Outline to Activating a Lucrative Future Proof Partnership
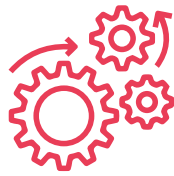
Let humans do what they do best. For everything else, there is a bot.

Do-it-yourself automation
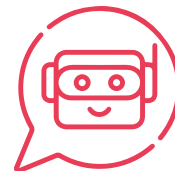
Cloud native platform

Enterprise grade security

Pay-as-you-go pricing
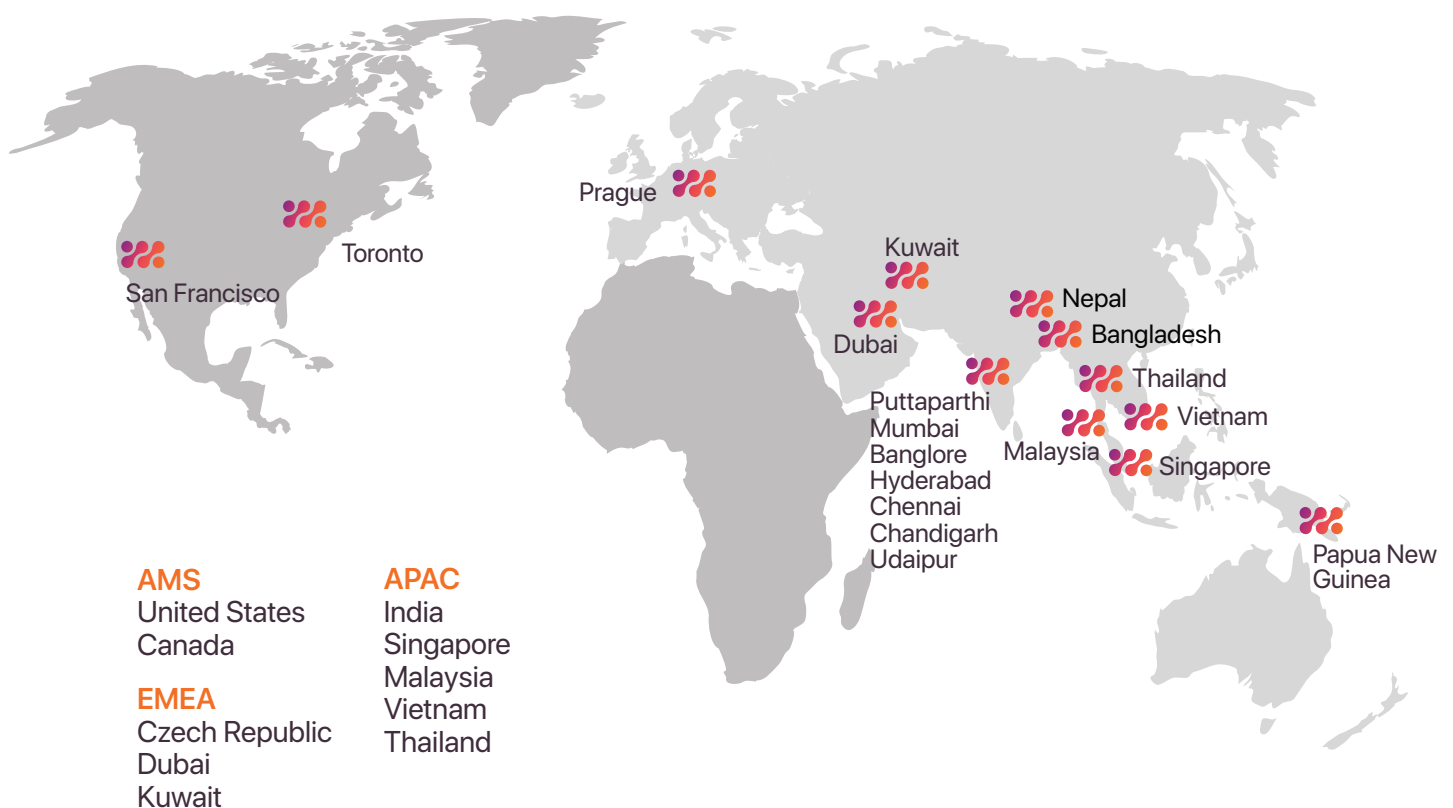
Powered by deep learning

Unlimited bots & users

Create software bots with no coding skills.
An intelligent platform for non-technical users to automate computer tasks.

