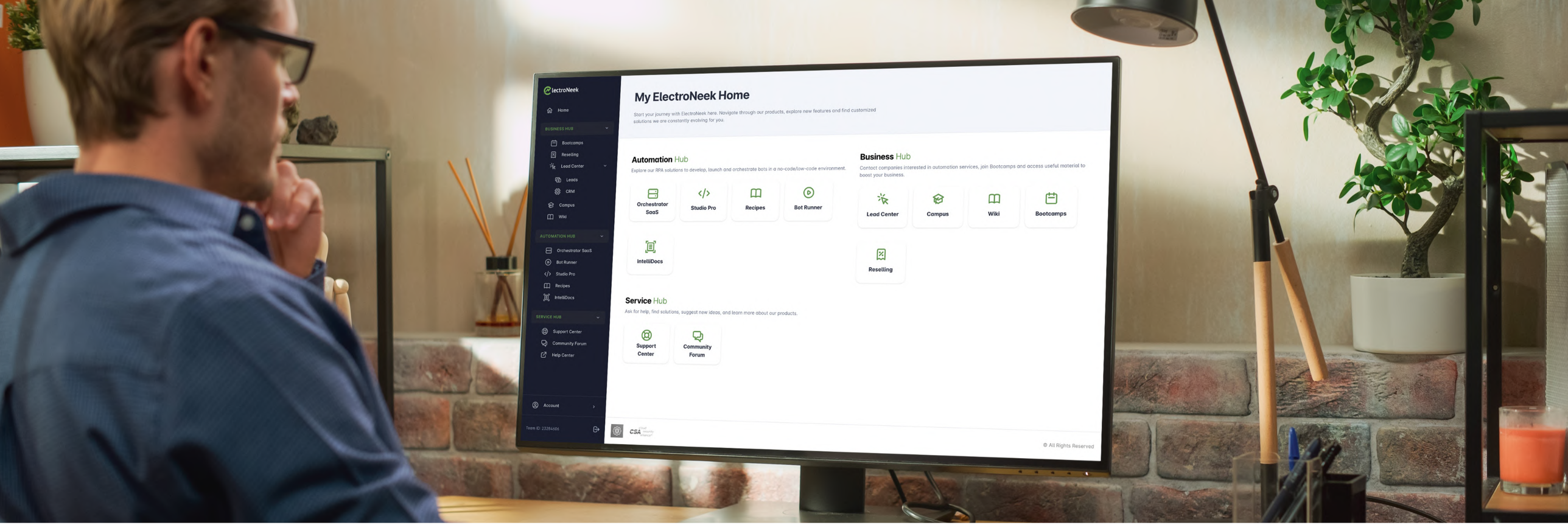


Grow your RPA Business

Learn how to create sustainable recurring revenue for your RPA business

lectroNeek

Introduction

Ready to accelerate your business?

Learn how RPA-as-a-Service can help you create a steady stream of recurring revenue.

Regardless of your company’s stage, it pays to avoid growth plateaus and plan for future stability.

Read on in this eBook to:

- Check out true success stories from MSPs building recurring revenue now,
- Discover valuable data that will help you identify new market opportunities,
- Learn why the ElectroNeek platform, made exclusively for MSPs, helps solution providers transform their businesses.



01 The Importance of Recurring Revenue

The Benefits of Recurring Revenue:

Forecasting

The most obvious reason to opt for recurring revenue models is to know how much money you'll have in the next week, month or year.

Measuring Growth

It allows you to identify margins, expenses, and cash balances. Also, to predict how far you can grow with your current customer base.

Decision-Making

Recurring revenue enables you to predict future income, which guides essential decisions making processes.

Expand Within the Client

The customer relationship is ingrained into the recurring revenue model, enabling you to focus on customer retention and grow your revenue.

Attract Investors

Companies with recurring revenue are naturally more attractive to investors. They can significantly increase the value and sale price of their business.

Stability

Recurring revenue generation indicates stability, as the organization expects to receive revenue every month.

