low/No Code • Digital Assistant • RPA / AI-OCR
Digital Talent	Centralized CoE (Back)	Federated CoE (Front) LOB Ambassador	Citizen Development CoE Train-the-Trainer (T3) Citizen Developer	Expert Developers Data & Process Analyst Value Engineer	Business Analyst Cloud Operations Governance

Your Automation Success Team

Top enterprises *give every team member a role* within the company to scale automation



Automation
Governance

Set rules,
Approve Bots & Users



Pro Developer

Focus on approved and
prioritized roadmap
requests



Citizen Developer

Create automations with
little to no coding
knowledge



Business Analyst

Partners with business to
identify automation
opportunities



Business User

Consumes automations
delivered by digital workers

IT

Business Unit

Introducing *COE Manager*

NEW!

Crowdsource and activate automation ideas from across your teams. Predict, measure and scale ROI. Track automation program progress & value



Business Users submit *Ideas*

Accelerate your journey to Automation Success with a purpose-built Automation CoE management solution where everyone can share automation ideas



COE makes *Value-based Decisions*

Provide Program Leadership with dashboards to help you maximize the ROI from your automation program



COE Leaders track and manage *Automation Pipeline*

Track automation program data, set targets and track progress, and manage your pipeline from idea through to delivery to value realization.



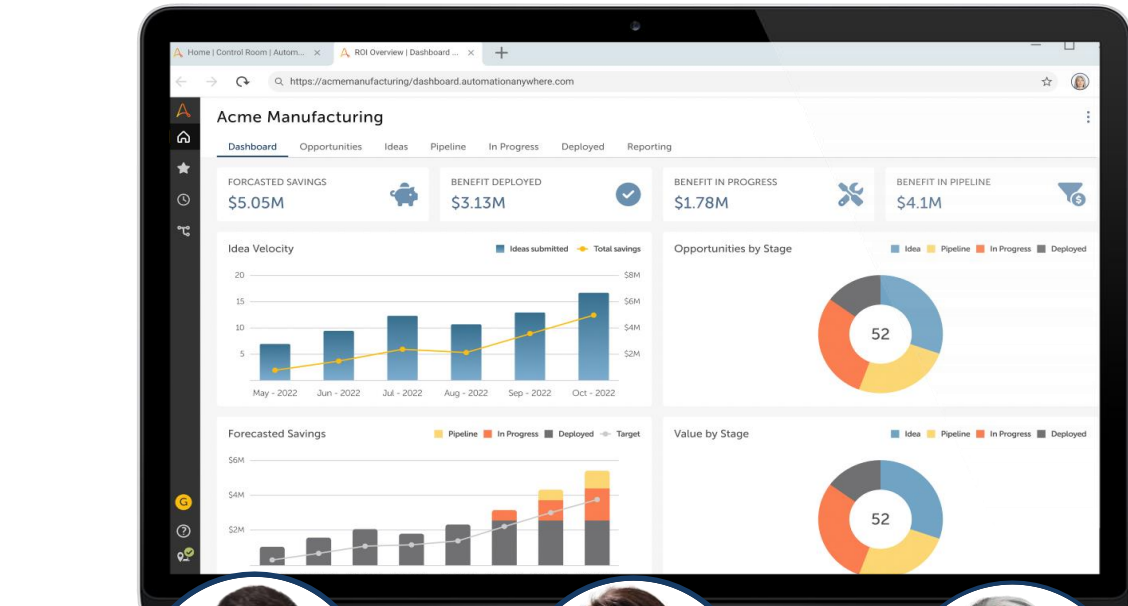
Stakeholders *Track ROI*

Review Automation ROI in real-time and put hours back in your week with zero effort Stakeholder Reporting via Business Leadership dashboards and automated report creation



Role-based *Governance*

Assure governance with Role-based Access Control along with inbuilt approval workflows and user notifications



Business User



Developer

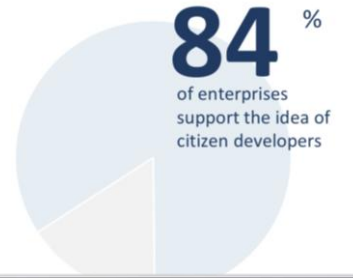


CoE Leader

For everyone who is interested in accelerated automation success

Automation Anywhere for *Citizen Developer* Success

Empower your business teams to automate with expert-developed tools, training and resources



Start with Expert-Led Program Development

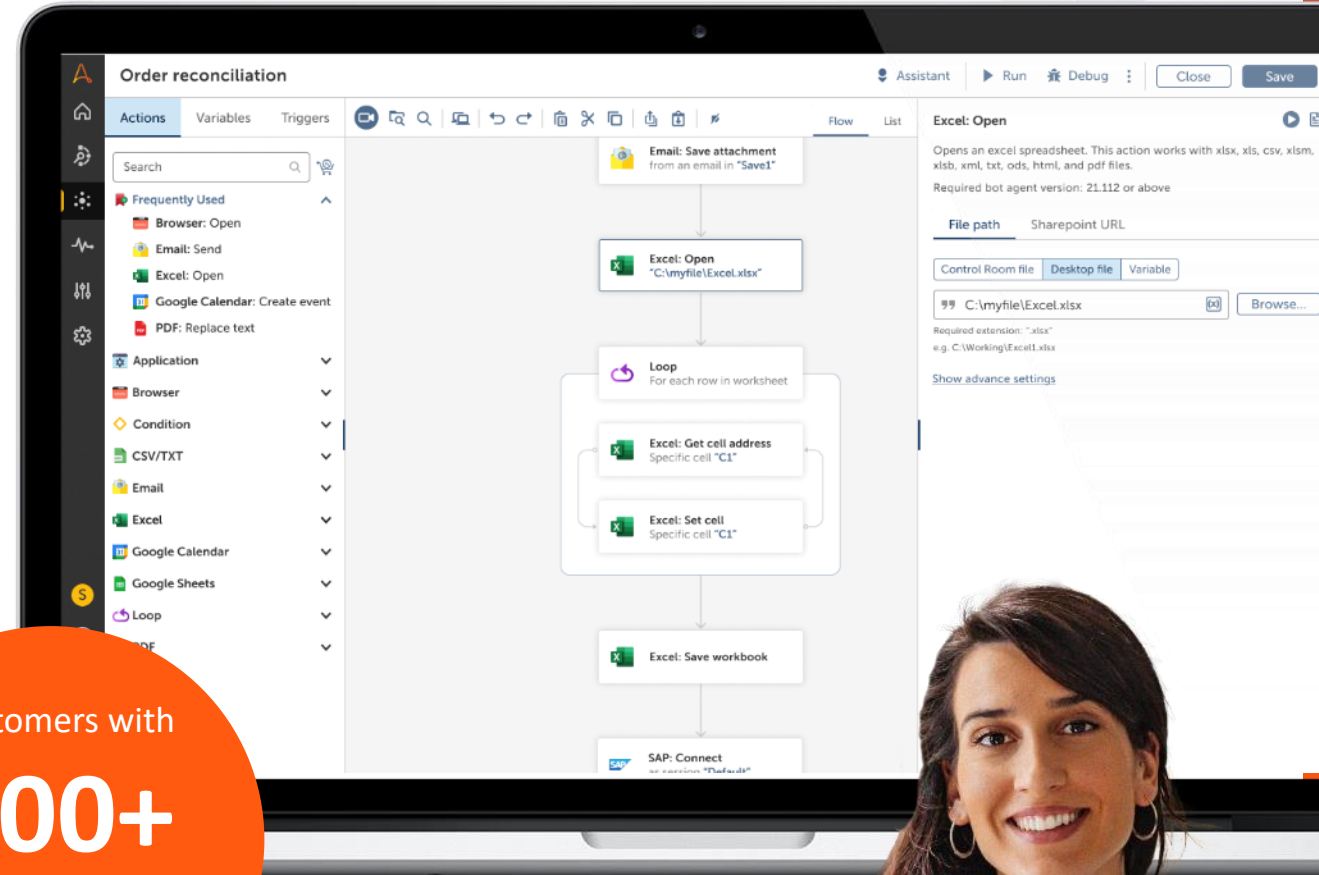
Build a program to scale effectively by leveraging best practices and a world-class methodology.

