

# Empower Your Digital Transformation

Automation everywhere, automation anytime

# Agenda

- 01** Digital Transformation Trends
- 02** RPA, An Essential Tool For Enterprises' Digital Transformation
- 03** Cyclone Robotics' RPA Products + Insights
- 04** User scenarios and Customer cases
- 05** About Cyclone Robotics

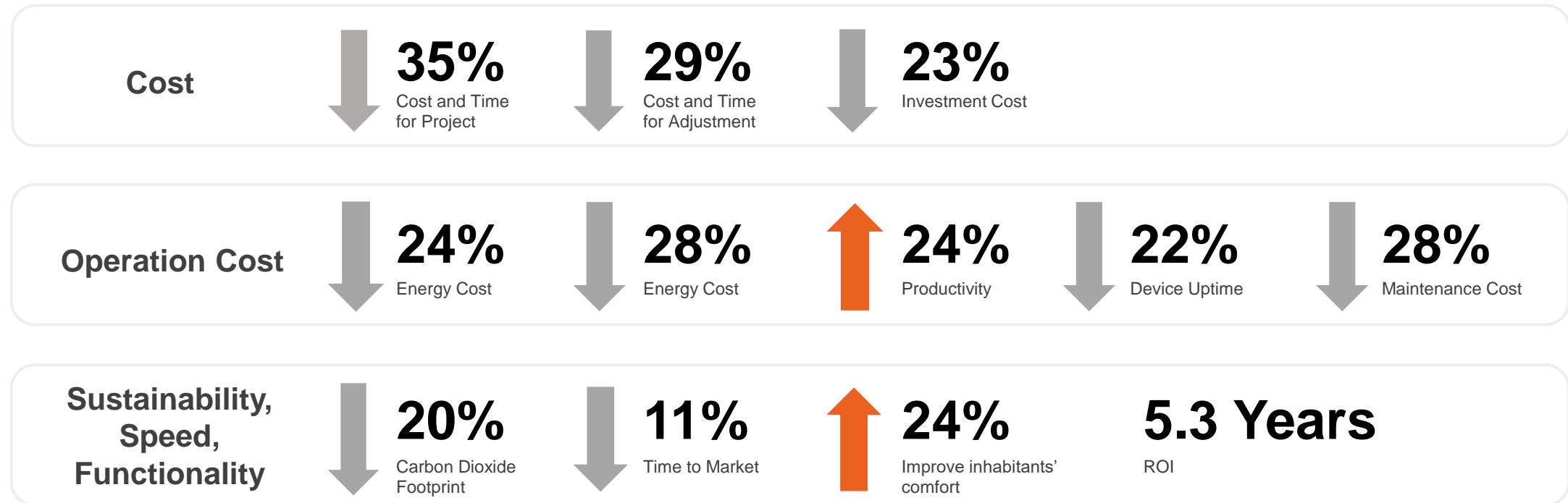
# Digital Transformation Trends

01



# Digital Transformation Future

By 2022, digital transformation **GDP will reach 460 billion**, occupying **46%** of the total economy.



Enterprises: Ensuring to gain **competitive advantages** from the market competition via restructuring competencies in digital transformation.

Policy: In line with the execution of the “**Digital China**” strategy, digital transformation strategy has become the key message in enterprises’ “**14<sup>th</sup> Five-Year plan**” priorities



# Alarming 80% Enterprises Failed in Digital Transformation



## Problems

Too Long a Decision-making cycle

Too Outdated an Information System

# IT Systems Unable To Satisfy New Business Growth

Incompatibility between  
technology + business

Digital Transformation's Failure To  
Meet Business Requirements

Not fitting in the Personnel  
environment and the process

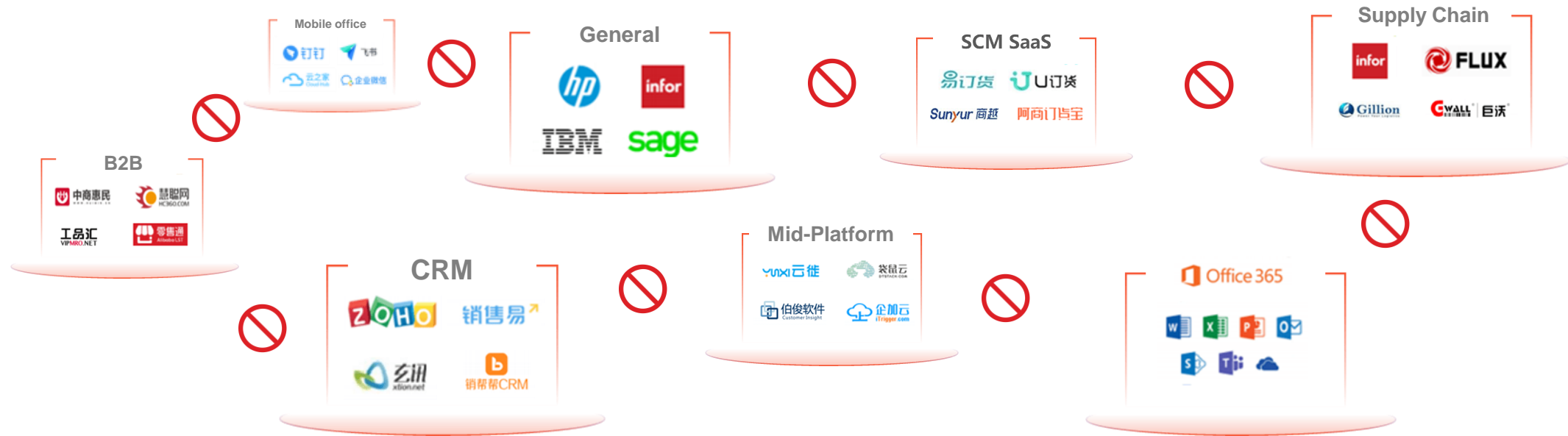
Too Obsolete the IT Folks' Skills

Costly One-time Purchase, But Not Pragmatic



# Digital Transformation Trends

## Increasing **Data Silos** with Rising Level of Enterprise Digitalization



**Data Silos**



No communication between systems, legacy and new.

A lack of integration between apps and systems.

Incompatible platforms and no data interoperability or business connectivity in vertical systems.



# RPA——Driving Success of Digital Transformation

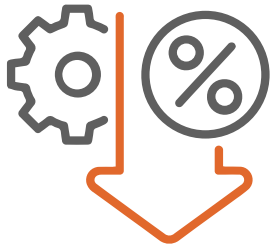


“

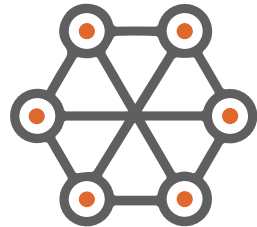
There is an urgent need for **more agile and highly efficient** digital transformation tools that can be used as key game changer for digital transformation.

”

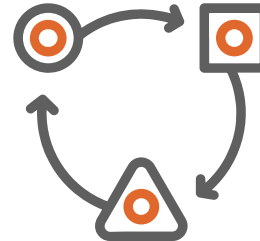
RPA has these characteristics:



Low investment in  
the Initial stage  
Quick in local  
implementation



Non-invasive  
technology  
No system  
interruption



Imitating human  
employees  
Sustainable  
Learning



Flexibility and  
agility  
Easy Iteration





# RPA, An Essential Tool For Digital Transformation 02

## RPA ( Robotic Process Automation )

can execute process-related tasks per pre-set rules, replacing, assisting human employees in completing various repetitive tasks, simplifying workflow complexity, enhancing efficiency and quality of the workforce.

Recognized as Enterprises'  
“Digital Employees”



# Loyal RPA Customers



By 2022 , 90% of Enterprises worldwide will adopt RPA.



# What RPA can do

## Web Automation

IE, Google, Firefox, etc.  
Such as: Tmall, JD.com,  
Guodu.com

## Application Automation

ERP, SAP, UFIDA Kingdee,  
DingTalk, WeChat, etc.

## Documentation Automation

Reading, filling, summary,  
screening, and calculation on  
Office, WPS and other form



## Data Capture

Simulate the mouse and keyboard to  
capture and organize data from the  
interfaces of various systems.

## Data Entry

Enter data into the interface of  
various systems, such as: price  
information, commodity information,  
financial information entry

## Email Automation

Automatically send and  
receive emails, filter topics,  
download attachments, etc.

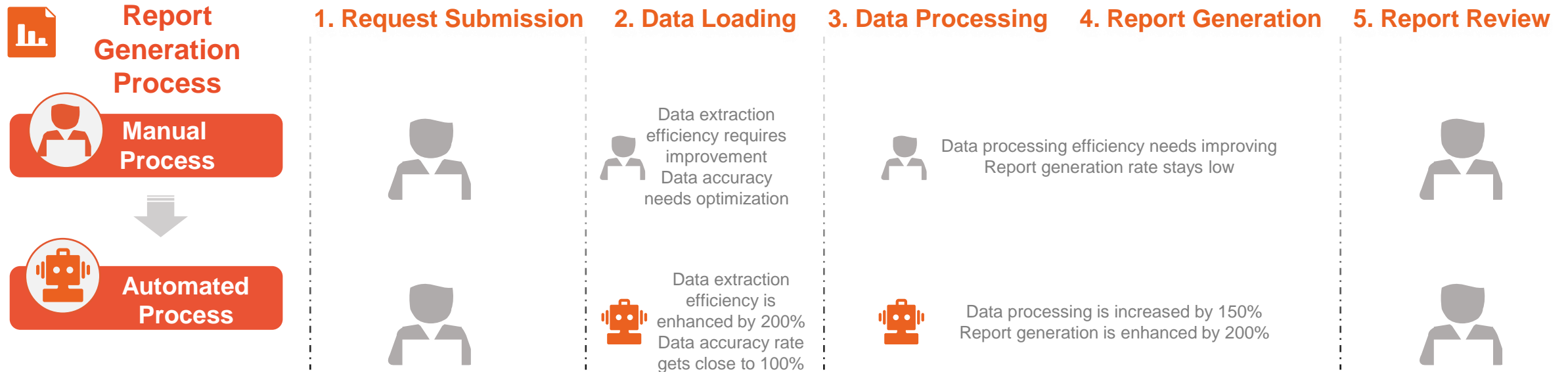
# Value in RPA Digital Solutions: Enhance Business Management Decision

## Scenarios:

RPA applied in a state-owned company with its report generation process

## Results:

Has significantly enhanced data processing efficiency in the process and optimized report generation & distribution process



