

Appian

GxP
PARTNERS

Appian

PARTNER

Discover your

XPONENTIAL POWER
with GxP and APPIAN

GxP: Generating **X**ponential Power

David Smith
President
GxP Partners, LLC

Detailed Customer Service Request Report

Status Filter

--- Status Filter ---

Request Num	Started By	Start Time	Requester	Type	Status	Customer	Revised Date	Resolution Date	Case Duration
1010101	Alison Ross	Apr 27, 2016 11:30 PM	United Mile	Need help with an Order	New	True Enterprise	01/01/2020	Apr 29, 2016 11:30 PM	3 days, 01 hrs, 32 mins
1010101	Alison Ross	Apr 27, 2016 11:30 PM	United Mile	Need to verify my Account details	New	United Logistics Services		Apr 29, 2016 11:30 PM	2 days, 02 hrs, 01 mins

GENERATING **X**PONENTIAL POWER: THE PLAYERS

GxP Partners: A trusted full-service Appian Premier Partner since 2009. We've built Appian applications and handled the implementations for leading institutions such as: Freddie Mac, Sanofi, NRUCFC, Penn-Treaty, NuLife Med, and Tarrant County, TX.

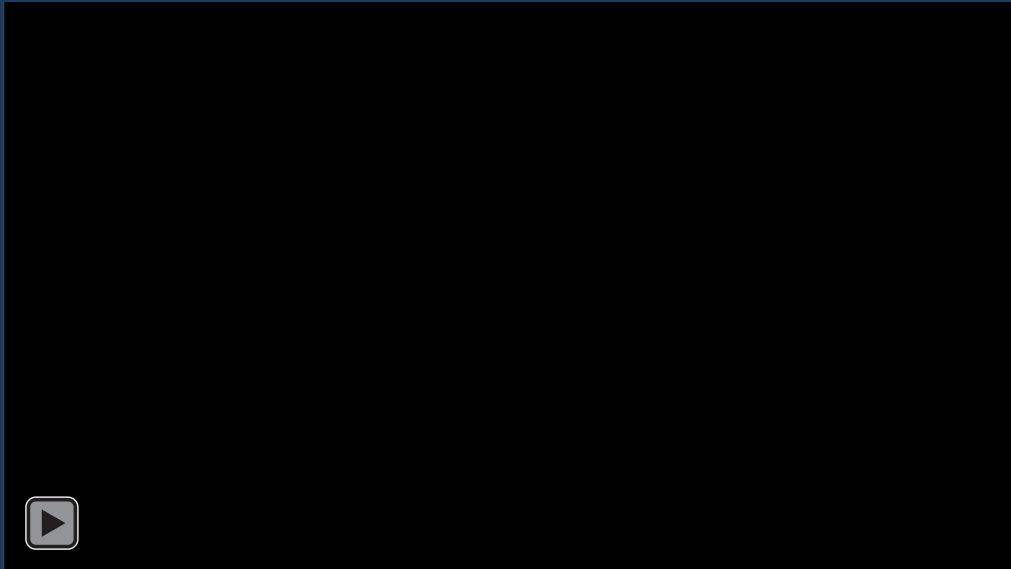
Appian: Provider of the Appian platform – a low code PaaS software company, that is the only platform that offers low code, case management, BPM, and RPA application development in the market today.

WHAT DOES DIGITAL TRANSFORMATION **REALLY** MEAN?

Enterprise software is powerful and can have significant implications on any organization and their processes, their data, and their customers. We routinely hear how hard it is to realize improvements and achieve change. There are many challenges we could name...and I'm sure you could name some too...

BUT what if digital transformation was easier, happened faster, and was less costly?

