

RE-VIVE's

Investor Introduction



ViVE: “The True Process Transformation Platform”

--Beyond Process Mining



www.re-vive.com

A bar chart with four bars of increasing height from left to right, positioned above the website URL. The bars are colored in shades of blue and grey.

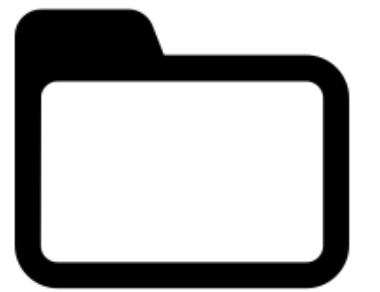
Our Journey

- 1 Product completion March 2021, Marketing started July 2021
- 2 One annual license sold, one license in paperwork (Large Telecom, Healthcare)
- 3 Four active paid POC's in Progress (Fortune 100, Top University)
- 4 Two additional POC's in paperwork
- 5 Four promising leads (Telecom, Multimedia, Bank)
- 6 Partnered with \$17 Billion SI, potential partnership with \$34 Billion SI in progress



What is Process Mining

- If you think of applications like Tableau & PowerBI, those applications do Data Visualization & Data Analytics
- Process Mining is Business Process Visualization & Process Analytics
- Visualization is Automated Mapping of the Process
- Process Analytics is analyzing the Process based relationships within the Data



The Problem

All large organizations (public & corporate) are built on processes; business & industrial/operational. Data either drives Processes or is the Output. They currently have no good solution (automated or manual) to give them full visibility into their most complex processes & lack strong process analytics

- They can't create Actual Maps of their most complex processes.
- Don't know how many steps are in their processes or what they are.
- Don't know how many unique pathways are in their processes.
- Costing them time, money, inefficiency, & productivity

Until ReVIVE



Introduction – Disruptive Difference

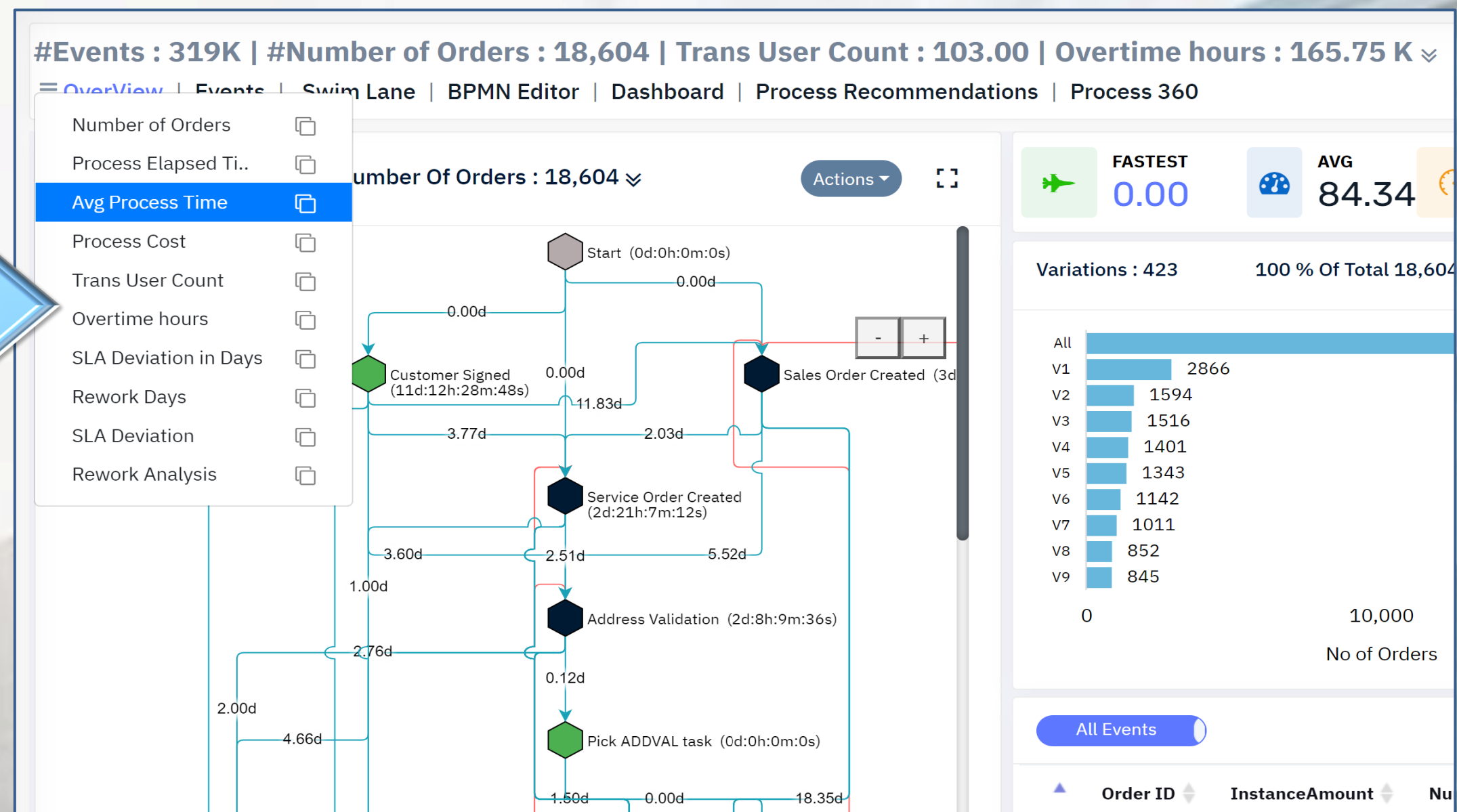
VIVE	Traditional Process Mining
Automatically generates Actual Process Maps in less than a Month	Generates Estimated Process Maps based on Probabilities in 3 – 12+mo
Only platform that can Map any Business, Industrial or Operational Process, including Supply Chain & Logistics	Relegated to Accounts Payable (Procure2Pay) & Accounts Receivable (Order2Cash). (Largely cannot do Supply Chain & Logistics or any other Process)
Set business sector record ingesting 150mill records & process mapping on 1st try. Have since reduced this to seconds.	Limited to data sizes of less than 1mill records
Has yet to find it's limit in number of steps or complexity. Can easily handle hundreds of steps.	Largely limited to 20, maybe as many as 40 steps

➤ VIVE can stand up 5 or 10 processes in the time traditional process miners can stand up one

VIVE User Interfaces

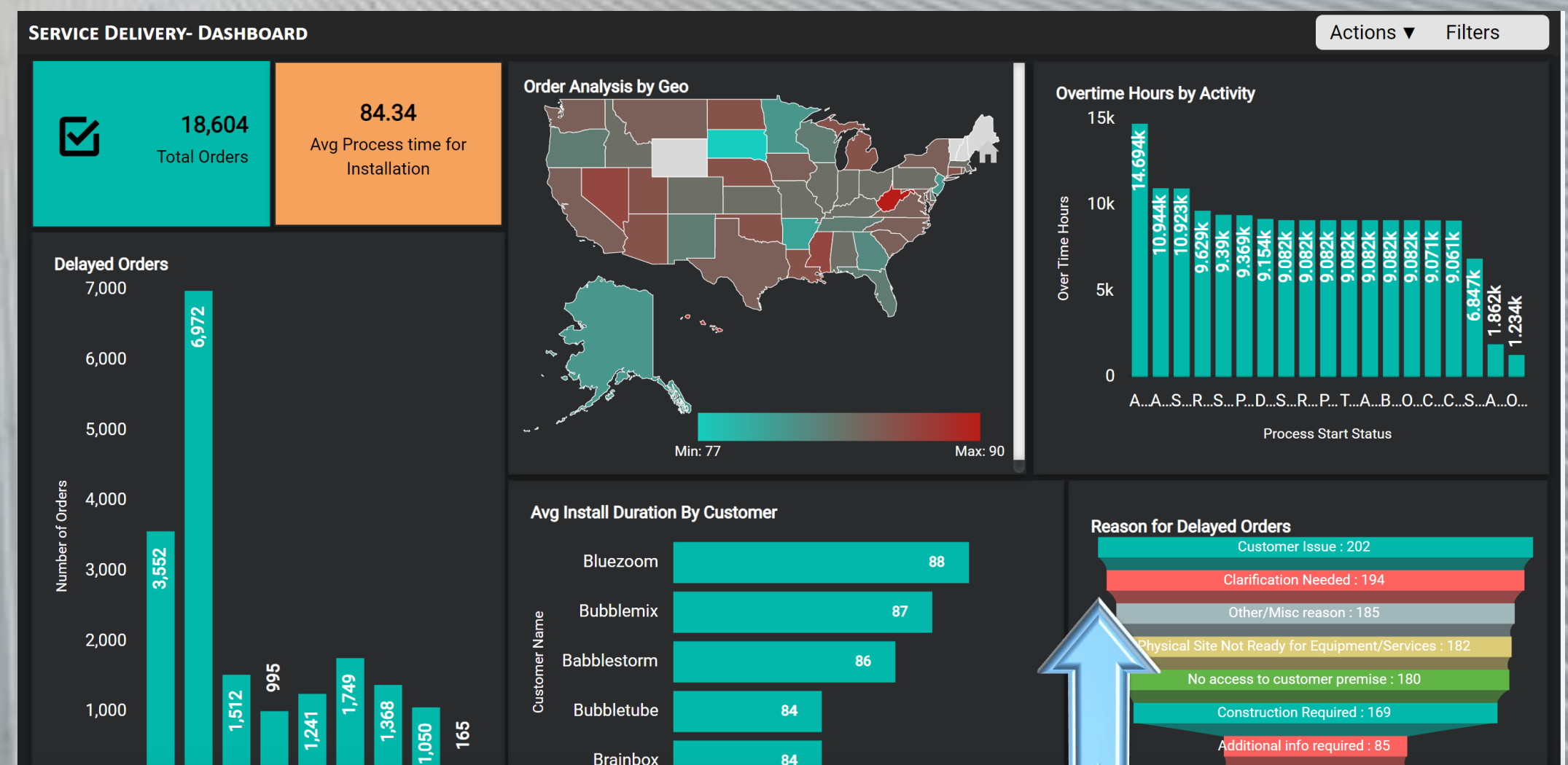
PROCESS MAPS

- Data driven process maps auto generated from activity logs
- View your process in relation to key business outcomes.



RECOMMENDATIONS

- Immediate and specific recommendations for actions to optimize the processes, improve delivery, increase productivity and margins.