Founded in 2019, Lokibots is a cloud native, intelligent automation platform that empowers business users to automate computer tasks with zero coding. We are pioneers in cloud-based intelligent automation technology with an efficient user interface and enterprise grade security.

Our mission is to support businesses of all sizes by democratizing access to RPA technology solutions to create operational efficiencies and future proof businesses across the board. Competitive pricing, coupled with easy implementation and our powerful platform make us a strong partner for our customers. Our head offices are in California, USA and we have local market presence across the globe with satellite offices and redistributors in five continents. We are growing exponentially and look forward to continue automating the world

Prague

Kuwait

Nepal

Bangladesh

Toronto

Dubai

Thailand

Vietnam

San Francisco

Puttaparthi
Mumbai
Banglore   Malaysia
Hyderabad
Chennai   Singapore
Chandigarh
Udaipur

Papua New
Guinea

AMS
United States
Canada

EMEA
Czech Republic
Dubai
Kuwait

APAC
India
Singapore
Malaysia
Vietnam
Thailand

Note
From Founders

Hello,

My name is Kiran and I am a co-founder at Lokibots. My partners and I, with over 40 years of collective experience across various technologies, identified the enormous potential of RPA and set out to build a robust and reliable RPA platform for all businesses. Our primary goal was to address the many current challenges business face in adopting RPA currently such as high initial costs, slow realization of ROI, high dependence on IT teams to enable/make changes in automations. We wanted to being cutting edge automation to businesses of all sizes and the Lokibots platform is designed for this purpose.

As we look to expand our footprint globally, we understand the importance of having strong partners. Our business development team has shortlisted prospective partners in your region based on market experience and past performance. Your organization has a strong track record and we are very excited to explore a potential partnership with your team. On behalf of the entire Lokibots team, we humbly thank you for your interest and kind consideration in our Global Partners Program™.

To allow for you to properly assess and understand what reselling Loki Bots platform and partnering with us would entail, we have put together this prospective partner handbook as a resource for your team to study. We are excited to explore a mutually beneficial partnership. Please reach out to our team anytime should you have any questions or concerns. We look forward to working with you and democratising access to RPA technology for businesses across the world.

Kiran
Co-Founder

The more it automates, the more it learns.

Dependency, no more

With our no code technology powered by deep learning, creating a bot has become extremely simple. Our platform enables DIY automation and reduces dependency on technical teams.

Spend time on what matters to you

With LokiBots, you can create a bot and schedule it to automate repetitive computer tasks, so you give your attention to high value tasks and business collaborations.

Happier employees = happier customers

LokiBots empowers business users to automate repetitive tasks. It helps to improve the employee experience, reduces boredom and increases productivity.

Why RPA?
The future of Business Automation is here!

Robotic Process Automation is an application of technology to automate business processes in a systematic and structured manner. Utilizing robots, RPA tools capture and interpret human computer tasks and can then mimic them rapidly and efficiently. It's application varies and are broad due to the technologies versatility. From automating simpler tasks such as processing transactions, manipulating data, completing routine repetitive tasks to more complex business processes such as triggering responses, communicating with other digital systems and utilizing machine learning and document understanding AI, RPA technology is the fulcrum that will create a tectonic shift in the day-to-day operations of most businesses in the long run.

The best case for RPA adoption lies in its time and costs efficiencies that is well-reflected in the P&L of businesses that have chosen to implement bots. McKinsey consulting has published reports quantifying the ROI of RPA anywhere between 30% to 200% within the first year of implementation itself. From MNEs to SMEs, most businesses will have the opportunity of leveraging RPA technology in the coming months and years and the industry is predicted to have an annual growth rate (CAGR) of 32.8% from 2021 to 2028. Other advantages of RPA include the speed and accuracy of bots, meaningful data analysis of existing and new datasets, adaptability, and resilience to change and lack of reliance on manpower and employees.

