

# WORKFLOW AUTOMATION

## RUBICON WORKSHOP

Jamie Walsh

Solimar Systems Inc.

Regional Sales Manager

---

September 13<sup>th</sup> 2017

# Agenda

---

- Solimar Systems – Background
- So what is a Workflow and what constitutes Automation?
- What are the goals of an Automated Workflow?
- How Solimar Systems addresses the theme of Workflow Automation
  - Our Approach
  - Our Solutions
- Stay in Touch and Questions

# Solimar Background

---

- Experts in PDF workflows for:
  - white paper factories
  - securing data & documents
  - ROI & value-add offerings
- Steady-State Architecture
  - scalable, multi-client, globalised
- Active members:
  - AFP Consortium
  - PDF Standards Committee





# Solimar Around the World



# What is a Workflow and what constitutes Automation?

---

“The sequence of industrial, administrative, or other processes through which a piece of work passes from initiation to completion.” – The Oxford English Dictionary

A workflow commonly has 3 key components<sup>1</sup>:-

- Includes a series of predictable steps
- Is repetitive
- Involves 2 or more people

“The use or introduction of automatic equipment in a manufacturing or other process or facility.” – The Oxford English Dictionary

<sup>1</sup> – [www.ayehu.com](http://www.ayehu.com)

# What are the goals of an Automated Workflow?

---

Lets go round the room for one contribution from each person...

- Maximise efficiency and productivity levels
- Eliminate mistakes and redundancies
- Increase speed of processing, which can boost service levels
- Enhance visibility of progress and establish greater accountability
- Add value to the business and its clients

“At present, only about 5% of jobs can be entirely automated” – Susan Lund, McKinsey & Co

The challenge for employers will be – what can I do with the extra human resource and capacity that Automation creates?

# The 5 Jobs that Robots will Take First...

---

## 1. Middle Management

Especially the “box fillers” and “paper pushers”

## 2. Commodity Sales People

Quality, Service and Cost evangelists beware!