Scale with Built-in Governance

Provide integrated governance and pipeline management built right into the product with a guided experience to provide ease of use.

Drive Adoption with Community & Learning

Access self-paced learning, structured workshops and connect into an on-demand community of practitioners.



Customers with
800+
Citizen Developers
scaling automation



Empower Every Employee with an *Automation Co-Pilot*

Speed Up and Improve Business at Scale with *NO Change Management*

NEW!



**Sales
Operations**



**Finance &
Accounting**



**Information
Technology**



**Customer
Service**

Sales Ops Co-Pilot

- Onboard Partner
Completed 3h ago
- Discount Approval
No activity
- Change Payment Terms
Completed 22m ago
- Generate and email quote
Completed 22m ago
- Swap licenses
No activity

Finance Co-Pilot

- Invoice Processing
Completed 3h ago
- VAT Verification
No activity
- Payment Updates
Completed 22m ago
- Purchase Order Processing
Completed 22m ago
- Weekly Reconciliation
No activity

IT Co-Pilot

- Onboard New Employee
Completed 3h ago
- User Audit
No activity
- Create Hep Desk Ticket
Completed 22m ago
- Reset Password
Completed 22m ago
- Terminate Employee
No activity

CSR Co-Pilot

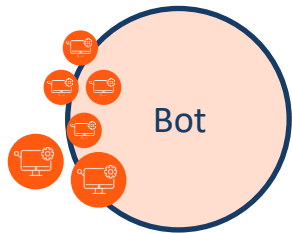
- Address Change
Completed 3h ago
- Case Escalation
No activity
- Loan Payoff Statement
Completed 22m ago
- Claim Status
Completed 22m ago
- Create New Shipment
No activity

Three Building Blocks of a Process

Drag-and-drop prebuilt APIs into process flows for complete end-to-end automation

30%
of knowledge
work can be
automated

Bots



User Activities
Cloud Applications
Customer Applications
On-Prem Applications



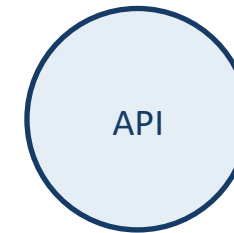
Human Feedback



Data Inputs
Data Validation
Data Capture
Decision Automation



APIs



Software
Applications

Quickly record repetitive tasks across any application using **Bot Tasks**



Add a **human-in-the-loop** to provide inputs or validation



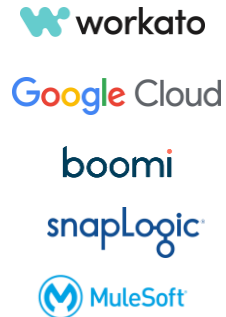
Build an **API** to enable real-time actions between applications for scale



Build End-to-End Workflow Automations

170+ Technology Partners Building Automation Innovation

iPaas



Document Processing



Process & Workflows



Conversational AI



Data Science



Enterprise Applications



Cloud



Security



The Power of Joint Solutions + APIs

Orchestrate any Workflow with *Process Composer*

Automate with a low-code drag and drop builder for complete end-to-end process automation

COMING SOON!

Low-Code Experience

Compose Across any Workflow

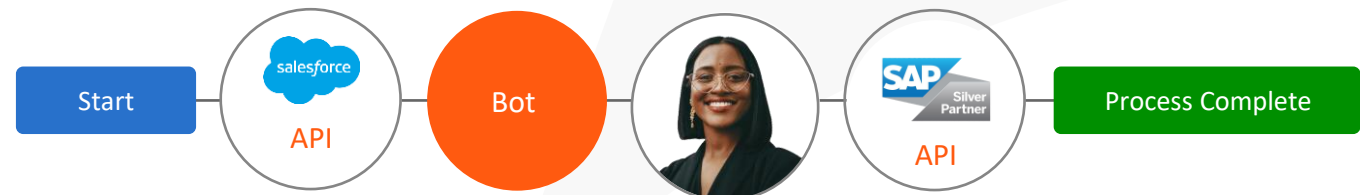
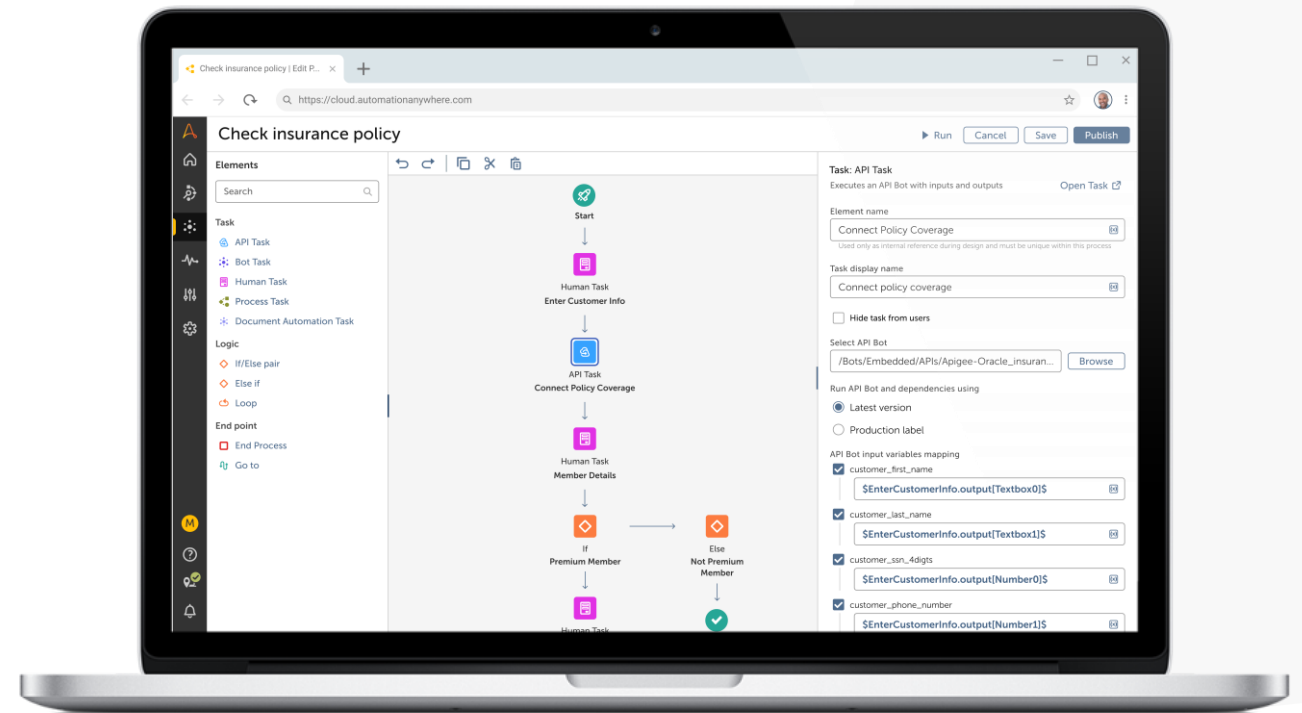
Connect and manage processes across any system with attended and unattended bots and automations

Combine Bots, Humans, and APIs

Transform end-to-end processes by bringing together robotic tasks, connect to APIs and insert a human in the loop where needed.