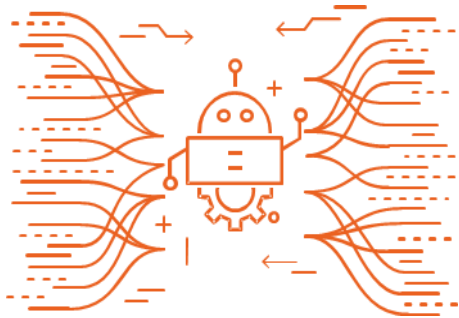
# **Cyclone RPA Products and Insights**

03

# Cyclone covers All Stages of Automation

## Stage One

**Task Automation for Repetitive Manual Work**

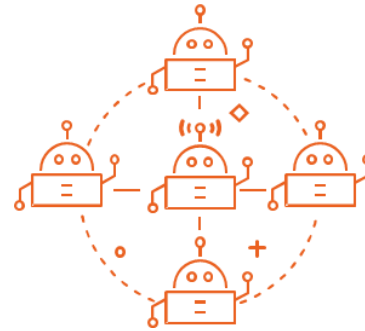


### Task Automation ...

- Designer
- Robot
- Controller

## Stage Two

**Scalable mess Robots-as-a-Service management**



### Process Automation ...

- Marketplace
- Data Insights
- AI Skill Platform

## Stage Three

**Agile Business Development and Restructuring**



### HyperAutomation ...

- Process Intelligence
- Robot as a Service
- Automation Center



# Covering all stages of enterprise digital transformation **FAIR** | **CYCLONE**

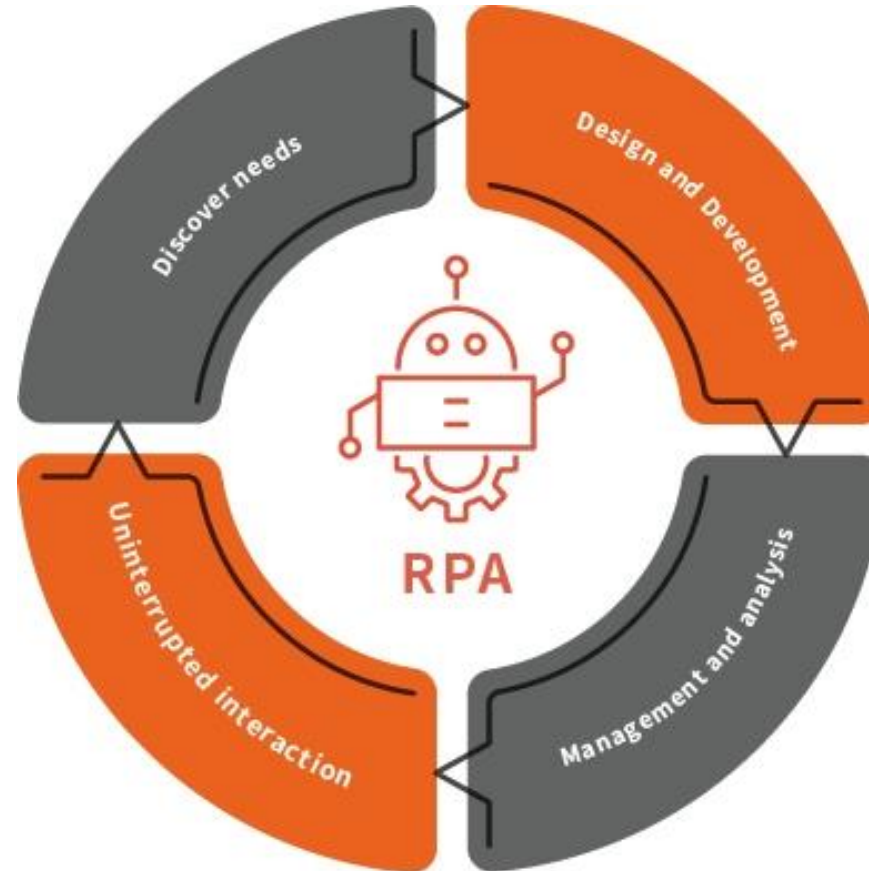
**Forming cross-departmental process automation cycle from discovery needs, process design, execution, management, to empower Center of Excellence.**

Discover enterprises' scenarios and needs quickly and conveniently

- Automation Center
- Task Intelligence
- Process Intelligence

Comprehensive and user-friendly robot management

- Cyclone IDP
- Intelligent Assistant (CIRI)
- Chatbot



Quickly building the process, lower the cost

- Designer
- App Studio
- Marketplace

Comprehensive management, scheduling, monitoring, and insight of data

- Controller
- Data Insights
- Intelligent Integration Platform





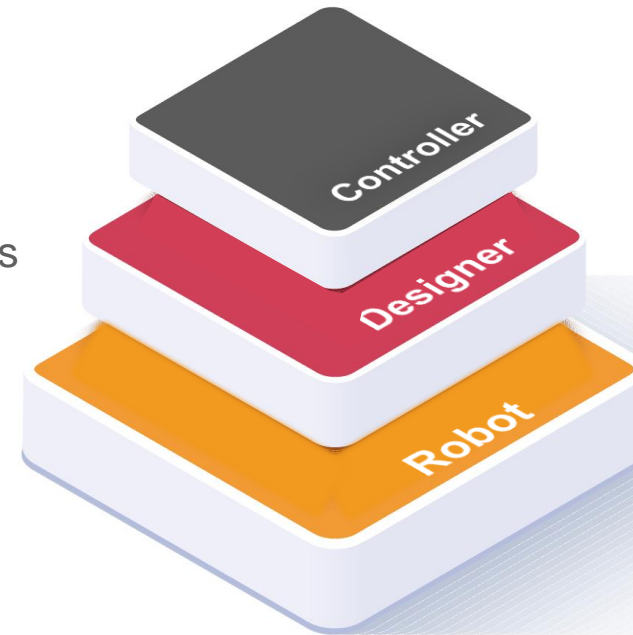
## Orchestration

Realtime monitoring, supervising, dispatching RPAs



## Digital Workforce

7\*24 hours of work without mistakes, replacing repetitive manual operations of employees'



## Digital Skills

Workflow designed for RPA

Screen Understanding  
CV

Document Understanding  
NLP

Precise Content Capture  
OCR

Dialogue Understanding  
Chatbot



Composable, Low Code, Customizable, Easy to Deploy

## Intelligent Integration Platform

Equip RPA with AI skills

Enable and extend its cognitive capabilities

CV, IDP, NLP, ASR, OCR, Chatbot

Machine Learning, Knowledge Graph, Document Analytics



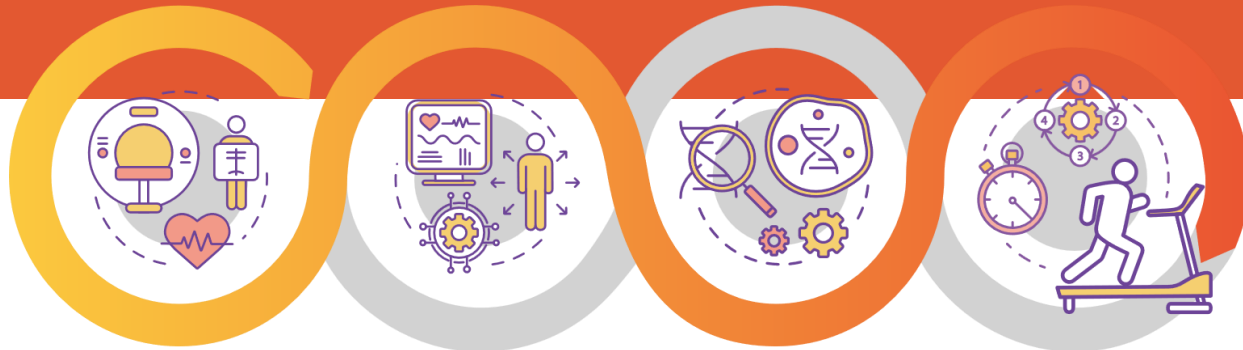
# Highlights Product: Process Intelligence



Comprehensive insight into business processes based on system log data

## Cyclone Process Intelligence

## Makes Business process more intelligent



Visual Display  
Process

X ray

Problem Discovery

Diagnosis

Process Optimization  
Verification

Trial

Process Optimization  
Execution

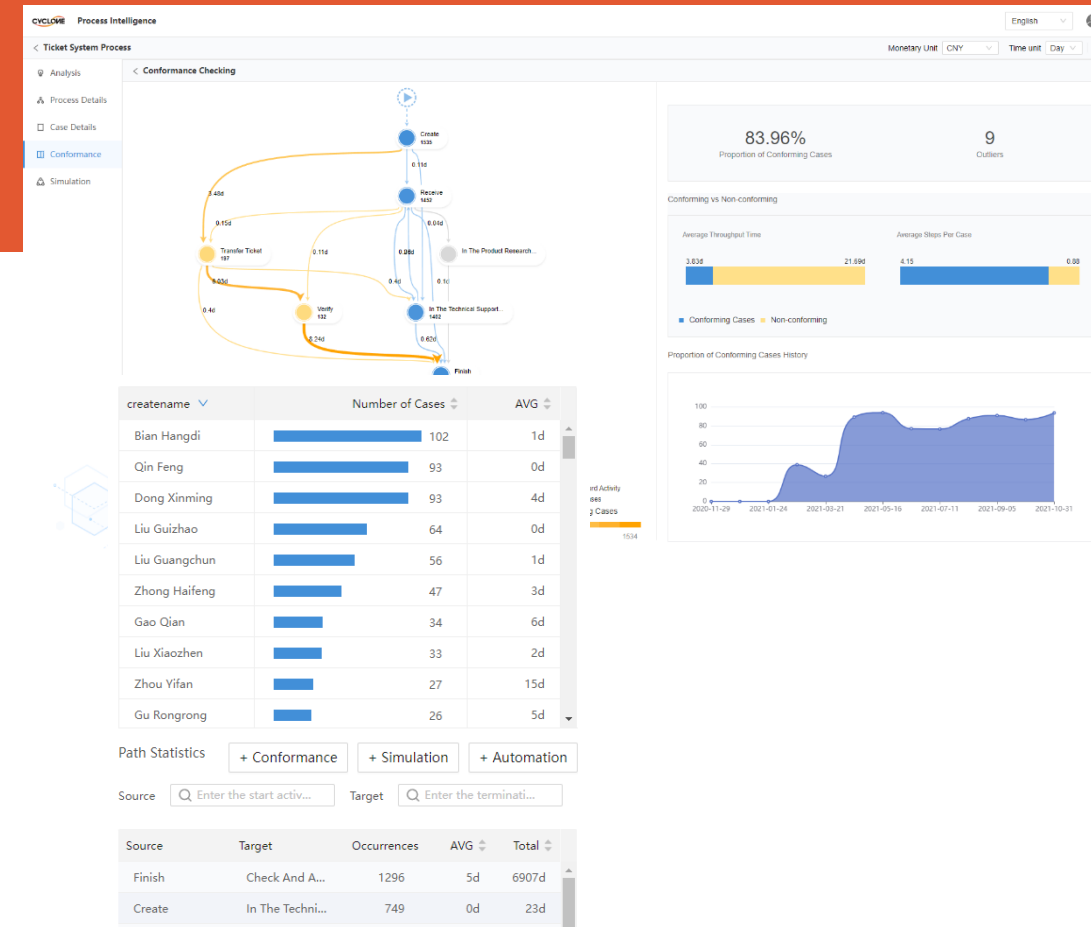
Treatment

Data collection  
Process visualization

Process analysis  
Potential cause analysis  
Consistency analysis  
Comparative analysis

