

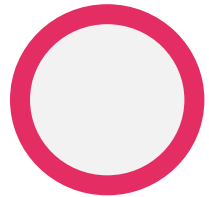


Presentation

Digital Transformation Journey: RPA

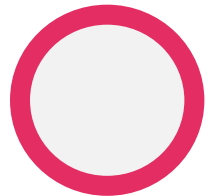
What is Robotic Process Automation (RPA)?

RPA is automation software with artificial intelligence and machine learning capabilities that simulates humans' actions in the **digital environments** and independently from any other platform works **periodically** within **certain rules**.



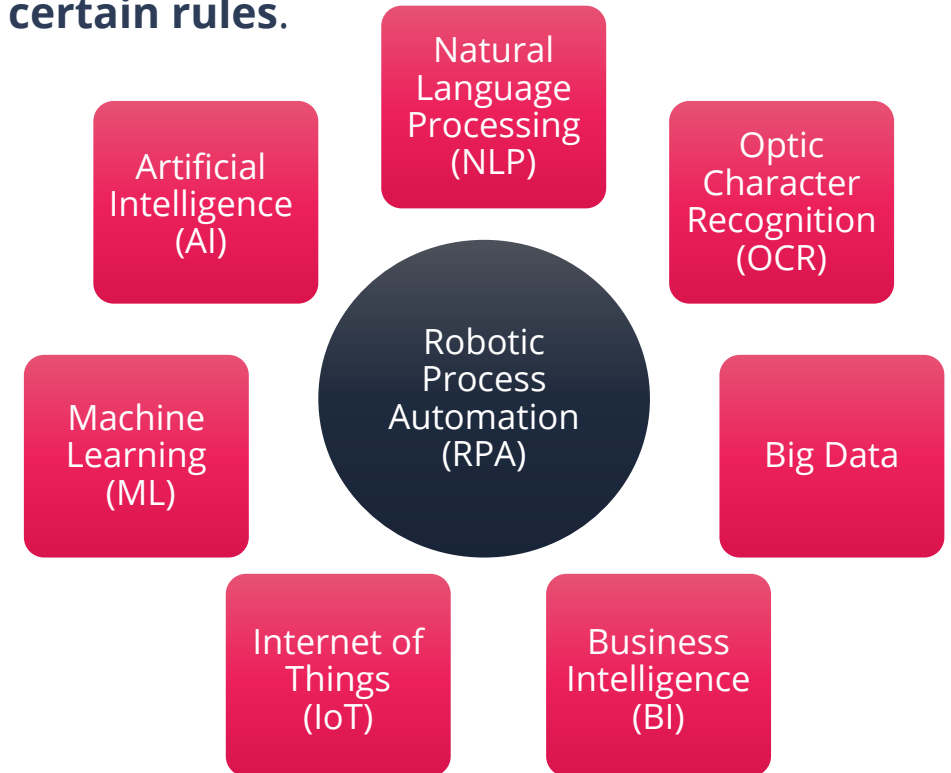
RPA, integrated with the developing technologies in the digital world;

it creates "**digital smart workers**"



Robotic Process Automation;

At the heart of new technologies with its ability to learn, communicate and control data!