Drive Collaboration Between Citizen and Professional Developers

Now your citizen and professional developers can co-create process automations with a simple drag-and-drop interface

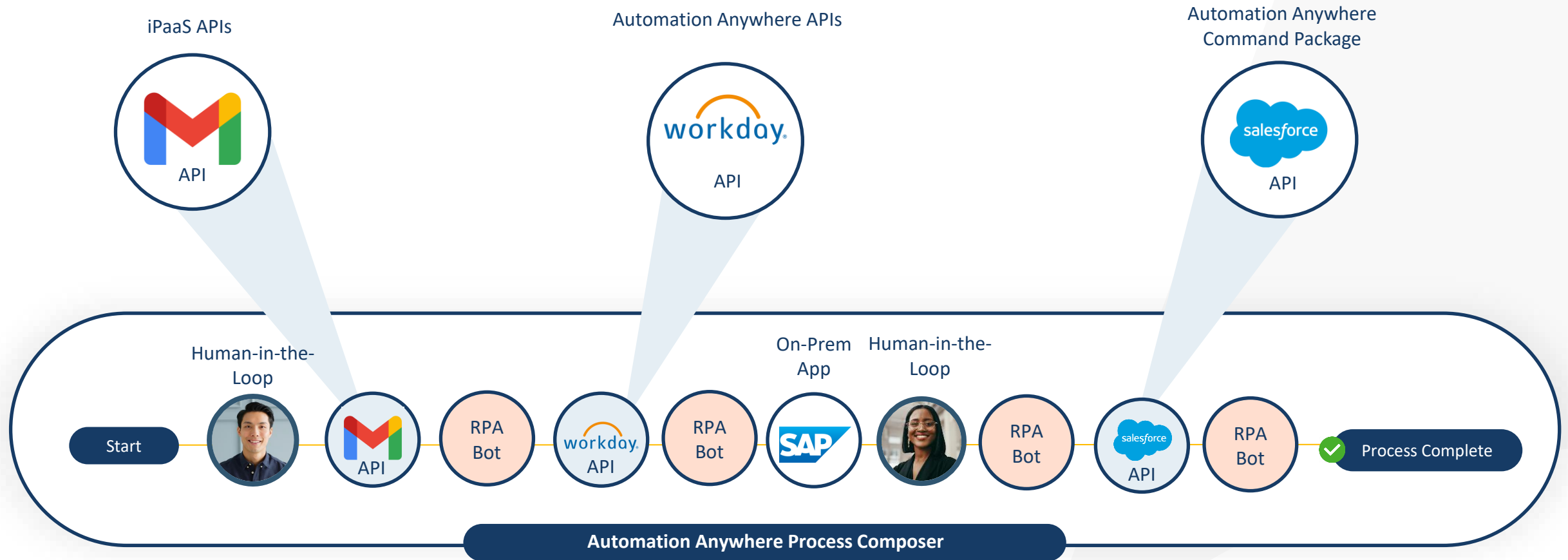


Automation Anywhere *Process Composer*

Drag and drop bots, forms, and API tasks into an end-to-end process all without code

COMING SOON!

Low-Code Experience



Empower all developers to collaborate in a single place and go faster with your Automation Success Platform

Top Performers Achieve 850% ROI

What They Look Like

Mature

2+ years of automation experience

High ROI

Outperform across (4) areas:

Financial ROI

Workforce Savings

Productivity Improvement

Quality Improvement

Industry Leadership

Considered an industry leader in adoption of automation technologies

How They Got There

Build a Digital Workforce

85%

Use digital workers to address staffing shortages

70%

view digital workers as an important part of future-of-work strategies

Sales Across the Enterprise

50%

deployed more than (300) digital workers

Measure Value Beyond ROI

78%

shifted from financial ROI to near term operational performance

MARS

Multinational Food & Services Provider

\$40B Revenue

130K Employees

4th Largest Private Company in US

500K Hours per year Automated

“The Year of Automation”



What if you gave every employee *an hour a week* back of time?



Considering **30% of regular work activities** in customer service, sales, marketing, finance, human resources, and IT ***can be automated***



Responsible Automation

Elevates the human component of work, resulting in a more fulfilling/enjoyable/valuable employee experience.

Dedicate more time to initiatives driving ESG performance

Improved net promoter scores, employee retention rates, customer churn influence social impact initiatives

Upskill & Empower Your “Future Ready” Workforce

Address staffing issues. Promote employee wellbeing by giving more flexibility & improving work/life balance

Streamline Value Chain

To decrease energy usage, improve productivity, lower inventory, and reduce waste

Go Paperless

Read, digitize, and manage paper intensive processes with AI-OCR reducing environmental impact

Automated Governance

Automate data entry, benchmarking, workflows, and reporting processes for corporate governance

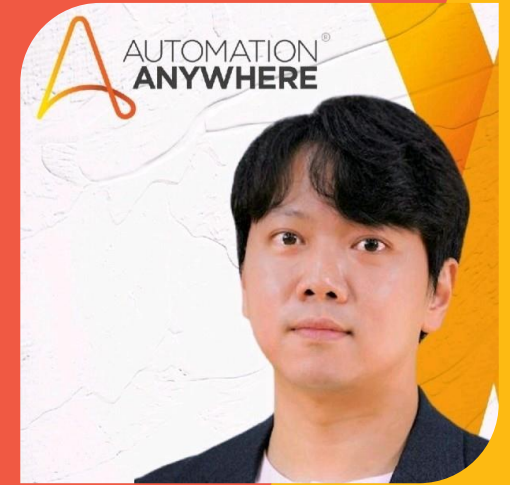
A AUTOMATION
ANYWHERE

↑ RESPONSIBLE

Your Opportunity in the
Automation Economy... *Starts Now.*

THANK YOU





Automation Success Platform Roadmap

Hwan-il Kim, Partner Enablement Manager

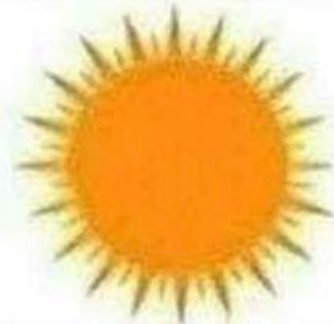
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Vampire



Sunlight



Superman



Kryptonite



**RPA Service
Manager**



System upgrade

지난 1년

Your Channel Team



SeongPil
Choi



Hwanil
Kim



Minji
Kuk



Paulo da Silva



Rohit Saroea

New Partner Program Launch

Pinnacle Program

ASP

VSP

Working with Partner

122

인에이블먼트 세션

160+

기술 지원

27

Certified
Master RPA
Professional
(Automation 360) -
2022

84

Certified
Advanced RPA
Professional
(Automation 360) -
2022

126

카카오톡 오토메이션 애니웨어 커뮤니티
가입자수

The Automation Success Platform

Win in the Automation Economy

Automation 360

Community & Learning

Best Practices

Partners & Expertise

Connected Solutions powered by AARI

Intelligent Apps

Process Discovery

Document Automation

RPA

Measure

Scale

Trust & Scale

AI

API

Microservices

Resiliency

Security

Multi-Tenant Public Cloud

Private Cloud

On-Premises

The Automation Success Platform

Win in the Automation Economy



Cloud

Elastic Scale
To any capacity, region

Public Cloud
AWS or GCP

Flexible Deployment
Cloud, Hybrid, On-Prem

Automation 360

Community & Learning

Best Practices

Partners & Expertise

Connected Solutions powered by AARI

Intelligent Apps

Process Discovery

Document Automation

RPA

Measure

Scale

Trust & Scale

AI

API

Microservices

Resiliency

Security

Multi-Tenant Public Cloud

Private Cloud

On-Premises

Trust And Reliability with built on a Quarterly Release Cycle

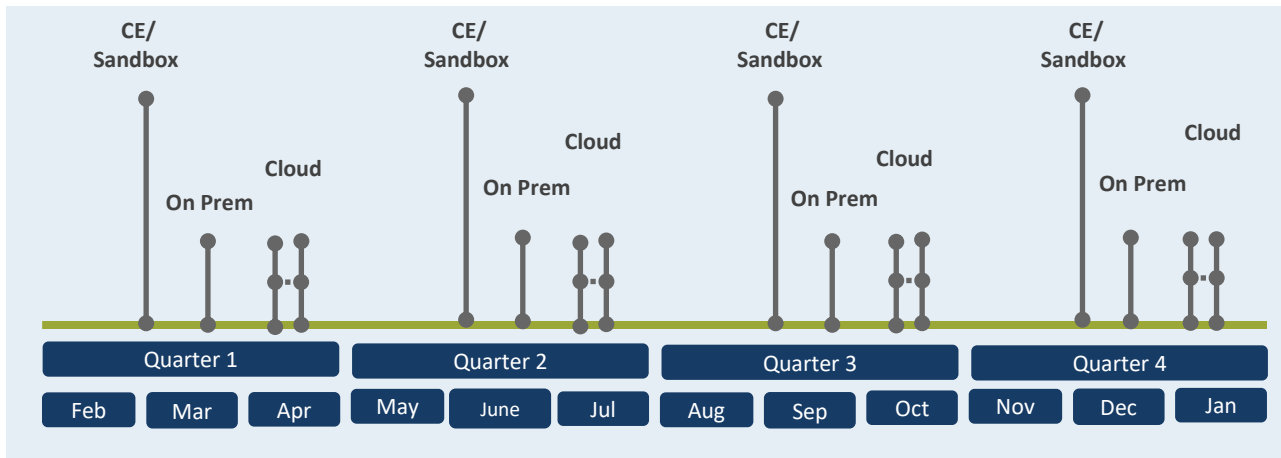
Drive predictable, quality access to the latest enhancements