Process  
simulation

RPA  
BPA  
iPaas



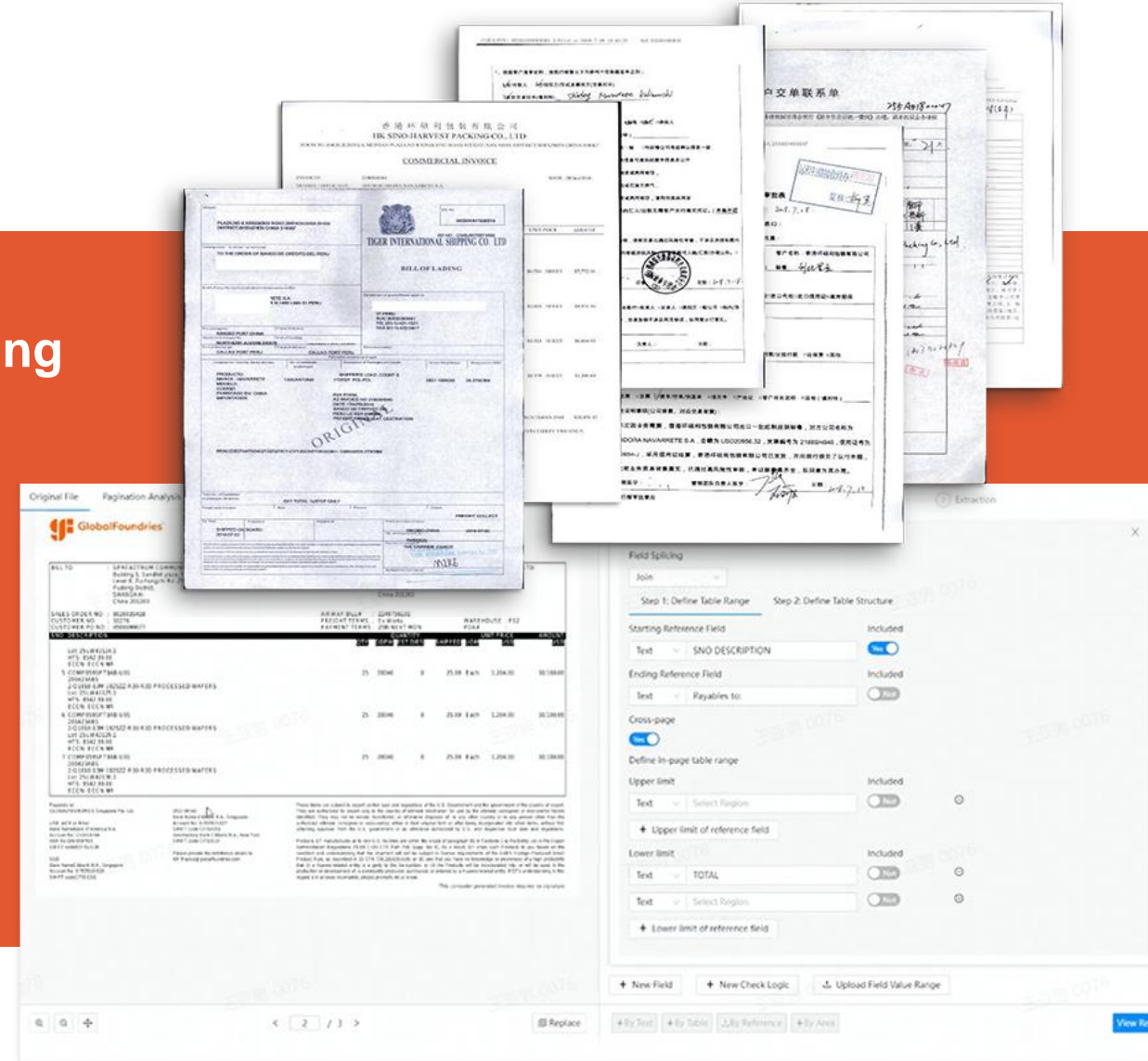


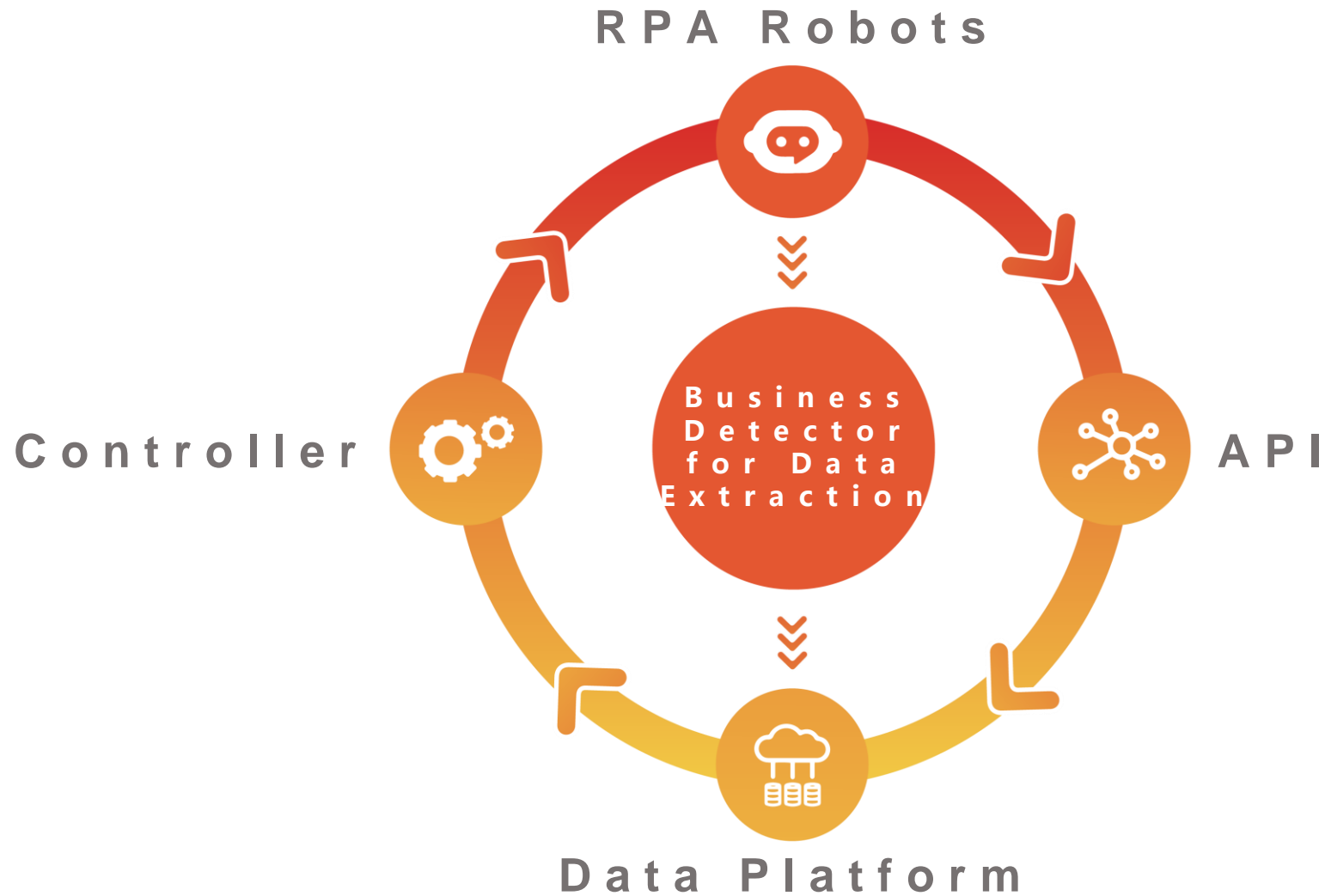
# Highlights Products : Cyclone IDP



Cyclone IDP is an **Intelligent Document Processing** Platform based on advanced AI recognition/understanding technologies.

- **MASSIVE** universal & custom templates.
- **LOWER** model training sample requirements and **FASTER** speed of implementation.
- **INTELLIGENT** error correction, assistance, and recommendation, based on AI engine.





40+Operation KPIs

Non-intrusive business detector

Methodology for multi-data modelling

Full view Visual Analytics

# User scenarios and Customer cases

04



# RPA can take these works

## Suitable tasks for RPA



Highly repetitive, frequent operated, and time-consuming



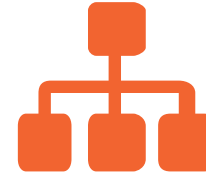
Standard operating procedures with few exceptions



Logical judgment is based on rules, less manual intervention



Structured and standardized data sources



**Operate across multiple business systems**



**Information review and comparison**



**Form download and production**



**Entry information**





# Finance Digital Solutions

Reducing finance operation cost, strengthening enterprises' risk-management and propelling decision-making in enterprise management







