

Intelligent Automation by

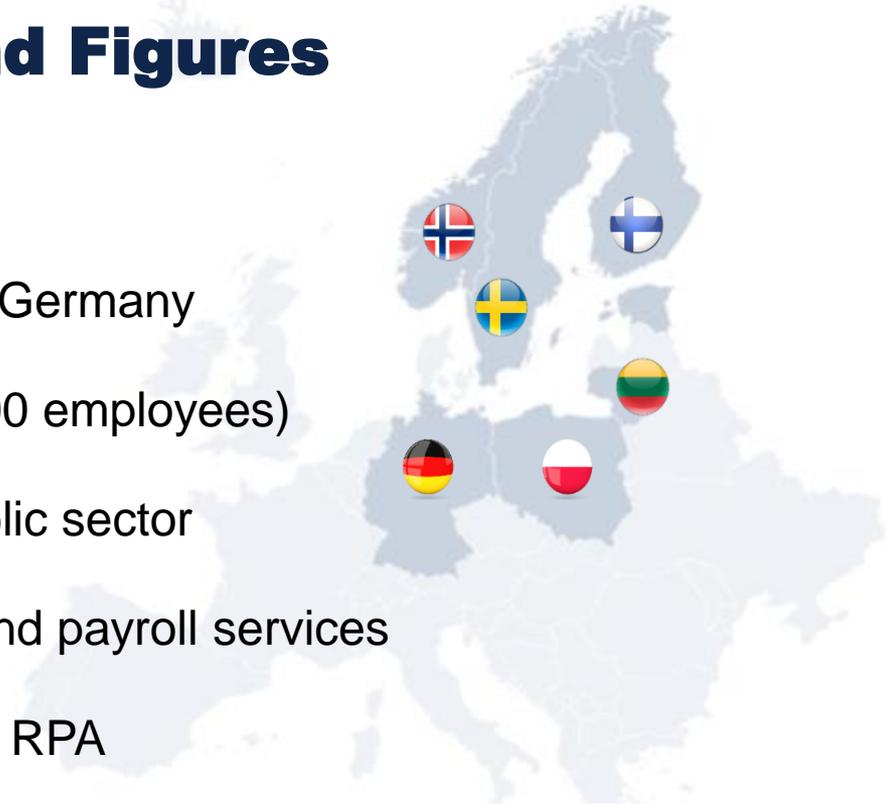
NORIAN

We simplify your business
to help your people grow



NORIAN Group – Facts and Figures

-  700 employees in 6 countries
-  2000 customers in Northern Europe, Germany
-  Revenue 2016: EUR 30 Mio. (with 300 employees)
-  Specialized in serving SMEs and public sector
-  Providing 360° finance, accounting and payroll services
-  Leading in Intelligent Automation and RPA
-  Research and development on Machine Learning, AI



Intelligent Automation by NORIAN – We simplify your business to help your people grow!

Intelligent Automation by NORIAN is an **expert unit** within NORIAN Group that specializes in **optimizing and automating business processes** with Robotic Process Automation (RPA) and other technologies.

Our software robotics specialists are among the most experienced in Northern Europe and have automated more than 100 processes for over 20 customers since 2014.

Intelligent Automation by

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Our motto and expertise

- ✓ Our motto: **We simplify your business to help your people grow!**
- ✓ Our customers **benefit from synergies** between our automation expertise and deep understanding of financial and accounting processes.
- ✓ In 2014, we were **among the first to offer enterprise-ready RPA** for business-critical processes in Northern Europe. In Finland, we pioneered public sector use of software robotics.
- ✓ We have **some of the most experienced RPA experts** in the Nordic region in our team.
- ✓ A **large resource base of 700 finance and accounting specialists** in NORIAN Group provides stability and scalability for large automation programs.

Intelligent Automation by NORIAN uses UiPath technology

“UiPath is recognized worldwide for product leadership and technical excellence. Our development team is the largest in the industry, and our biannual release schedule, the most active in the field. We are always ready to provide you with a consistent automation edge over your competition.”

“Our Platform delivers enterprise-wide automation benefits, residing within an open, extensible architecture designed for truly smart, highly scalable automation.”