By Sector

RPA in Turkey

Finance



Insurance



Telecommunication



Energy



Manufacturing



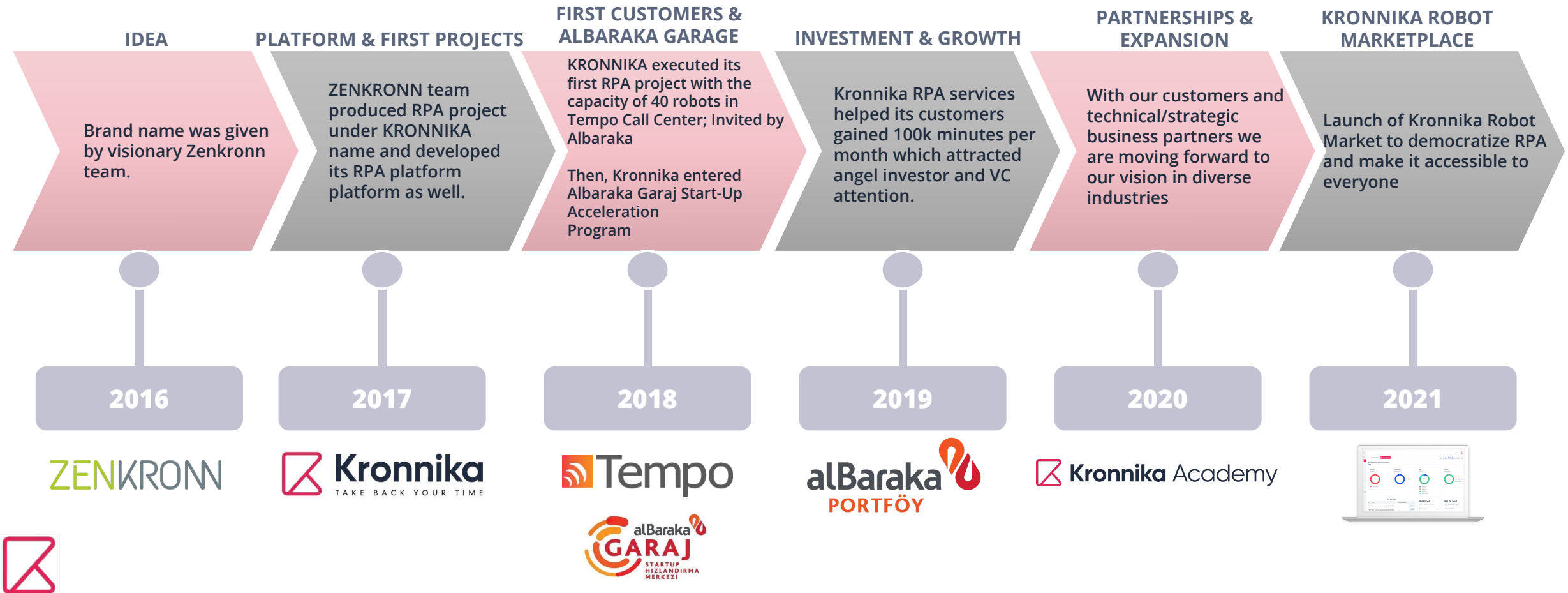
Public Sector



Kronnika: From Yesterday To Today

Kronnika History

Kronnika automates repetitive operational workflows and provides a digital workforce.



Vision

As Kronnika, we believe that time is the most valuable asset for both individuals and organizations.

Our Vision is:

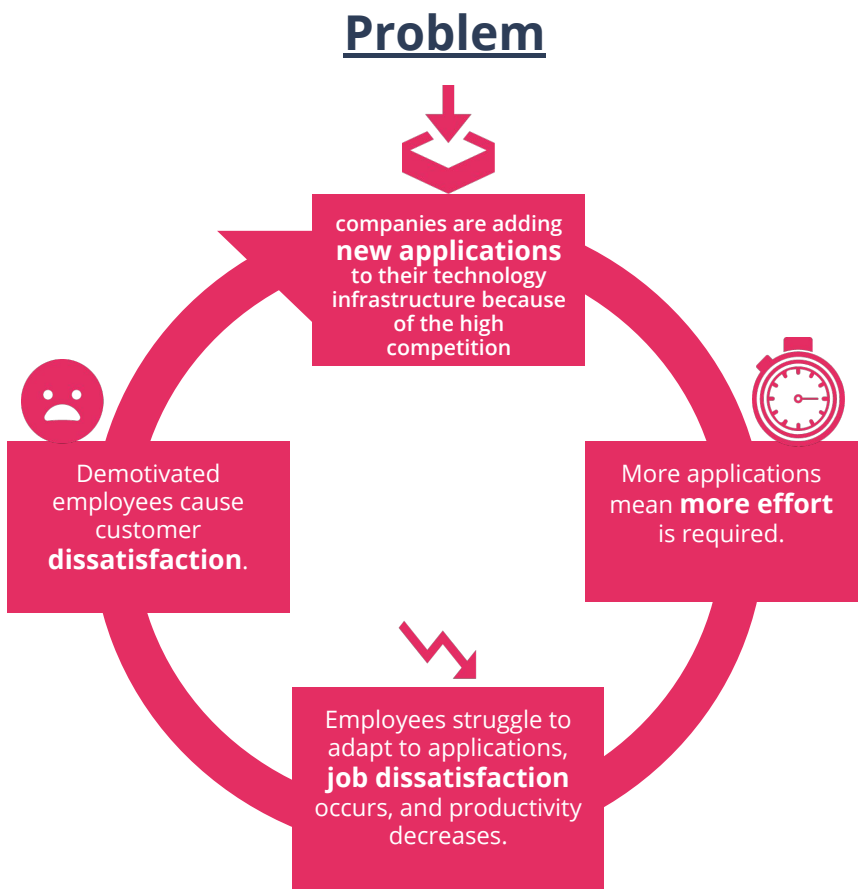


**To be the leading time-saving
RPA company in the world !**



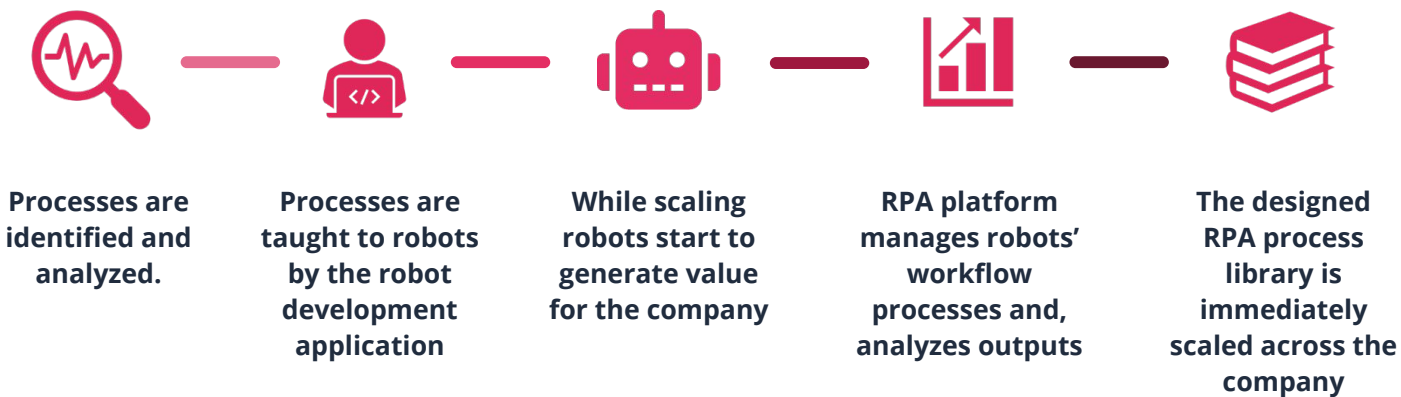
Solution To The Complicated Digital Transformation Cycle: Kronnika!

Problem, Solution and Implementation



Solution and Implementation

With the Kronnika RPA platform and ready-to-use robots, it performs digital transformation without changing any applications.



Our Benefits

Why Kronnika?



Robot Marketplace and Quick Implementation

While you can automate your processes quickly with our **ready-to-use and state-of-the-art robots**, you can also transfer your specific processes to our tailor-made robots within days.



Low Cost and Fast Scaling

Regardless of the number of robots, you can automate your processes with the **pay-as-you-go** model without paying a robot license fee.



Technology and IT Independent

Kronnika RPA solutions work in accordance with any operating system and application you use.



Employee and Customer Satisfaction

With our robots that work 24/7, you can improve customer and employees satisfaction and transfers tasks to digital assistants.



Time Saving!

After the processes you automate, the best benefit Kronnika provides you are saving time.



Our Customers and Partners

References

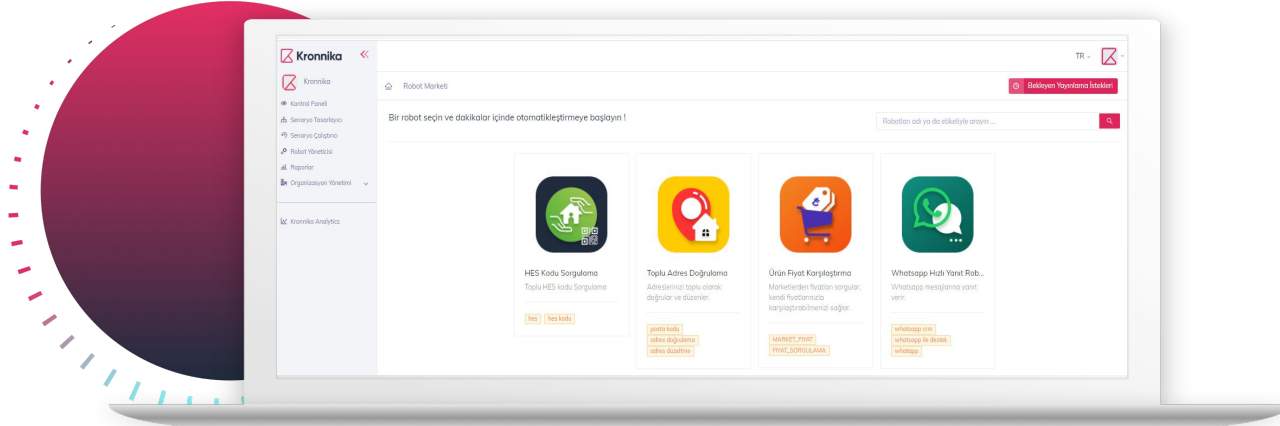
Customers











RPA Use-Cases Implemented by Kronnika

Kronnika RPA Solutions

As Kronnika, we continue to save time for our customers from different sectors with our tailor-made and ready-to-use robots.



- Kronnika robots; can do works **6 times faster and nearly 100% error-free** than humans.
- It works like a human on the interfaces of applications such as **ERP, CRM, Excel**.
- Our **ready-to-use robots** are available for immediate use on the **Kronnika robot marketplace**.