# Human Resources Digital Solutions

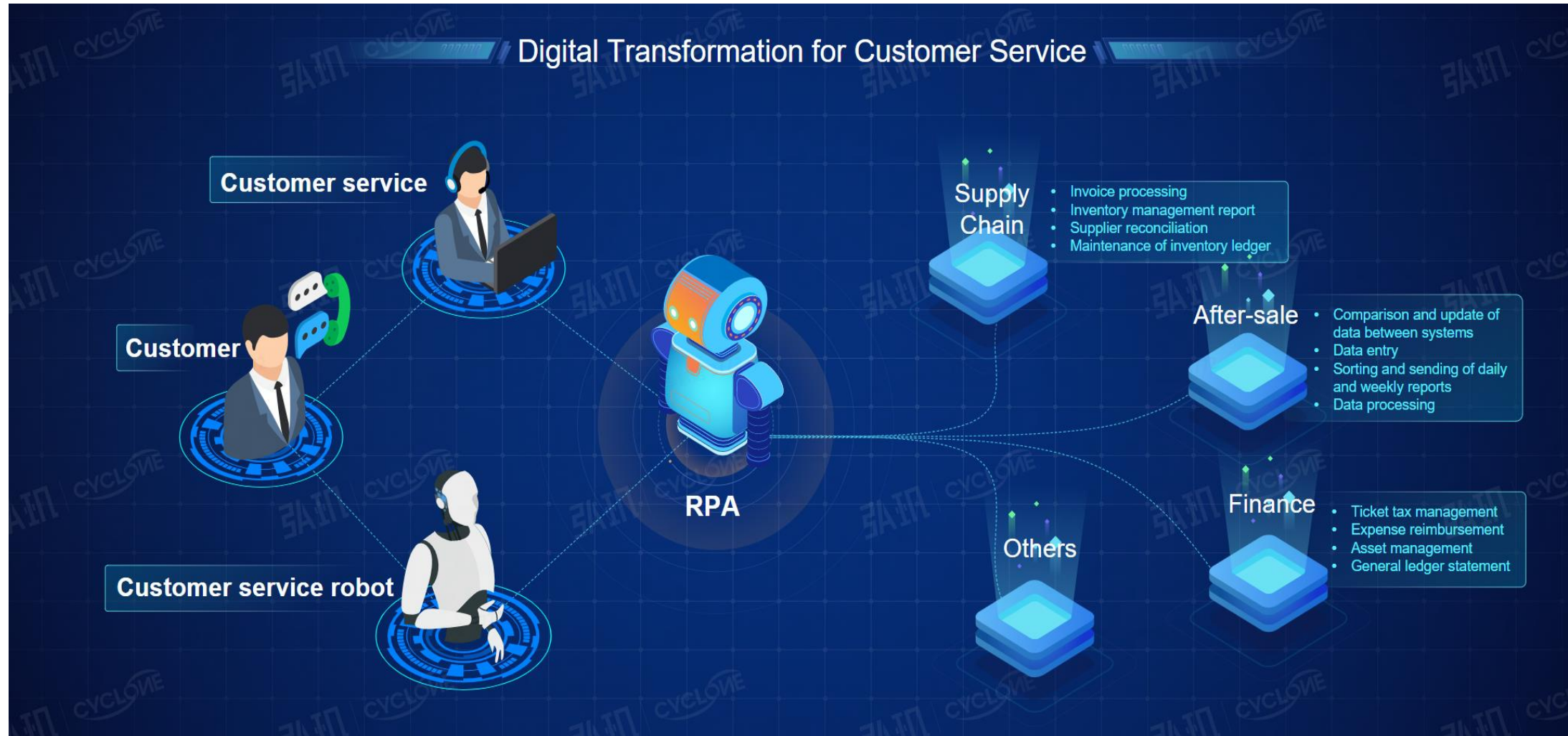
Improving the process accuracy and saving human capitals while satisfying both employees and customers



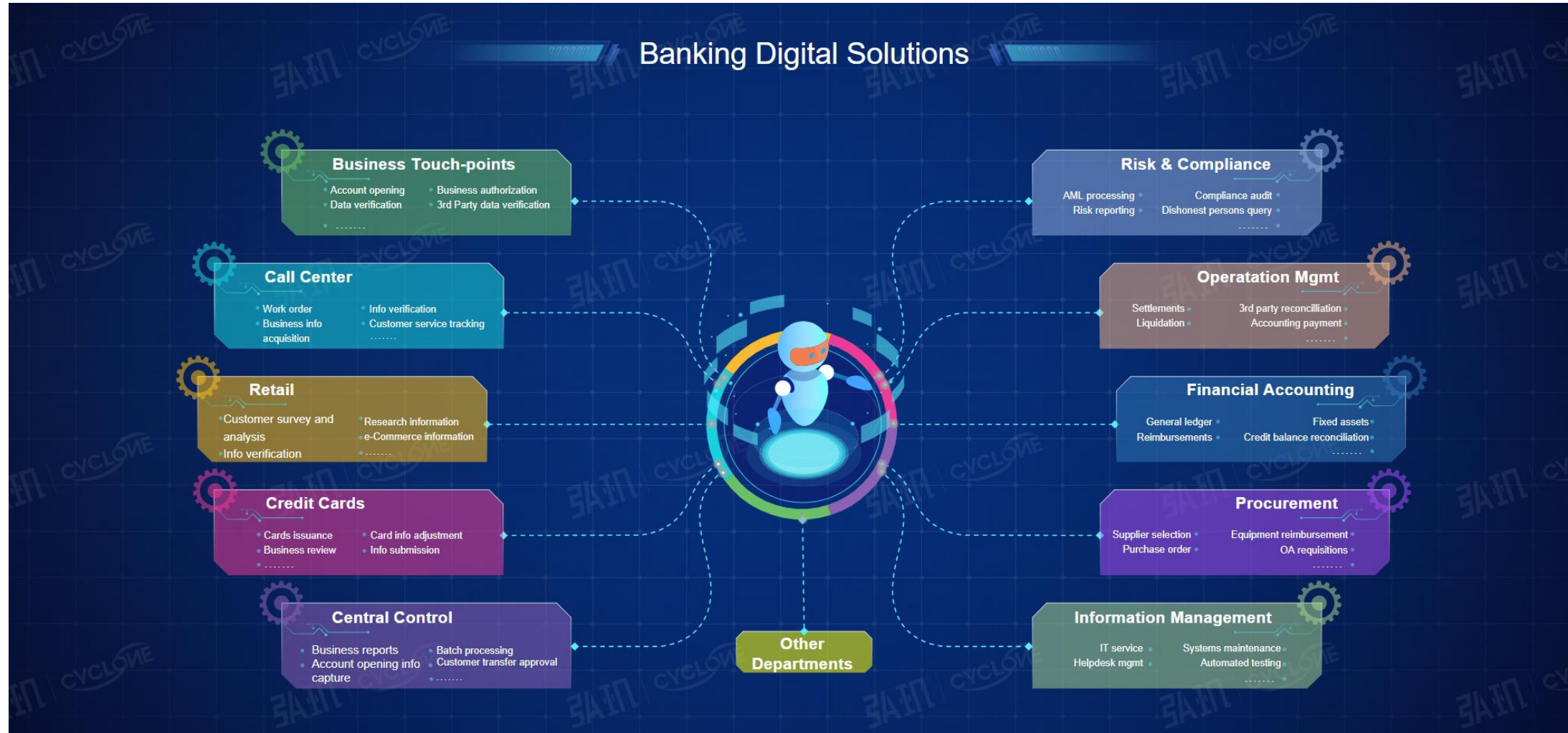


# Customer Service Digital Solutions

Improving the professionalism of service and reducing the cost by 80%



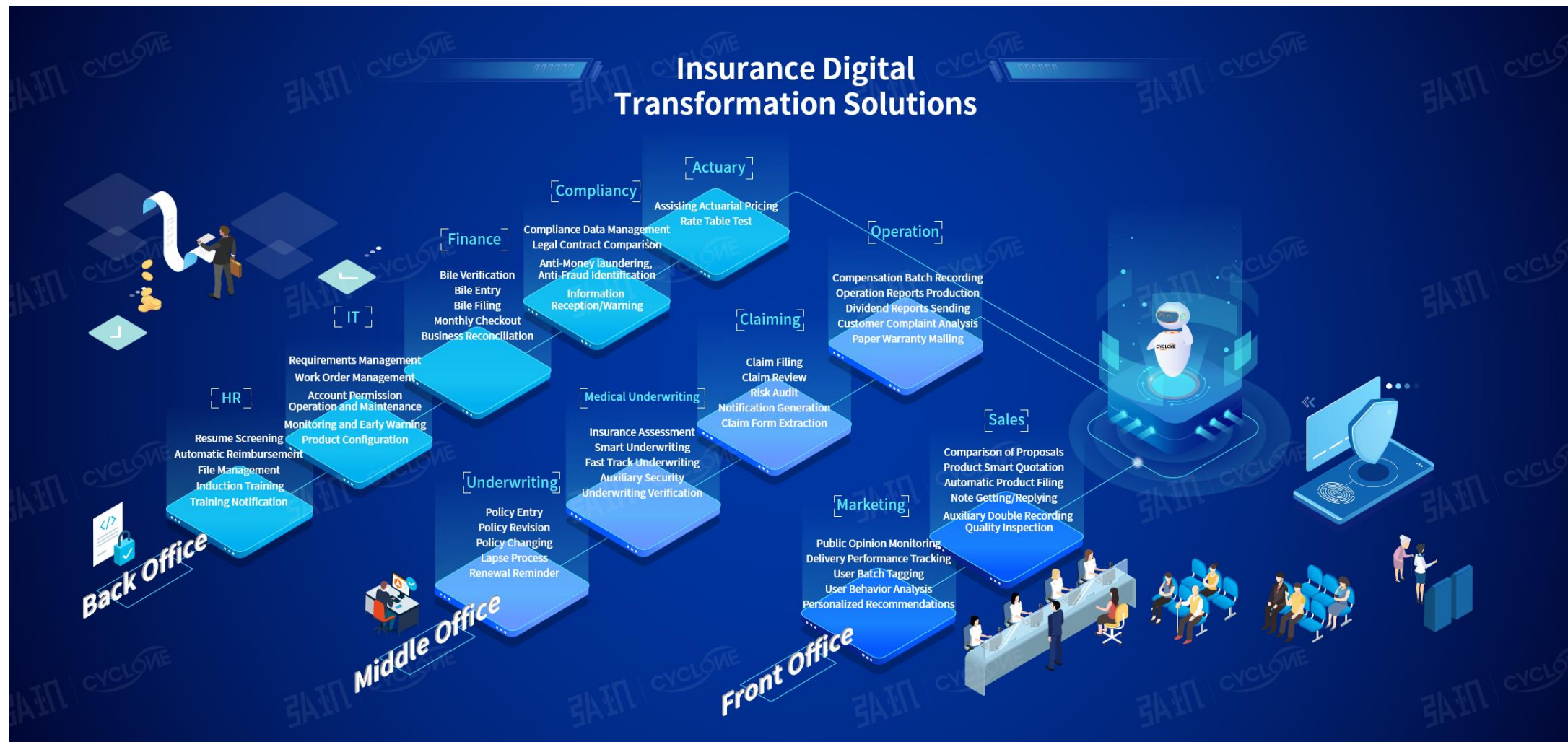






# Insurance Digital Solutions

Next-generation digital technology empowers insurance business innovation and development.







# Securities Digital Solutions

In-depth integration of technological innovation and financial services.





# Financial Leasing Digital Solutions

Free manpower to more valuable customer services and value improvements.