99.9%

Cloud Availability

3.9

Documentation CSAT
(Goal: 4.0)



Key Updates:

- “Customer Zero” 시차적 출시 초기 피드백을 위해
- 샌드박스 환경 새로운 기능을 사용해보기 위해 미리 업데이트 하여 제공
- 더 짧고 적은 유지 관리 기간(2시간 미만) 몇 분만에 새로운 로드맵으로의 이동
- 향상된 제품 알림펜도 새로운 기능을 이해하기 위해
- Release notes Sandbox 릴리스와 함께 제공됩니다. 번역은 로드맵 우선 순위입니다.
- 규모 그리고 성능 Humana, UBS와 같은 대규모 배포를 지원하는 개선 사항

Imagine Product Launches

Focus: Scale Automation Programs for Enterprise Customers

비즈니스 팀의 역량 강화

인텔리전스로 IT 가속화

New! AARI, Your Automation Co-Pilot **H1 2023**

H1 2023 API Tasks

GA Process Composer

New! Document Automation

H1 2023 Resilient Automation

GA Seamless Updates

자동화 리더의 규모

New! Process Discovery

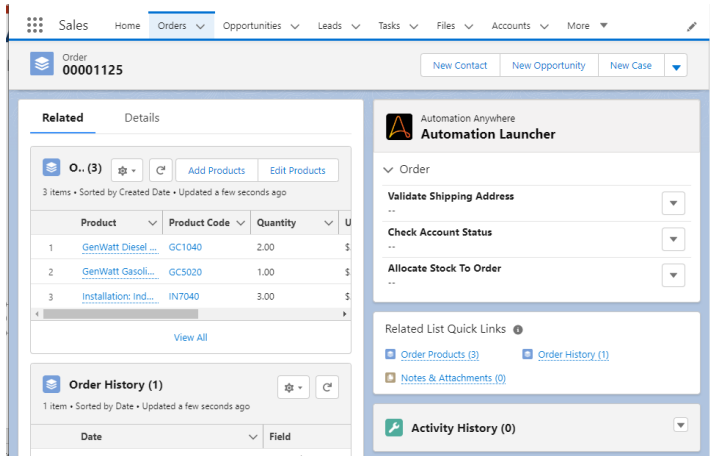
New! Citizen Development & CoE Manager

New! The Automation Pathfinder Program

AARI, Your Automation Co-Pilot

모든 웹 기반 비즈니스 애플리케이션에 Automation Anywhere를 내장 시켜 자동화 확산을 지원 합니다.

Native Integration (e.g. Salesforce)

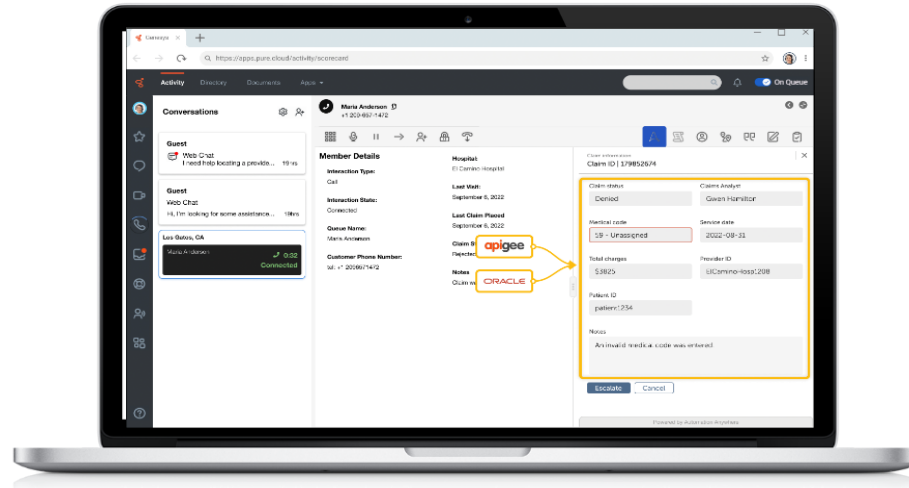


Native integrations for select business applications.



New!

iFrame Integration (e.g. Genesys)

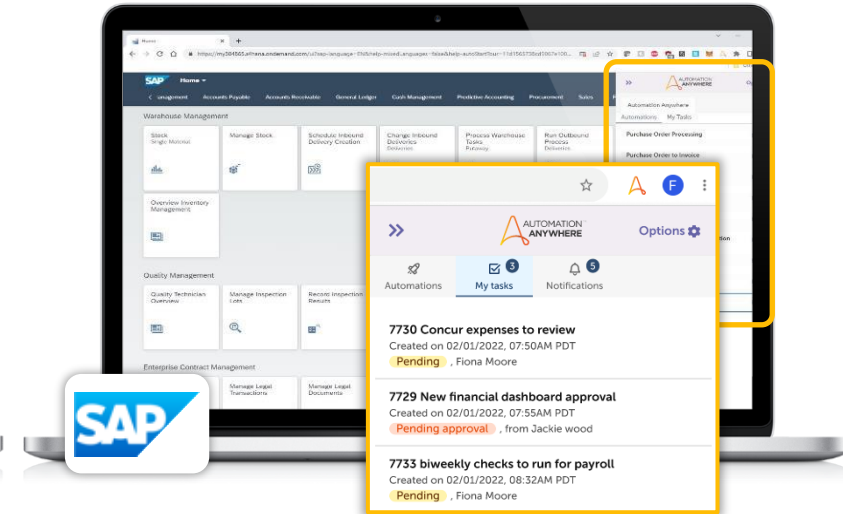


Configurable web-widgets for iFrame enabled web apps.



New!

Chrome Extension for Web-Applications

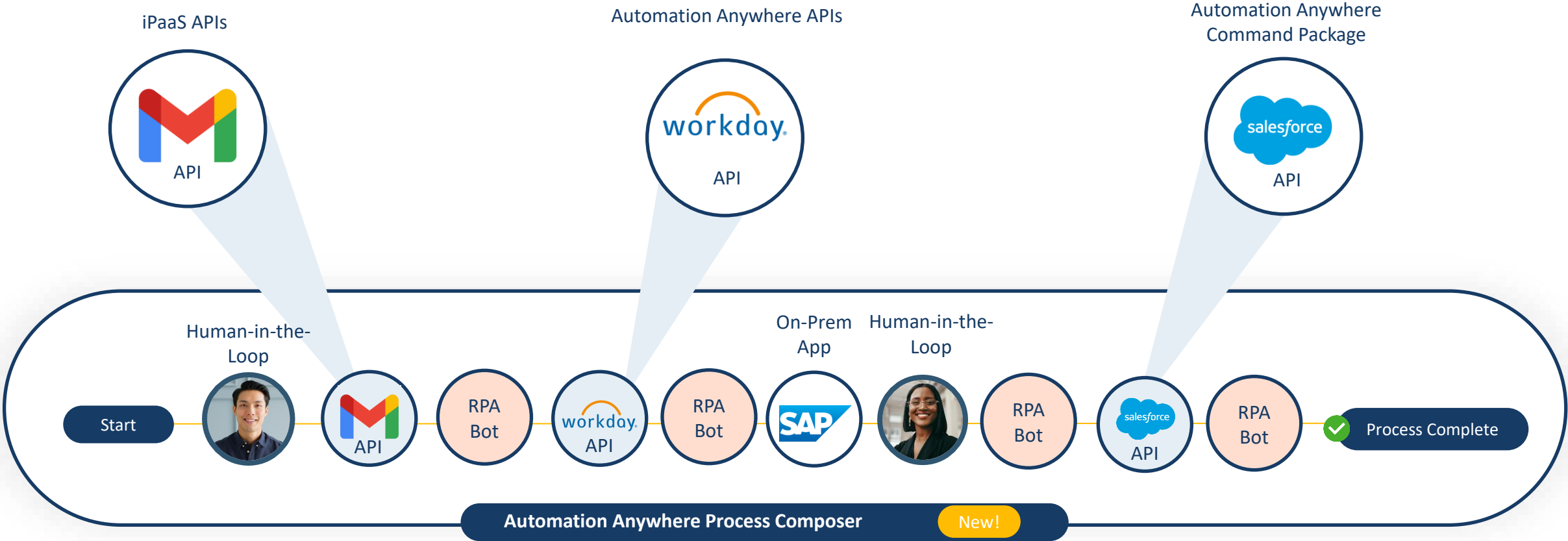


Insert Automation Anywhere into any Chrome-compatible web-based application



Automation Anywhere Process Composer

코드 없이 봇, 양식 및 API 작업을 드래그 앤 드롭하여 모든 개발자가 한 곳에서 협업하여 더 빠르게 엔드 투 엔드 프로세스를 생성 할 수 있습니다.