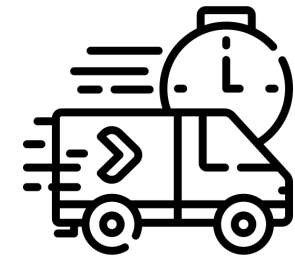
-  Saves WhatsApp messages to CRM
-  Onboarding and Compensation
-  Reads emails and replies.
-  Monitors competitor's prices and products
-  Creates offers and processes invoices
-  Compares invoices with quotes
-  Tracks and monitors inventory
-  Requests a quote and places orders



RPA Use Cases

Industry Based RPA Implementations

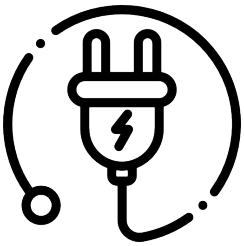
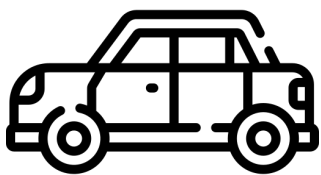
Finance, Banking and Insurance	Telecommunication	Healthcare	Logistics	Retail
New account creation and verification	Customer relationship management	Processing of patient data	Creating data flow between systems	Product and Catalogue monitoring
Reporting	Data collection and consolidation	Medical invoice processing	Invoice processing	Inventory management
Data validation	Data entry and migration	Appointment management and notifications	Freight planning and tracking	Product categorizing
Payment and invoice processing	Accounts receivable and payable tracking	Patient data monitoring	Customer relations management	Supply chain and order management



RPA Use Cases

Industry Based RPA Implementations

Automotive	Energy and Environment	Public Administrations	Juristical Processes	Tourism & Travel
Order & Payment Operations	Support line operation	Administrative service applications management	Risk Assessment & Customer Purchase Form Filling out	Order & payment operations
Competitors follow-up	Complaint management	Reporting	Execution file automation (receipts, expenses, allowance, attorney fees)	Data management
Manufacture process management	Invoice management	Address change control	Juristic records & template contract creation	Support line operations
Suppliers management	Customer data danagement	Data validation	Contact lettering preparation, records processing	Data flow support in the platforms



RPA Examples

Business Unit Based Applications



Human Resources

- SGK* Personnel Data Entry
- SGK Surname Update
- SAP Personnel Data Entry
- Individual Pension Application
- Private Health Application
- Meal Card Application
- Recruitment Instructions
- Payroll Process



Procurement & Sales

- Quotation and Offer Comparison
- Competitor Price Comparison
- Inventory Tracking
- Offer Creation and Sharing
- Catalogue Creation and Emailing
- Freight Management
- Inventory Management
- Freight Planning and Tracking



Accounting & Finance

- Data Entry on SAP
- Reporting
- Invoice Processing
- Invoice - Waybill Comparison
- Waybill Entry
- Salary & Benefits Payments
- Mailing
- Reconciliation



*SGK: Republic of Turkey Social Security Institution

Human Resources / Employee Onboarding Process

Sample Automation / 1

70min → 13min

Bilgi tipi Düzenle Göt Eklr Sistem Yardım

0000-İşlemler dizisi yarat

Bilgi grubunu değiştir

Pers.no. 821941

Gçrl. 14.02.2020 son 31.12.9999

Personel işlemleri dizisi

İşlemler dizisi türü İşe alma

İşl.dizisi nedeni 02 Mevcut Kadro

Durum

İstihdam Etkin

Organizasyonel tayin

Pozisyon 50011196 TEMİZLİK İŞÇİSİ

Personel alanı 1000 Gıda Sanayi A.Ş.

Çalışan grubu 1 Normal

Çalışan alt grubu 03 Kapsam Dışı Memur

Ek işlemler dizisi

Başlangıç	IDTü	İşl.dizisi türü tnm.	IDN	İşl.dizisi ndn.tnm.



SAP Personnel
Data Entry



SGK No
Update



SGK Recruitment
Declaration Entry



SGK Surname
Update



Meal Card
Application



Individual
Pension
Application



Private
Health
Insurance
Application



Personnel
Card Printing



Police
Reports



Recruitment
Instructions

10 processes during end-to-end recruitment processes took 70 minutes of 4 staff, made entirely by a single robot.



Marketing / Competitor Price Analysing

Sample Automation / 2

1

The robot visits the source websites where the competing prices are published.

2

The robot transfers the prices it collects to an excel file based on chosen brands and products.

3

A report is created in an Excel file in a format suitable for your needs.

4

The relevant report is sent to the right persons by e-mail at the determined frequency.