Predictability, stability, and scale are critical elements of recurring revenue. Recurring revenue models make it easier for businesses to predict cash flow and generate sustainable profit margins.

Recurring revenue empowers the business, so they don't have to rely solely on signing new project-based contracts.

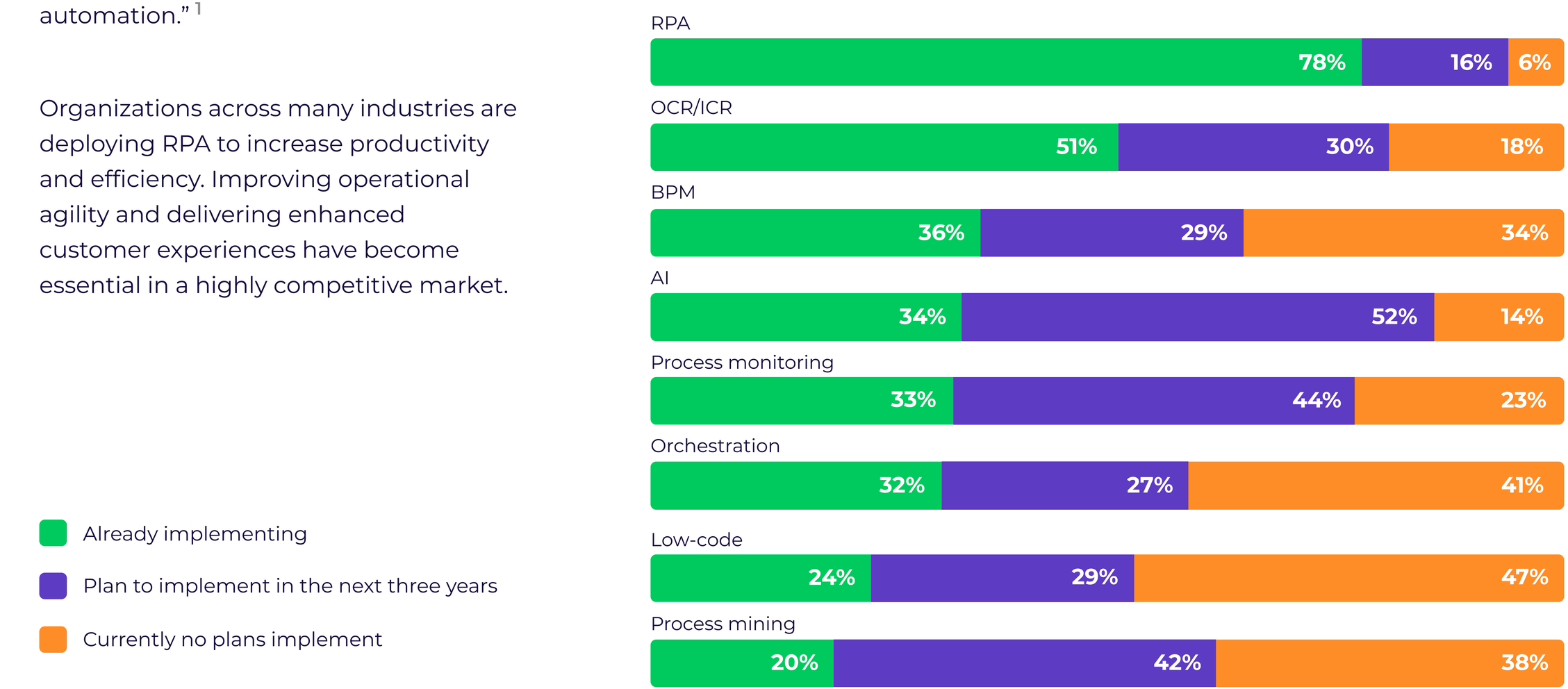
Recurring revenue can increase long-term customer value and deliver new revenue streams to existing customers.