*신규 기능 아님 (AARI 프로세스 기능을 뜻함)

API Integrations & Tasks

API 관리 플랫폼과의 통합으로 기존 API를 사용하여 자동화 하며, API Task를 블록화 하여 더 빠르게 자동화 할 수 있습니다.

보다 빠르게

최고의 iPaaS 플랫폼과 함께 기존 API를 활용하여 대기 시간 없이 즉시 실행되는 프로세스를 실행

보다 많이

대규모 실시간 비즈니스 프로세스 자동화

No-Code로 자동화

Roadmap

드래그 앤 드롭으로 새로운 API Task 기능과 함께 보다 복잡한 프로세스도 쉽게 구현

New!

 workato

New!

 apigee

 boomi

 MuleSoft®

 snapLogic®

*2023년 중반 출시 예정

Document Automation

동종 최고의 AI 모델을 삽입할 수 있는 기능을 통해 클라우드 및 AI의 기능을 사용하여 작업 흐름에 바로 문서 데이터를 신속하게 추출하고 포함할 수 있습니다.

빠르고 & 간단하게

사전 구축된 워크플로 및 사전 훈련된 문서 모델로 시작하고 사용하기 쉬운 단일 UI 내에서 쉽게 관리하고 업데이트하십시오.

연결성

클라우드 네이티브 Automation 360을 기반으로 구축된 RPA를 사용하여 원본 시점에서 문서 데이터를 수집하고 규모에 따라 모든 프로세스에서 조치를 취하십시오.

지능적인

업계를 선도하는 컴퓨터 비전 및 자연어 처리의 이점을 통해 매번 더 스마트해지는 빠르고 정확한 이해를 얻을 수 있습니다.

The screenshot displays the Automation Anywhere interface for document automation. On the left, a navigation menu includes Home, Automation, Activity, In progress, Historical, Insights, and Manage. The 'Learning Instances' table shows a list of instances:

Name	Provider
Dessal_Invoice	Automation Anywhere
Invoice_Auto	Automation Anywhere
Invoice_1	Automation Anywhere

The 'Invoice_Auto' configuration window is open, showing a table of fields for extraction:

Field name	Field label	Data type	Aliases
<input checked="" type="checkbox"/> invoice_number	Invoice Number	Text	69
<input checked="" type="checkbox"/> invoice_date	Invoice Date	Date	38
<input checked="" type="checkbox"/> po_number	PO Number	Text	42
<input checked="" type="checkbox"/> receiver_address	Receiver Address	Text	84
<input checked="" type="checkbox"/> ship_to_address	Ship To Address	Text	63
<input checked="" type="checkbox"/> total_amount	Total Amount	Number	54
<input type="checkbox"/> account_balance	Account Balance	Text	1
<input type="checkbox"/> account_number	Account Number	Text	1
<input type="checkbox"/> air_waybill_number	Air Waybill Number	Text	3

The configuration window also shows field name and label settings, and a table of aliases:

Field name	Field label	Data type
Invoice Number	Invoice Number	Text
80		Text

The sample invoice document is displayed in the foreground, showing the following details:

invoice (with LOGO)

FROM: East Repair Inc, 1912 Harvest Lane, New York, NY 12210
INVOICE #: US-001
INVOICE DATE: 11/02/2019
P. O. #: 2312/2019
DUE DATE: 28/02/2019

BILL TO: John Smith, 2 Court Square, New York, NY 12210
SHIP TO: John Smith, 3187 Phoenix Drive, Cambridge, MA 02110

QTY	DESCRIPTION	UNIT PRICE	AMOUNT
1	Front and rear brake cables	100.00	100.00
2	New set of pedal arms	15.00	30.00
3	Labor 3hrs	5.00	15.00

Subtotal: 145.00
Sales Tax 6.25%: 9.06
TOTAL: \$154.06

Signature: John Smith

TERMS & CONDITIONS
Payment is due within 15 days
Please make checks payable to: East Repair Inc.

Resilient Automations

AI를 활용하여 시스템 전체의 변경 사항을 감지하고, 경고를 보내고, 봇이 문제 없이 계속 실행되도록 하기 위해 필요한 변경 사항에 대한 정확한 지침을 제공합니다.

앱의 변경 사항을 자동으로 식별

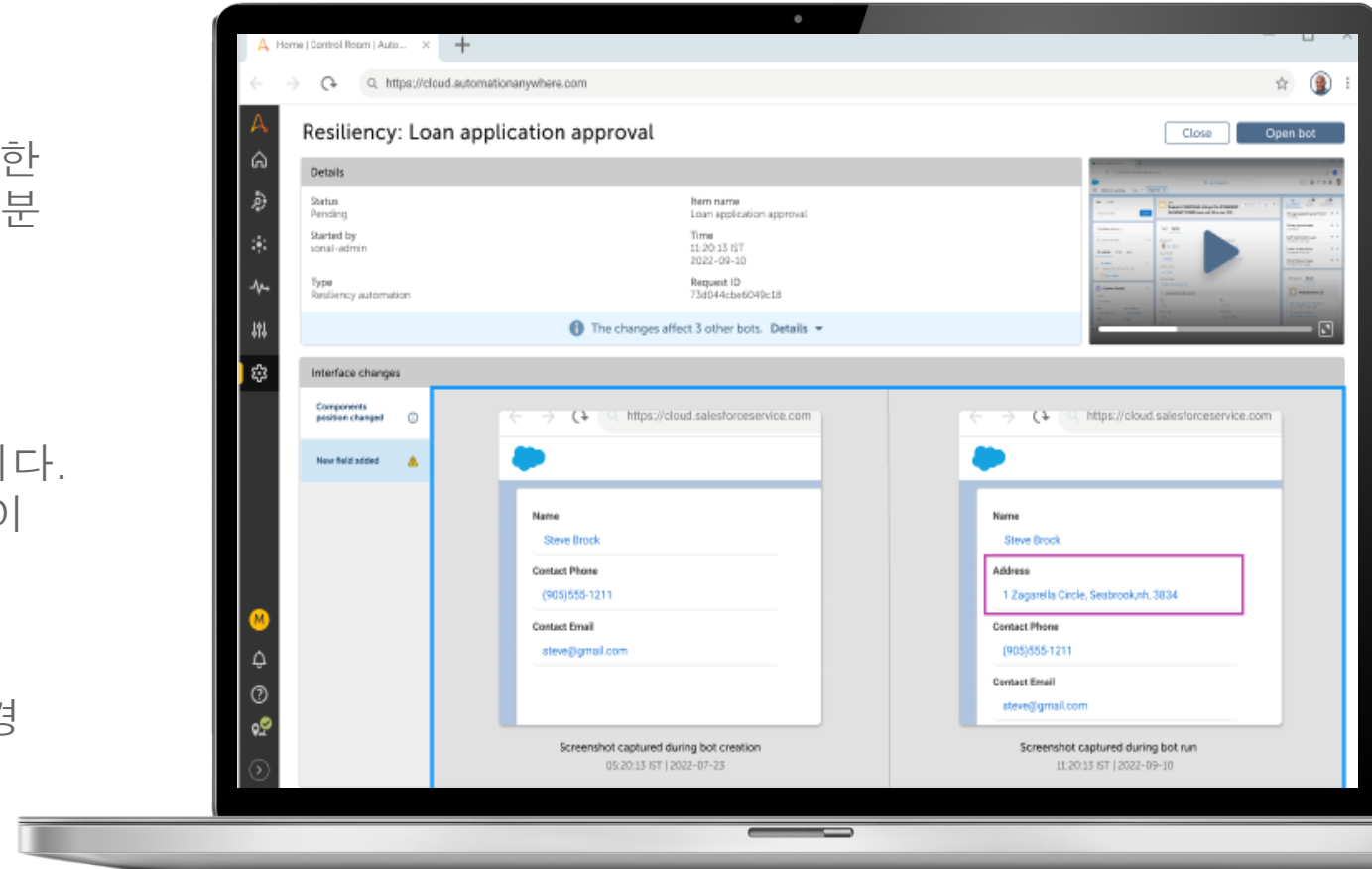
봇을 호출할 때마다 자동화되는 애플리케이션의 미묘한 변화를 감지합니다. 봇 오류가 발생하기 전에 작은 증분 변경 사항을 사전에 발견하고 해결할 수 있습니다.

