

Yes – Computers Can Drive Themselves

From : **Peter M. Wells Business Group**

## DELIVERING ROBOTIC PROCESS AUTOMATION TO THE P&C INDUSTRY WORLDWIDE

With BluePrism RPA

blueprism

May 2019

Technology of the future today!



Q3 -2019

Bullefin

Your company is likely to work through major changes in the next 24 months. This transformation will stress your current workforce.

How about a new, virtual and totally inexhaustible support team to back your workers up.

Robotic Automation is right now helping over 23 other P&C carriers at very low cost with round-the-clock processing of what you need to do.

## Introduction

Peter M. Wells utilizing installment resources from Auro™ Technologies is right now helping Property & Casualty Companies transform their business for the 21<sup>st</sup> Century through adoption of worldwide - immediate – low cost – 24/7 – access to Robotic Process Automation (RPA) Technology from THE INDUSTRY LEADER - Blue Prism™.

Only a select number of Management Consulting firms are able to market Blue Prism technology and we are pleased to announce that Peter M. Wells Business Group (PMWBG) in partnership with Auro is a resource your company can turn to in order to license this remarkable business solution – WHICH WE HELP YOU INSTALL IN A SHORT MATTER OF TIME

One Robot is now shown to replicate the same computer work of 21 human employees, and when companies need to transform – they need extra resources to keep doing the required work while talented teams morph into the next generation you!



The payback to our customers is immense while productivity skyrockets. So many world leading companies are implementing RPA from Blue Prism that it is now commonplace adopting modern robotic algorithm systems to replicate human workers for mundane, often error prone tasks that must get done yet can be accomplished faster and more efficiently at far less cost through RPA.

Peter M. Wells is a boutique Consulting Solutions Management Consulting firm based in Milwaukee, WI and is known throughout the P&C industry for our strategic marketing initiatives realized in the development and delivery of tangible business management innovation we provide. Over the past 30 years, 14 top systems P&C writers use every day originated with the Wells Group team. Now we have expanded our solutions options by partnering to deliver Blue Prism RPA technology.

Blue Prism is a reseller-based systems' provider so working with designated business partners like PMWBG is how Blue Prism technology is licensed. Working with PMWBG means you reach a team of insurance professionals who understand the industry, have relationships and insight, are nimble and extremely cost effective.

Reach PMWBG anytime in the U.S. at 833-PMW-TEAM or [petermwells@peterwells.us](mailto:petermwells@peterwells.us). Ask for Bryan.

## Who Else Uses Blue Prism?

When PMWBG became a marketing support provider of Blue Prism with Auro, we were astounded to answer this question with – *well everyone*. Blue Prism is the gold standard in robotic automation, is far ahead of competition and is one of the fastest growing technology companies in the world. Blue Prism delivers the world’s most successful digital workforce. Its Robotic Process Automation (RPA) software operates within the most demanding enterprise administrative environments to automate high-risk, manual, rules-based and repetitive tasks and radically improves agility, efficiency, accuracy and compliance. Blue Prism provides a scalable and robust execution platform for best-of-breed AI and cognitive technologies and has emerged as the trusted and secure RPA platform for the digital enterprise.

Blue Prism’s RPA software has executed more than one billion transactions for enterprises including: AMEX, Microsoft, Google, BNY Mellon, Commerzbank, IBM, Maersk, Fujitsu, Nokia, Nordea, Procter & Gamble, Raiffeisen Bank, Siemens, Pfizer, Coca Cola, Walgreen’s, Western Union and Westpac. They are new to the insurance space, but in a short period of time have some the world leaders signing on.

<p>Insurance Specific Blue Prism Partnerships Include:</p>	<ul style="list-style-type: none"><li>• AIG Met Life</li><li>• Prudential</li><li>• ING</li><li>• Berkley Companies</li></ul>	<ul style="list-style-type: none"><li>• Nautilus Ins. Group</li><li>• Aegon</li><li>• Allstate</li><li>• Zurich Companies</li><li>• Kemper</li></ul>
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Blue Prism attained the highest customer satisfaction rating of 96 percent in an independent customer survey by Knowledge Capital Partners. The survey of global Blue Prism customers highlighted satisfaction for platform adaptability, scalability, security and employee satisfaction.

In 2017, Blue Prism was named one of [MIT Tech Review’s 50 Smartest Companies](#) and recognized as the winner of the [2017 UK Tech awards](#).

Over the past year, the company added several established brands to its roster of clients including AIG, Alberta Treasury Bureau, Allstate Insurance, Bechtel, Boeing, DeNA, DTE Energy, Dun & Bradstreet, Ericsson, Fannie Mae, GIC, Honda Motor Company, Kaiser Permanente, KBL Bank, Maybank, National Grid, Schrodgers, Sony Pictures and United Utilities. And the list keeps growing.

## The Blue Prism Advantage Fresh Source for Growth



Blue Prism technology fits seamlessly into companies to use the same systems human employees use, doing the same work but at a higher pace and with limited to no downtime. RPA relieve the pressure points that draw resources away from growth-only initiatives by generating sizeable earnings returns replicating human work efforts in a virtual no-cost alternative way. RPA is now proven to give companies back their expense budget to do new things that grow business and increase overall institutional value.