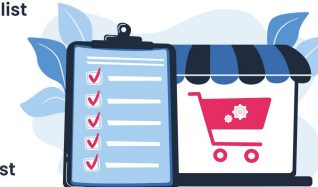
480 mins → 107min



Supermarket Product Price
Comparsion Robot can list

300

Products or items in just
15 minutes!



Customer Relationship Management/ Call Center

Sample Automation / 3

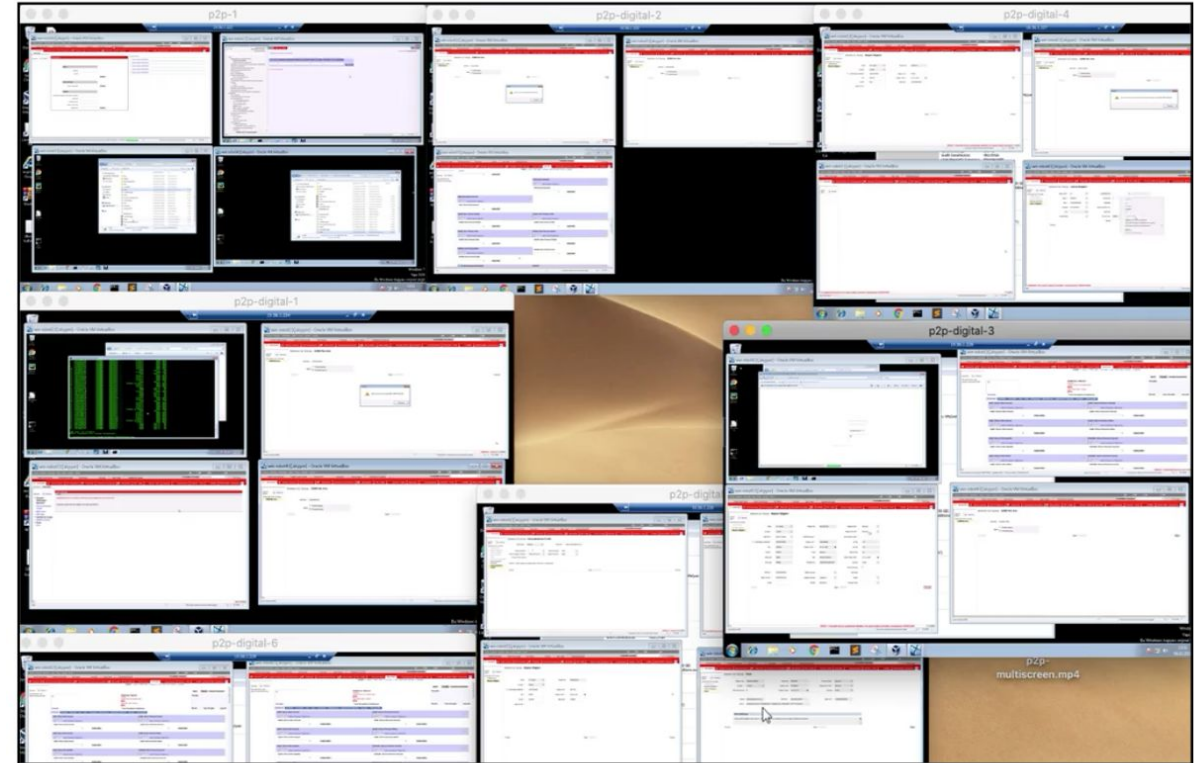
12mins → 2mins

30+ Robots work 7/24 on CRM;

Robots do the following tasks

- Mobile Phone network activation;
- Mobile Phone Tariff changes;
- Updating customer contact info (emails & addresses).

Therefore, more than 20 customer representatives can focus on sales & marketing activities.