How Robots Are Conquering the Workplace

- **US\$ 6.23 Billion:** Projected size of the Automation as a Service market in 2022, size in 2016: US\$ 1.56 Billion (Markets and Markets, 2018)¹
- **571,000:** Amount of office, administrative and sales jobs that will have been replaced by software robots by the end of 2018 (Forrester, 2017)²
- **100 Million:** Number of global knowledge workers who could be impacted by RPA by 2025 (KPMG, 2016)³
- **110-140 Million FTE:** Output that could be generated by knowledge work automation tools by 2025 (McKinsey, 2013)⁴
- **47%:** Part of US-american workforce at risk to be replaced by software automation (University of Oxford, 2013)⁵



Intelligent Automation = rule-based robotics + AI

Rule-based Systems

Rely on well described processes with rules and structured data

Used e.g. in RPA, fixed invoice posting, simple self-driving cars

Advanced User Interfaces

Used for chat bots, natural language processing and UI

Still limited understanding of *meaning* of voice commands



AI and Machine Learning

Paradigm shift from traditional coding to ML: Algorithms that *generate* business rules to explore, describe or predict data

Benefits:

1. Focus on results, not coding
2. Better forecasting accuracy
3. New insights from data
4. Improved process quality
5. Proactive suggestions

Data driven approach requires large data sets to function

Software robots main driver of digitalization and automation of business processes

What are software robots?

“A software robot is a software application that replicates the actions of a human interacting with the user interface of a computer. The software robot operates the user interface the same way that a human would.” (Wikipedia)

Software robots...

- are **flexible, virtual workers** that can be adapted to **function in all business contexts**
- currently need **structured inputs** and work strictly **rule-based**
- **imitate a human's behaviour** within business processes and can execute complete workflows
- **are highly reliable**, can be trusted with **business-critical tasks** when implemented correctly
- operate parallel to existing IT infrastructure and often **require no IT changes**
- are **trained by business process experts** and software engineers together
- are implemented/operated **by process-owning departments** together with AaaS partner or own IT department



Intelligent Automation by NORIAN technology roadmap



High data security,
GDPR compliant



Active R&D to
lead the market



Live monitoring
and alerts

Intelligent Automation by NORIAN has been Palkeet's strategic automation partner since 2016

- Palkeet is the Finnish Government Shared Service Center for Finance and HR
- Following a competitive tender process, Palkeet chose NORIAN as their strategic automation partner in September 2016
- Initial project period: October 2016 – May 2017, support and further implementations ongoing
- Delivery model: on-premise
- Since May 2017, NORIAN provides support and further implementations based on a frame agreement
- Total contract value during 4-5 years: Euro 2.28 Million



“18 months into the cooperation with NORIAN, our robots are already of great help in payroll, procurement, finance, accounting, data processing and invoicing. By introducing software robots and optimizing our internal routines, we have increased our efficiency by 35 percent in invoice processing and by 29 percent in payroll. An extraordinary achievement. Therefore we are now extending the scope of our automation initiative and our cooperation with NORIAN. Now we will look into automating aspects of customer service, administration and ICT processes.”

*Helena Lappalainen, Development Director, Palkeet
(February 2018)*

NORIAN RPA solution and services for Palkeet

- Designing and setting up on-premise robot environment in customer's IT architecture
- Counseling the customer how to build their RPA Center of Excellence
- Several automation analyst and administrator trainings
- Several automation implementations
- Continuous support and advisory
- Providing automation software licenses (UiPath)

One and a half years into their automation journey, Palkeet is on a steady path to reaching its productivity goals. By the end of 2017, there were already two dozen automations in production. By 2020, Palkeet plans to have saved a total of 6 Million Euro by freeing up to 116 FTEs of manual work.

Intelligent Automation by NORIAN is DFØ's strategic automation partner

- DFØ is the Norwegian Government Agency for Financial Management
- Following a competitive tender process, DFØ chose NORIAN as their strategic automation partner in June 2017
- Contract period: June 2017 – ongoing
- First phase: implementation of 9 processes in accounting and payroll, several more automations scheduled for implementation in 2018
- Delivery model: on-premise



“Our main goal is to increase efficiency and productivity for our customers, the Norwegian governmental organizations, and to contribute to the efficient use of resources in the public sector. We are continuously working toward digitalization and automation. With software robotics, we are able to apply automation across different systems, and take advantage of completely new opportunities to streamline and increase productivity.”

Rune Bjerås, Director of Strategy and Shared Services at DFØ, June 2017

NORIAN RPA solution and services for DFØ

- ✓ Designing and setting up on-premise robot environment in customer's IT architecture
- ✓ Counseling the customer how to build their RPA Center of Excellence
- ✓ Process analysis, automation development and implementation
- ✓ Identify further automation potential
- ✓ Continuous support and advisory
- ✓ Automation analyst and administrator training
- ✓ Providing automation software licenses (UiPath)

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Who are we looking for?

Key Requirements:

- general computer science knowledge
- ability to program in modern programming language (preferably C# or VB .NET)
- knowledge of version control systems (preferably TFS)
- communicative written and spoken English
- team player, willing to learn and share knowledge
- ability to understand customers' business processes

Nice to have:

- knowledge of RPA tools (UiPath, Blue Prism, Automation Anywhere, etc.)
- relevant university education or professional experience
- experience in modelling or optimizing business processes
- knowledge of databases (e.g. SQL)

Intrested? Send CV to career.pl@norian.eu

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