02 RPA SaaS: A new way of doing business

Deloitte's global survey of executives showed that 73% of organizations have "embarked on a path to intelligent automation." [1]

Organizations across many industries are deploying RPA to increase productivity and efficiency. Improving operational agility and delivering enhanced customer experiences have become essential in a highly competitive market.

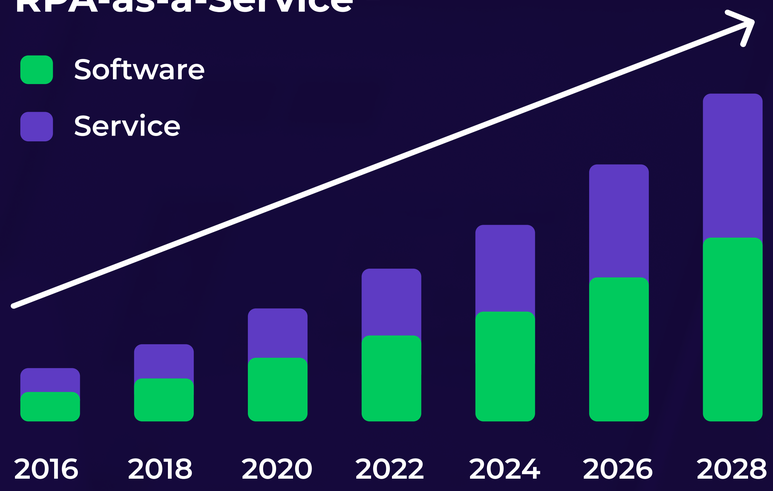
Technology portfolio of respondents to support intelligent automation strategy



1) Deloitte: Intelligent automation survey, 2021

Automation demand is outpacing automation service providers. There is a need for more managed service businesses to offer automation services.

From UI testing to enterprise and RPA-as-a-Service [2]



Historically, implementing and maintaining RPA was costly, making it inaccessible to SMBs with small budgets despite the cost savings. With subscription-based bots, this is no longer the case. RPA has become affordable, empowering more organizations to leverage RPA to support their growth while utilizing fewer resources.

2) Grandview Research: N. America Robotic Process Automation Market

The Benefits of RPA-as-a-Service model for MSPs:

See how our clients have achieved success with RPA SaaS

Winning New Markets

Trumpet, one of ElectroNeek's success stories, wanted to expand its operation to new markets. The issue was that it needed the right product. To overcome this challenge, they designed an automation proof of concept that fit the client - a local hospital. Read the full story here.

Building Expertise

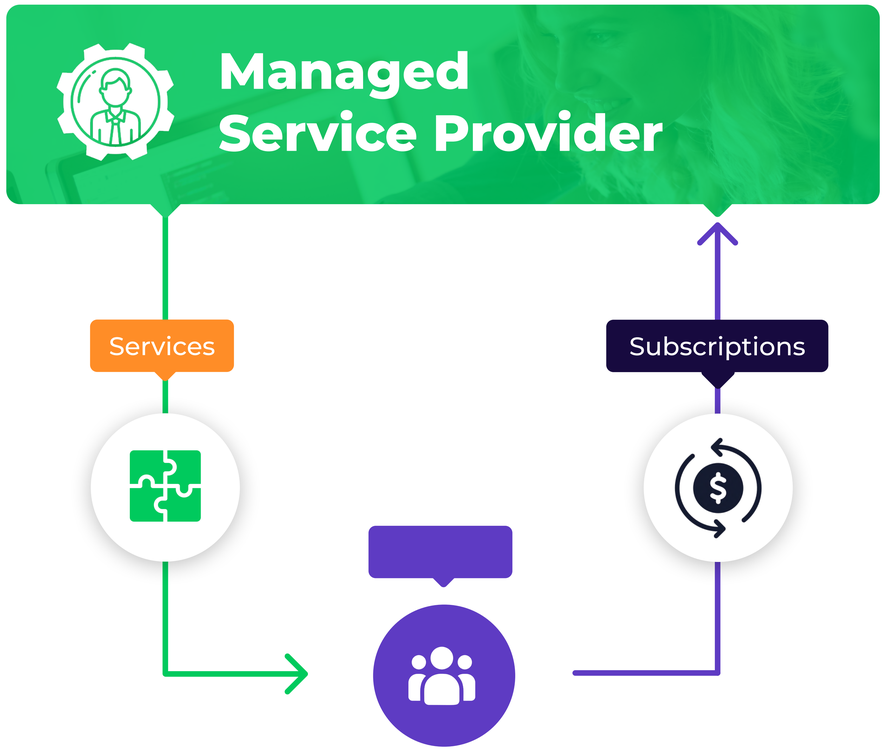
Project-based products sound good on paper, but they limit your scope of action. Thrive Automation, one of ElectroNeek’s success stories, understood the importance of building automation expertise. This allowed them to sell RPA services, grow their business portfolio, and close new recurring revenue contracts. Read the full story here.