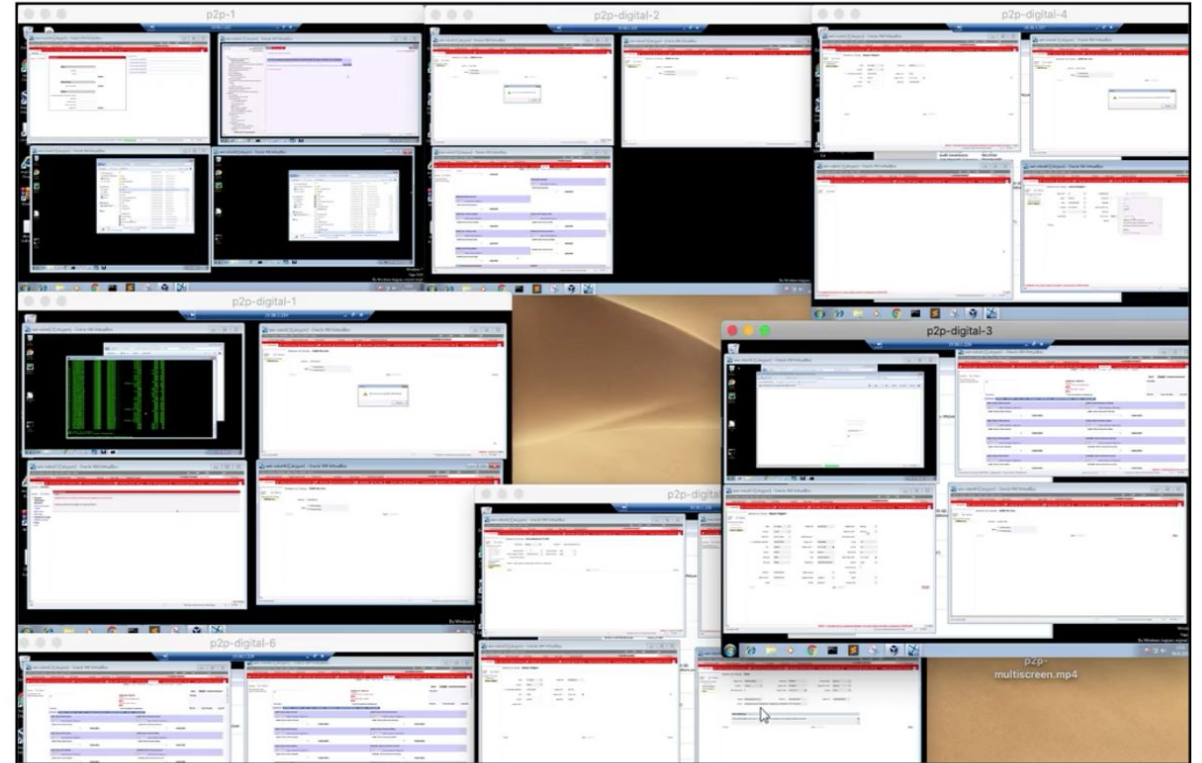


Sample Automation / 4

- Distributing monthly debt-credit of 1500+ insurance agents and,
- The insurance of payment orders is done by robots.

The process, which is done by 2 employees working 10 days a month, is completed by robots within 8-10 hours without any errors.

90sec → 16sec



Case Studies

Bereket Insurance Company



20'
Minutes

Bereket Insurance reduced new agency opening transactions from 1 business day to 20 minutes.

With Kronnika RPA, **51 different data rows** are entered automatically into **8 separate platforms** during the agency opening process.



Thanks to Kronnika's Robotic Process Automation technology, Bereket Insurance; Reduced the Agency Starting process from **1 business day to an average of 20 minutes.**

Success Stories

Fast Food with RPA

Fast food companies working with Kronnika, saved hundreds of minutes in;

- Performance tracking
- Financial affairs
- Competitor analysis
- Human Resources Processes

with Kronnika robots working 24/7.

For a fast food chain we work with, Kronnika robots made commission and reconciliation checks at 3 banks and 4 food checks, worked for 132 minutes and saved 7200 minutes.