WITH GxP and APPIAN IT IS!



video link: <https://www.youtube.com/watch?v=qgb94DXoj98>

Appian

- Appian is a publicly traded software company under the Nasdaq ticker APPN (Price: \$31.55 /\$2.0B Market Cap). It went public on May 25, 2017 @ \$12 share. It is the first and only dedicated low code technology vendor to go public.
- Appian is the only company that combines low code with case management, BPM and RPA.
- Forrester and Gartner both ranked Appian a leading vendor in the following categories: Low Code, Case Management, BPM, and RPA.

WITH THE APPIAN PLATFORM: **IMAGINE** THE POSSIBILITIES

One Platform. Speed and Power.



Only Appian offers leading technology for low-code application development, business process automation, case management, and RPA.

Appian

*"Appian customer references indicated a **higher degree of satisfaction** with the Appian platform, compared with other vendors surveyed."*

Gartner®

Appian

WHAT IS **LOW CODE**?

- Low code is the next step in Rapid Application Development. Software Applications are created using drag and drop graphic user interface (GUI) methodologies rather than customized software programming.
- Low code is like a power point presentation. You draw your application by dragging and dropping the components you want in the application. Meanwhile behind the scenes – the code is being compiled.

APPIAN APPLICATIONS: **THREE EXAMPLES**

Usually Appian applications are best served where you automate or digitally transform a business process that was inherently inefficient before.

The end result is to improve productivity, generate cost savings, improve customer service, or improve revenues. There are three defined examples of Appian applications.

APPIAN APPLICATIONS: THREE EXAMPLES

1

Stand Alone:
This is an application that
has a specific purpose.



1 Build significant new apps up to **20x faster**.

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APPIAN APPLICATIONS: THREE EXAMPLES

2

Extension of a Specific System:

This is to extend the functionality of an application already in place.



2

Extend existing systems

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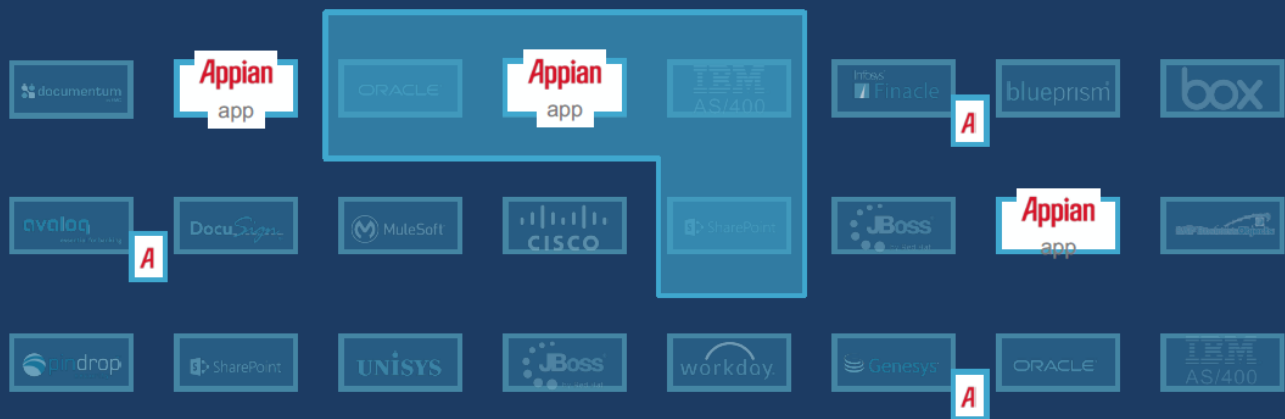
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APPIAN APPLICATIONS: THREE EXAMPLES

3

Overlay:

Connect and unify different systems to create a unified application.



3

Connect and unify existing applications

Appian

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HOW DOES GXP GENERATE XPONENTIAL POWER?