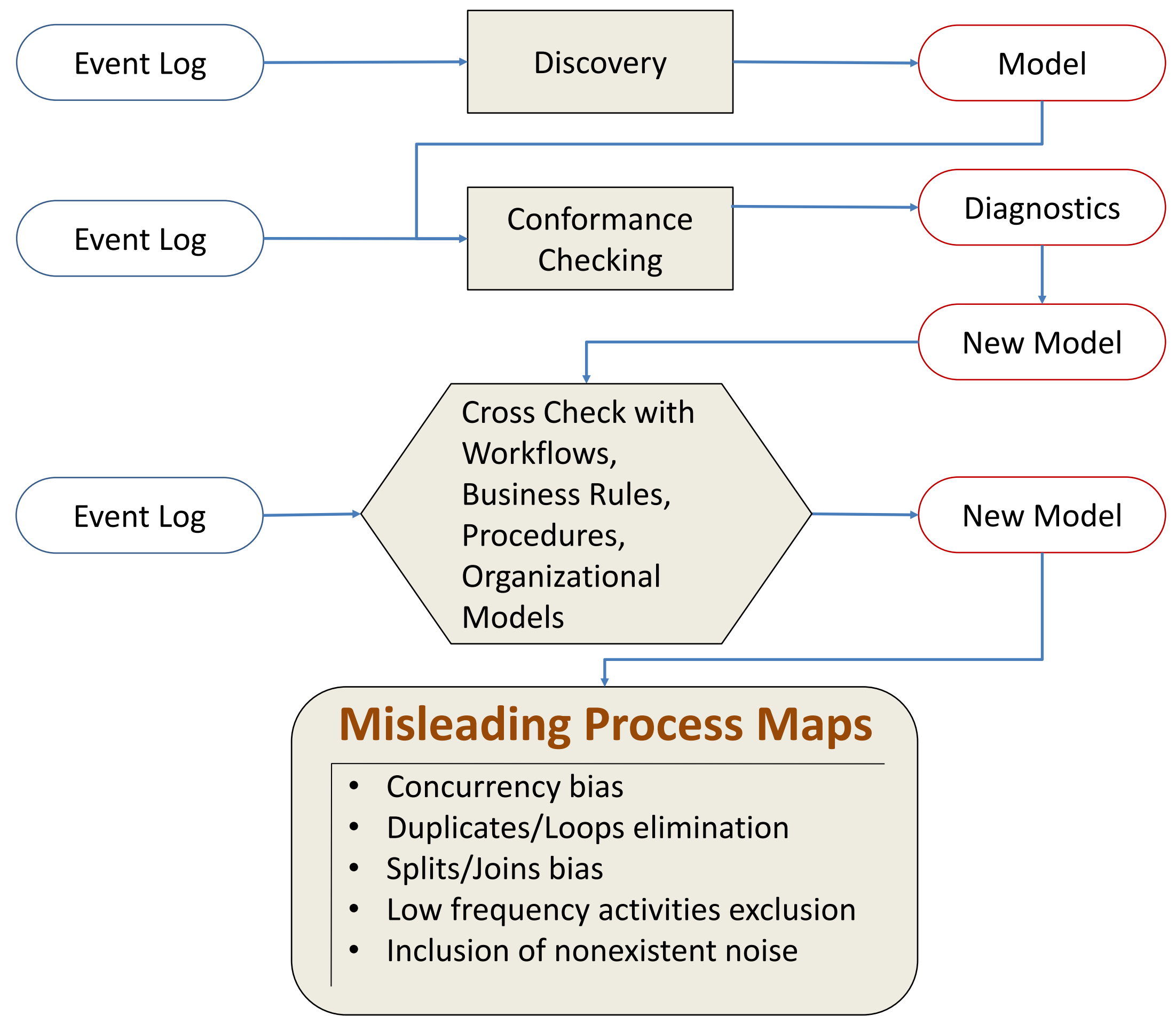


EXECUTIVE INSIGHTS

- Over 200 pre-built insights.
- Drillable to operational processes and transactional data

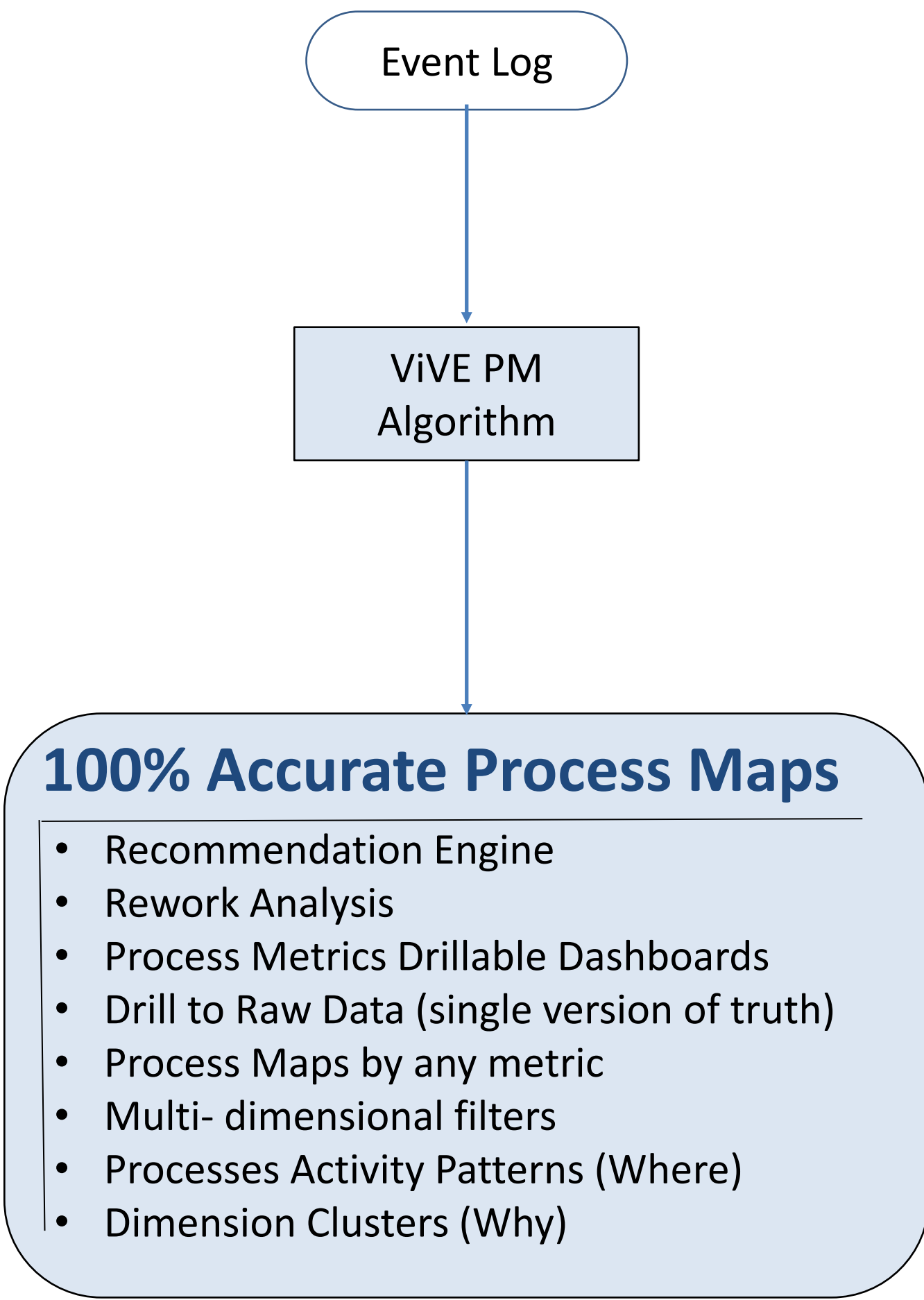
ViVE - Faster, Accurate, Automated, Dynamic Process Maps

All Competition: From 2009 to 2022*, Process Mining is still evolving with variations of Multi-phase miner, Fuzzy miner, Alpha miner, Genetic process miner, Heuristic miner, Region based process miner algorithms. Requires several manual iterations.



6 to 12 Months for POC on simple process

ViVE's revolutionary Process Mapping algorithm, dynamically generates accurate Process Maps and Insights with every event log processed.



2 to 4 Weeks for POC on complex process

Findings & Recommendations (Actual Customer PoC Results)

FINDINGS

Insights

- **Delayed Revenue: ~ \$14B**
in delayed revenue in six months
- Company, Business Unit, Product detail available.
- **Chargeback Amount:** Top 2 Chargeback reasons contribute to 76% (2.72M) of the total chargeback amount (3.57M)
- **Write-off Amount:** Top write-off reasons contribute to 80% (79.65M) of the total write-off amount (99.73M)

Rework

Negatively impacts cost structure & customer experience (delivery date)

- Order Intake, specifically three activities require further analysis accounting for 3/4 of total Rework in O2C process.

Productivity Analysis

Will quickly identify manual work which, if addressed, will improve the customer experience and reduce costs.

- Assess the Activity " Order Hold Release" for automation or productivity standardization.

Process Standardization

Unnecessary process variants negatively impact costs and operations results.

- Complexity: There are over 900 unique variants.
- Your lowest performing variants are ~2X longer than your overall average and ~5X longer than your top performing variants.

RECOMMENDATIONS

Order Intake Deep Dive

- Leverage VIVE for a deep dive into Order Intake activities and patterns relative to specific activities of concern to understand and identify problematic variants by multiple dimensions.

Automation / Standardization Assessment

- With Business's identification of manual activities VIVE can quickly highlight automation benefits and "task mining" activities for operational improvements.

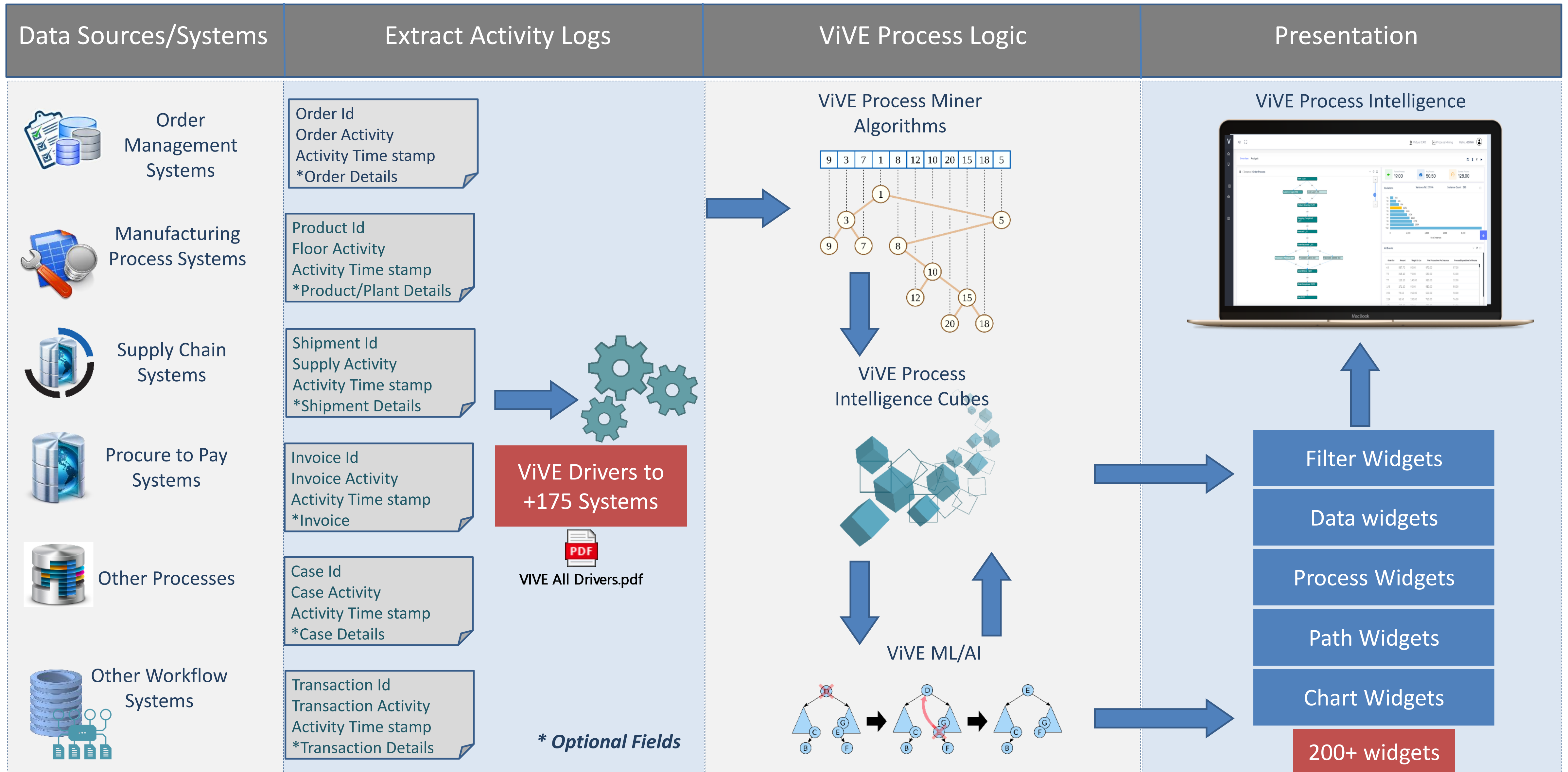
Transformation Projects

- Process : VIVE allows you to easily view all variants, build your future state process and monitor compliance.
- Tasks: You can quickly identify activity analysis for re-engineering.
- You will have an actionable roadmap with quantified outcomes.