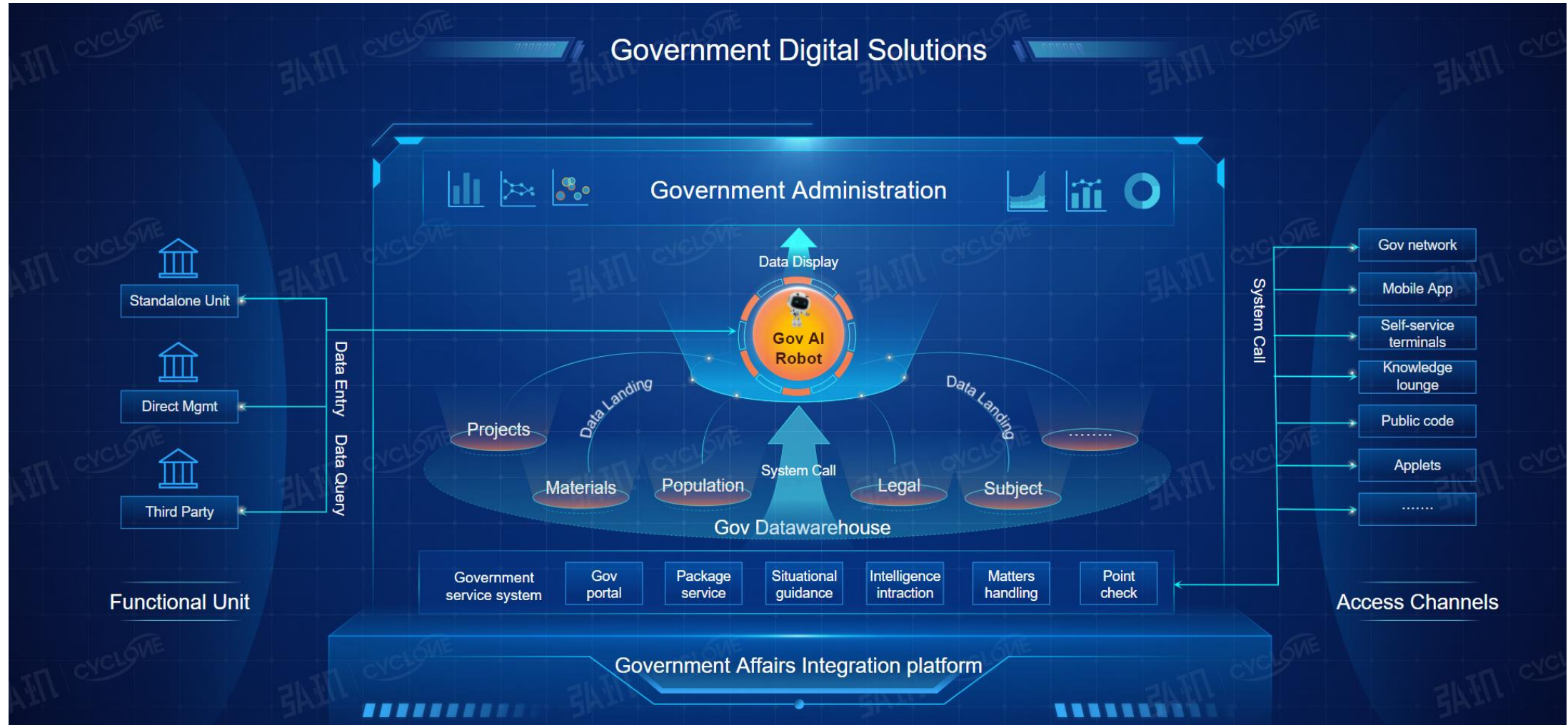






# Government Digital Solutions

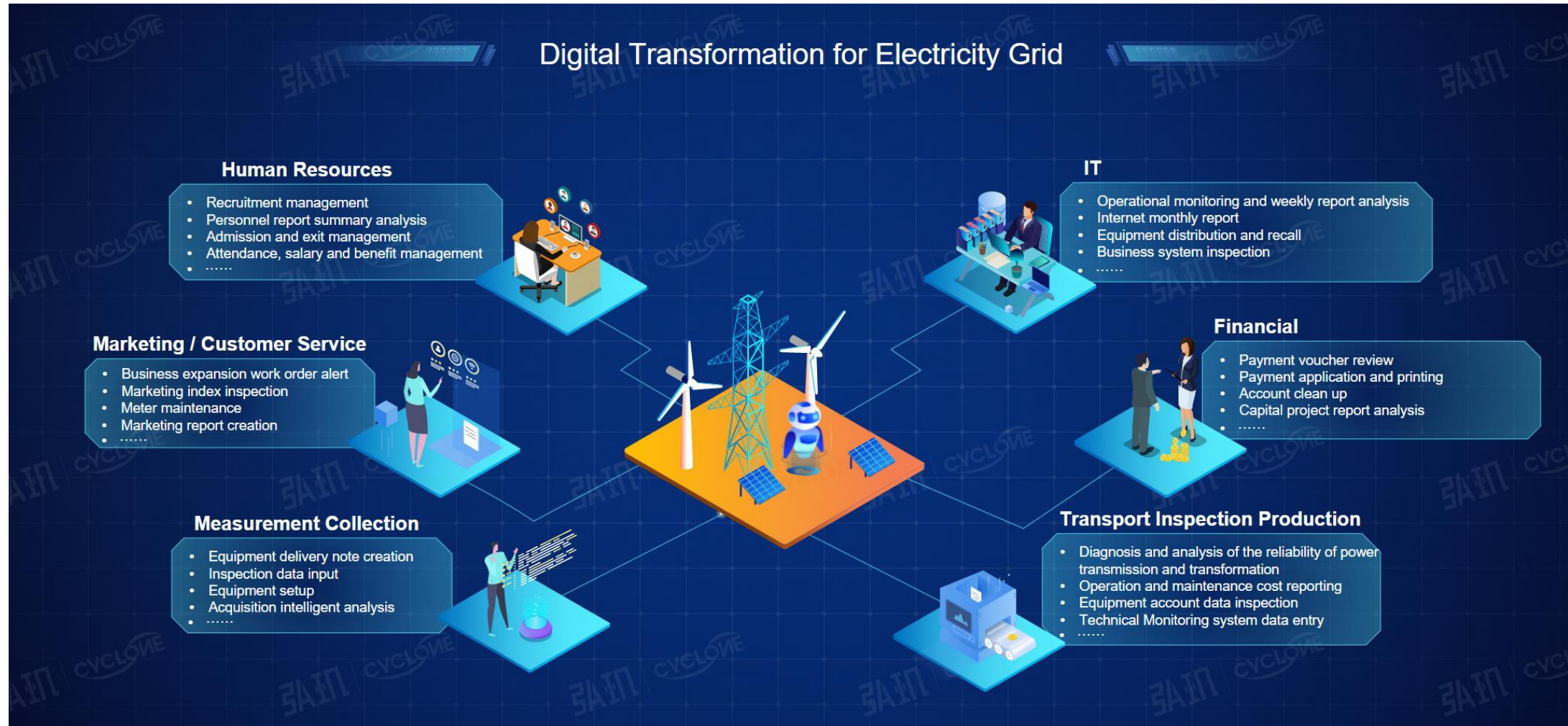
Greatly enhancing intensification, informatization, standardization and convenience of government services





# Electricity Grid Digital Solutions

Deeply reforming traditional electricity grid and building up modern electricity grid and new energy system







# Energy Digital Solutions

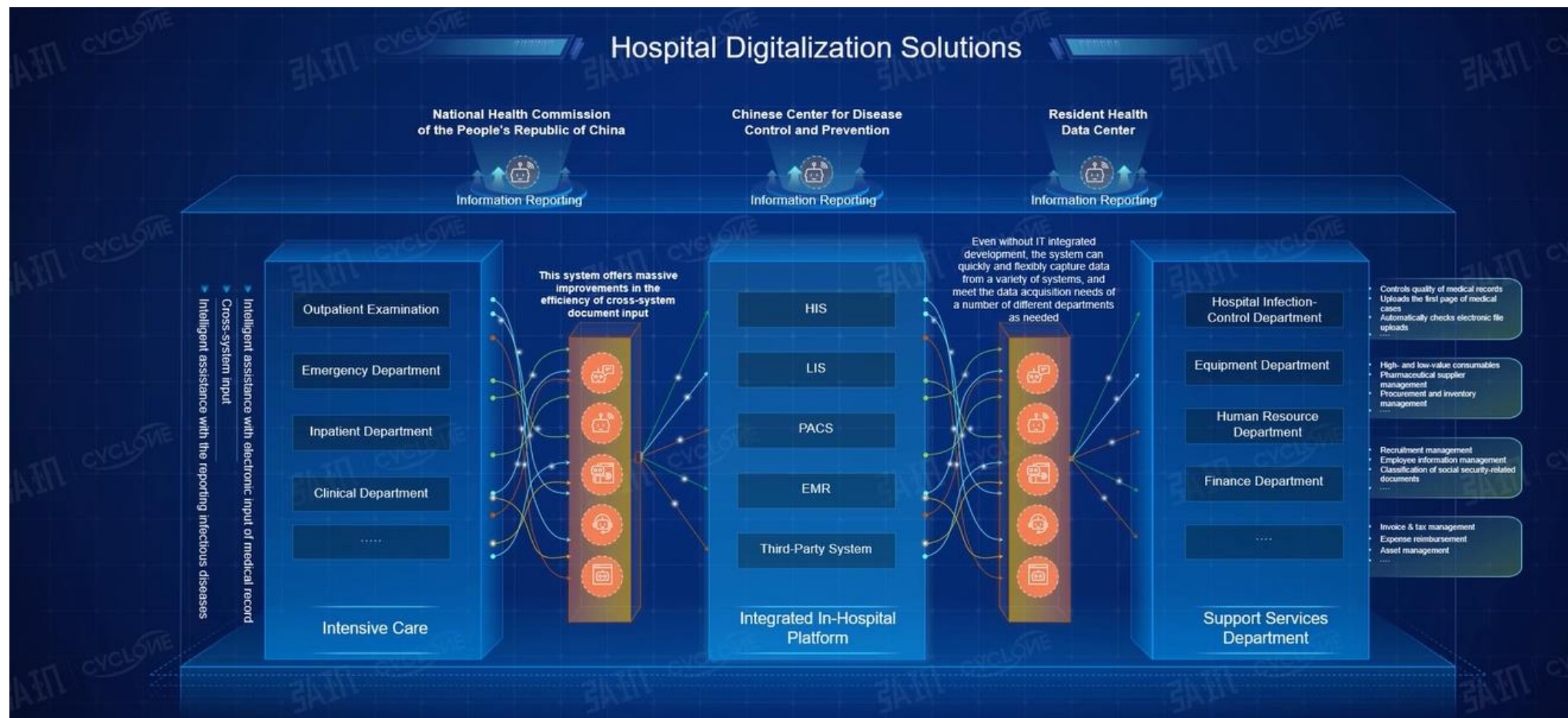
Building up all-round energy detection, use analysis and energy efficiency evaluation AI energy system





# Hospital Digital Solutions

Smart Hospitals, Smart Services, Smart Management: Full-Chain Empowerment.







