



BOTPRISE

Hyperautomation Platform

AI driven automation for Autonomous Enterprises

Botprise Platform Value



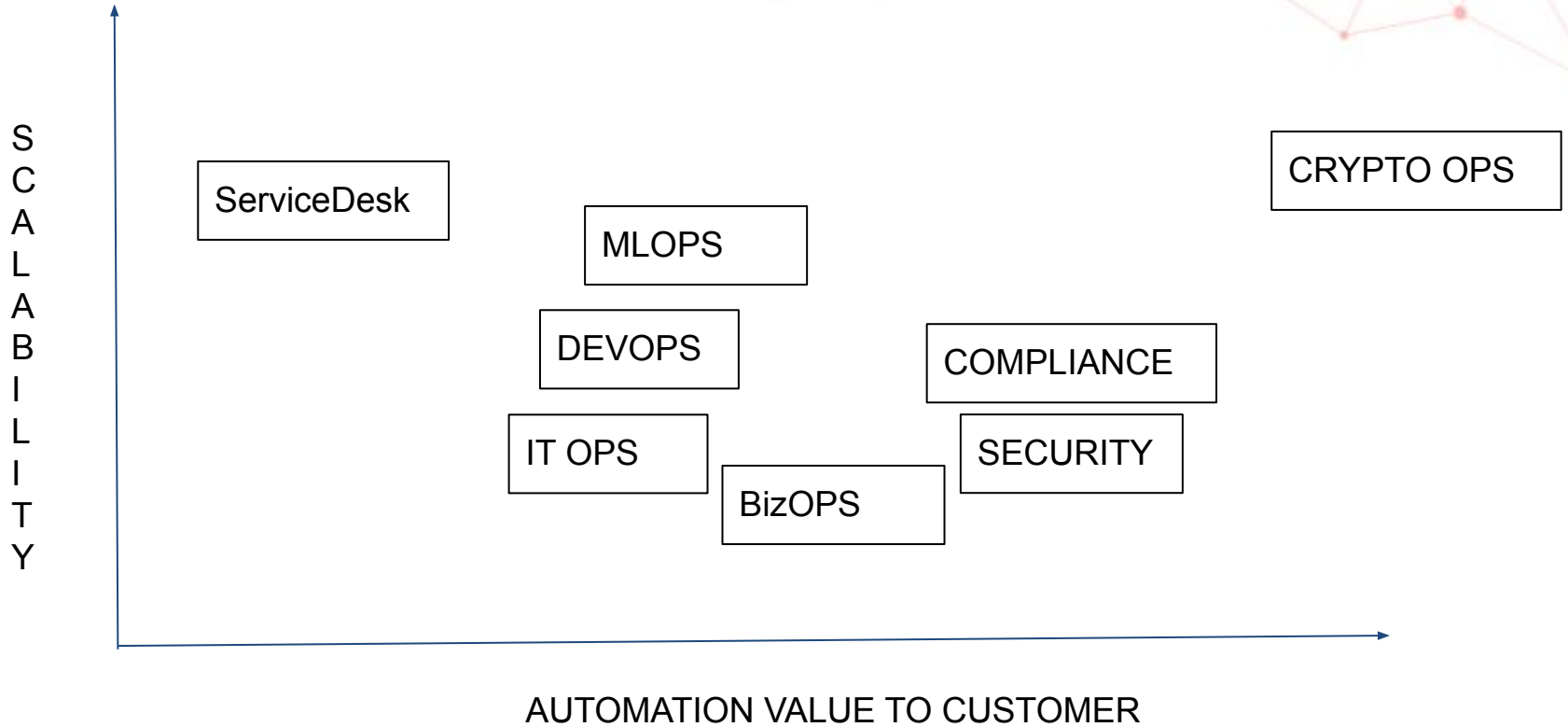
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Customer Pain Point	Platform Feature	Value to Customer
High costs to scale manual steps	Autonomous Bots	Lowers costs, consumption based investment
High response times lead to poor customer experience	Autonomous Bots	Improved customer response and experience
Lack of technical skills to automate effectively	Drag and drop Smart Bot Designer	No additional investments
Business process changes and improvements are not addressed by point automations	Update process and improve through learning/recommendations	Automations keep pace with business change
Complex environments with integrations and data sources	Easy to integrate and add data sources	Scale automations across the environment

Botprise Solution Strategic Options



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Botprise Solution Depth Chart



