

Robotic Process Automation (RPA)

Customer

A company offering Robotic Process Automation (RPA) solutions to enterprise customers. RPA is a technology that employs software robots to automate repetitive, rule-based tasks. This includes activities like data entry, processing transactions, and managing workflows. By mimicking human actions in digital systems, RPA enhances efficiency and accuracy in business operations.



Challenge

Provide support in successfully growing the business internationally by focussing on the key benefits RPA offers to customers.

Actions, deliverables and results

Market Intelligence reports

Competitor analysis

Corporate and customer Presentations

Sparring-partner for the CEO on commercial challenges

Winning and expanding new strategic customers