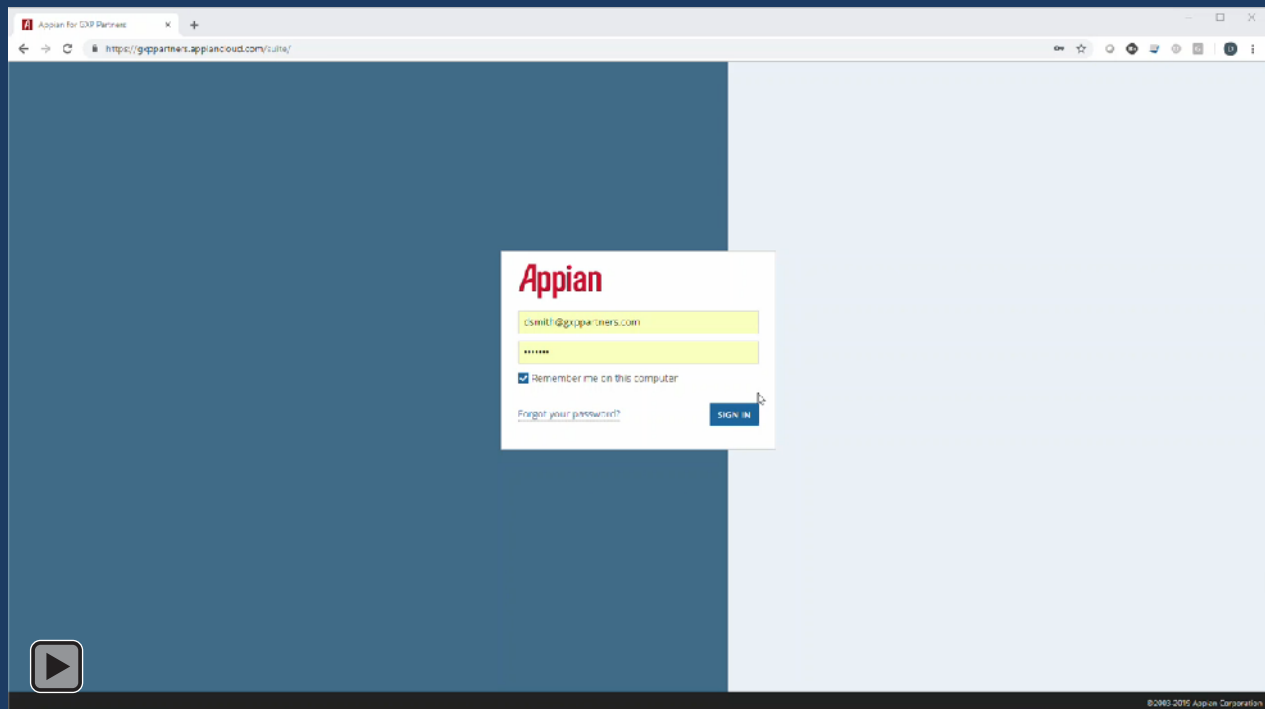
GxP Partners has over 20 years of enterprise solutions knowledge and expertise. Appian has trusted us to build some of their most difficult applications for some of their most important clients –like Freddie Mac.

GxP has also built hundreds of Appian applications, and these previous applications give us a library of foundations (or building blocks) to jump start future projects /solutions/ and applications. Applications can be built even faster.

**APPIAN + GXP =
FAST AND POWERFUL !**

GXP DEMO OF THE APPIAN PROCESS MODELER

This is a short recording of a quick demo of the Appian platform and how an application is built rather than coded. This demo shows the code being compiled behind the scenes.



Video link: https://youtu.be/_46Q_zadnpQ

WHAT DOES GXP BRING TO THE TABLE? –THE X FACTOR!

1. Over 20 years of Enterprise Solutions expertise. We solve problems.
2. We are an Appian Premier Partner –Appian trusts us to handle the implementations for some very important clients like Freddie Mac.
3. Extensive library of reusable Foundations. These building blocks can expedite any project, reducing overall time and cost.
4. Proven Track Record of delivering projects On Time and On Budget
5. Customer Support – When the phone rings, we answer immediately.