주요 자동화 표준화 + 모듈화

재사용 가능한 봇을 넘어서 레코더 기술을 사용하여 고도로 세분화된 재사용 가능한 개체 자동화를 만듭니다. 재사용 가능한 녹화의 단일 업데이트는 추가 작업 없이 모든 봇을 자동 업데이트합니다.

다음으로 자동 풀백AISENSE

자동으로 사용해보기AI센스이벤트 응용 프로그램 변경 사항이 중요할 때 녹화 재생을 위해 AISENSE화면을 재분석하고 자동화가 성공적으로 실행되도록 하는 동등한 작업을 식별하려고 시도합니다



*2023년 중반 출시 예정



Seamless Updates

IT 리더가 수락할 업데이트와 액세스 권한을 결정할 수 있는 거버넌스 및 제어 기능을 통해 연중 내내 4개 릴리스에서 논스톱 혁신을 실현합니다.

매 분기 즉시 업데이트

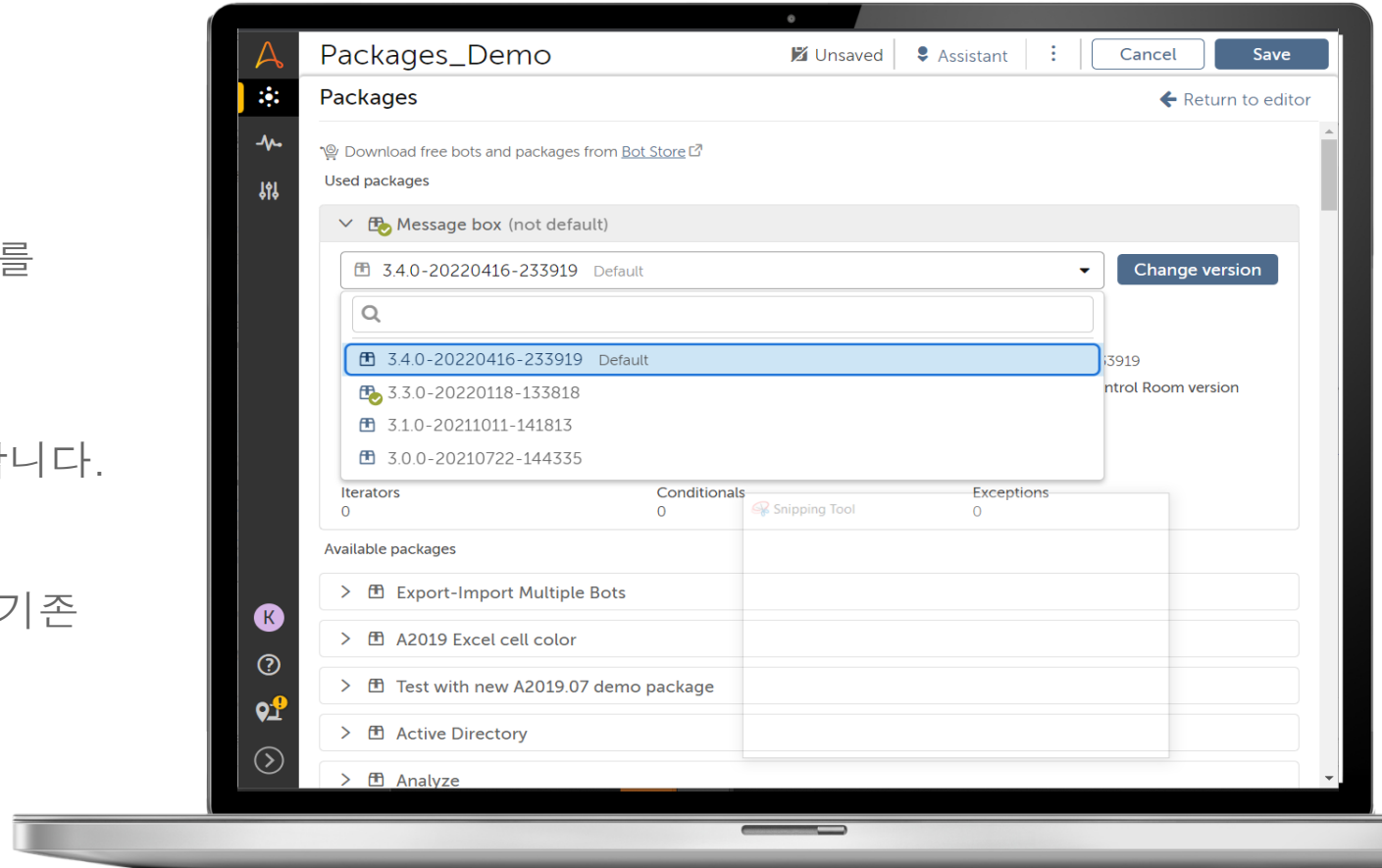
Automation 360 클라우드 와 온프레미스 고객에게 즉시 배포할 수 있는 분기별 패키지 업데이트를 제공합니다.

CoE 거버넌스

조직의 새 패키지 사용 정책 및 모범 사례를 정의합니다.

봇 개선 사항

새로운 개선 사항을 언제 활용할지 선택하십시오. 기존 봇은 영향을 받지 않습니다.