Self-Serve Insights

- VIVE allows your teams to easily create numerous insights that provide executives and functional leaders KPI's on the health of your business, processes, compliance and customer / cash flow improvement opportunities.

VIVE LOGICAL ARCHITECTURE VIEW



What The Data Tells Us About Transformation Programs



\$1,098B

2022 US investment in Digital Transformations with a CAGR of 22% by 2028

82%

of companies Fail at Digital Transformation

50%

of RPA implementations will fail to deliver without Digital intelligence solutions by 2021

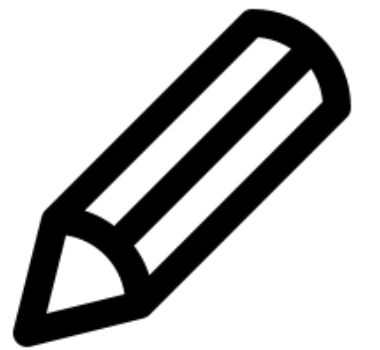
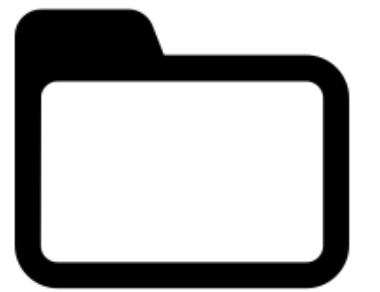
18%

of companies rate their use of digital technology "very effective"

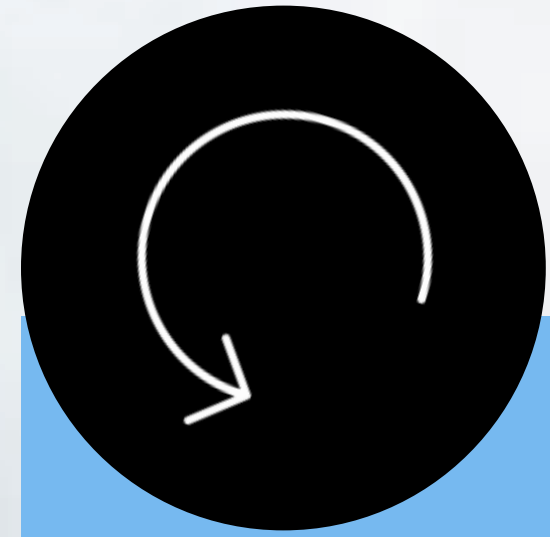
Investment In Transformation Continues But CXO's Are Not Achieving The Expected Returns

Transformation Today: The Problem

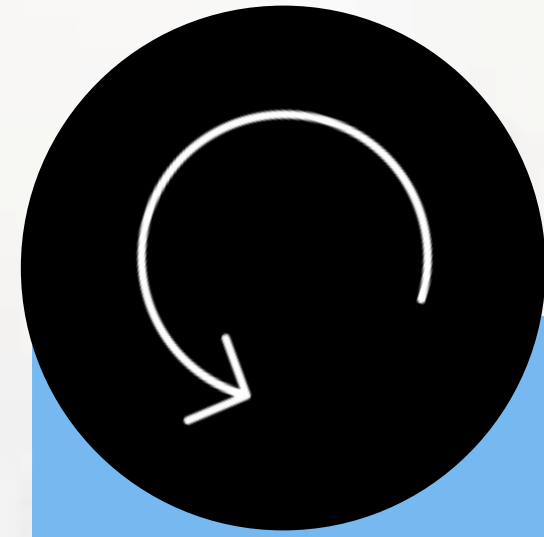
- There is a desire to transform, but uncertainty of where to start and clear, actionable next steps
- It is costly and time consuming to get an unbiased, data driven view into the inefficiencies in complex processes and the associated business impacts
- Technology is often applied to inefficient or unnecessary processes resulting in lower ROI



Improving the ROI Of Transformation Programs with VIVE Process Intelligence



Discovery &
Mapping of
processes



Recommendations
For Business
Optimization



Executive Insights
& Drill Back
Capabilities

Process Intelligence is forecasted to grow at a 50% CAGR and has become a prerequisite for transformation & optimization programs.

The Re-ViVE Difference



- We address complex and sophisticated business processes at scale.
- VIVE has proprietary algorithms that build accurate process maps in timeframes no other platform can match.
- Why is this important:
 - **Scale / Performance:** Process massive amounts of data
 - **Time To Value:** Data Ingestion in days, action plans in weeks.
 - **Features:** See your process opportunity through any business driver.
 - **Traceability:** Insights, Process Transactions
 - **Self-Serve:** 200+ out of the box visualization widgets and data connectors.

VIVE`s data driven approach and multi-dimensional analytics capabilities will transform your operations

Excerpts from Articles about Competition

“Currently, there are more than 30 commercial offerings of process mining software (e.g., Celonis, Disco, ProcessGold, myInvenio, PAFnow, Minit, QPR, Mehrwerk, Puzzledata, LanaLabs, StereoLogic, Everflow, TimelinePI, Signavio, and Logpickr). They all start from DFGs for discovery. However, as shown in this paper, there are several possible problems related to the naïve use of DFGs”... **(Page 3 of 8 of article 1)**

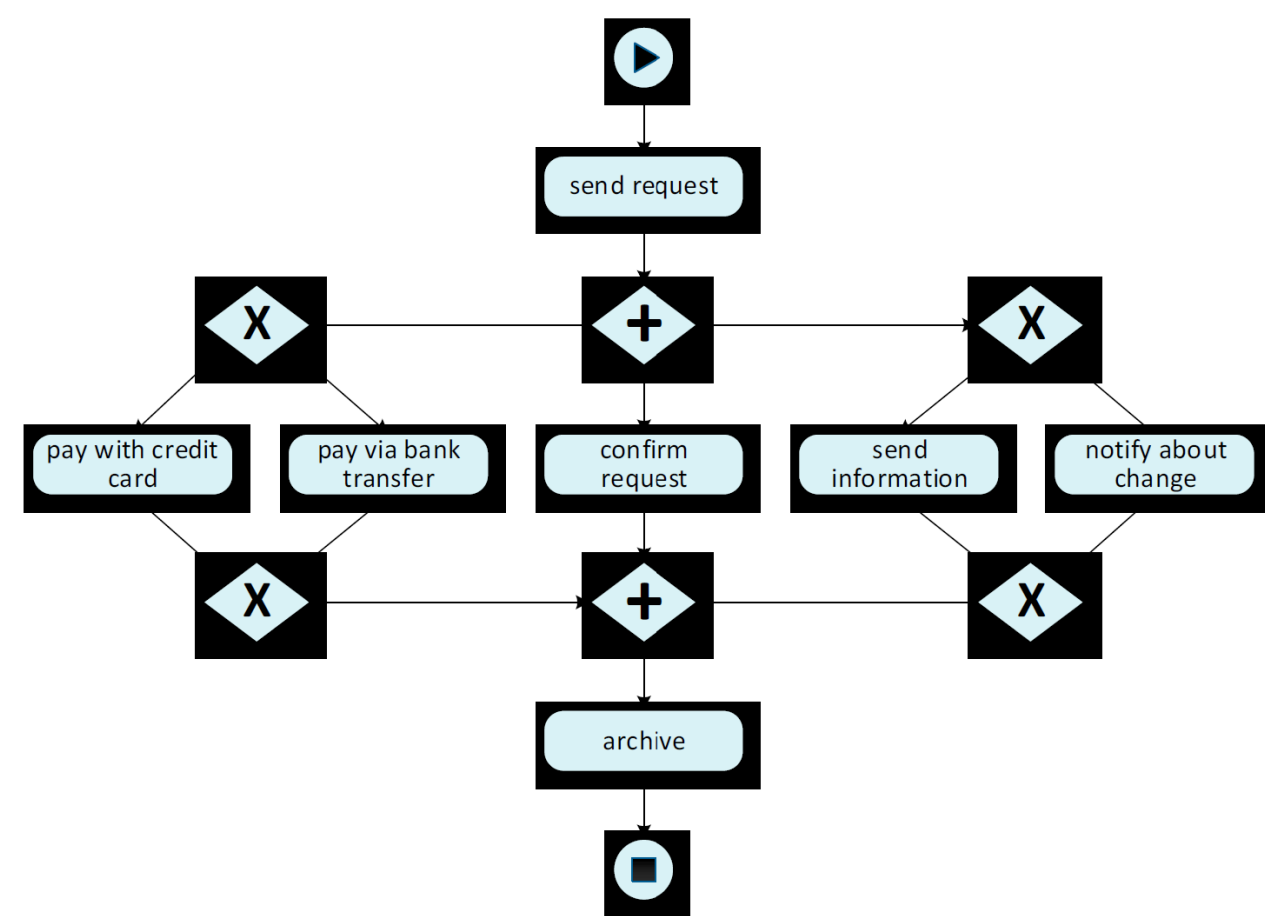
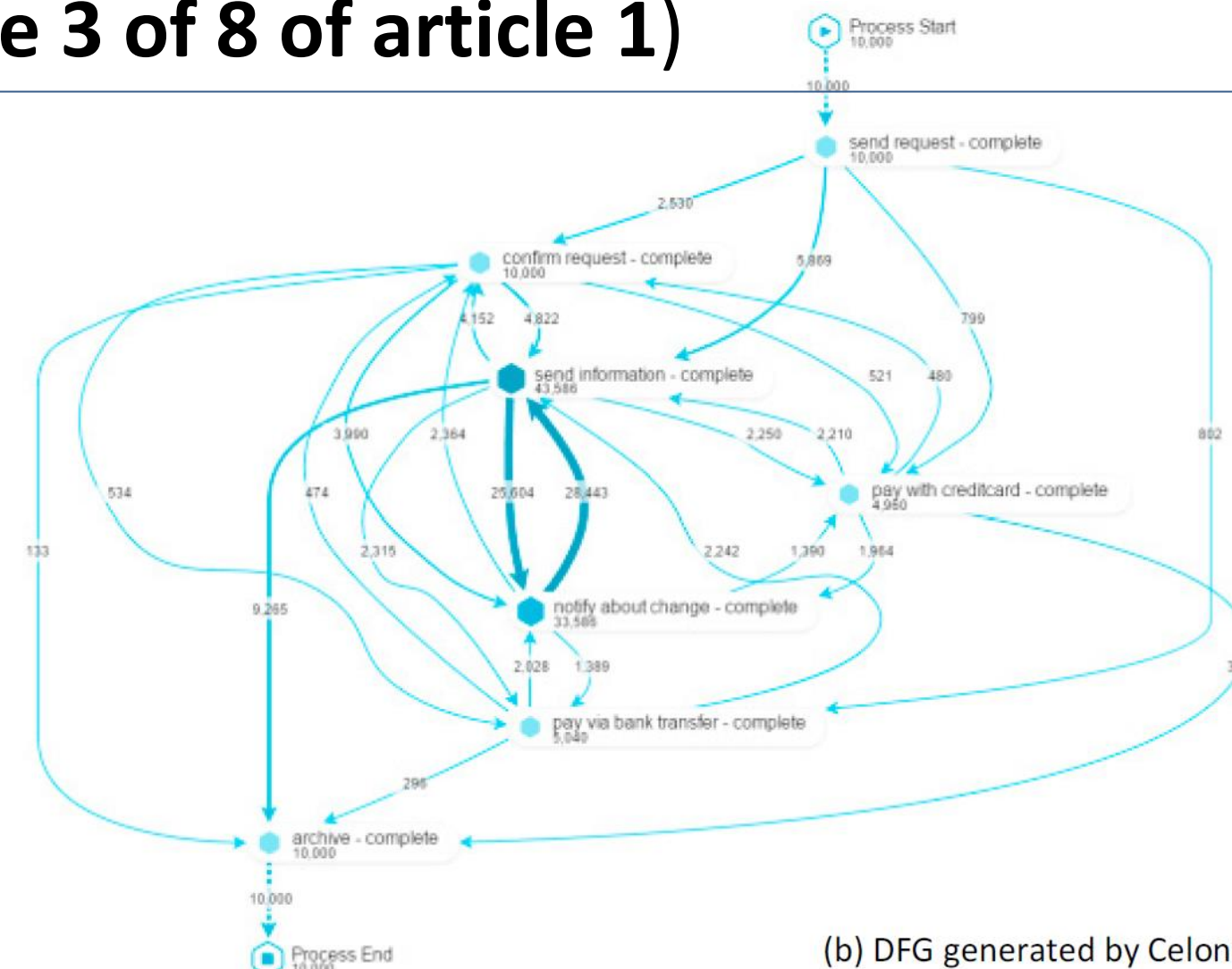
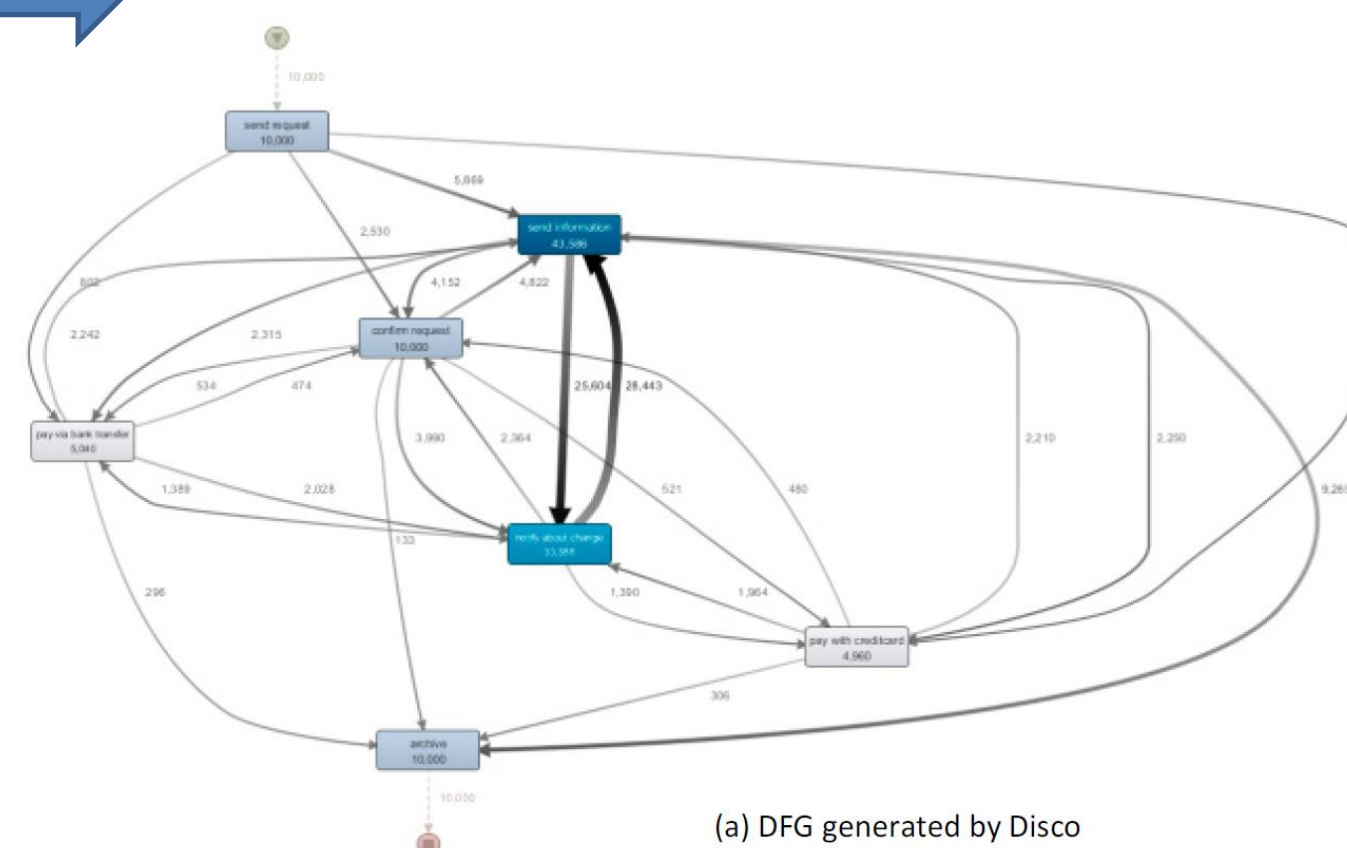