## 3. Report Writers, Journalists and Announcers

The machines are taking creative writing classes

## 4. Accountants and Bookkeepers

Robo accounting is in it's infancy but is efficient at the basics

## 5. Doctors

Robo surgeons are already correcting eye sight and replacing knee's

# SOLIMAR SYSTEMS AND WORKFLOW AUTOMATION

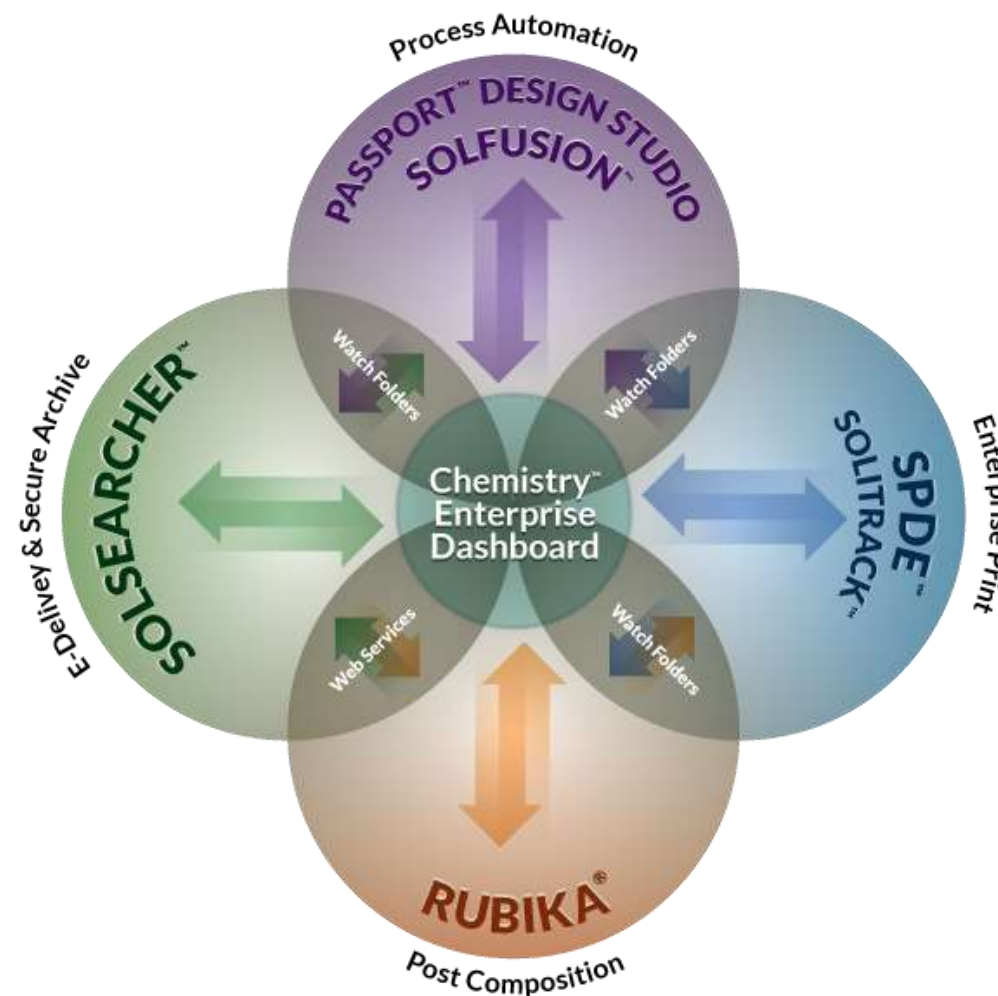


# Our approach

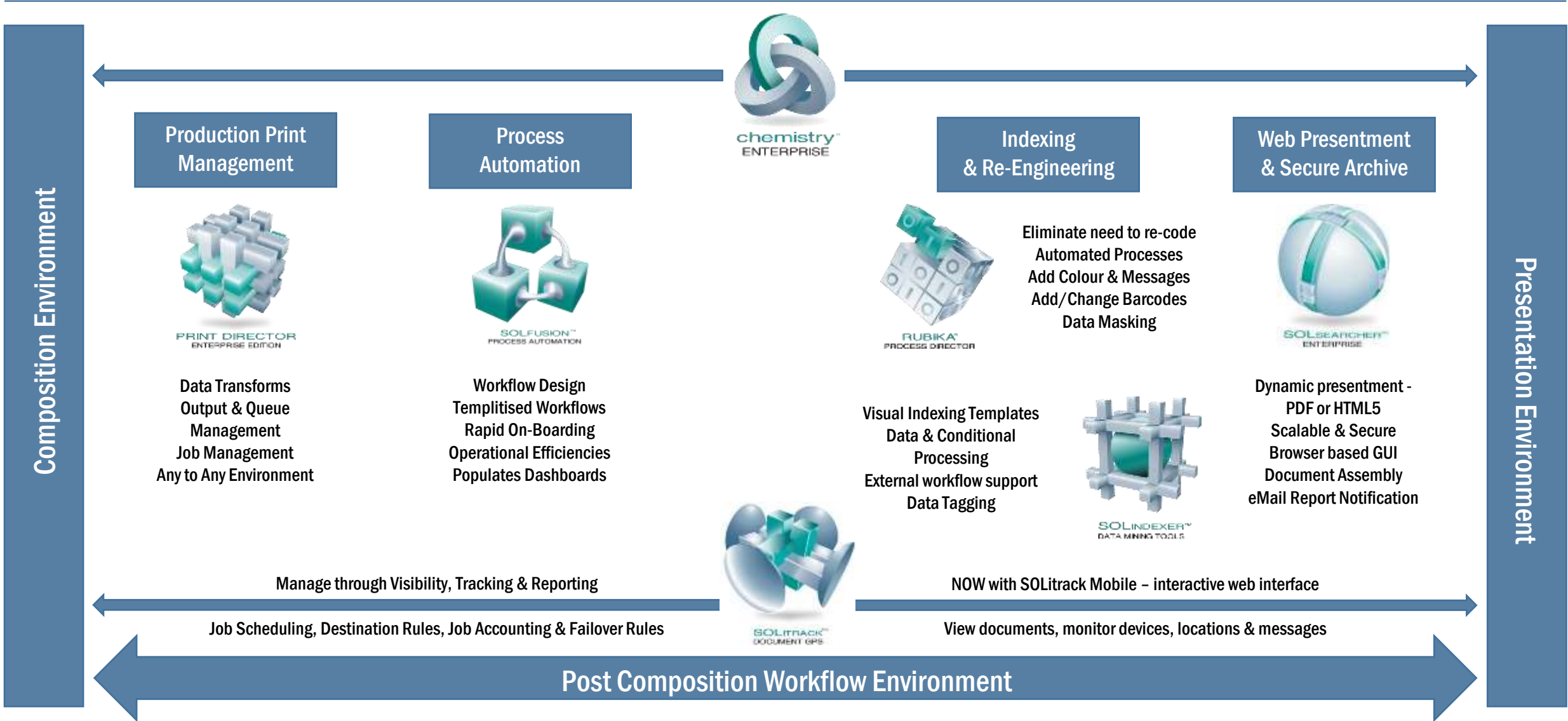
- Solimar provides an “Any to Any” workflow based around PDF standards
- We are positioned Post Composition
- Our solutions are both modular and scalable

Focused on:-

Process optimisation  
Cost reduction  
Visibility and tracking  
Multi Channel distribution and Archiving  
Adding value through enhancement



# Solimar's Solution Portfolio



# QUESTIONS

Stay up to date with developments and news...



@SolimarSystems or @SolimarUK



[www.facebook.com/SolimarSystems](http://www.facebook.com/SolimarSystems)



[www.linkedin.com/company-beta/50347/](http://www.linkedin.com/company-beta/50347/)



[www.solimarsystems.com/email-signup/](http://www.solimarsystems.com/email-signup/)

# THANK YOU!

Jamie Walsh  
Regional Sales Manager

---

[Jamie.Walsh@solimarsystems.com](mailto:Jamie.Walsh@solimarsystems.com)

Mobile: 07377 143 665