Adopt new package versions with built-in governance
and controls



Process Discovery

기업 전체에서 X-ray 비전과 함께 AI의 힘을 통해 최고의 ROI 자동화 기회를 신속하게 발견하십시오

클라우드에 더 빠르게 ROI 달성

자동화된 캡처 및 분석을 통해 6-8개월에서 2-4주로 프로세스 평가를 최대 80% 단축

AI로 정확성 보장

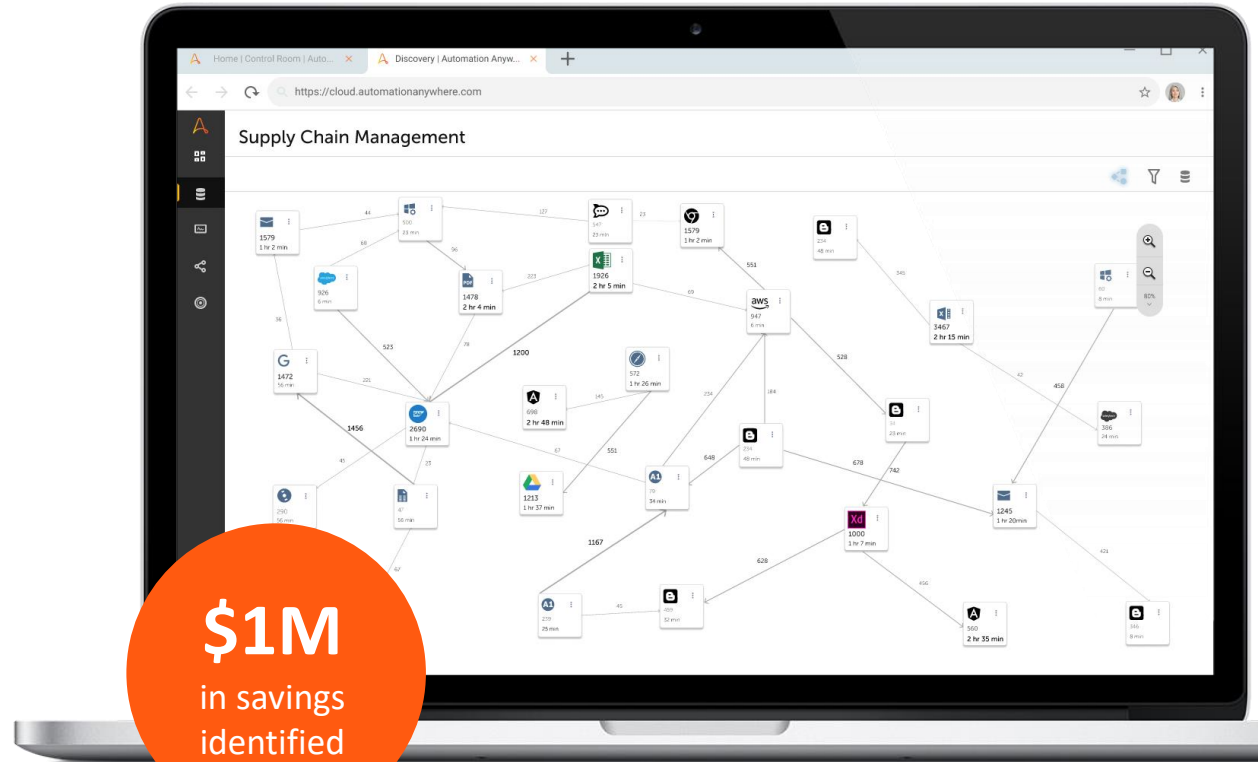
컴퓨터 비전, 자연어 처리, 머신 러닝 및 AI를 결합하여 프로세스를 이벤트 수준까지 해석합니다.

엔터프라이즈 거버넌스로 확장

모든 애플리케이션과 모든 직원에게 프로세스 검색 제공, 빅데이터를 안전하게 수집하고 처리하기 위한 클라우드 아키텍처

프라이버시 준수 보장

PEG(Privacy Enhanced Gateway)는 다음을 통해 AI 클라우드 이점을 달성합니다. VPC 또는 퍼블릭 클라우드 비즈니스 데이터 및 PII를 보호하기 위한 배포 보안



*Fortress IQ 이름 변경

 Hitachi Solutions

클라우드만 사용 가능

 AUTOMATION ANYWHERE

Automation Anywhere for Citizen Developer Success

친숙한 사용자 경험과 프로그램을 안정적이고 안전하게 유지하기 위한 거버넌스를 통해 비즈니스 라인 전반에 걸쳐 시민 개발자를 지원합니다

전문가 주도 프로그램 개발로 시작

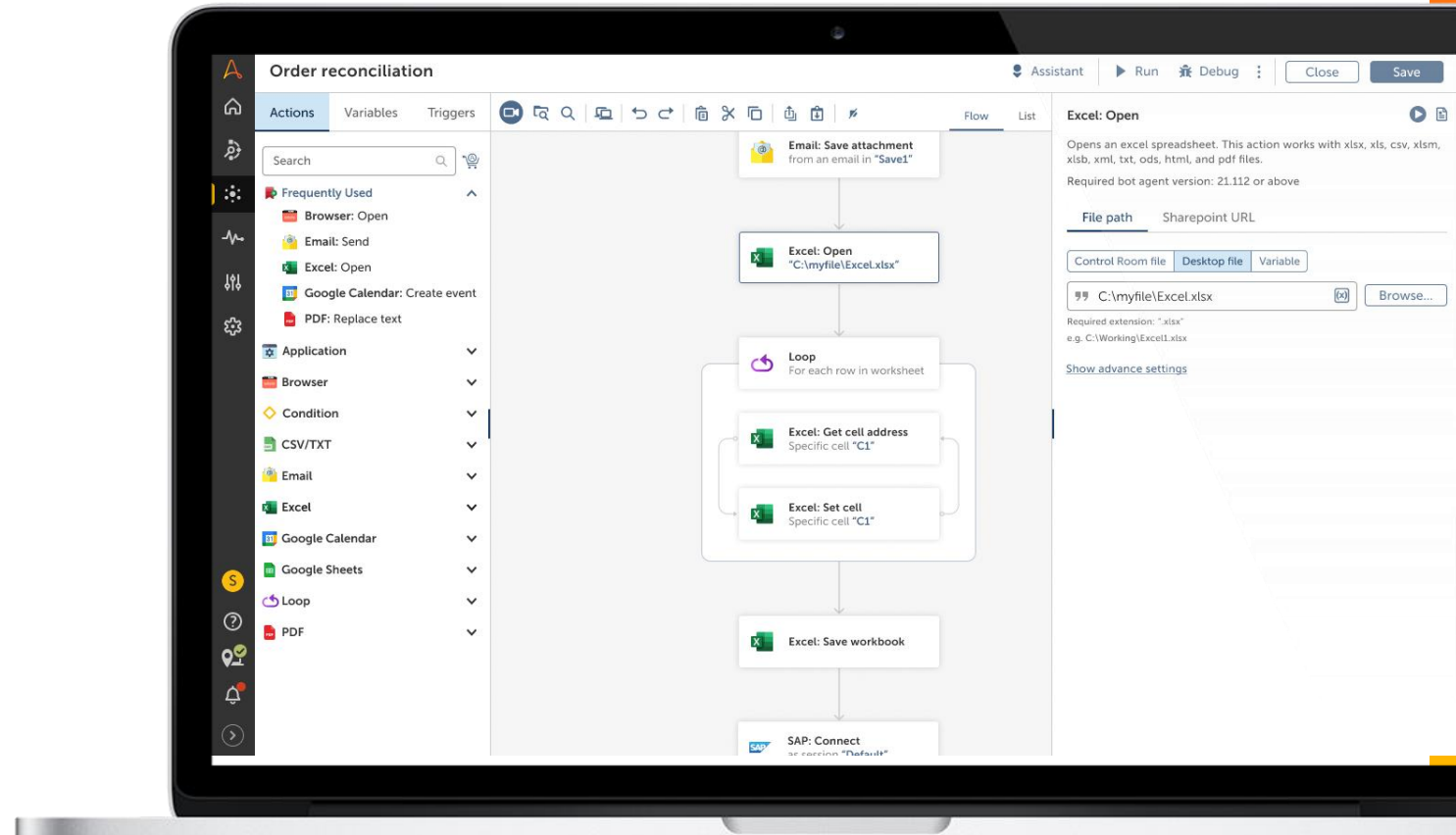
모범 사례와 세계적 수준의 방법론을 활용하여 효과적으로 확장할 수 있는 프로그램을 구축합니다.

내장된 거버넌스로 확장

제품에 내장된 통합 거버넌스 및 파이프라인 관리를 가이드 환경과 함께 제공하여 사용 편의성을 제공합니다.

커뮤니티 및 학습을 통한 채택 촉진

자기 주도 학습, 구조화된 워크숍에 액세스하고 온디맨드 실무자 커뮤니티에 연결합니다.



COE Manager: Key Capabilities

자동화 ROI를 측정하고 확장합니다. 팀 전체에서 자동화 아이디어를 크라우드소싱하고 활성화합니다. 프로젝트 파이프라인 ROI, 자랑할 수 있는 진행 상황 및 프로그램 가치를 추적 합니다



비즈니스 사용자가 아이디어를 제출합니다

목적에 맞게 구축된 자동화를 통해 자동화 성공을 향한 여정을 가속화하십시오. CoE Manager 솔루션은 모두가 자동화 아이디어를 공유할 수 있는 곳입니다.



COE는 가치 중심의 의사결정을 내립니다.

자동화 프로그램의 ROI를 극대화할 수 있도록 프로그램 리더십에 대시보드를 제공합니다



COEManaver 파이프라인 추적 및 관리

자동화 프로그램 데이터를 추적하고, 목표를 설정하고, 진행 상황을 추적하고, 아이디어에서 납품, 가치 실현에 이르기까지 파이프라인을 관리하세요.