# E-commerce Digital Solutions

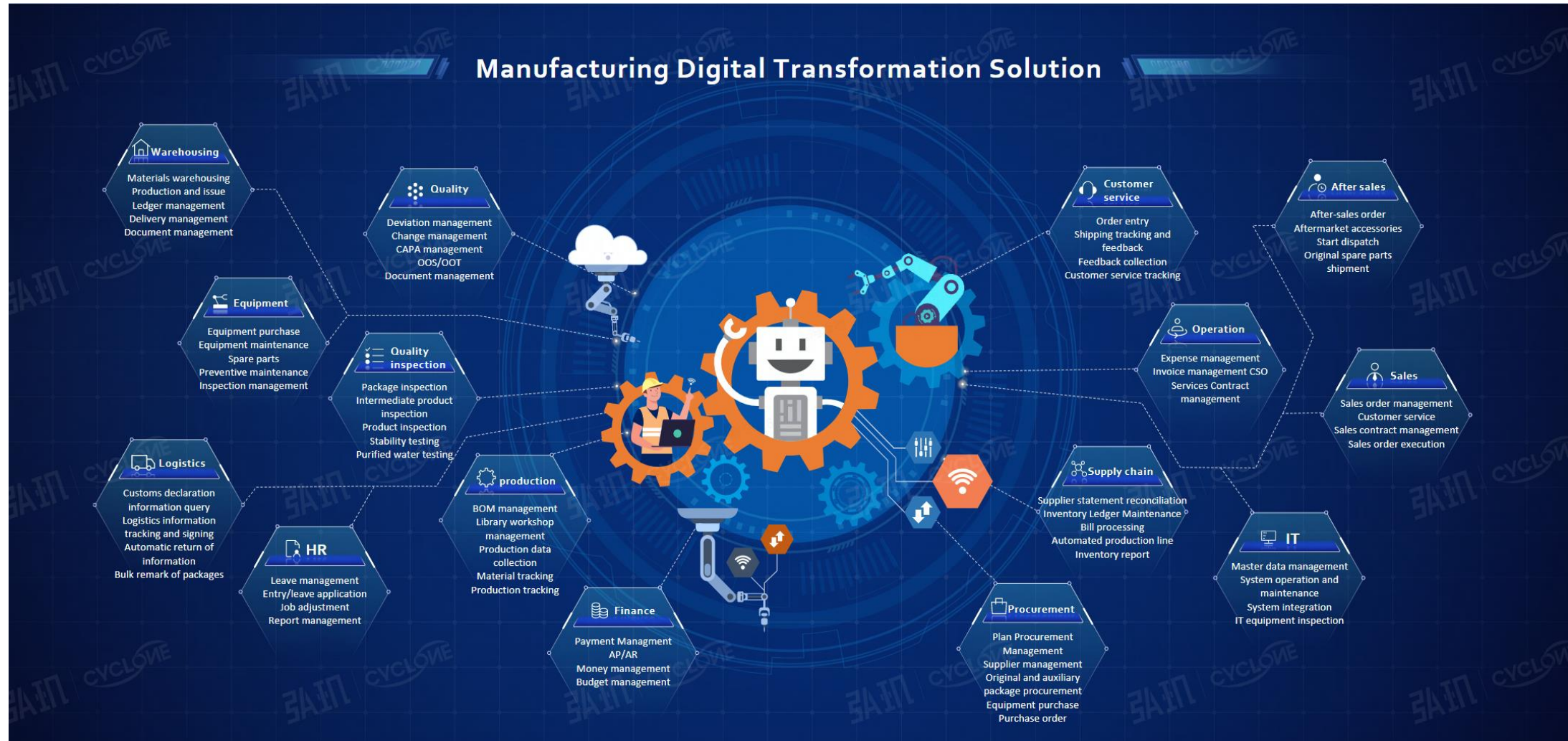
From marketing demand generation to full-link operation services





# Manufacturing Digital Solutions

Comprehensively promote the deep integration of digital transformation and industrialization.







# Logistics Digital Solutions

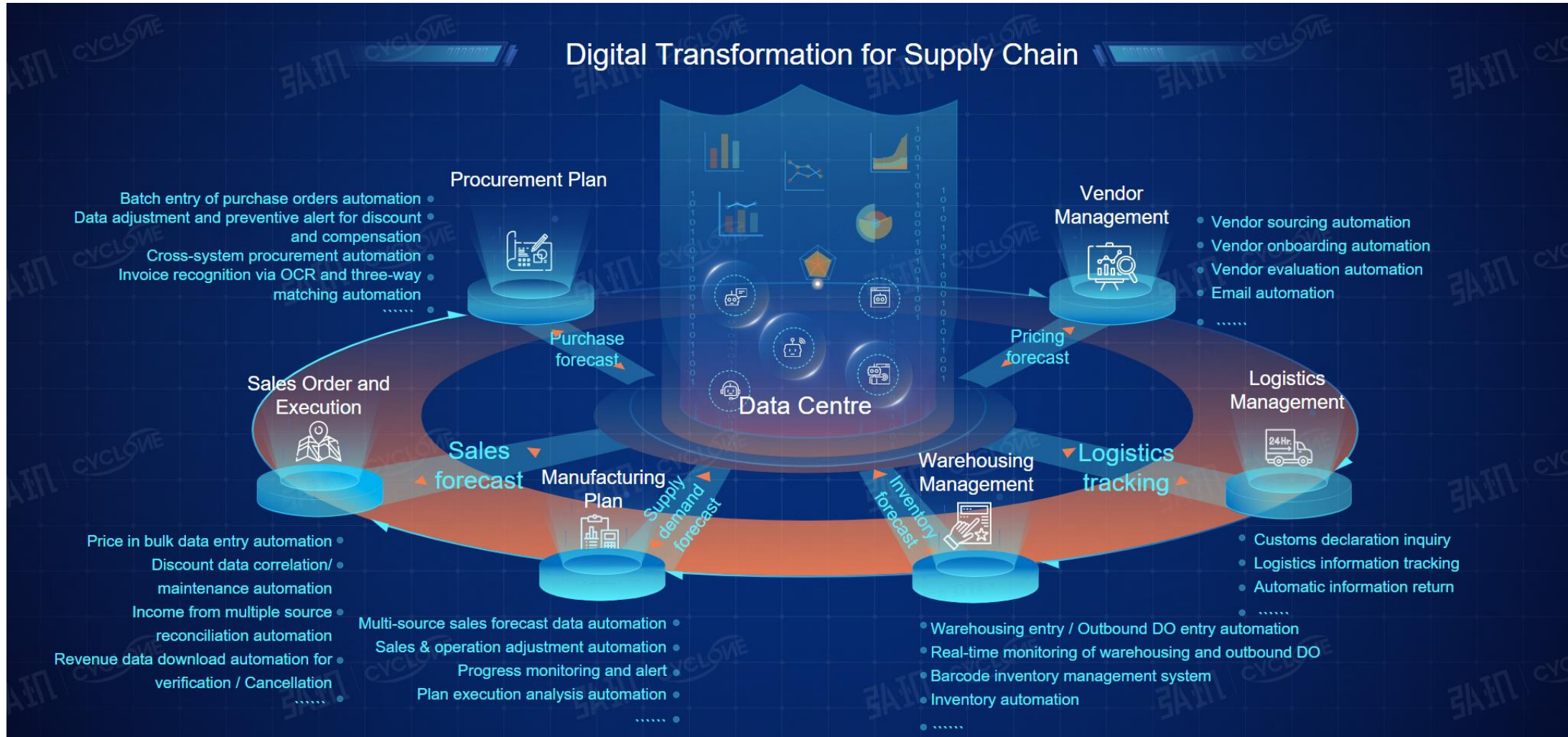
Next-generation digital technologies comprehensively promote the transformation and upgrading of logistics.





# Supply Chain Digital Solutions

A full link digital transformation, realizing connections among key nodes while bringing up efficiency and reducing cost







**Saving of 448 hours of labor monthly**

**Reduce banking operation cost**

**Enhance operation efficiency**

**RUI LI**

IT Department General Manager of China Postal Services Bank

Cyclone RPA+AI intelligent automation platform on one hand enhances daily work processing efficiency and makes sure that data is 100% accurate. On the other, it propels the employees' transformation with the organization emphasizing risk management and control, carries out intelligent "Postal Services Brain" strategy so to adjust to the ever changing market and requirements.

**Customer  
Name**



**Customer's  
Requirement**

Too much repetitive, standardized, time-consuming and error-prone business processes in departments

**Important  
Scenarios**

Credit business collaboration platform use case  
Housing fund information submission and account managers' credit logging

## ◆ Solutions ◆

Enabling Postal Services Bank of China to carry out an intelligent "Postal Services Brain" strategy, pushing workforce transformation, and tightening risk management and control.



**From one person one week  
per month, to 5 minutes.**

**Manual three invoices can save  
the business team 4 hours of  
work per week.**

**GuangYi Sun** Vice General Manager

XINGCHENG Special  
Steel

The digital transformation in manufacturing industry in China grows rapidly. Cyclone RPA helps optimize the process of information exchange and improves the effectiveness of digitalization. We hope to continue improving business and communication efficiency through closer cooperation to reduce risks and cost.

## Customer Name



## Customer's Requirement

Multiple business processes in Finance department consume considerable amounts of time

## Important Scenarios

Product Profit Analysis Report  
Invoice Reconciliation

## ◆ Solutions ◆

Cyclone helps XINGCHENG Special Steel improve its digital operation efficiency and achieve its digital transformation goals.

# Lin-gang Special Area of China (Shanghai) Pilot Free Trade Zone

Budget,  
compared  
with  
traditional

**S a v i n g   o v e r   5 0 %**

Approval efficiency increased by **5 times**

## Customer Name



中国(上海)自由贸易试验区临港新片区  
CHINA (SHANGHAI) PILOT FREE TRADE ZONE LIN-GANG SPECIAL AREA

## Customer's Requirement

Performs task and process mining optimization and operation from multiple organizations and towards multiple systems to increase public affairs approval efficiency and service quality

## Important Scenarios

Deeply connect with vertical systems and realize automation in hundreds of tasks and processes

## → Solutions ←

It provides support to achieve intelligent and smart public affairs management and improves the governance capabilities towards public affairs and social services.