Our robots used for employment onboarding/offboarding process and saved



minutes in 3 months



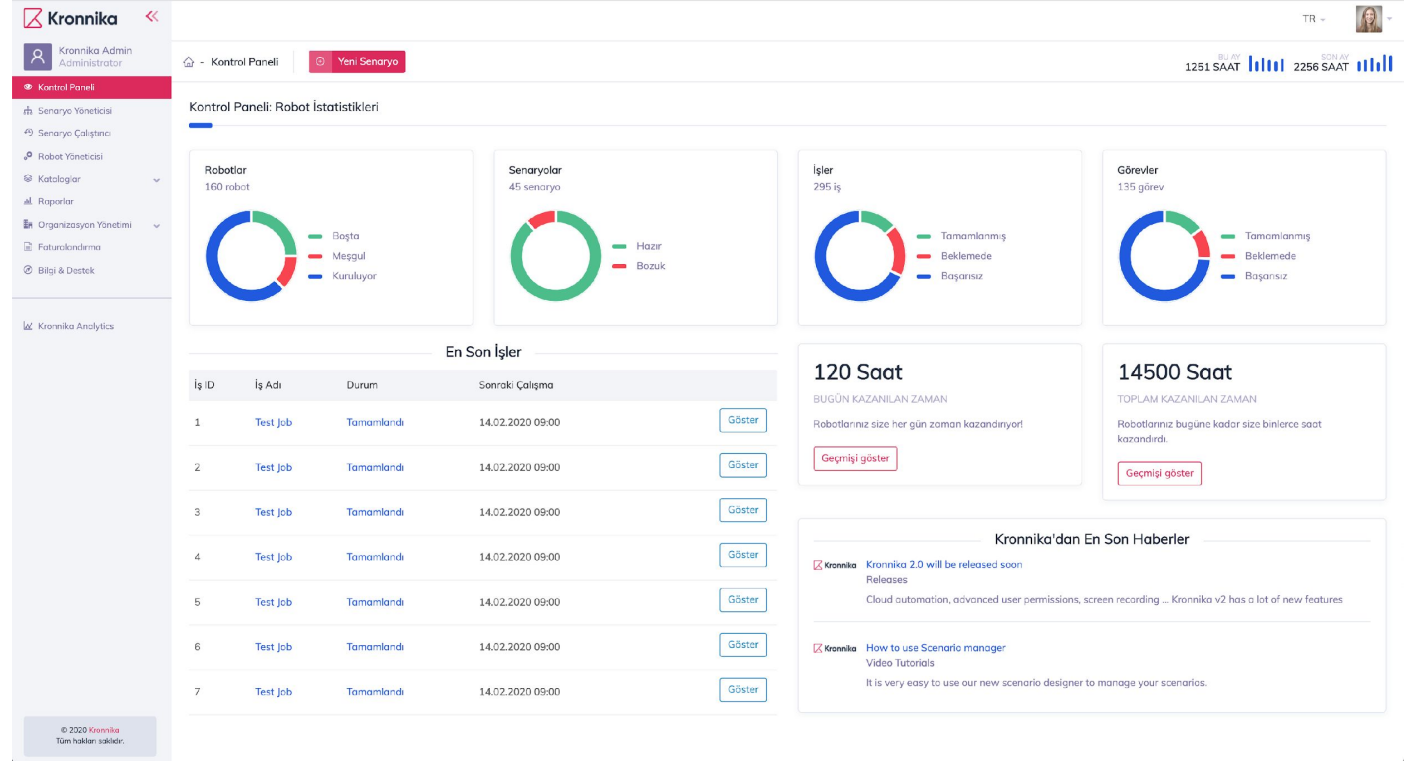
7200'
Minutes

The time we save for a single fast food chain in 1 month!



Manage Your Digital Assistants

- Easy management of Digital Assistants (Robots) from one place
- Powerful and flexible platform infrastructure
- Fast scalable
- Unlimited number of robots
- Functional RPA library for each company
- Monitoring with advanced analytics features and analysis screens
- Benefit-based pricing, instead of license-based



Success Story

Kronnika 2020 Summary



Kronnika RPA saved
3.220,121 million minutes
for the companies in 2020



Robotic Process Automation startup **Kronnika** with the vision of becoming the world's most time-saving company;



With 40 active RPA scenarios



With 111 Active Robots



3,220.121 Minutes
saved for the companies



Until Today...

Kronnika Metrics



How Kronnika can transform your business...

Customer Reviews

We started our first RPA project with Kronnika in December 2020. Today, we have robots that save us a lot of time in our work and processes, which can respond differently according to the demands of our policyholders from different channels, register new customers to the CRM for first-time requests, and assign the request to a specialist from our sales team. We would like to thank the Kronnika Team, for which we can always get support and contribute to our business development processes with their innovative ideas.



Sigorta Partner
Burak Baybörü, CEO

By start using Kronnika Whatsapp robots in our processes, we started to carry out a business process that we could not follow before.

From the Whatsapp application used in in-house communication with Kronnika robots; We have had the opportunity to report the requested data, multimedia files and information that may constitute a violation of KVKK. We will continue to strengthen with Kronnika robots by starting to use robots that will respond quickly and collectively in the near future.

Thanks Kronnika team for the 3,799,982 minutes we saved!



Tempo Çağrı Merkezi
Deniz Eren, Toplam Kalite ve BGYS Direktörü

We use Kronnika Digital Workforce for performance measurement & automation of our financial reconciliation processes. Our goal is to automate all repetitive business processes that have a critical output but take time to perform manually. With Kronnika, instead of dealing with these repetitive jobs, that we had to devote 4-6 hours to each of our employees in the past, they can focus on more value-added jobs.

It is a great pleasure for us to see that.

Thanks, Kronnika!



KFC Turkey
Vildan Çal Özel, Chief Digital Officer



How Kronnika can transform your business...

Customer Reviews

We tried to process 700-800 requests per month last summer. After starting to work with Kronnika, we do not have such a problem. Kronnika robots complete 80% of the work successfully. We will increase this rate to 90% with the work we do together.



McDonald's Turkey

Rasim Beyazkurt, Accounting, Personnel and Personal Affairs Manager

Thanks to the e-mail notifications of the operation reports, We follow our work perfectly without skipping the details via Kronnika Robots!



Tempo Call Center

Hatice Kurtul, After Sales Support

We automated our Technopark Portal operations with Kronnika. We are satisfied with our robots that complete our operations which take about 4 hours in a few minutes. Thank you very much, Kronnika team!