Fig. 3. Process model used to generate an event log with 10,000 cases.

A simple 7 activity process is misrepresented **(Page 6 f 8 Article 1)**



(b) DFG generated by Celonis



(a) DFG generated by Disco

“However, every discovery technique involves some representational bias, which..”

2. Assumed notion of completeness.
3. Capability to control noise.
4. Representational bias:
 - Unable to represent concurrency
 - Unable to represent duplicate actions
 - Unable to represent hierarchy
 - Unable to represent silent actions
 - Unable to model OR-splits/joins
 - Unable to deal with (arbitrary) loops
 - Unable to represent non-free-choice behavior

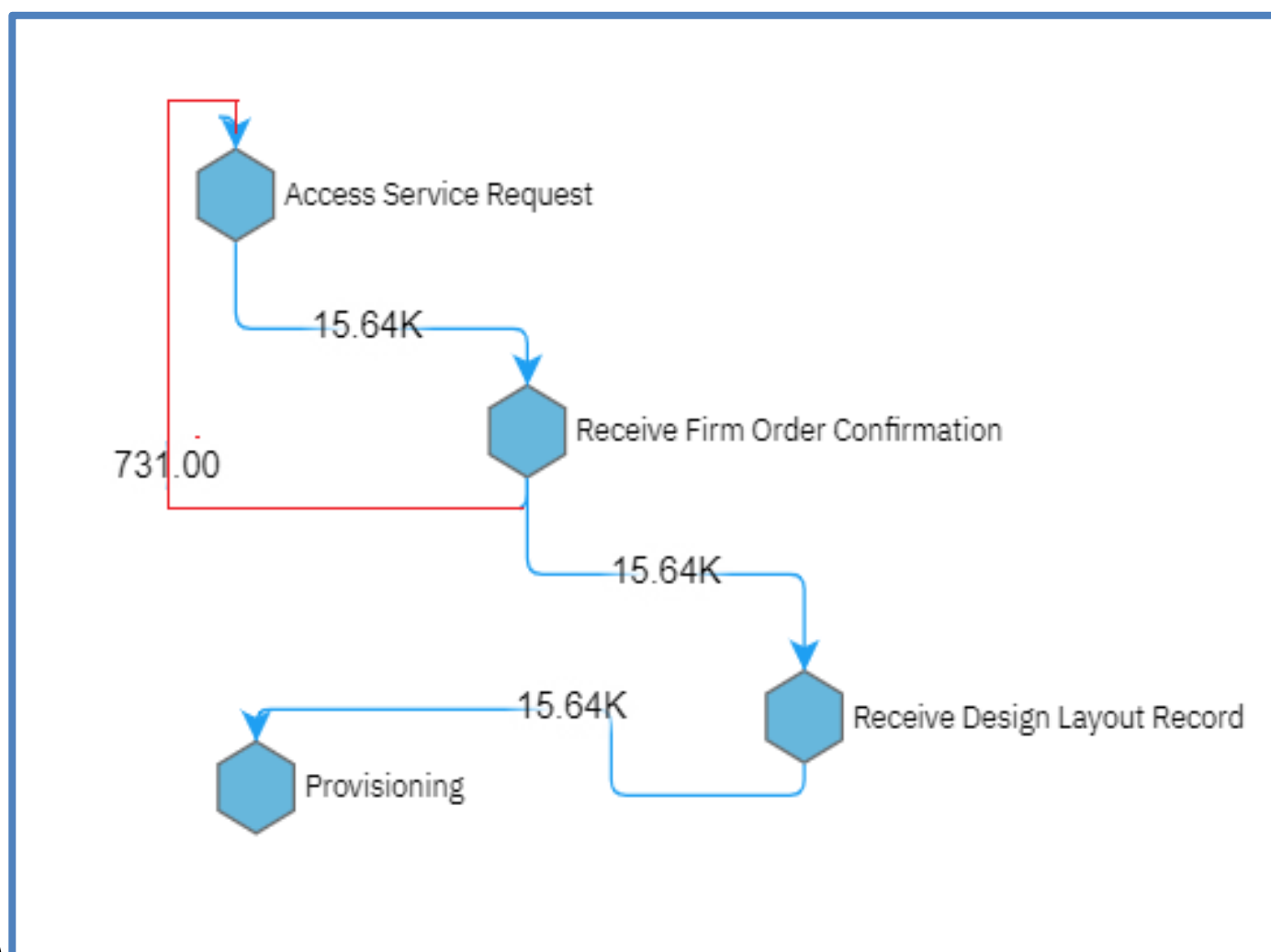
Some characteristics of existing algorithms **(Page 4 of 8 Article 2)**



PROCESS INTELLIGENCE ENHANCED FEATURES

- Patterns are groupings of associated and connected work activities.
- Pattern analytics will provide the health of these work activities and highlight opportunities to optimize.
- Digital Twins provide the opportunity to re-imagine the way work is done and understand the operational impacts.