One way to understand the ROI is to consider the expense pressure points between business operators and the IT resource.

There is often a tension between what the lines of business need to operate most effectively and the allocation of IT resources. While the overarching mandate is to improve service and reduce costs, the resources and priorities of the two groups are often misaligned - and business growth and performance can be constrained. The following highlights some of the capabilities and challenges on both sides.

<p style="text-align: center;"><b><u>Business Operators</u></b></p> <ul style="list-style-type: none"> <li>• Understands the processes</li> <li>• Requires demand management (market demand flexibility)</li> <li>• Wants to reduce risk of non-compliance and potential for errors</li> <li>• Empowered staff drive customer satisfaction and business value</li> <li>• Wants a level of flexibility (to allow tweaking of their processes)</li> </ul> <p>But . . .</p> <ul style="list-style-type: none"> <li>• Costs are high – some work is mundane, overburdened with rote processes, little innovation, risk of non-compliance</li> <li>• Frustrated by wait-time for IT support</li> <li>• Sometimes turn to “shadow or grey” IT for quick short-term solutions when a permanent solution is unachievable</li> </ul>	<p style="text-align: center;"><b><u>IT</u></b></p> <ul style="list-style-type: none"> <li>• Good at maintaining the current infrastructure, supporting the network and environments, systems health maintenance (backups, resilience, continuity)</li> <li>• Strong at systems health maintenance (backups, resilience, continuity)</li> <li>• System security is a priority</li> <li>• Want total visibility of all systems and software</li> </ul> <p><b>But . . .</b></p> <ul style="list-style-type: none"> <li>• <b>Don’t want to get bogged down in operational scoping/design or in pushing work through the system</b></li> <li>• <b>Uncomfortable with solutions for which they have no control, often deployed by the business which turn into permanent solutions</b></li> <li>• <b>Strives to deliver the needs of the business but typically constrained by existing commitment</b></li> </ul>
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## Blue Prism to the Rescue

By automating with RPA often tedious but necessary business functions, especially the mundane operations that require manpower and supervisors' significant savings occur which is easily measured and able to be poured back into the business to drive growth, customer service and market opportunity. With RPA technology the result is a major and sustainable new source for alternative earnings otherwise missed before, a stronger bottom line impact without selling something new or operating disruption.

**Case Example:** Imagine using a virtual workforce to manage the countless changes policyholders make to their auto policies every year – across multiple state lines and with all the variations that occur. Entire work forces are dedicated to this program and some companies outsource it. Believe it or not, though, robots are now doing all the needed steps for carriers thereby freeing millions of dollars and large staff allocations to be able to reinvest this sizeable budget into programs that otherwise grow the business. Millions in alternative earnings are pushed back to the bottom line with very limited oversight required once the program is launched. Robots push the same buttons on the same computer systems and access the same databases as human workers – no new technology is required – robots replicate the same work with virtually the same on boarding as human workers.



## The Blue Prism Virtual Workforce

Blue Prism pioneered the concept of the Virtual Workforce Platform and has spent over 12 years developing an enterprise Robotic Process Automation platform designed from the outset as RPA (not converted from another technology) which is robust, highly scalable, secure and reliable. Using an agile virtual workforce that follows rules-based business processes and interacts with the systems the same way that users currently do, Blue Prism's software complements traditional IT solutions such as BPM and front office productivity tools.

There is little or no need to expend scarce IT resources to use the Blue Prism program. The robots are launched just like a new employee, using the same software, systems and databases human workers do. The robotic algorithm interacts with client technology in place of humans. The "bots" are tireless workers, costing a fraction of what people cost. And, they perform 4 contiguous shifts to each one a human does - with literally n overhead.



The Blue Prism solution was designed with key attributes that make it enterprise safe and scalable, endorsed by IT and business operations and capable of running unattended without the need for constant monitoring. The robots are given secure logins with access rights and encryption. Data integrity is maintained as the robots are non-invasive, create no new data and have no impact on existing databases. A control room and dashboards monitor outcomes, review the priorities of the workforce, and manage business or system exceptions. The solution is centralized, not on a user's desktop and managed by the business so processes are easily changed.

## Increased Productivity/Significant Savings

**1 RPA Program Does More**

Today's employee works One 8 Hr. shift and is paid salary w benefits and has significant downtime. Employees also need supervisors which add to their cost.

Humans workers tend to manage a single task at a time – while RPA can handle up to 7 concurrent processes making one RPA equal to 21 human workers – 21:1 Productivity

## Learn More

Peter M. Wells business leaders are right now meeting with insurance providers across the nation to introduce in detail this exciting innovation. We like it too because it adds real financial opportunity to our client's business not otherwise available or missed before. The technology is a game changer for the 21<sup>st</sup> century and as Artificial Intelligence expands will be an easy fit to this further automation.

We hope you will want to learn more and see a demonstration of this remarkable business solution. Your competition is likely already started and will gain increased earnings and added competitive advantage – it's moving that fast in the industry.

Give us a call to arrange your demonstration at

**Peter M. Wells Business Group**  
**1111 North Marshall Street**  
**Milwaukee, WI 53202**  
**262-347-6091 or 833-PMW-TEAM**

[support@peterwells.us](mailto:support@peterwells.us)