İzmir Bilimpark

Atiyer Eskiçirak, Regional Office Manager



RPA Training

Kronnika Academy

- For students to set their career goals,
- For companies to meet with RPA,
- For orientation and in-service training for employees of companies that have met with RPA,
- For instructors that would like to introduce different audiences with RPA,
- To provide support training for its customers and technical / strategic partners.



 **Kronnika Academy**

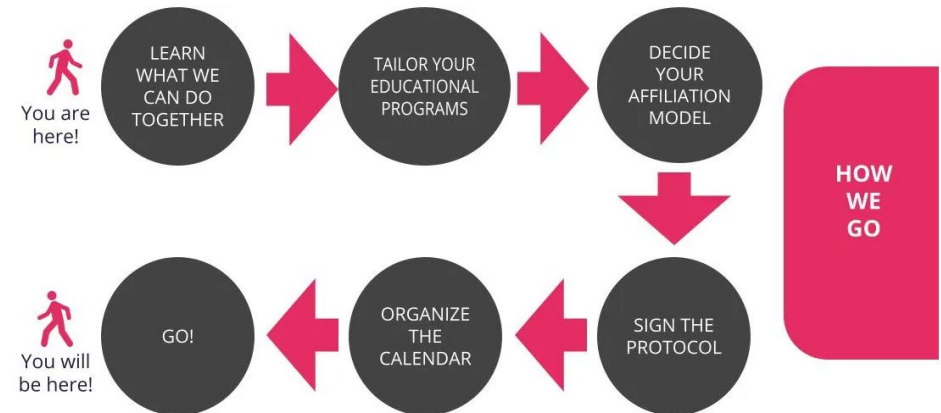
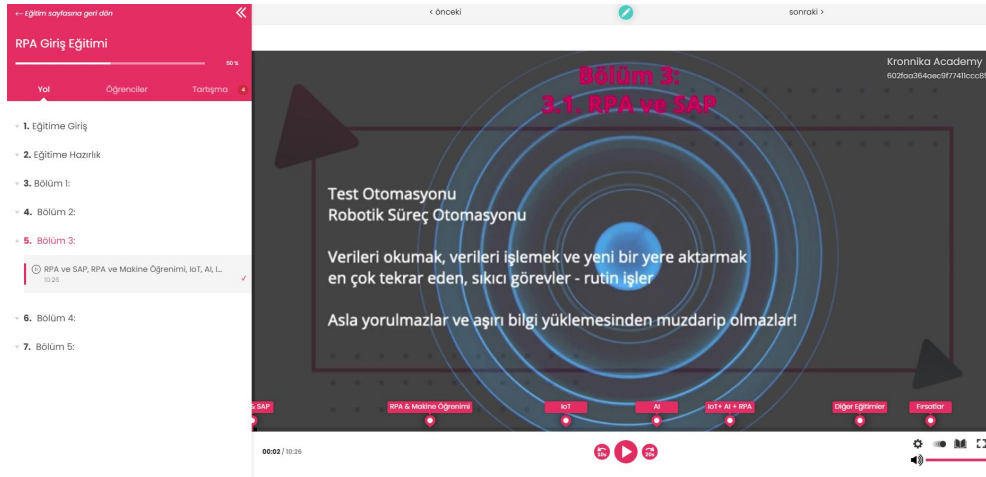
**We aim to train a total of
250.000 Developers & Analysts
within 2 years.**

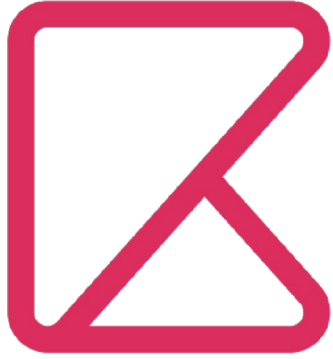


RPA LMS Platform: academy.kronnika.com

Kronnika Academy & Affiliation Models

GENERAL	DEVELOPER	ANALYST
<ul style="list-style-type: none">■ RPA Entry Training■ RPA Training Of Trainers■ Kronnika Certificate Program	<ul style="list-style-type: none">■ RPA Developer Training Phase 1■ RPA Developer Training Phase 2■ RPA Developer Training - Kronnika Platform Orientation	<ul style="list-style-type: none">■ RPA Analyst Training Phase-1■ RPA Process Mining■ RPA Analyst Training Kronnika Platform Orientation





Kronnika

Thank You!

Istanbul Office : Kartalkule Esentepe Mahallesi, İnönü
Caddesi No.147 Kat.19 D.178 Kartal, İstanbul.

R&D Office: Bilimpark, İTOB Organize Sanayi Bölgesi, 10032.
Sokak, No:2A Tekeli, Menderes, İzmir

Phone : +90 216 709 5914

Email : info@kronnika.com