

**P R O C E S S   A U T O M A T I O N**  
**I N   E N G L I S H :**  
**M A N U F A C T U R I N G**  
**I N D U S T R Y**

**S O L U T I O N   O V E R V I E W**



# Responding to Challenges and Driving Profitability

Manufacturing. The unsung heroes of the economy hit with every possible major challenge in 2022. Inflation, rising costs of parts and energy, labor shortages, you name it. Add to this rising competition from imports and digital startups. And you don't have time to wait. You must repond now. So what is a leader in manufacturing to do?

**Solution: Automate business processes in English with Kognitos.**

With Kognitos, manufacturing leaders can build resiliency into their business quickly, improve margins and improve customer experience at the same time. Automate across functions, eliminate bottlenecks and focus on more important work.



# Manufacturing

## Challenges in a Disrupted World

The manufacturing industry is going through intense disruption both from temporary changes (COVID 19, Inflation, war in Ukraine etc.) and long-term trends. Today, it is increasingly challenging for incumbents and upstarts to compete in this volatile environment. However, incumbents who have adopted a digital approach are outperforming peers and the market in general. Business automation is a key to that success.

### Risks of Not Embracing Automation

1. Low employee satisfaction leading to high turnover and operations disruption.
2. Ineffective inventory and parts management creating bottlenecks and reducing profitability.
3. Inability of managers to accurately assess and predict plant performance.
4. Customers frustrated by incorrect or delayed orders.

### WHAT IS **KOGNITOS**?

Kognitos is a **business automation solution** that allows business users to automate processes through English commands. Kognitos uses natural language processing (NLP) and deep learning artificial intelligence (AI) to remove the high cost and technical barrier to entry associated with current automation solutions. With Kognitos we measure joint success with our customers in days.

Kognitos removes even complex manual repetitive tasks from the to-do list of your employees so they can focus on higher-level activity to help your organization thrive in a disrupted market.

# EXAMPLE USE CASES

Kognitos is the most advanced business automation solution and can empower manufacturing organizations in the following areas:

## **FORECASTING AND REPORTING.**

In a competitive manufacturing environment, assessing customer demand and sufficient production supply is critical. Yet sales reps are notorious for poor CRM hygiene leaving leadership to guess at best. Data is often missing, or incorrect, and any time reps are spending entering data is time not spent with a customer.

**With Kognitos, reps can focus on customers while still providing leadership with the information they need to guide production decisions. Kognitos can automate the movement and transformation of data across systems, and schedule any needed reporting to be generated and sent to leadership for guidance.**

## **Supply Chain and Vendor Management**

The COVID Crisis and subsequent supply chain disruptions have emphasized the need for manufacturers to be nimble and resilient. With disruptions around the globe, managing inventory and vendor relationships while having up to date information on input shipments is critical. While the quantity available data has improved significantly in this area, managing this data in a way that makes decisions is equally challenging. Often systems do not communicate with each other, and some vendor systems can be unweildy. Much time is wasted manually scraping or collecting data from different vendors or logistics platforms into a single source to guide decisions. Additionally, the processing of invoices from vendors often consumes the time of several employees who can be focusing on higher level work.

**Instead, Kognitos can automate the collection, movement and analysis of data from various vendor systems. Kognitos can automate the**

**payment of invoices, and with exception handling can make it easy to spot and correct any errors.**

## **CUSTOMER ORDERS AND BILLING**

Customers are increasingly demanding better buying experiences. Customers want to be able to quickly obtain what they need with ease. Delays in the processing of orders can affect customers' own revenue goals, and lead them to seek other suppliers. Also, with rising interest rates increasing the cost of debt, it is important for manufacturers to have solid cash-flow management. Quick collection of payment from customers helps ease any working capital concerns. The problem is, these processes are often cumbersome and difficult. Legacy technology either at the manufacturer or customer prevent documentation from being processed quickly. Many manufacturers still have to scan physical customer documentation. Entire teams are devoted to handling the documentation in these processes, even though the labor market is tight and these employees could better be used in other capacities.

**Kognitos can automate the ordering and billing processes from end to end, helping to reduce accounts receivable and improve working capital. Additionally, Kognitos eliminates manual errors ensuring customers orders are processed on time and accurately.**

## **POSITIVE BUSINESS OUTCOMES WITH KOGNITOS**

### **Increased revenue while reducing cost**

- Leadership provided with up to date, detailed forecasting for effective sales management.
- Capital allocated efficiently and bottlenecks eliminated through consolidated, automated data.
- Inventory management improved with increased visibility of vendors.

### **Better Customer Relationships**

- Reps able to spend more time with customers bolstering the customer experience.

### **Happier Employees**

- Improved retention of both sales ops and sales team members.



# Kognitos

Automation for **you**.

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