By  
March

China Life data center has received requests from 10 branches about using RPA, resulting in 25 reported processes, Implementing 80 RPAs servicing 36 branch offices nationwide.

**Customer  
Name**



**Customer  
Requirement**

The solution covers operation, finance, IT, sales, customer service, all these departments' business process automation.

**Important  
Scenarios**

Automatic handling of customer service's evaluation KPIs  
Automatic input of invoice data  
Task processing with system access control

**Applicable  
Process**  
(partial)

A customer-centric solution provided to speed up the innovations of online service contents and methods to ensure the service is faster, more intelligent and diversified.



# China Life Automated Processes



Branch Offices	Process Scope	Name of Processes	Systems
JIANGSU	Operation Line	Customer Service Evaluation KPI Automatic Process	BMDM
	Finance Line	Intelligent alerting of Insurance Fee Claim by Sales Folks	ECMS
	IT Line	JIANGSU PaaS Automation Process	paas 、 jankens
	Receive & Dispatch Line	Automatic Query for Marketing Folks' Background Check	Insurers' mobility and penalty information platform (dispatched at the province level)
	Sales Line	Pre-Invoicing printing process	VAMS、 Intelligent office systems (locally dispatched)
SHENZHEN	Finance Line	Invoice data input process	CBPS8-UHMIO、 Online transactions management system (dispatched at the province level)
	Operation Line	Easy extraction of manual check process	CBPS8-UNMIO
		Case retrieval automatic handling process	CLBPS
	Customer Service Center	Transferring confirmed claim out to other provinces	AMCC
XIAMEN	Operation Line	Automatic side task process for planned claim for unsettled payment	IPBPS、 CLBPS
		Automatic side task process for claim graphics download	IPBPS、 CLBPS
	Finance Line	Download of SAP Data	SAP、 OLBPS、 NLBPS
	Finance Line	SAP System Data upload design for specific claim	SAP, hybrid taxation management system (dispatched at the province level)
	Finance Line	Customer Data Maintenance for Invoices in Processing	XiaMen Integrated tax management system (dispatched at the province level) HaiWen System (dispatched at province level)
	Operation Line	Direct Payment Case Responsive RPA	CLBPS
CHONGQING	Operation Line	Supplementary Document Notice Process for new insurance deals	BMDM
FUJIAN	Finance Line	SAP Enterprise Income tax adjustment	SAP
SICHUAN	IT Line	Access granting for core system logins	IFLOW、 CBPSB、 SLBPS、 UBPS、 NLBPS、 OLBPS、 GAPS、 UAA、 IPBPS
		Adding/removal of system access/ password reset for internal support folks	IFLOW、 AMIS
HENAN	IT Line	System access task handling process	IFLOW、 CBPS8、 SLBPS、 NLBPS、 OLBPS
SHANDONG	IT Line	System access task handling process	IFLOW、 CBPS8、 SLBPS、 UBPS、 NLBPS、 OLBPS、 GAPS、 UAA、 IPBPS
	Finance Line	Claim and Payment day clearance and instructions list print out side tasks automation	ECMS
		Serious Disease registration, long-term nuring finance data side tasks process automation	ECMS
GUANGDONG	Operation Line	Due date of claim daily submission process	BMDM

# About Cyclone Robotics

05



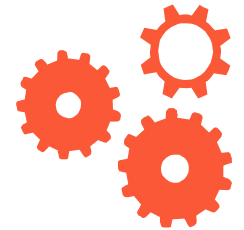
**300%**  
Performance growth

**10 million+** annual visits  
to various enterprises' resources



**World-leading**  
RPA provider

**100 million+**  
Annual R&D investment



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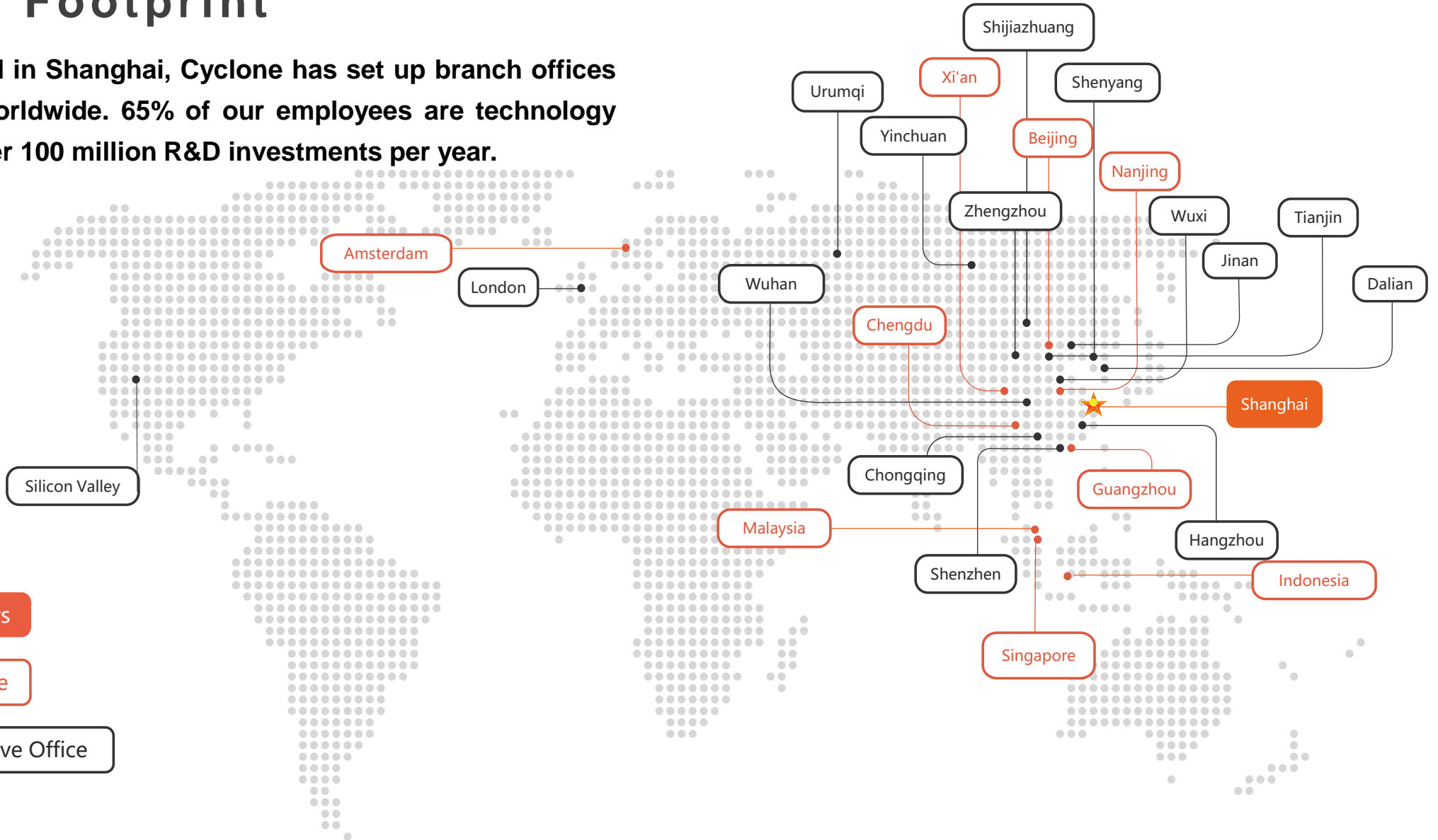
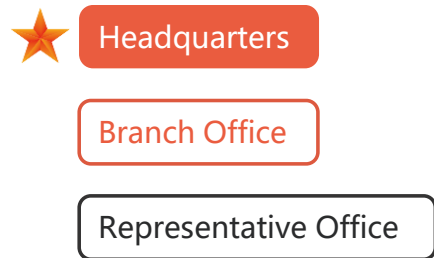
Cyclone is a world-leading RPA solution provider in the hyperautomation industry. Cyclone provides end-to-end software automation platforms and digital transformation solutions covering full industries.

”



# Global Footprint

Headquartered in Shanghai, Cyclone has set up branch offices in 25 cities worldwide. 65% of our employees are technology R&D staff. Over 100 million R&D investments per year.



## AUTOMATION Wing

With integrated product Digital Workforce as core, Cyclone is making "Cyclone Automation" influence in all industries in China market.

## DIGITALIZATION Wing

In line with the government's policy of encouraging digital transformation in all industries, and using mobile apps, cloud computing, and knowledge graph as media, Cyclone supports digital transformation in all industries.

## DATA Engine

Cyclone's data platform can retrieve and design multi-dimensional analysis on huge amounts of process operation and integrated business service data which aims to maximize the application of big data.

## AI Engine

Using Machine Learning, Deep Learning, and NLP as the foundation and assisting with loosely coupled mechanisms, Cyclone makes its own intelligent integration engine.



# Our Management Team

## 高煜光 (Vincent Gao)



### Founder of Cyclone, CEO

- Graduated from Shanghai Jiao Tong University, majoring in computer science
- Obtained master degree bestowed by National University of Singapore MSc
- General manager, Solution and pursuit support Global Delivery Center A&DM, HPE (China) Enterprise Service
- Loves sailing boat, sailing, and rowing

## 程文渊 (Wayne Cheng)



### Co-founder, COO

- MA in Machine Learning by University College London MSc
- MA in Computer Engineering by Shanghai Jiao Tong University
- Previous Executive of software service in IBM GTS GCG and Chief Architect of GTS TSS
- Previous General Manager for Solutions IT Services Department Greater China Region

## 吴迪 (Di Wu)



### Co-founder, CSO

- Previous HP China Vice President, General Manager for Neusoft Carrier (300183),
- Visiting Professor of Ocean University of China and Harbin University of Science and Technology
- EMBA of China Europe International Business School

# Our Management Team

## 高煜丰 (Nicolas Gao )



### **Co-founder, Investors Relations**

- Graduated from Peking University, Guanghua School of Management, MA of Finance and BS
- Previous Investment Director for Everbright Yongming Asset Management Co., Ltd. + Heyuan Capital Management Co., Ltd.
- Once led in investments in QiHu 360, Huaxia Airlines, TaWa Beijing Project and achieved successful investment exit

## 贾崑 (Kui Jia)



### **CPO**

- Graduated from Tsinghua University with his PhD
- Over 20 years work experience in product R&D and Cloud Computing in Silicon Valley
- Previous UiPath Principal Platform Architect, Senior Director of Engineering in Cisco, AWS Architect
- in Chief and Microsoft AZURE Cloud Computing Architect in Chief