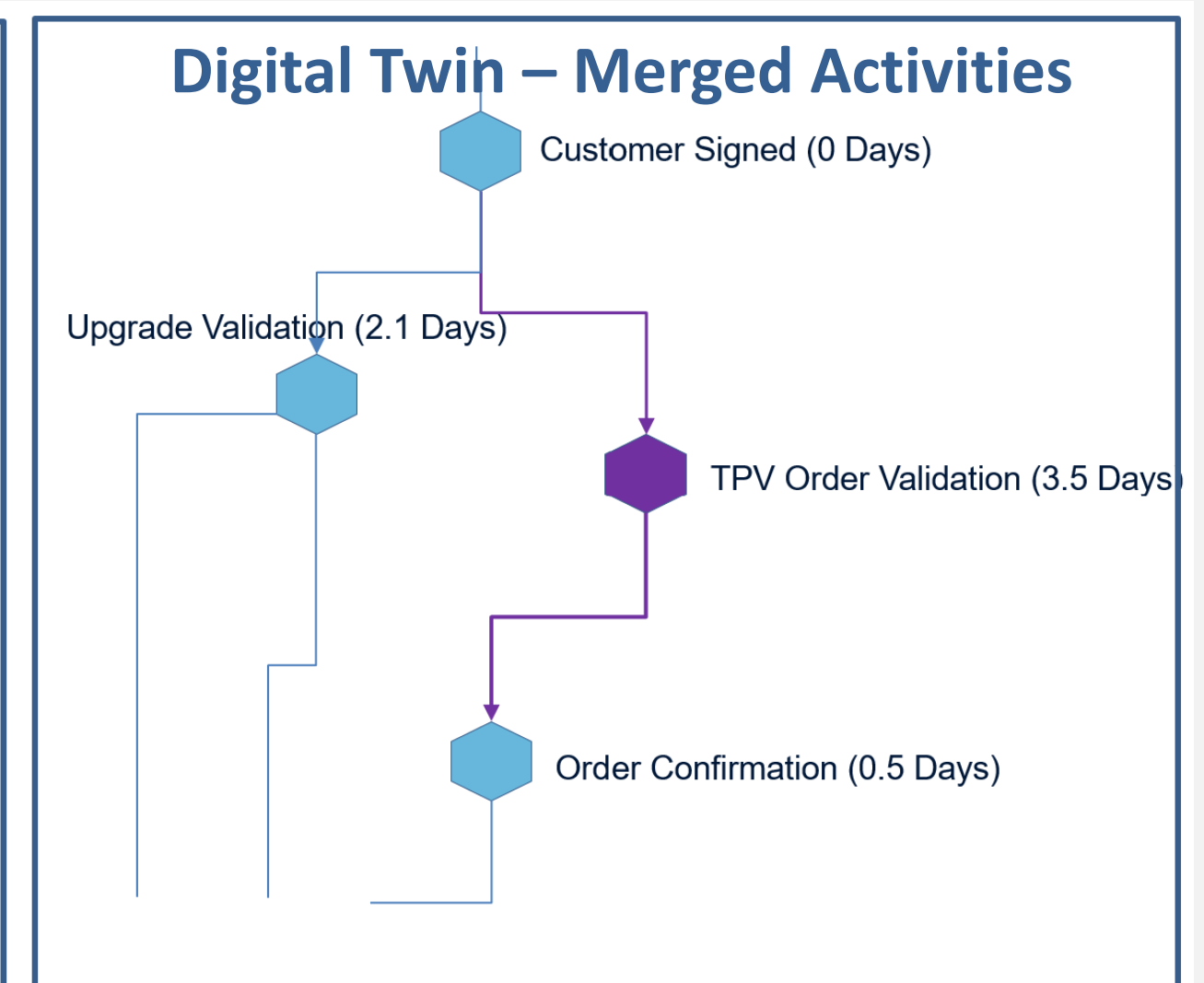
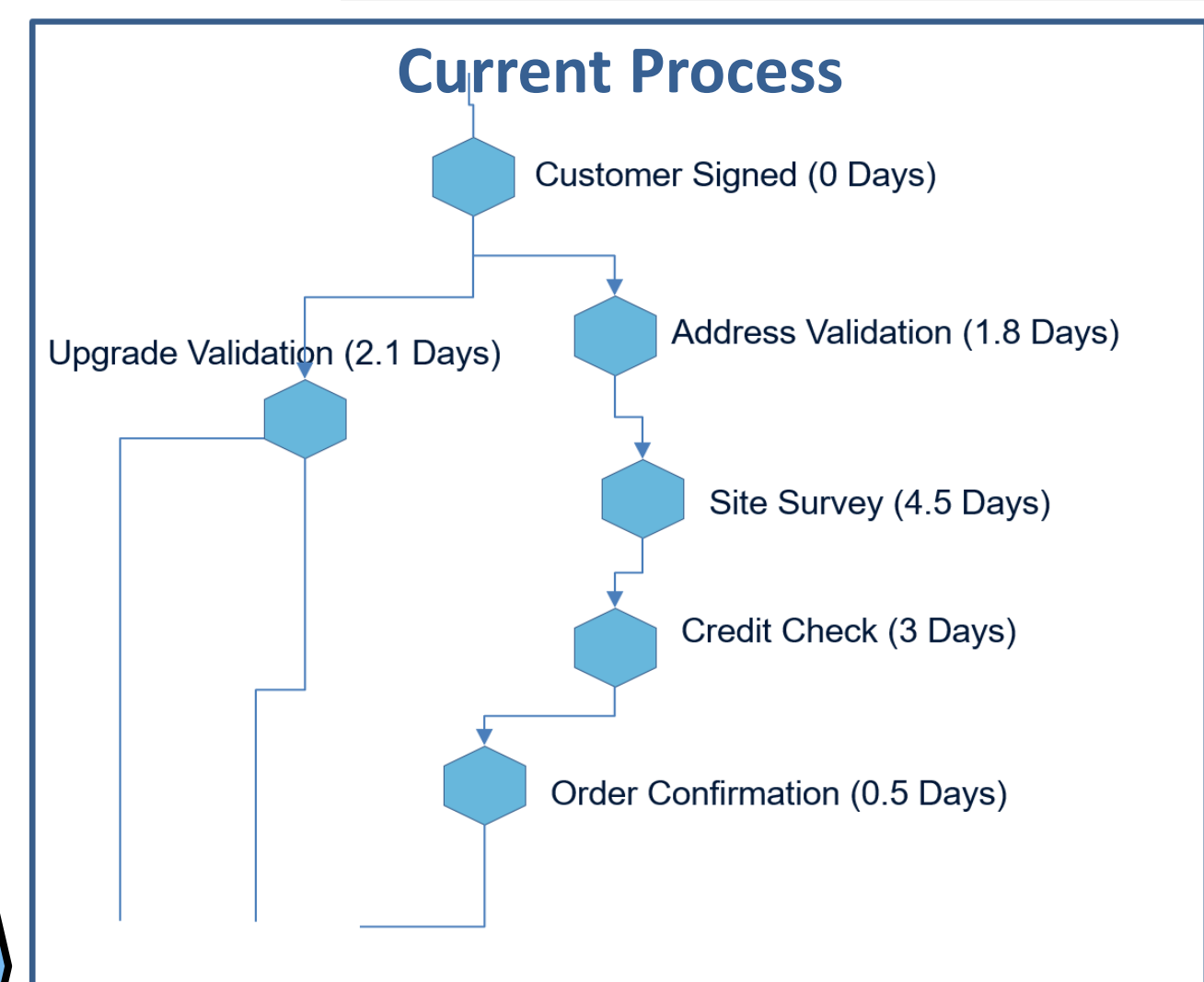
PATTERNS



Summary				
		value	Percentage	
#	Number of Orders	15.64K	84.07	↑
🕒	Elapsed Time	14224.92d	53.80	↑
\$	Process Cost	0.00	0.00	↑
#	Users	128.00	100.00	↑
🕒	Overtime hours	34.72d	18.72	↑
🕒	SLA Deviation	6.10d	29.73	↑
🕒	Rework Days	30.80d	14.38	↑

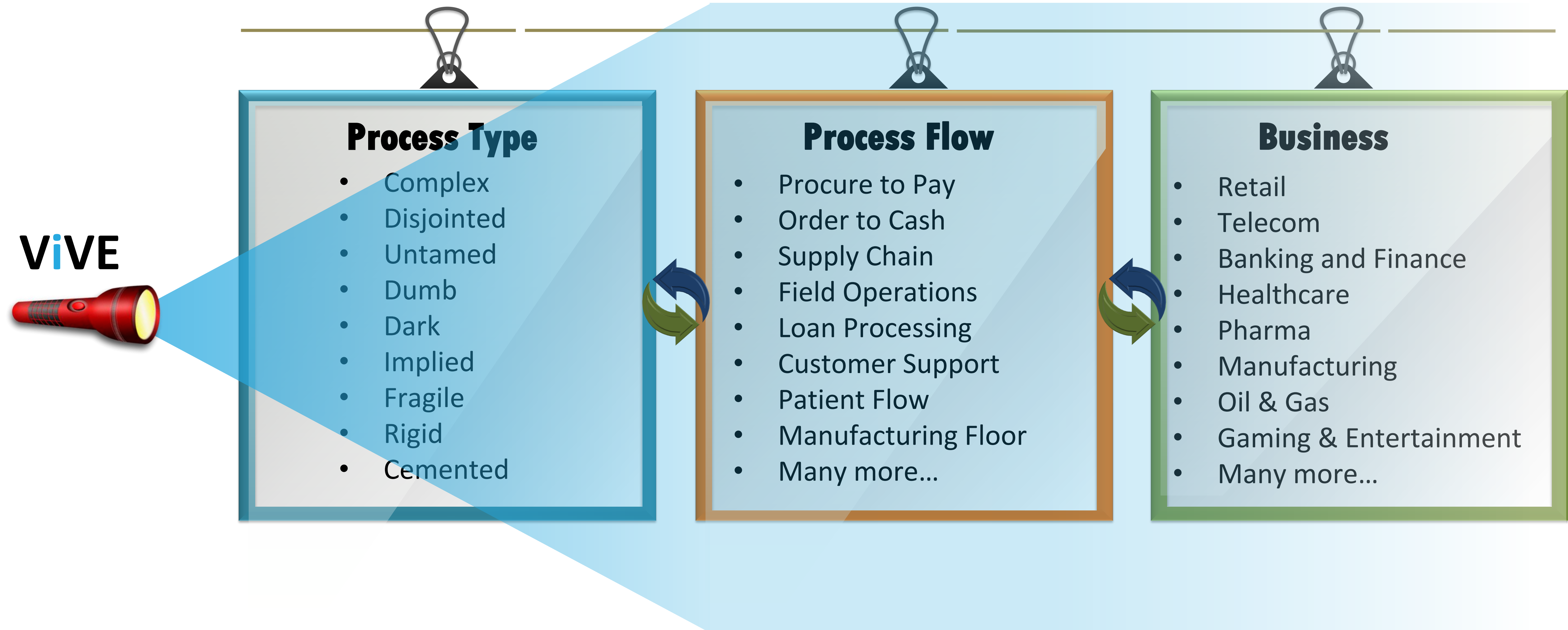
[LESS... >](#)