Enhanced Scalability Opportunities

The RPA-as-a-Service model also allows MSPs and IT Service Providers to start selling subscriptions instead of bidding for project work. Simply Automate seized this opportunity by utilizing ElectroNeek to scale into the SMB market rapidly. Read the full story here.

ElectroNeek the only RPA platform made exclusively for IT Service Providers

Seamless no-code tools to automate your own and your client's work with software robots and intelligent document processing.



Build recurring revenue

with a Robot-as-a-Service model

As RPA technology shifts towards wider availability, managed service providers become the trailblazers of this change.

Still, less than 3% of managed service providers offer RPA to their clients today. This represents a significant opportunity for MSPs to be among the first to enter the automation services market while it’s still young and establish their presence.

Today, we’re witnessing a boom in the subscription-based economy where customers expect lower payments and predictable future costs. MSPs can now meet this expectation and provide their automation services on such a basis.

As a result, they win more clients quickly with smaller regular commits and avoid huge upfront investments.



“We identify a manual process to be automated and create a workflow to compare the process with its automated counterpart, enabling clients to measure ROIs before going into development.”

Wilton Rodgers III, CEO & Founder,
Simply Automate

Common Challenges:

“With my current RPA Vendor, it’s impossible to do this because…”

- I need a new license for each bot I develop.
- I have to split my revenue with the RPA Vendor.
- I need more support for winning clients and structuring my business.





Meet ElectroNeek.

ElectroNeek equips the RPA Service Provider with everything needed to build, sell, and support recurring revenue through RPA.

> *“ElectroNeek is revolutionary for IT Service Providers that want to serve the SMB market. They are the only platform that offers unlimited bots without licensing fees.”*
>
> **Javier Villa, Founder of Botget**

The ElectroNeek Platform consists of three key hubs, giving you everything you need to automate business processes and grow revenue.

Automation Hub provides all the no-code tools you need to automate business processes in a snap! It includes a free Bot Runner to launch unlimited bots with **no per-bot licensing fees.**

Business Hub provides a wide range of premade blueprints and templates. Shift from a project-based to a subscription-based recurring revenue model with the right sales and marketing resources and training to transform your company.

Service Hub includes a Community Forum where users can interact with other ElectroNeek users and collaborate with our experts for product inquiries. You can also get development support for your first RPA project.

ElectroNeek

Choose a trusted RPA Vendor



“We went from 7 clients to signing on hundreds worldwide! Businesses need to know it. ElectroNeek – these guys are game changers!

Wilton Rodgers, CEO of Simply Automate Inc.

Now that you know how to grow your RPA business, it’s time to take the next step. Click here and discover how to expand your portfolio with RPA-as-a-Service.

Get Started Now

THE Cloud100 Forbes **TOP20** Rising Star 2022

G2 Easiest To Use FALL 2022 · Fastest Implementation FALL 2022 · Best Est. ROI FALL 2022 · High Performer EMEA FALL 2022 · High Performer FALL 2022 · Momentum Leader FALL 2022

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