GXP: TECHNOLOGY PARTNERS

In order to drive the best technology solution for our clients, we often partner with other vendors to deliver a complete and unified application using the Appian platform. Some technology partner examples are:

The logo for DocuSign, featuring the word "DocuSign" in a blue, cursive-style font on a dark blue rectangular background.The logo for blueprism, featuring the word "blueprism" in a light blue, lowercase, sans-serif font on a white rectangular background.The logo for Ephesoft, featuring three horizontal bars in yellow, green, and red to the left of the word "Ephesoft" in a bold, black, sans-serif font.The logo for BLOCKCHAIN, featuring a white diamond-shaped icon with a black geometric pattern to the left of the word "BLOCKCHAIN" in a bold, black, uppercase, sans-serif font on a white rectangular background.The logo for twilio, featuring a white circular icon with a grid pattern to the left of the word "twilio" in a white, lowercase, sans-serif font on a red rectangular background.

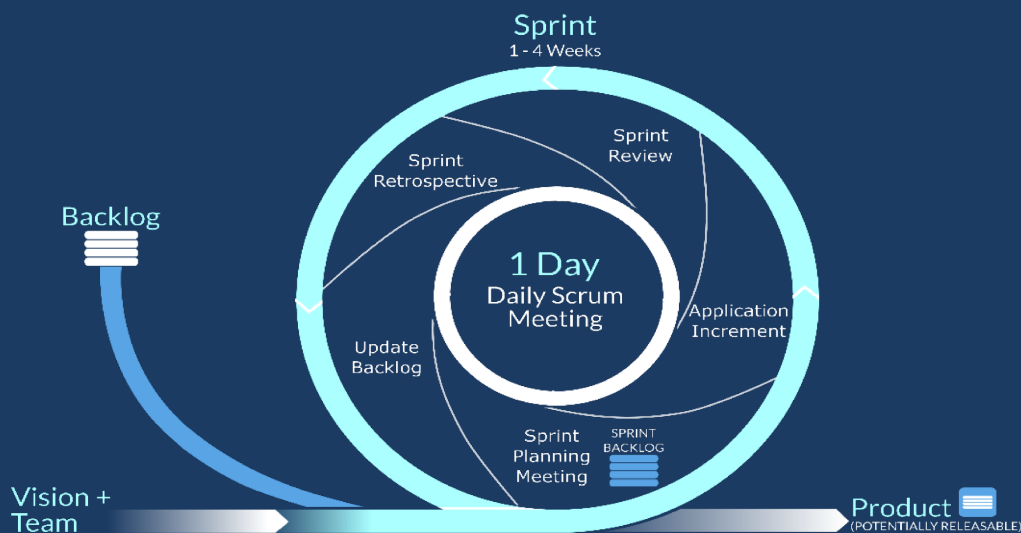
We can partner with other technology vendors as needed.

The Appian logo, featuring the word "Appian" in a white, serif font on a red background.

WHY HYBRID AGILE DEVELOPMENT FOR OUR PROJECTS

- Hybrid Agile provides some of the design control of a waterfall project with the flexibility of Agile Development. We want the best of both worlds.
- Gives users and business owners the ability to provide continual design feedback through continual review and testing after each sprint. This minimizes design and development risk.
- Continuous review by users minimizes training risk. We want users to be ready to use the final product immediately to generate positive results as quickly as possible.

