

**G1ANT**

**Welcome to  
G1ANT demo!**

Internal project



Market requests  
and research



Further development



**4 YEARS**  
of the company



**3 MONTHS**  
of market presence



## Finance (claims & insurance industries) painpoints:

**Lack of transparency**

**No guarantees of advanced security**

**Audits are long & break Agile sprints**

**G1ANT**

**Enter G1ANT**

## VALUES



**SECURITY**



**DATA CONTROL**



**TRANSPARENCY**



**DATA RETENTION**

## G1ANT works in 2 modes



**ATTENDED**



**UNATTENDED**

**On both PCs and servers running Windows**

## CODING VS DRAGGING

GIANT Studio v4.105.0

Process Edit View Debug Insert Triggers Tools Learning MyAccount Activation Help

Addons

| Name       | Enabled                             |
|------------|-------------------------------------|
| core       | <input checked="" type="checkbox"/> |
| googledocs | <input type="checkbox"/>            |
| ieexplorer | <input type="checkbox"/>            |
| images     | <input type="checkbox"/>            |
| msoffice   | <input type="checkbox"/>            |
| net        | <input type="checkbox"/>            |
| ocrabby    | <input type="checkbox"/>            |
| ocrgoogle  | <input type="checkbox"/>            |
| selenium   | <input checked="" type="checkbox"/> |
| ui         | <input type="checkbox"/>            |
| watson     | <input type="checkbox"/>            |
| xlsx       | <input checked="" type="checkbox"/> |
| language   | <input checked="" type="checkbox"/> |

```

1 addon xlsx version 2.205.17304.1000
2 addon selenium version 2.205.17304.1000
3 addon core version 4.93.18313.1626
4 addon language version 4.92.18313.1609
5
6 delaystep = 0
7 selenium.open type "chrome" url "http://www.rpachallenge.com/"
8 excel = C:\Users\Omni\Downloads\challenges.xlsx
9 delay 2
10
11 email = Cnew System.Collections.Generic.List<Object>();
12 company = Cnew System.Collections.Generic.List<Object>();
13 adr = Cnew System.Collections.Generic.List<Object>();
14 phone = Cnew System.Collections.Generic.List<Object>();
15 first = Cnew System.Collections.Generic.List<Object>();
16 last = Cnew System.Collections.Generic.List<Object>();
17 role = Cnew System.Collections.Generic.List<Object>();
18 keyboard <<WIN+UP>>
19 call readData
20 delay 6
21
22 selenium.click search "'/*[text()='Start']" by xpath
23 for v1 from 1 to 10
24 selenium.type text vemail[v1] search
  "'//label[text()='Email']/following-sibling::input" by "xpath"
25 selenium.type text vcompany[v1] search "'//label[text()='Company
  Name']/following-sibling::input" by "xpath"
26 selenium.type text vadr[v1] search
  "'//label[text()='Address']/following-sibling::input" by "xpath"
27 selenium.type text vphone[v1] search "'//label[text()='Phone
  Number']/following-sibling::input" by "xpath"
28 selenium.type text vfirst[v1] search "'//label[text()='First
  Name']/following-sibling::input" by "xpath"
  
```

Variables

| Name               | Structure         | Value |
|--------------------|-------------------|-------|
| Press "F2" to edit |                   |       |
| Variables          | Special Variables |       |

Ready 1:1 Script loaded

VS

Control Room

Bots > My bots > Edit Task Bot

DesignFlow.bot

Flow List Dual

actions

- atabase
- ata Table
- atetime
- elay
- ictionary
- mail
- rror handler
- MS
- Copy
- Create
- Delete
- Open
- Rename
- lder
- ip/Stp
- If
- Else If
- Else
- JavaScript
- mutate keystrokes
- st
- og To File
- pop
- essage box
- Message box
- ouse
- umber
- ariables

Step "File Verification"

Window: Activate window \$window-15

If file does not exist at "C:\Rewa...

Message box "Bonus file does not exist. WILL...

File: Create "C:\Rewards\bonus.txt"

Step

## Making robots:

The **recorder** feature allows users to record mouse & keyboard actions and then play them back. Easy to make and deploy, good for **attended automation**.

**Code** can be written in 3 leading languages as well as a custom one with some quality of life features for programmers. This enables them to **create unattended automations**.

- **Java**
- **Python**
- **C#**
- **G1ANT language**

# G1ANT VS LEGACY COMPETITORS

## (UIPath, BluePrism, Automation Anywhere)

# G1ANT

- Code editor
- On-premise installation
- Fully open-source
- No telemetry\*
- Code as 1st-class citizen
- Works with Agile development
- Advanced extensibility
- No Internet connection required
- Lightweight, portable installer
- Mix & match languages
- Visual editors
- Strong push for Cloud
- Closed source or binary blobs
- Telemetry\*
- Limited code blocks
- Not really Agile in implementation
- Limited options to expand
- Internet access required or preferred
- Installation required, big file
- Usually 1 language per insert

\*by default

**G1ANT is 20-24%  
more performant  
than legacy competitors**

**(Assuming same robots doing the same things on the same infrastructure)**

## BUSINESS APPROACH

# GIANT

- Free support with licenses
- No external consultancy required
- 3- to 4-figure license prices
- Passes audits quickly & easily
- Help with robots and deployments