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Solution Area	Depth Definition	Current State
IT OPS	User design and update bots Integrations - ticketing, monitoring, apps, network, cloud, etc. (end-points are more critical for remediation, downstream vs upstream)	Point integrations with some more work to be done to make it more user friendly - addressed in the new UI update. No APPS support at this stage which is a gap.
DevOps/CloudOps	100+ automation scenarios? Integrations with cloud providers and dev ops tools	Release management and 10 cloud automation scenarios
MLOPS	Automate MLOPS events for data/model drift, prediction drift, concept drift, etc.	initial release available in July
Security and Compliance	Various compliance use cases and security use cases with integrations with the SOAR	PCI compliance
Chatbots	Chat initiated interaction with all bots and designer with the supported solution areas	Customer service chatbot in July. Integration with Slack and servicedesk bots
Servicedesk bots	Support all typical enterprise IT support issues	Basic bots for password reset, etc. Need a lot more bots to compete and could potentially be possible with the new chatbot designer with



Customer Pain Point	Solution	Value to Customer
IT tickets don't get resolved in time leading to business disruption	Resolve IT tickets automatically - Infra, Cloud, APPS	Improve MTTR, Reduce costs by 60%
Security, cost and time lost due to CMDB not updated	Bots to automatically update CMDB	Reduce security and compliance risks with continuous updates
Cost and reputational risk due to PCI compliance	Bots to automate PCI compliance	Reduce costs by 60% and continuous PCI compliance with remediations
Increased time to value due to manual devops steps	Bots to automate release management for devops	Reduce release times and increase performance by xx
ML Models are out of sync and model drift impacts customer experience	ML OPS automation	Reduces model drift and remediates model and data fit. Saves customers xx in \$ and xx in time per model



Customer Pain Point	Solution	Value to Customer
<ul style="list-style-type: none">● Large resolution times● Inappropriate prioritization of SRs leading to customer dissatisfaction● Inability to manage large volumes and surges in requests and adhere to SLAs	Servicedesk Bots	<ul style="list-style-type: none">● Almost instantaneous resolution● Make self-service a reality● Auto-detect problems before they are reported and resolve
<ul style="list-style-type: none">● Noise handling by humans is expensive● Most remediation tasks handled by high skilled resources● Scaling NOC to meet SLAs and handle unpredictable volumes	Network Bots	<ul style="list-style-type: none">● Automatic validation of events - noise reduction● Bots programmed to handle access and remediation - can be called to action with low-skilled resources or even autonomously●
<ul style="list-style-type: none">●	Infrastructure Bots	

Botprise Industry Solutions Value



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Industry	Customer Pain Point	Solution	Value to Customer
Manufacturing			
Healthcare			
eCommerce			
Financial			

Botprise GTM Landscape

manageable. High churn leading to reskilling / re-learning curve. Process design and execution vary as human get into the loop. Do more with less people



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<p>Large MSP's</p>	<p>ServiceNow, Solarwinds, Nagios, OpsRamp - could be several monitoring tools</p>	<p>Managing large number of customers with varying processes and toolset . Complex processes that rely on numerous teams to collaborate. High standard change volumes</p>	<p>Single place to manage and see processes in execution. Processes that require human/teams in the loop can be designed. Complex processes can be broken down into smaller bots and bot collaboration (nesting) can make complex process automation a reality.</p>
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Botprise GTM Landscape



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Market Segment	Key Integrations	Marketing Strategy	Sales Strategy
Large enterprise >\$2B in revenue	ServiceNow, various monitoring tools, Cloud, various infra end points, security and compliance	Generate interest with try and buy, content	Relationship, custom integrations, POC process, etc.
Mid-market enterprises >\$200M <\$2B in revenue	ServiceNow, Cherwell, Jira, various monitoring tools, various infra/cloud	Try and Buy, turn to sales for larger deals	No current mid-market expertise or relationships
Mid-market MSP's	Connectwise, ????	Partnership / Joint GTM	
Large MSP's	ServiceNow, Solarwinds, Nagios, OpsRamp - could be several monitoring tools	Partnership / Joint GTM	??

Botprise Mid-market tools



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ITSM	Infra/Cloud Monitoring	DevOps	Apps Monitoring
ServiceNow, Cherwell, Jira, Remedy?	Solarwinds, Nagios, Logicmonitor, Sciencelogic (more in MSP), Datadog	Jenkins, Chef, Puppet, Ansible, Jmeter, GitHub, Bitbucket, Sonarqube, Embold	AppD, Datadog, Newrelic, Dynatrace

Botprise Integration Matrix - Current



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Integrations	Solution Area	Supported Bots	



Thank You

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