## 王业明 (Yeming Wang)

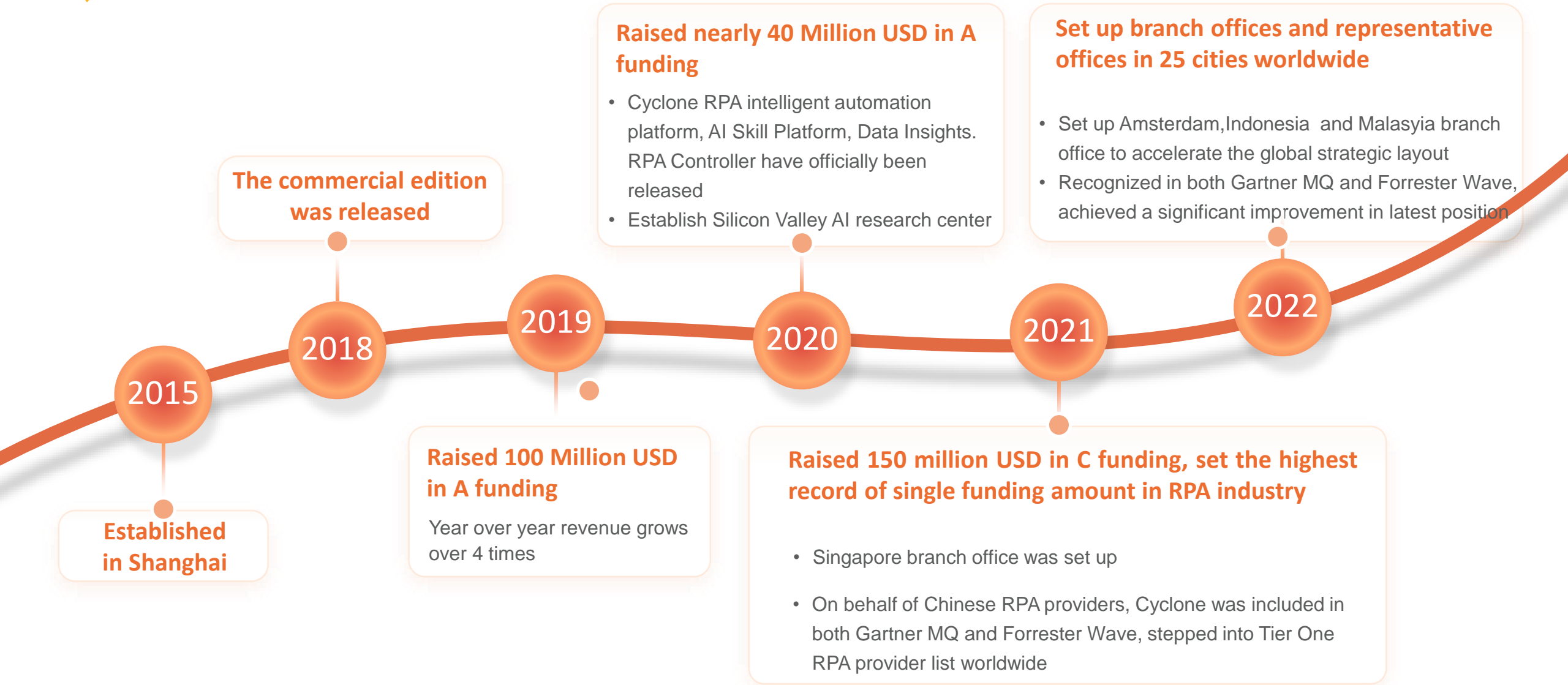


### **GM of Overseas Business**

- Graduated from Nanjing University of Aeronautics and Astronautics with a master's degree in engineering
- Previously served as CEO of Huawei France, President of Key Accounts of Huawei Hutchison Whampoa, GM of Alibaba Cloud International Business and other management positions
- More than 20 years of experience in overseas development, covering business development, cross-cultural management, business environment and local R&D construction, etc.

Coporate Value	Definition
Customer First	<ul style="list-style-type: none"> <li>• Creating value for our customers is the priority of work.</li> <li>• The long-term needs of our customers determine our way forward.</li> </ul>
Pioneering spirit-oriented	<ul style="list-style-type: none"> <li>• Cyclone is always pioneering in business. Every Cycloner is an entrepreneur.</li> <li>• We reach for the stars and acted like men. We can change the world.</li> </ul>
Constant Self-improvement	<ul style="list-style-type: none"> <li>• What doesn' t kill you makes you stronger.</li> <li>• Dare to seek truth from facts. Dare to innovate and embrace change. Dare to endure difficulties and re-invent ourselves.</li> </ul>
Developing Big Picture Thinking and Working with Collaborative Effort	<ul style="list-style-type: none"> <li>• Customer first. Work in unity, cooperation, and with dedication.</li> <li>• Cyclone is as one. There is no distinction between you and me. We are all together for a shared future.</li> </ul>
Adopting a Growth Mindset and Striving for Excellence	<ul style="list-style-type: none"> <li>• The best result of today is the minimum requirement of tomorrow.</li> <li>• We have no other option but to grow and look beyond ourselves.</li> </ul>

# Our Development Journey





# Pioneer of China RPA Market



Cyclone Robotics recognized in 2022 Gartner® Magic Quadrant™ for Robotic Process Automation

**Cyclone has been included in Gartner MQ for the second year**

**with significant improvement in its position as compared to its first entry**

**Cyclone has stepped into Tier One RPA vendor list worldwide.**



Gartner is recognized as  
**"The Oscar in Technology Industry"**

It's by far one of the most trustworthy and reliable research reports and provides the most important reference guide for choice of technology and service types.



## Gartner's Evaluation on Cyclone

### Innovations

Its products cover all processes of automation and Cyclone's investment in AI industry and output are all performing exceptionally well.

### Product Strategy

It provides end-to-end automation solutions including AI/ML capabilities, low-code set up capabilities, IoT automation capabilities and edge automation capabilities.

### Big Geographic Influence

Noticeable market share, Professional solutions with full localization.



# Pioneer of China RPA Market



FORRESTER

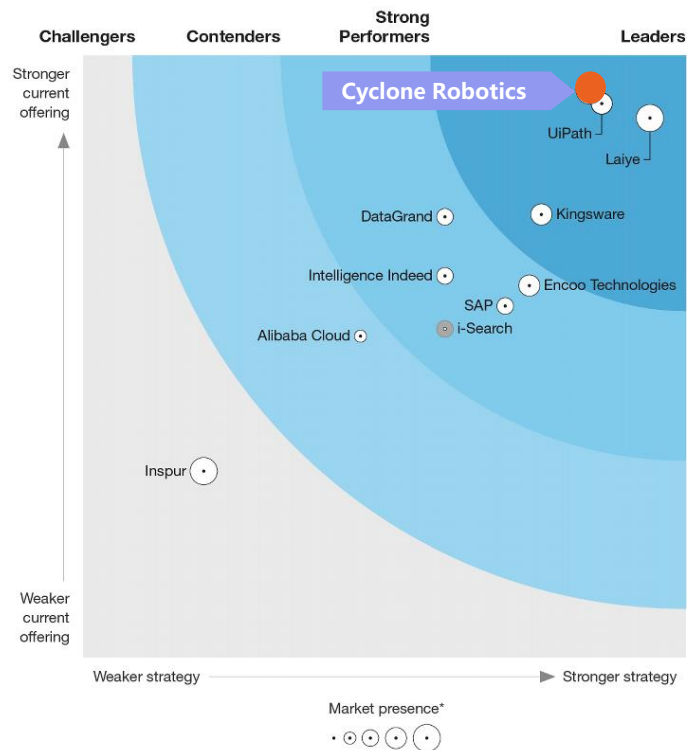
The Forrester Wave™: Robotic Process Automation In China, Q3 2022  
The 11 Providers That Matter Most And How They Stack Up

FIGURE 1

Forrester Wave™: Robotic Process Automation In China, Q3 2022

THE FORRESTER WAVE™

Robotic Process Automation In China  
Q3 2022



\*A gray bubble or open dot indicates a nonparticipating vendor.

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## Cyclone Robotics Named a Leader according to The Forrester Wave™: Robotic Process Automation In China, Q3 2022

Based on 26 criteria across 11 most significant providers of Robotic Process Automation, the company scored highest (4.71 out of 5)

This recognition from Forrester further cements Cyclone Robotics position as a Leader in the RPA market in China



## Cyclone

After being recognized as "Strong Performer" in market evaluation report, Cyclone named as a Leader in the RPA market in China.

Based on current offering, strategy, and market presence, total three angles with 26 dimensions, Forrester has evaluated over 11 Chinese RPA vendors and included in the research report. Cyclone's scored highest in 20 dimensions.

Parameters	Scoring Criteria	Cyclone Score
Product vision	5.00	5
Discovery, bot ideation, portfolio, and ROI	5.00	5
Bot design and development	5.00	5
Performance	5.00	5
Supporting products and services	5.00	5
Revenue	5.00	5
Average deal size	5.00	5



Software Copyright  
Type

Quality and Security  
Related Type (Partial)

Other Software  
Qualification Types  
(Partial)

Other Company  
Qualification Types  
(Partial)

Source: National Copyright Administration of the People's Republic of China (Various Software Certificates)

Source: Beijing Hyde International Certification Co., Ltd (Information security management system certification), Ministry of Public Security of the People's Republic of China (Tier Three Equivalent Protection), IAF International Accreditation Forum, China National Accreditation Service for Conformity Assessment (Quality management system certification), CMMI institute partner (CMMI3)

Source: Shanghai Software Industry Association (Software Enterprise Certificate, Software product certificates)

Source: CCID Net, Journal of Internet Economics (Industry informatization best RPA product certificate) Shanghai Municipal Science and Technology Commission, Shanghai Finance Bureau, Shanghai Taxation Bureau (High-tech enterprise certificate), Zhongpu Xinda International Credit Rating (Beijing) Co., Ltd (Contract-abiding and trustworthy qualifications)



## Products

**Low-code Skills:** An integrated AI core technology combining CV, NLP, ASR, ML,

**Integration Capabilities:** Consolidate major operating systems, software, hardware, SaaS, third-party AI components, and standardized software and software developed by companies their own.

**Cross-Platform Capabilities:** support desktop, mobile apps, clouds, and cross-platform deployments.

**Development Capabilities:** support customized development, scalability **Reliability, robustness, security**

## Consultancy

Consulting experts with 15+ year experience of digital transformation and have industrial foresight and can provide customers with decision-making support at every step of the digital transformation journey.

## Services

It provides standardized service from the company's own making and supports customers' evolving business requirements.

Localization is supported in multiple languages (Mandarin, English, Japanese).

Fast response time.

## Innovations

To build a future-proofed hyperautomation through working with customers to bring the digital transformation back to the organizations.

# THANK YOU