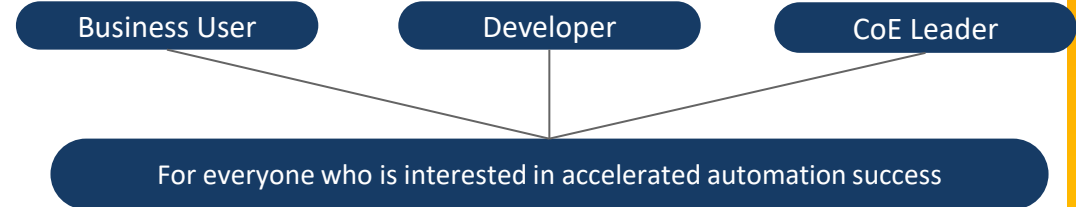
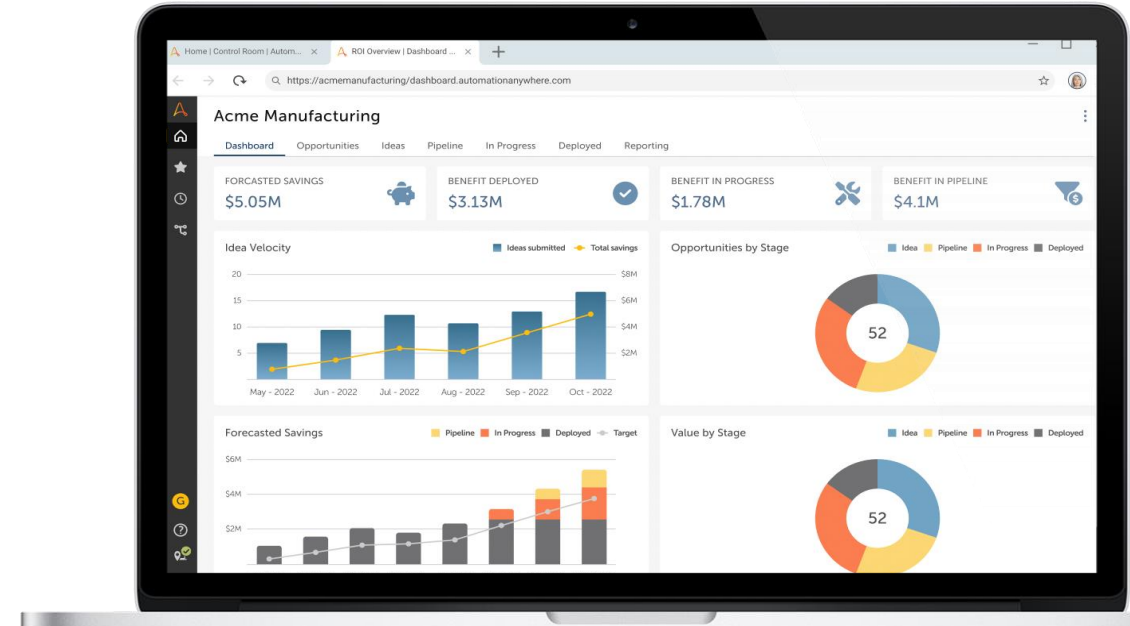
이해관계자 검토 ROI

자동화 ROI를 실시간으로 추적하고 수고를 들이지 않고 한 주에 몇 시간을 되돌리십시오. 비즈니스 리더십 대시보드 및 자동화를 통한 이해 관계자 보고보고서 참조

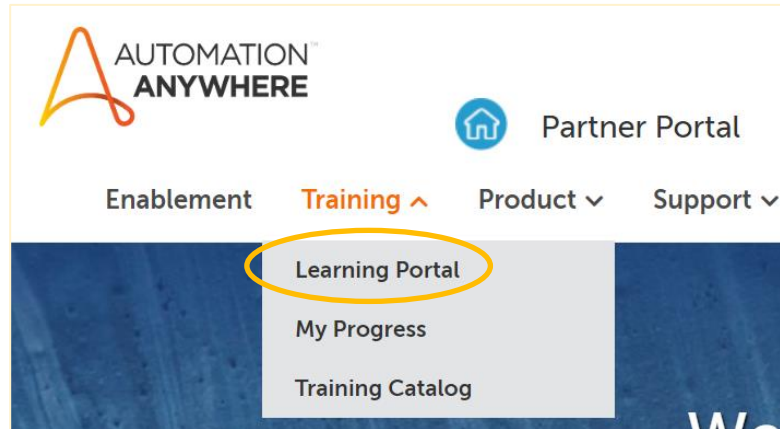


거버넌스

내장된 승인 워크플로 및 사용자 알림과 함께 역할 기반 액세스 제어로 거버넌스 보장



공지사항



Automation Anywhere Partner Sales Professional Accreditation - 2022 ★★★★★ (6) v

This learning trail is designed exclusively for you, Automation Anywhere's Partner Sales audience. This trail provides the required skills to help you have better conversations with prospects and customers, win more deals and be more successful. This trail also prepares you to position and sell Automation 360 Cloud. As an extension of our sales organization, you now have access to the same training that our internal sales teams benefit from. You can take the micro-learnings focused on product knowledge, competitive positioning, and approach to selling in any order and complete the assessment to earn the Partner Sales Accreditation badge.



Partner Sales Engineer Competency Program (Associate) ★★★★★ (1) v

This competency framework is designed exclusively for you, Automation Anywhere's Partner Sales Engineers. One of the primary goals of the framework is to empower you with Automation Anywhere learning resources so you are better equipped to promote and pitch Automation Anywhere products and services to your customers with the required level of knowledge and competence.

The framework includes three levels – **Associate**, **Professional**, and **Expert**. The learning resources across each level is designed to meet the objectives of the various levels that cover:

공지사항

비즈니스 성과에 중점을 두고 고객 및 파트너와 함께 성공하기 위해 Automation Anywhere 파트너 프로그램은 포인트에 기반한 새로운 파트너 프로그램 레벨과 파트너 스코어카드(득점표)를 도입합니다.

파트너 프로그램 레벨은 다양한 주요 활동을 수행함으로써 달성됩니다. 파트너 포인트는 분기별로 추적 및 보고됩니다.

필요한 프로그램 기능 및 역량을 달성하기 위한 최소 목표와 기여도가 프로그램에 부담없이 참여할 수 있도록 수정되었습니다. 최소 점수를 넘으면 추가 점수를 얻습니다.

카테고리	속성	상세 내용	포인트	최대
프로그램 트랙	세일즈	• Authorized Sales Partner 프로그램	75	200
	솔루션 제공	• Verified Services Partner 프로그램	125	
역량 & 경쟁력	세일즈, 기술영업 (SE)	• Sales Accreditation (5 포인트/개인당) • SE Accreditation (10 포인트/개인당)	최대 250	250
	기술/솔루션	모든 전문 서비스 분야에서 • Advanced 자격증 (10 포인트/개인당) • Masters 자격증 (15 포인트/개인당)		
기여도	연간계약금액 (ACV) / 성사된 구독 예약 - 지역별 목표 상이 (NAMER, EMEA, LATAM, APJ, India)	• 함께 계약 체결/판매 (재정 분기의 어느 시점에 체결되었는지에 따라 분배)	최대 250	400
		• 유통 거래/리셀 (재정 분기의 어느 시점에 체결되었는지에 따라 분배)		
	• 내부 거래 (Sell to)- BPO/MSP 포함 (재정 분기의 어느 시점에 체결되었는지에 따라 분배)			
	파트너의 계약 건수 - 완료/예약	• 성사된 계약 건수의 총합 (15 포인트/건당, 최대 10건)	최대 150	
고객 성공	고객 성공 스토리	• 1년간 게시글 2개 (75 포인트/개당)	150	150
TOTALS			1000	1000



티타늄

2개 지역에서 플래티넘 또는 3곳에서 골드



플래티넘

800 - 1000 pts



골드

500 - 799 pts



실버

350 - 499 pts



브론즈

90 - 349 pts

고민사 고심사



주식
회사 바이텍정보통신
Bitek Information & Communication Inc.

D'LIVE



smart solution
KSTEC

Cloud Innovator
M MEGAZONE

Metanet



pwc

PG POWERGEN
DIGITAL WORKFORCE

Human & AI
RAINBOW BRAIN

SK 주식회사
C&C