DIGITAL TWIN



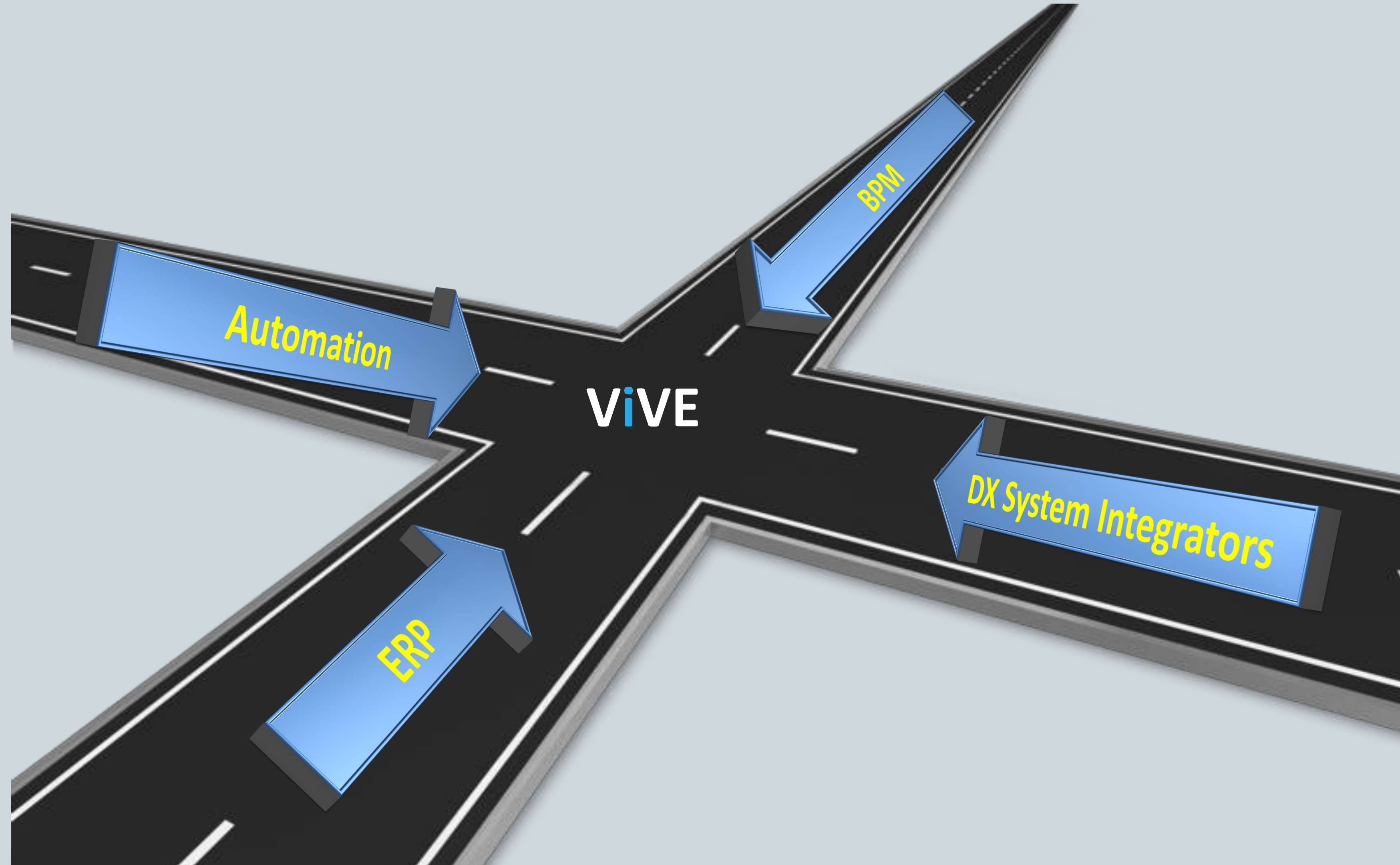
Metric	Current Process	Digital Twin	Difference %
Total Orders	16640	16640	N/A
Average Time	84.3 Days	78.5 Days	6.80%
Total Cost	\$25,345,288	\$21,768,452	14.10%
Over Time	103,320	98,000	5.10%
Users	103	97	5.80%

Processes Scope – Any Process



200+ Drivers for platforms and systems

Rapidly growing market



Opportunity

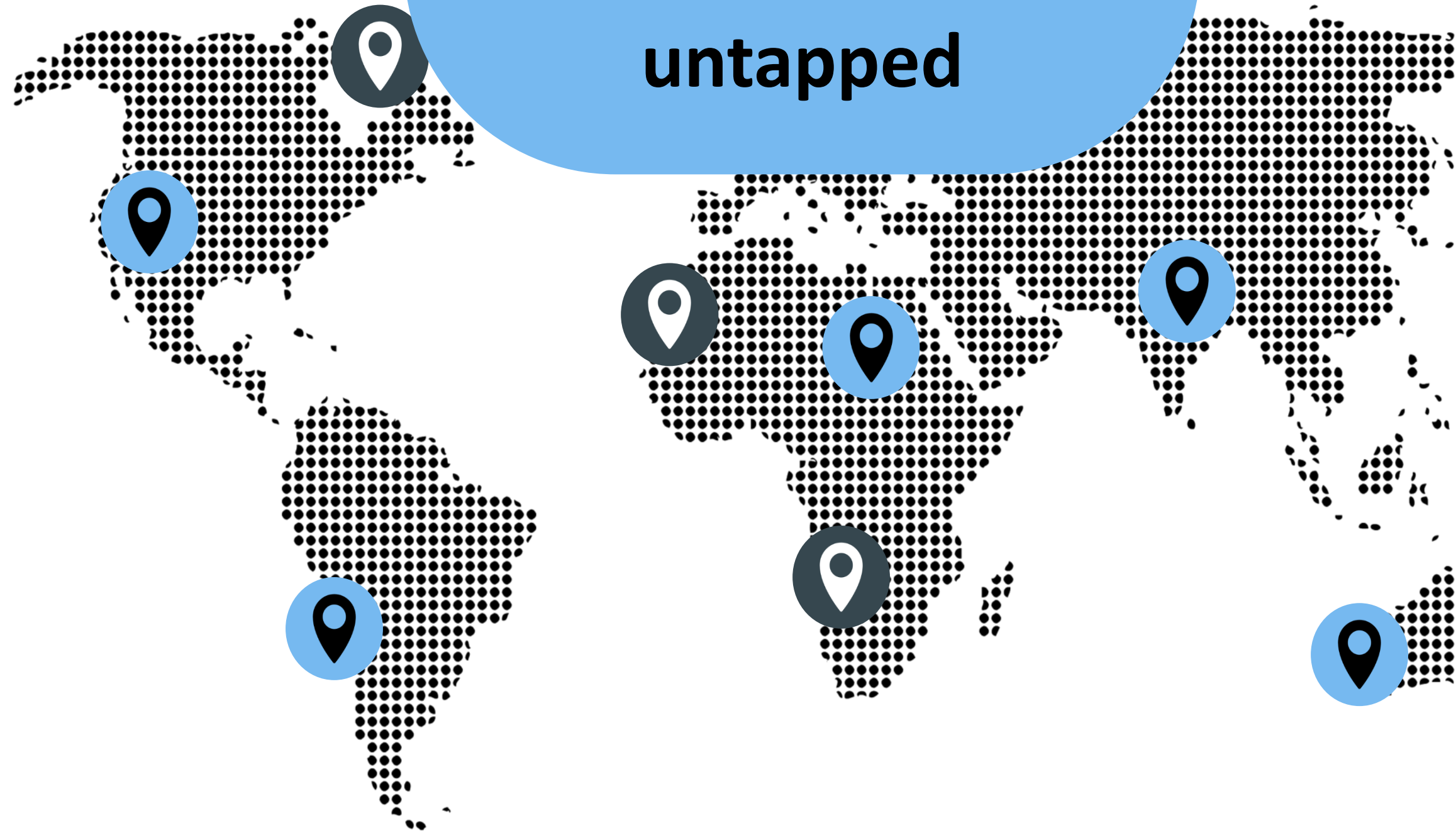
- More than 90% business processes open for ViVE
- ViVE is the only platform today that provides 100% accurate process insights
- Lowest cost per value with 1/10th of implementation time compared to competition

By providing inside out business process insights, Process Intelligence became critical must have technology since 2021

Process Intelligence 2022 Market Landscape

\$1,021B Market Size

More than 90% of
the market is
untapped



Adoption

83% of business leaders plan to increase the adoption of process optimization in customer journey mapping.

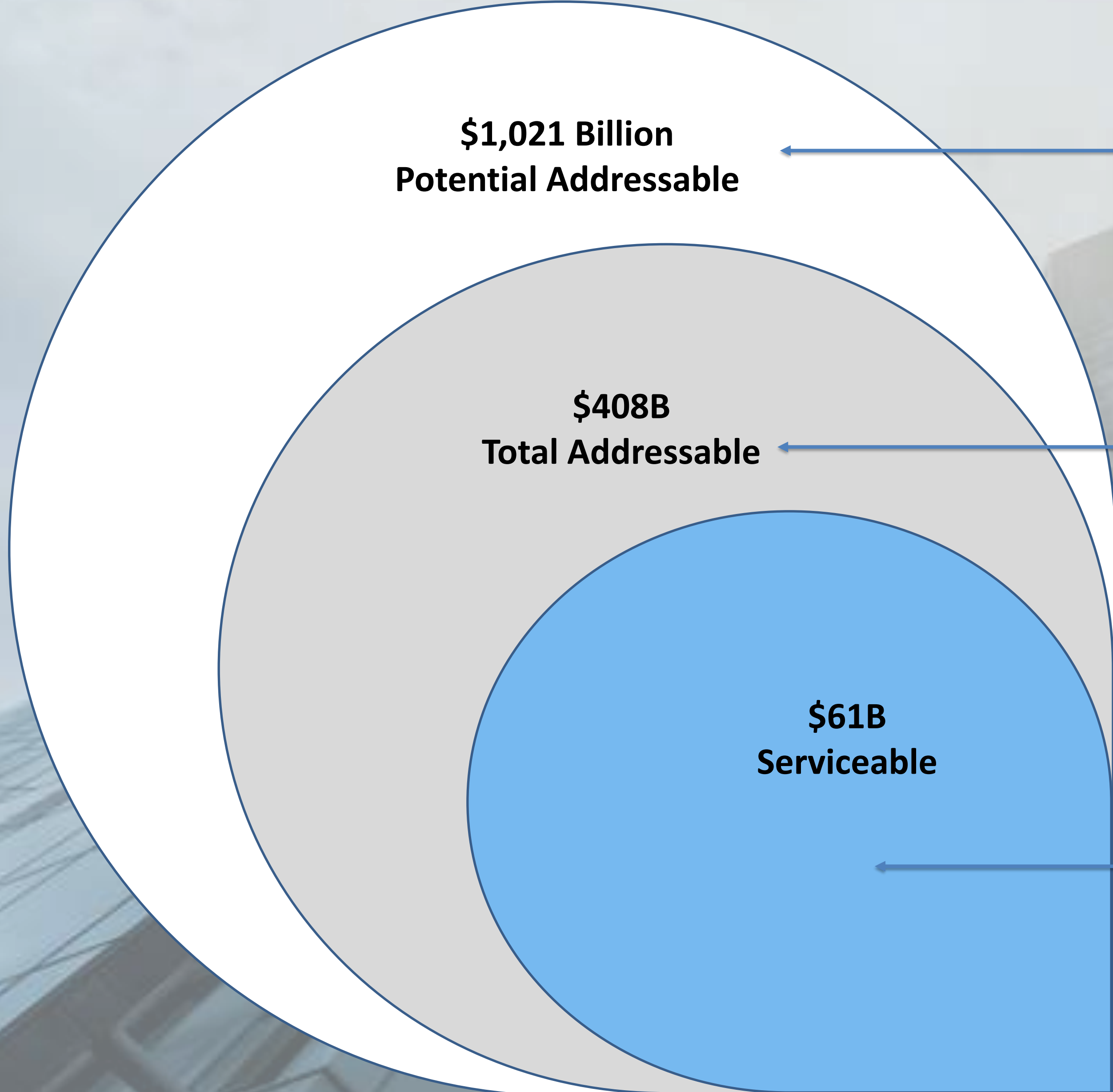
Forrester

93% of all questionnaire respondents stated they want to apply process mining within their organizations.

PwC

High growth market
(22% CAGR) that is underserved.

Process Intelligence Market Sizing



- Companies and solutions providers have realized Process Intelligence is a prerequisite for digital transformation.

- The number one reason for digital transformation is improve operational efficiencies.
- 40% of all companies rank improving operational efficiencies as their key objective.

- Competition in the market is decreasing as a result of acquisitions and product strategies have to pivot and often narrow in scope.
- Significant architecture differences create a unique and attractive value proposition.

