Scaling Intelligent Automation: From Proof of Value to Sustained Enterprise Adoption

Chris Huff
Chief Strategy Officer
Kofax

The first three waves of the Industrial Revolution focused on the Workplace

4.0 can be shaped to help the Workforce

WORKPLACE

WORKFORCE

1.0 1784
Mechanical production equipment driven by water and steam power

2.0 1870
Mass production enabled by division of labor and use of electric power

3.0 1969
Electronics and IT to automate production and data flow and storage

4.0 NOW
Digital Workers and AI to empower workers and drive workforce productivity

World Economic Forum states that NextGen automation solutions, such as RPA, will add 58M net new jobs by 2022

75M jobs displaced; however, 133M new roles…translating to

58M net new jobs by 2022

WORLD ECONOMIC FORUM

A 2018 Deloitte RPA survey finds that those with RPA in production are happy with the outcomes, but having difficulty scaling

**And those that have RPA in production have observed…**

- 95% improved productivity

- 93% improved compliance

- 91% reduction in cost

- 77% increased data quality

However, only 4% of organizations in 2018 are able to scale…up from only 3% in 2017

Deloitte.

Deloitte Global RPA Survey Oct, 2018

Intelligent Automation: VMS data integration.

Innovation at Scale

Sri Maddineni
Sr. Director Data Engineering
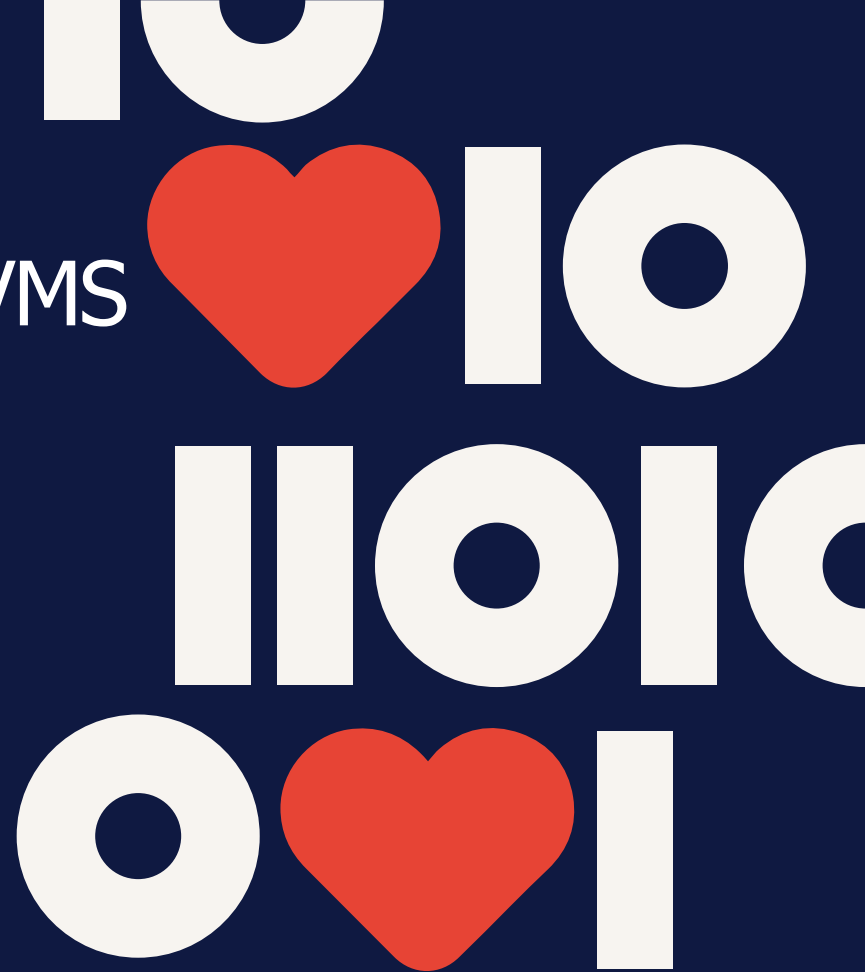
randstad

contents.