Paid support

Consultancy required

4- to 6- figure license prices

Audits are problematic

Tool vendor only

## G1ANT VS START-UPS

- A **stable** company, existing for many years
- EU funding **secured**, \*not\* the usual 250K EUR
- **150 partners** all around the world (57 countries)
- Senior-level programmers with **10s of years** of experience
- Sales and marketing processes **all figured out**
- Start of cooperation with **Gartner**
- **15 people** per location
- Private office with secure connection (VPN, constant IP)

ZARA



Delphi  
Technologies



FERRERO



CAFES DO BRASIL

LUONEFTI

**G1ANT**

**G1ANT is low-code!**

## Low-code is just a concept

**It has no strict definition, rather it amounts to:**

- 1. Reduce the amount of code written**
- 2. Enable less tech-savvy users to deploy**

**GIANT**

**Agile**



## The only Agile RPA solution

**Currently G1ANT is the only tool that allows for full in-Sprint deployment of robots**

**Creating them quickly is 1 thing, but Audits are where G1ANT excels**

**On average, large enterprises take between 20 to 90 days to audit competing solutions. G1ANT can be audited in 2-3 days.**

# Add-ons

All add-ons are **open source** and **audited** – some are made by G1ANT devs during hackathons, other by customers and community members. All add-ons are **free for commercial use**. All major enterprise apps are supported. Making new add-ons is **easy**.



**GIANT**

# Orchestrator

## Enterprise Orchestrator module

Easy-to-use administrator **dashboard** to manage multiple robots distributed across many servers and machines in a single window.

Custom e-mail and SMS **alerts** as well as **reports** can be configured.

Great for **DevOps!**

Robot Dashboard

Machine 0.0.0.0

General Triggers Working Time Scripts Permissions

Date Range Picker

January 2018 February 2018

| SU | MO | TU | WE | TH | FR | SA |
|----|----|----|----|----|----|----|
|    | 1  | 2  | 3  | 4  | 5  | 6  |
| 7  | 8  | 9  | 10 | 11 | 12 | 13 |
| 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | 31 |    |    |    |

| SU | MO | TU | WE | TH | FR | SA |
|----|----|----|----|----|----|----|
|    |    |    |    | 1  | 2  | 3  |
| 4  | 5  | 6  | 7  | 8  | 9  | 10 |
| 11 | 12 | 13 | 14 | 15 | 16 | 17 |
| 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 25 | 26 | 27 | 28 |    |    |    |

| # | Name     | Time(Seconds) |
|---|----------|---------------|
| 1 | Script 1 | 123           |
| 2 | Script 2 | 321           |
| 3 | Script 3 | 666           |

SUM: 666 Seconds

## G1ANT IS PREFERRED BY

Finance

Hotels

Banking

Healthcare

Insurance

Logistics

Government  
offices

Airplanes

Military

CLEARANCE 10FT 5IN



# Select use cases



**Large-scale use under heavy regulations and potential fines, G1ANT runs there since December**

**65 years on the market**

**Swiss cargo company**





**\$677.7 mln** yearly profits

**19 000** employees

**34 offices, consulting enterprise and digital transformation, noted on NYSE**



# VIDEA™

## Atlanta company introducing programmatic to TV

**\$5.6 mln of profits**

**A part of SUNTIMO, responsible for Mazda cars production**





**Global consulting company**

**\$192.3 mln of profits. 1500 employees**





a multinational professional services network, and one of the Big Four accounting organizations.

207 000 employees in 153 countries

\$29,75 bln yearly profits





**British pharmaceutical behemoth**

**100 000 employees**

**\$42,98 mld yearly profits**



# Infosys<sup>®</sup>

Founded in 1981, specializes in IT.  
Origins in India, a global company and  
the 2nd biggest Indian companies ever  
made

100 000 employees

\$12,39 mld profits



# McKinsey & Company

27 000 employees

\$ 10 mld yearly profits

**You know who they are**



**GIANT**

**License**

## Licensing model:

Licenses are purchased for a number of **months** or **years**. The more months purchased, the cheaper each month is. Each license is tied to **1 physical machine** – it can be a server with 100 robots on 10 users, still 1 license!

Every license includes full commercial **support** (for G1ANT, add-ons and RPA robots) and **updates**. After you license expires, you **keep the tool** – only support and updates are halted until renewal.

Renewals and **scaling** with more licenses are **heavily discounted**.

- **Free updates**
- **Tool & code support**
- **EU & US time zones**
- **Guaranteed SLAs**
- **Cheap renewals**

## GIANT

## GIANT ENTERPRISE

RPD  
ORCHESTRATOR

| MONTHS | PERIOD | 1 month | 3 months | 12 months | 24 months | 36 months |
|--------|--------|---------|----------|-----------|-----------|-----------|
|        |        |         | £250     | £700      | £2,500    | £4,500    |

| 12 months | 24 months | 36 months |
|-----------|-----------|-----------|
| £10,000   | £18,000   | £24,000   |

# Next steps

## Let's proceed onwards!

1. Let us know of your **use cases**
2. We will grant you a **30-day developer license** (can be extended to 60 if needed)
3. You will get an **e-mail** with the **license, installer** link, **manual** and **documentation**
4. We will give you some **time** to play around – feel free to **ask us questions!**
5. After a while we will **get back to you** and ask how things are going
6. What we value the most is **feedback** about the tool & your use cases

**GIANT**

**Thanks!**

**GIANT**

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