Attractive and Underserved Market



- **Celonis:** \$365M in revenue, \$1.5B+Investments, \$13B Valuation
- **Signavio:** \$15M in revenue, \$250M+ investments, sold for \$1B+ to SAP
- **MINIT:** <\$10M in revenue, acquired by Microsoft
- **MyInvenio:** <\$10M, acquired by IBM
- **Process Gold & FortressIQ:** Acquired by RPA providers

Acquisitions provide a lucrative and viable exit strategy and reduce market competition



Pricing Model

- **Proof of Concept: \$25k +**
- **Per Process: \$200,000/year**
- **Functional License: \$1M / year**
- **Enterprise License: Negotiated**
- **Integrated Solution Providers**
 - **\$100,000 Recurring subscription + Revenue Share**



Partnerships and Channels

Go To Market

- Joint Product Offerings
 - MedTech
- Integrators and Solutions providers
- Business Development Relationships
- Microsoft Co-Sell



Deal Flow July 2023 Projections



Industry	Customers	Pilot	Annual Recurring	Services Revenue
Banking & Finance	5	\$145,000	\$600,000	\$325,000
Media & Technology	3	\$50,000	\$400,000	\$200,000
Healthcare	3	\$150,000	\$250,000	\$175,000
Education	1	\$50,000	\$50,000	\$75,000
Consumer Goods	1	\$25,000	\$100,000	\$50,000
Total	13	\$420,000	\$1,400,000	\$825,000

Estimated Total Revenue for 2022 - ~\$400,000



Pre-Seed - Use Of Funds

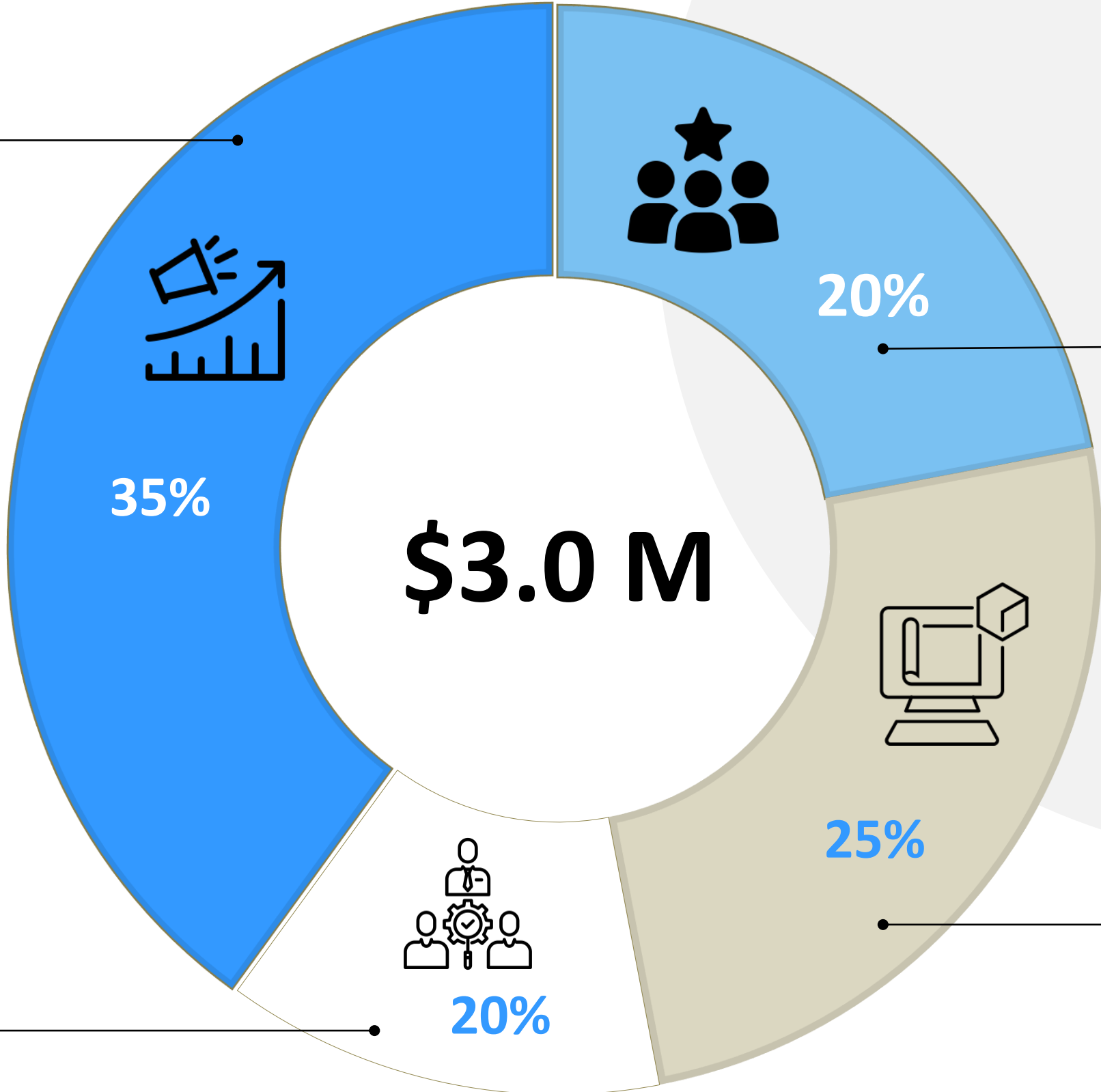


Sales & Marketing

- Business Development
- Channel Development
- Advisory Services Relationships
- Digital Media, Podcasts, etc.

General & Administrative

- Officers and Advisors
- Operating Expenses
- Legal/Professional Services



Customer Success

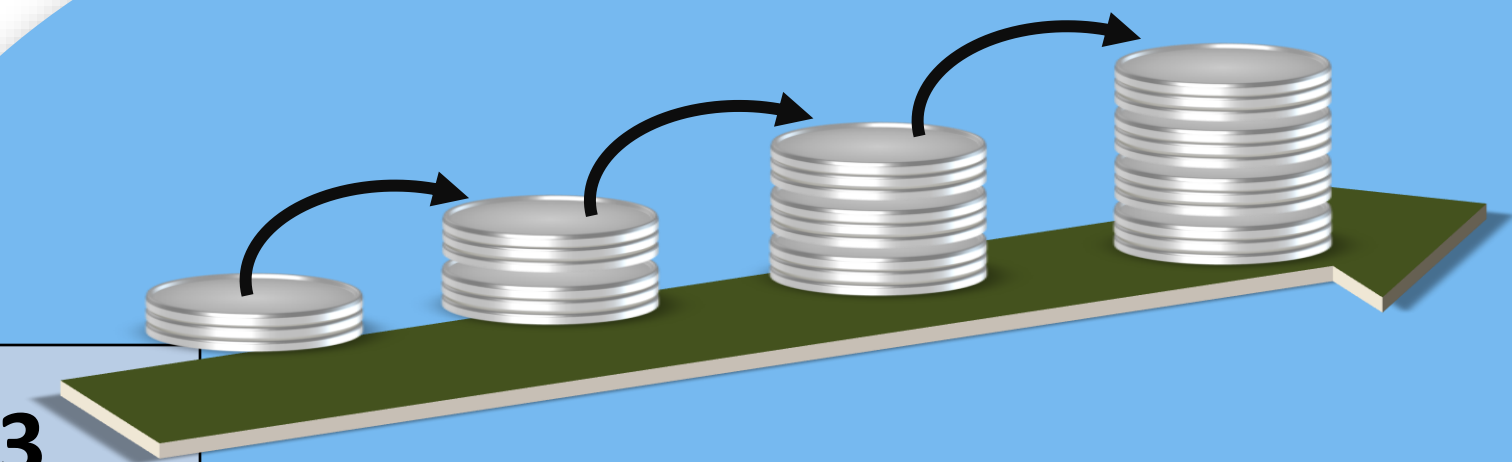
- Customer Success Leaders
- Industry Thought Leaders

Product Development

- AI Recommendation Engine
- Vertical Solutions
- Key hires

Planning an 18 Month Horizon for Pre-Seed Funding

Investment – Safe Note



	Scenario 1	Scenario 2	Scenario 3
Series A Revenue (24 to 30 Months)	\$ 15,000,000.00	\$ 15,000,000.00	\$ 15,000,000.00
Valuation	\$ 100,000,000.00	\$ 200,000,000.00	\$ 300,000,000.00
Safe Note Investment	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00
Conversion Market Cap	\$ 3,500,000.00	\$ 35,000,000.00	\$ 35,000,000.00
Equity Value of Convertible Note	\$ 2,857,142.86	\$ 5,714,285.71	\$ 8,571,428.57
Return	186%	471%	757%
Total Number of Shares	8,700,000	8,700,000	8,700,000
Investment	1,000,000	1,000,000	1,000,000
Shares for Investment	248,571	248,571	248,571



Appendix



Process Intelligence

Our Mission & Vision

Mission

Enable Fortune 500 companies to be confident in the outcomes of their transformation investments and programs.

Vision

Provide a simple, efficient, data driven view into operations and accelerate breakthrough business optimization.



Leadership

Management



KUMAR NARALA
FOUNDER/ CEO
[LinkedIn Profile](#)



TOM MADSEN
COO
[LinkedIn Profile](#)



BILL COCKERILL
DIR. BUSINESS DEV.
[LinkedIn Profile](#)



ANUPAM SHAKTI (ANNA)
DIR. CUSTOMER SUCCESS
[LinkedIn Profile](#)

Advisors

NAME	LINKEDIN PROFILE	INDUSTRY/ FIELD
Sanjeev Kumar	https://www.linkedin.com/in/sanjeev-kumar-ai271/	Artificial Intelligence & Machine Learning
Anand Kulkarni	https://www.linkedin.com/in/anand-kulkarni-245262/	Banking, Financial Services & Insurance
Jack Nunnery	https://www.linkedin.com/in/jack-nunnery-81232015/	Mortgage
Neil Shroff	https://www.linkedin.com/in/nshroff/	Business Development

SERVICE DELIVERY

Top 5 Communications Service Provider



Over 319K Events and 19K orders processed and mapped within 2-3 days for one of the largest communications provider companies.

Process Variants

- Found 18 variations with the average of 84 days for overall orders.
- Comparison of variations side by side to drive standardization and improvement.

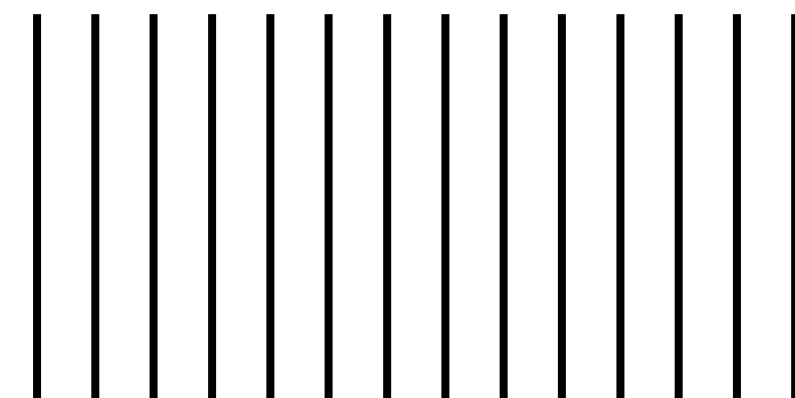
RPA Automation Roadmap

- Provided an automation roadmap to pinpoint high volume, high cost and high time transactions.
- Rework Analysis & Trending: Clearly identified rework across the process and highlighted it by product, activity and agent.

Order and SLA Analysis

- Recommended specific actions to take to improve delivery for the most challenged delivery programs.
- Highlighted areas where process SLAs are struggling and provided specific process flows to meet SLA's
- Ability to analyze overtime hours by activity and customer delivery date to assess effectiveness of overtime

Highlighted process opportunities to improve service delivery by 13% and \$16M in rework cost opportunities.