The process for implementation is also simple and this further enhances its feasibility. As a first step, the bots while attended by human support identify what to automate through a desktop analytic process powered by a data-driven intelligent decision engine as well as a human-centric consultation approach. The tasks are then macro recorded through an RPA platform before being reviewed and amended to complete any enhancements including any necessary exceptional handling to ensure optimal efficiency. The bots are then published and can be scheduled for execution or shared across the global bot store ecosystems at the customer's discretion.

Why lokibots

do-it-yourself automation

Our implementation and onboarding process is competitively priced and efficient with an element of D-I-Y automation, allowing potential customers to pull the trigger much quicker with us than our competitors.

enterprise grade security

Security and personal data protection is of the utmost importance and by utilizing Amazon Web Services, Microsoft Azure and Google Cloud Computing, we boast world class security protocols so our customers can rest assured.

cloud native platform

Being a cloud native product, we are easily scalable and our customers incur minimal infrastructure, server and hosting charges as opposed to traditional server based systems.
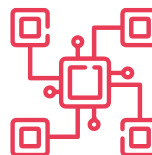
pay-as-you-go pricing

We pride ourselves as being shockingly affordable - unlike most RPA companies, we are designed for MNEs & SMEs and we are priced accordingly. We have a SaaS Pay-As-You-Go model giving our customers the chance to avoid heavy up-front CAPEX.

unlimited bots and users

Lokibots entire focus is on value addition and for any customer that goes live with us, we guarantee a quantifiable ROI within a structured time frame while also giving access to unlimited bots and users

user friendly ecosystem

We are the first RPA platform built on python, thus making us more easily integrated with new innovative technologies including blockchain, machinelearning models and other 3rd party APIs

powered by
deep learning

identify tasks
Identify the mundane task to be automated

macro record
With a click of a button the required automation steps are performed on the screen which is intelligently captured and understood by the LokiBots platform.

review
One can then review the automation and make necessary changes at macro levels if required. Additional instructions can be provided with small python snippets.
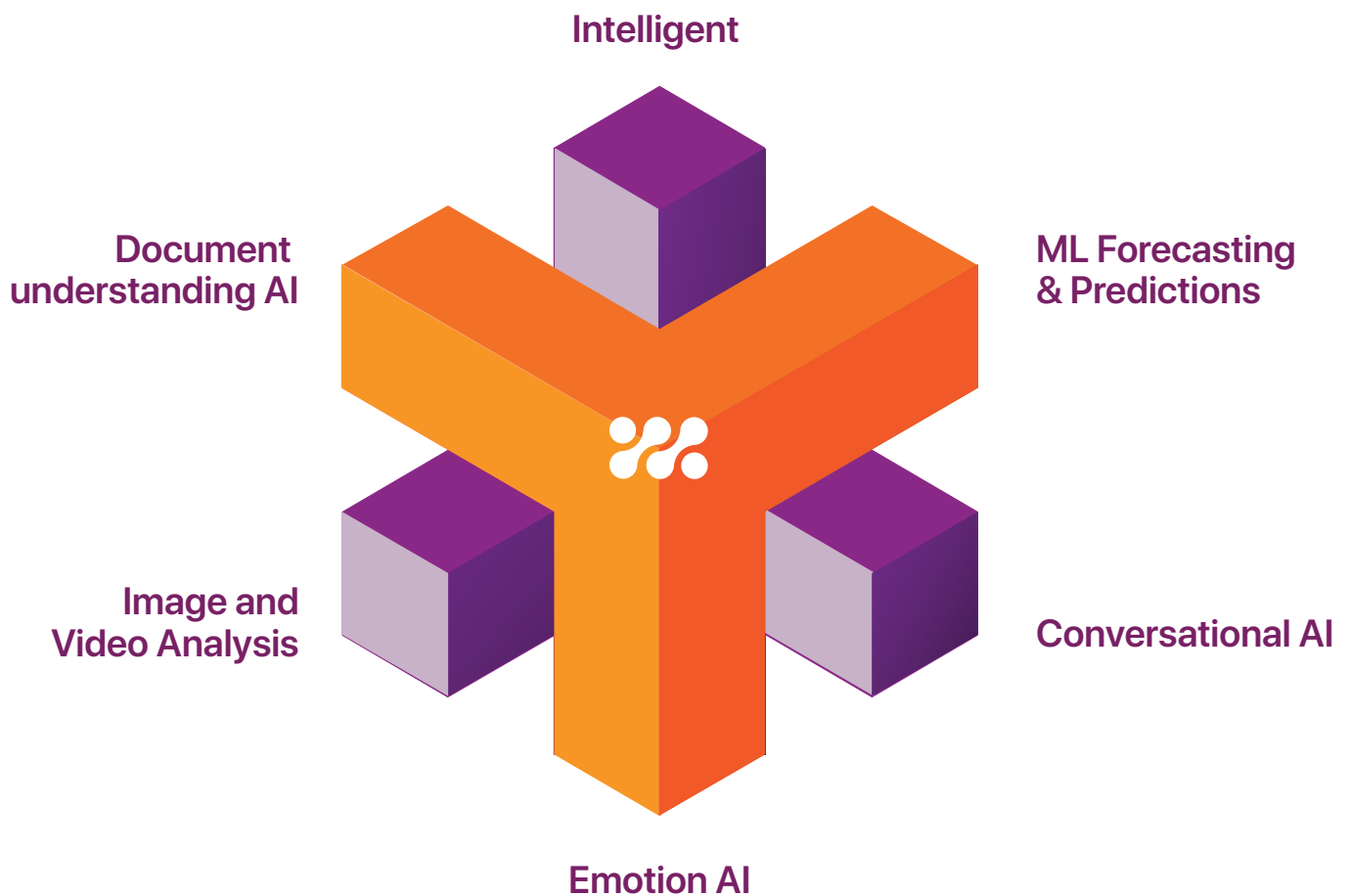
schedule
After the automation has been finalized, the bot can be scheduled to run as per requirement.