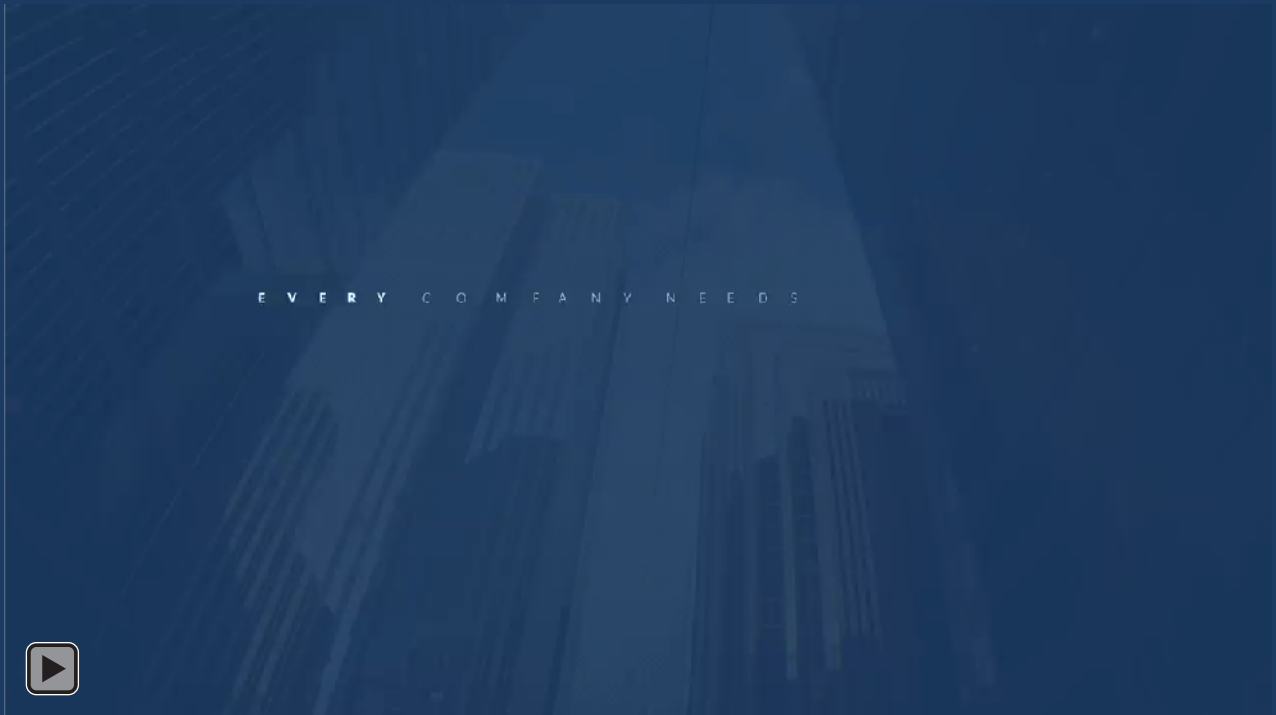
TYPICAL AGILE SPRINT DELIVERY METHODOLOGY



BENEFITS FOR THE CLIENT

- Innovation can happen quickly. Design of an application now takes days/weeks. Not months and years....or worse yet, never at all. Imagine the possibilities!
- Solving Business Pain Points - Increased productivity of users. Improved customer service. Cost savings. Improved revenue streams.
- Business owners can collaborate with IT staff and developers throughout the process. No more “throwing it over the wall to IT.” Requirements are configured how you, the business owner, want them.
- Control of an application. You can manage the application or system for future change.

BENEFITS FOR THE CLIENT



Video link: <https://www.youtube.com/watch?v=UNYDh3rU-BQ&feature=youtu.be>

Let's Talk about You

- A. Tell me about your business.
- B. Do you have a digital transformation effort underway?
- C. Have you identified a project already?
 - i. If not, describe some of your most inefficient processes?
 - ii. Do you have legacy issues?
 - iii. Do you have an application that isn't giving you everything you need?

How Can We Increase Your XPponential?

Next Steps?

Demo?

Meet with _____?

Start thinking about an application?

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1010101	Maxine Ross	Apr 27, 2016 11:30 PM	Local Mail	Used by with an Order	New	Type Enterprise	10101010	Apr 29, 2016 11:30 PM	2 days, 01 hrs, 32 mins
1010102	Maxine Ross	Apr 27, 2016 11:30 PM	Jessica Hill	Used to update my Annual 2015	New	Local Logistics Services		Apr 28, 2016 12:00 PM	2 days, 02 hrs, 00 mins