PRODUCT FULFILLMENT

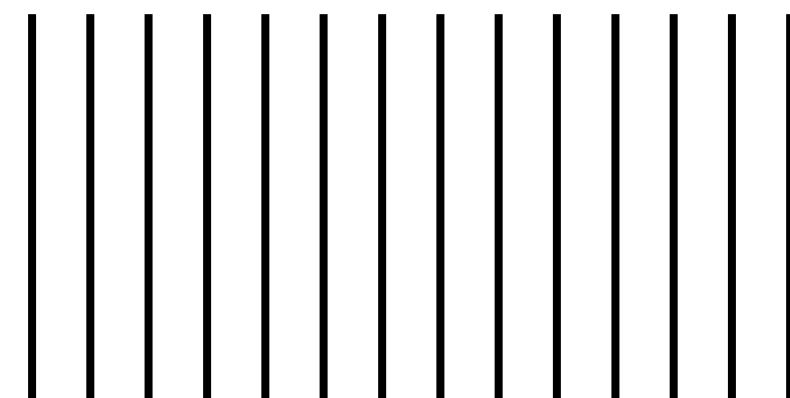
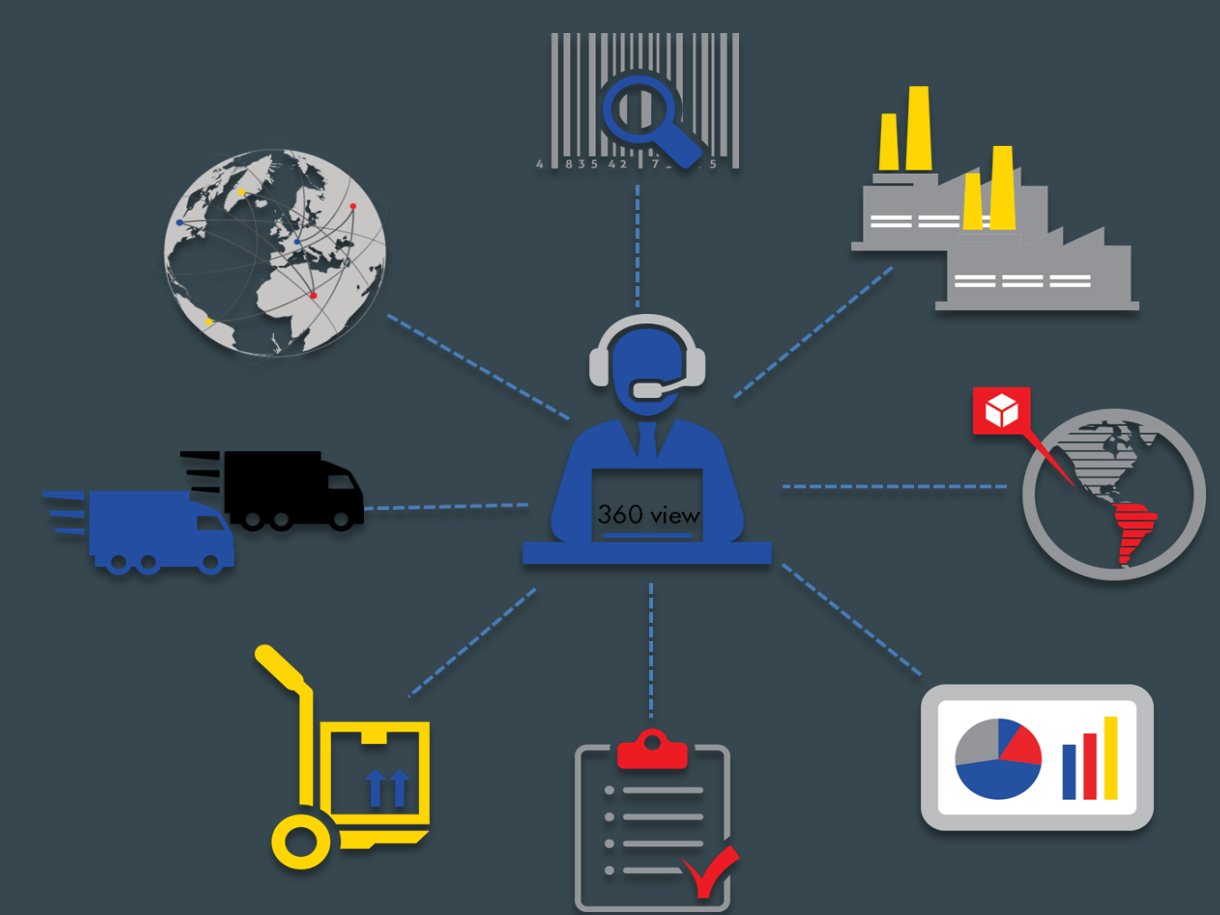
Mid-size Manufacturing Company

Over 14500 orders with 93 variants where on-time orders take average of 3 days, delayed orders take 13.5 days. All delayed orders include re-work issues, multiple packing slips, invoices etc. Along with opportunity to Streamline the process, we found the below.

❑ **Opportunity to simplify product flows / variations:**

- On average your products have 2-3 variants and ship within 3 days
- One product had 39 variants or paths and ships on average of 32.6 days
- 62% followed a path via your TX warehouse and these orders avg 14.6 days.
- However your optimal path for on-time delivery of this product via TX reduces the delivery interval to 8.3 days.

Opportunity to simplify operations, improve margins and reduce average delivery time from 33 days to 8 days.



FIELD OPERATIONS

\$1B Mortgage Field Services & Property Management Company



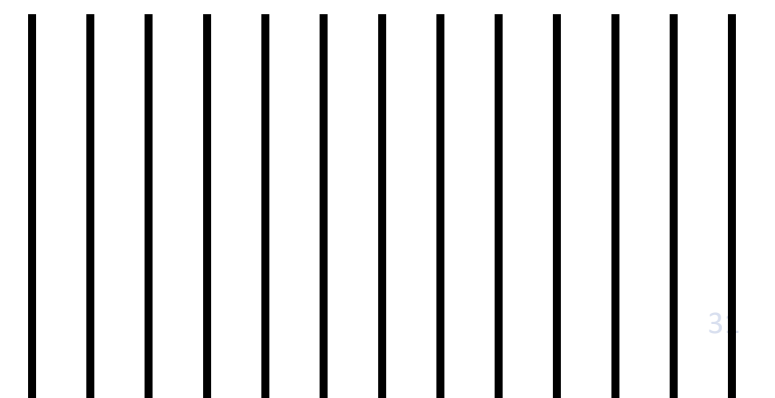
Over 7.2M records and 438K orders processed mapped in several days.

Process Variant Opportunities

- One work order had 52 unique process flows of which 67% of the volume followed one flow and the remaining 33% followed less optimal flows.
- Management realized both customer service levels and margins could be improved by understanding the 52 process variants, simplifying and optimizing.

Vendor Optimization Opportunities

- One specific work order had over 800 vendors fulfilling this service.
- Clear lack of a strategy for streamlining vendor management and optimizing service delivery based on cost, quality and time to complete.
- All levers to optimize on specific business outcomes were available for side-by-side process reviews for standardization and outcome optimization.



COMMERCIAL LOAN SERVICING

Large North American Multinational Bank

□ Overview

- Evaluate the process and productivity of Loan Servicing for large, enterprise customers.
- Processed over 6.5M records representing 19K unique deals for loan servicing evaluation.
- Focus was on process standardization, stream lined work activities and automation opportunities.

□ Process Opportunities

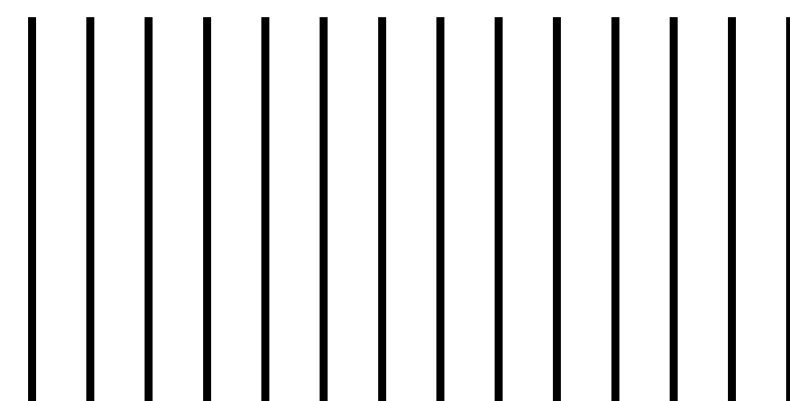
- The life cycle of loan processing revealed there were few standard processes across all areas.
- Ability to identify all activities across types of loan servicing deals led to process standardization recommendations.
- Ability to view 3rd party impacts to processes within a deal cycle and related process metrics.

□ Automation Opportunities

- Identified activities (transaction types) that are highly automated (>80%) moderately automated (50%) or minimally automated (<20%).
- Activity automation opportunities are prioritized by frequency and time required to complete to develop the automation roadmap.

□ Workforce Opportunities

- Ability to map all activities to a representative to identify productivity and efficiency opportunities.
- Work activity by representative identifies the opportunity to model best in class for training purposes.



HEALTHCARE

Patient Care Efficacy

- Effectiveness of patient flows, treatments and outcomes.
- Visit analysis to compare outcome vs goal, treatment and costs.
- Optimize costs while maintaining high efficacy rates

Patient Journey

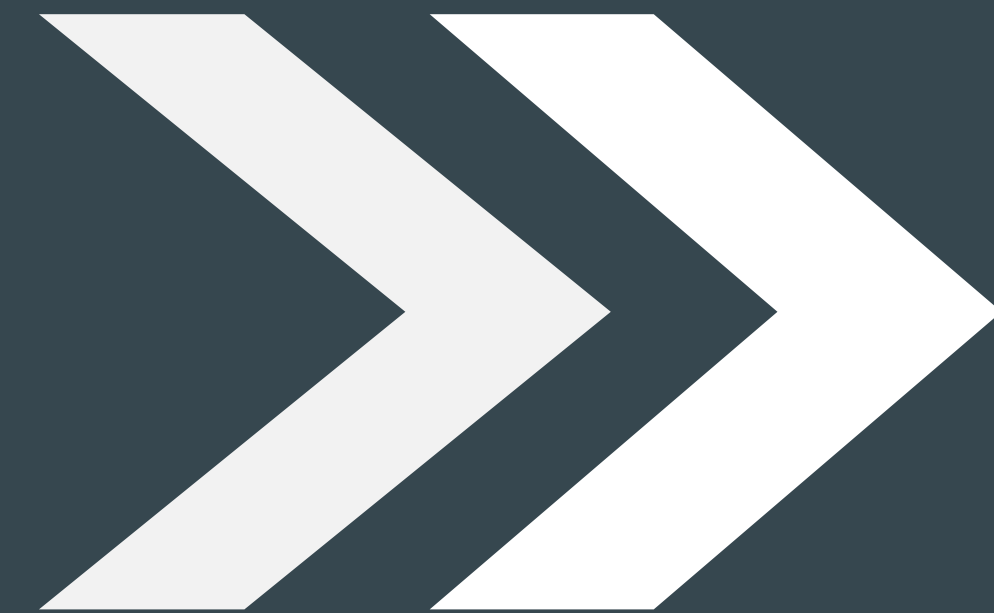
- Admissions and Transfers flow analysis.
- Flow analysis across wards, medical units.
- Length of stay analysis
- Discharges and inpatient fatalities

Revenue Cycle Management

- Understand your billing processes that lead to higher volumes of patient claims
- Review process challenges across locations, type of treatment and department
- Identify processing issues that expedite or impact the revenue cycle.

Compliance & Reporting


- Understand how process variation can impact your performance and / or compliance in the various HEDIS domains
- See how process variations can impact your effectiveness of care results across locations or healthcare providers.
- Ensure the growing area of Telehealth is understood, tracked and measured in relation to your onsite care





Thank You!

Revive today

 **(512) 470-7437**

 **william.cockerill@revivetoday.com**

 **www.re-vive.com**



ViVE Process Intelligence

Re-vive
Your businesses 