about Randstad (global #1)
leader of Human Resource solutions

€23.7b in revenue

4,800 branch offices & inhouse locations

39,100 internal employees

626,300 average talent on assignment weekly

top 3 in market share in 10+ countries

randstad   our alliance partners

over 90% coverage of the global

strategic building blocks

| strong concepts | best people |
| excellent execution | superior brands |

randstad

about Randstad North America

a market leader

€4.7b in revenue

1,119+ branch offices & inhouse locations

5,840 internal employees

100,000+ average talent on assignment weekly

top 2 in market share in the US & Canada

core service offerings

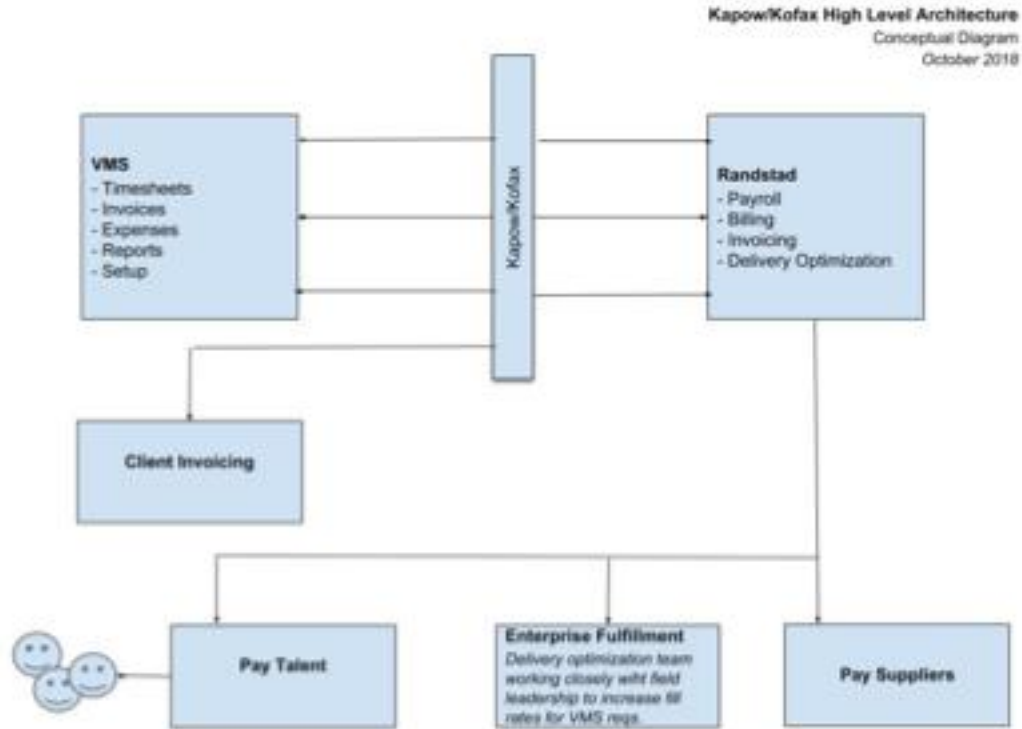|	
Recruitment	Consulting
Outsourcing	Projects (SOW)
Managed Services	Recruitment Process Outsourcing
On-site Workforce Management	Payroll Services
1099 Qualification	Career Transition Services

BEST Staffing TALENT SATISFACTION

BEST Staffing CLIENT SATISFACTION

ASA AWARD | VOICE

PEAK MANAGED SERVICE PROVIDER LEADER

randstad

hr services industry overview.

- 6 Interconnected components of the staffing industry
- Complicated
- Tools and technologies are varied

Source: Staffing Industry Analysts

why automation?

purpose and value.

solution and technical architecture.

Kapow/Kofax High Level Architecture
Conceptual Diagram
October 2018

business impact

what automation does	what's in it for me
Supported revenue growth	**Delivery Optimization team**: Improved visibility into client opportunities and candidate performance resulting in significant revenue growth
Reduced manual timesheet processing tasks	**Staffing consultants**: Increased efficiency and productivity at branch offices, allowing greater focus on business development, revenue generation and spending more time on adding human value
Streamline client invoicing process	**Clients**: provided the flexibility to generate client invoicing as per the requirements; re-usability of the bots
Streamline Randstad billing process	**Back office operation**s: Reduced manual timesheet processing tasks at central-back office operations; standardized MSP billing processes and ensuring timely payments to suppliers

randstad

human forward.