share
The bots can then be shared easily with the relevant teams or across teams within the organization using the bot store ecosystem.

Intelligent

Document
understanding AI

ML Forecasting
& Predictions

Image and
Video Analysis

Conversational AI

Emotion AI

Always Learning

Our bots use deep learning to constantly make themselves smarter.
The more time you spend with them, the smarter they become.

Always Updating

LokiBots can be updated easily to meet changing business needs.
Being cloud native, updating the platform is very quick and involves
minimal downtime

lokibots

Commercial Structure

Lokibot's Global Partnership Program™ has been designed keeping in mind that no one size fits all. We want to give our partners and redistributors the freedom and the independence to grow our businesses together in their own respective markets.

For partner on-boarding and training – there are 0 costs incurred up front for our redistributors. For end user onboarding, training, and implementation services as well as on-going customer support – we are pleased to customize on a case-by-case for redistributors depending on their comfort, experience, interest, and ability to complete the work. As for platform access and monthly costs to end users – we charge a flat affordable fee on which our redistributors can add their margins prior to raising invoices to create sustainable recurring revenue streams for both parties.

For pricing information, please contact our Global Partnerships team.

Lokibots Global Partnership Program™

Lokibots Global Partnership Program™ has three basic tiers as follows:

Basic

Redistributors take ownership of sales and marketing within their respective local markets and there is a profit sharing agreement in place. Lokibots remain responsible for implementation, on-boarding, training, and customer support.

Advanced

Redistributors take ownership of end to end deliverables from business development to implementation, training, onboarding, account management and customer support. There is a profit sharing agreement in place between Lokibots and the redistributor.

Preferred

Our most advanced Partnership tier is by invitation only. Preferred partners are redistributors with end-to-end ownership for Lokibots within their specific region and have a consistent track record of delivering business to Lokibots while ensuring customer satisfaction.

Onboarding

You want to re-sell the Lokibots platform, what next?

Please find below an overview of our partner/re-seller on-boarding cycle:

The Exploration Stage

- Internal sessions between Lokibots and prospective partner to explore potential partnership and complete feasibility studies

- Sharing initial product knowledge and company culture to ensure prospective partner – Prospective Partners Handbook

- If interested to continue, NDA signing to move to the next stage

The Commercials Stage

- Detailed discussions on responsibilities with senior Partnership teams

- Outlining cost and commercials that are agreeable to both parties, ensuring customization as per required in the circumstance

- Draft agreement and allow legal teams to vet prior to signing ceremony

The On-boarding Stage

- Lokibots Implementation Team will lead an introductory call to explore customization of training process (understanding NO of departments and pax involved – accounting, sales, implementation, etc)

- On-boarding schedule will then be shared with prospect redistributor – 2-4 weeks depending on requirements

- LokiTraining sessions will follow as per scheduled plan led by LokiExperts and utilizing Loki Single Source of Truth

- Access to Lokipedia, LokiPartner's Handbook as well as Partners Hub will be shared (including all sales & marketing resources)
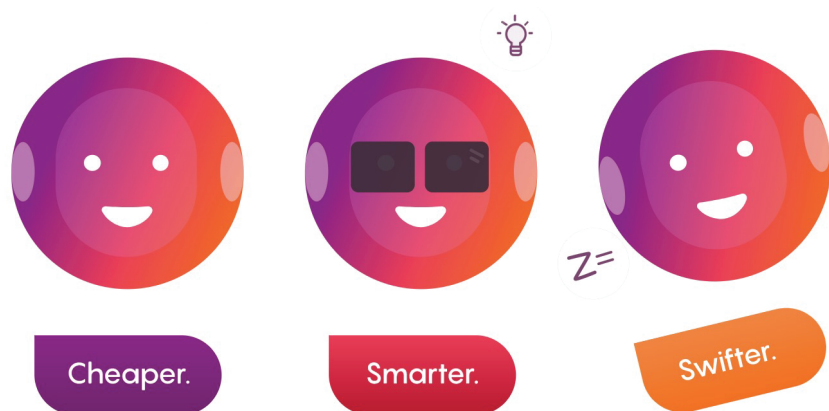
The Partnership Commences

Loki Bots Resources

We our here to support you sell & grow your revenue

The teams at Lokibots are invested and committed in ensuring our partners have all they need to successfully sell our platform and deliver our product to the end users. To do this – we have created a Loki Resource Bank designed to host all sales and marketing materials for our resellers. Our sales and marketing team actively work on enhancing and updating the resource bank to ensure the most up-to-date information and material are available at any given time. Examples of materials included:

1. Brochures
2. Pitch Decks
3. Product Sheets & Flyers
4. Video Marketing
5. Internal Sales Cheat Sheets
6. Competitor Battlecards
7. Proposal Format
8. Lokibots Brand Guidelines
9. Partner's Handbook
10. Product & Platform Technical Information

Cheaper.   Smarter.   Swifter.

Engagement & Support

Business development and partnerships management is a never-ending journey for any strong partnership

In addition to all the resources Lokibots provides for their partners, we also prioritize partnership engagement and our Partnerships Team pride themselves in ensuring periodic communication with all relevant stakeholders. The Lokibots Partner's Portal consisting of the Lokibots Single Source of Truth is a platform designed to ensure our partners have the latest materials and most relevant information pertaining to our products. From training videos, to   product update memos and other pre-sales resources, our team ensures the Lokibots Partners Portal is up-to-date for our redistributors.

The Partnerships Team also releases standardized newsletters every quarter to update our redistributors on all things Lokibots. There is a dedicated Lokibots Partner Management email point of contact as well as a support call centre to ensure our redistributors can reach us should they have any questions or concerns at any given time. Lokibots is also in the process of establishing The Lokibots University as a resource where our partners and redistributors can earn various certificates and badges on Lokibots product knowledge. Our redistributors sales teams can use this platform for their training prior to representing Lokibots in their local markets.

Our Partnerships Team is always open to feedback from our partners and will strive to share best practices with all redistributors alike. For any suggestions, kindly contact our Global Partnerships team at any time.

lokibots