Modernize the Enterprise through Intelligent Process Automation in SharePoint

About Gig Werks

Be it in the Cloud with Office 365 or on premise, Gig Werks has delivered award winning targeted and focused business solutions for departments and industries, built on SharePoint & Office 365.

Awards and Recognition

- Microsoft Gold Partner since the firm's beginning in 2001
- Virtual Technology Specialists for the Microsoft New York Enterprise Group
- 5 Time Microsoft SharePoint Technical Excellence Partner Award Winner
- Approved Vendor of Microsoft Legal and Corporate Affairs Group (LCA)
- Invited into the Partner Evidence Program for SharePoint 2007, 2010, 2013 & 2016
- Nintex Partner Award Winner

Solution Expertise for Full Microsoft Stack

- Office 365, SharePoint, Cloud Applications, Business Intelligence

Solution Expertise for Full Nintex Stack

- Workflow, Forms, Hawkeye, Document Creation, Nintex Workflow Cloud

Industry Business Solution Expertise in:

- Professional Services, Legal Firms & Departments, Facilities Management, Architecture/Engineering/Construction (AEC), Financial Services, Healthcare/Pharmaceutical

Solution Architecture: Then & Now

Then: Monolithic Solutions

- Requires server-side code
- Solutions are "one offs"
- Heavy reliance on IT support
- Service interruptions during upgrades
- Prolonged release of solution to business
- Delayed return of business value
- Dependency on specific versions of .Net

Now: App Solutions

- Nothing deployed to the farm directly
- Application value increases over time through reuse and extension of solution
- Focus is User Experience
- Minimal IT involvement
- No down time to deploy
- No limitations of versions of .Net or technology
- Rapid build and deployment

History of WSP's & Legacy Customizations

- Traditionally, customizations to SharePoint were built as WSP's to provide specific functionality to support business functions/features

- Typically deployed at the SharePoint Farm Level

- Commonly built WSP's & customizations include:

  - Connecting to SQL Server

  - Site Provisioning Automation

  - External sharing management (FBA, etc.)

  - InfoPath forms to front end processes

  - Low level customizations

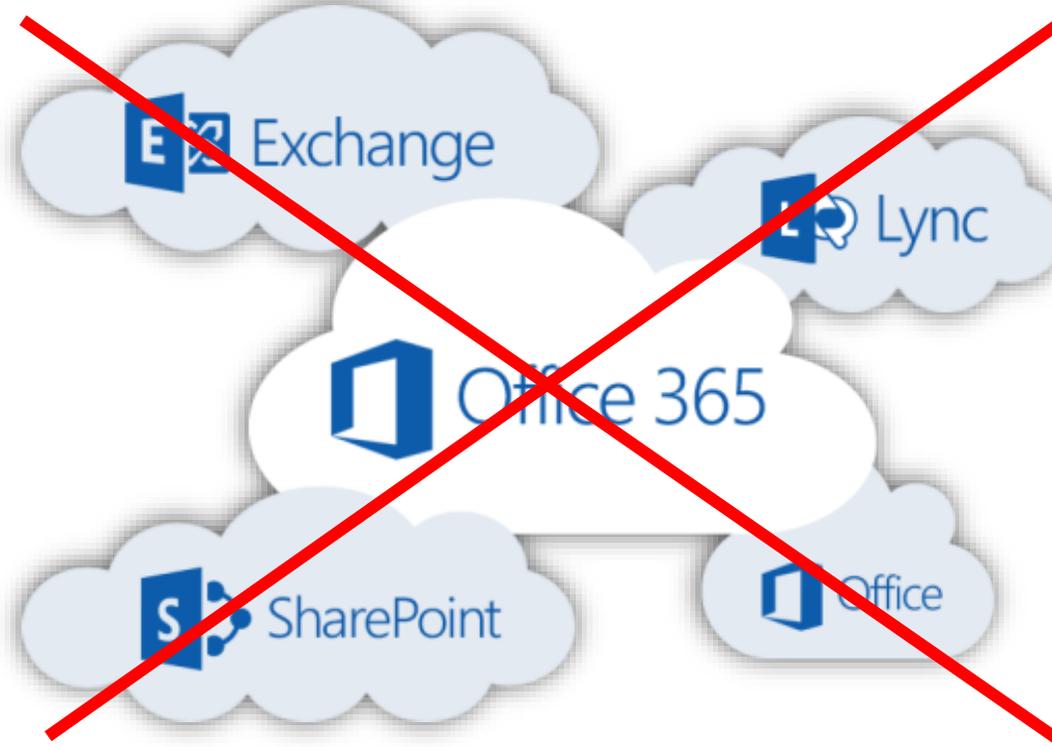# Disadvantages of WSP's & Legacy Customizations

- WSP's limit you to what versions of .net used to build customizations and use of .Net in general

- Inability to use latest technology for development

- WSP's can affect how other WSP's work which can destabilize your farm

- With WSP's & .Net apps deployed directly to SharePoint, represent risk and expense during upgrades

- Difficult to scale

- Complicates customizations in future releases of SharePoint and hybrid deployments

Disadvantages of WSP's & Legacy Customizations

- Increased risk of destabilizing entire SharePoint through due to intrusive, low level integration on the farm level

- Unintended negative effects on sites customizations were not targeted for

- Degradation of farm level performance

- Farm level customizations in WSP's that fail can cause SharePoint outages

- Requires high level developers to maintain customizations

- Significant overhead in cataloguing and documenting inventory of WSP's

- Difficult to remove from an environment

DOES NOT WORK IN THE CLOUD OR HYBRID ENVIRONMENTS
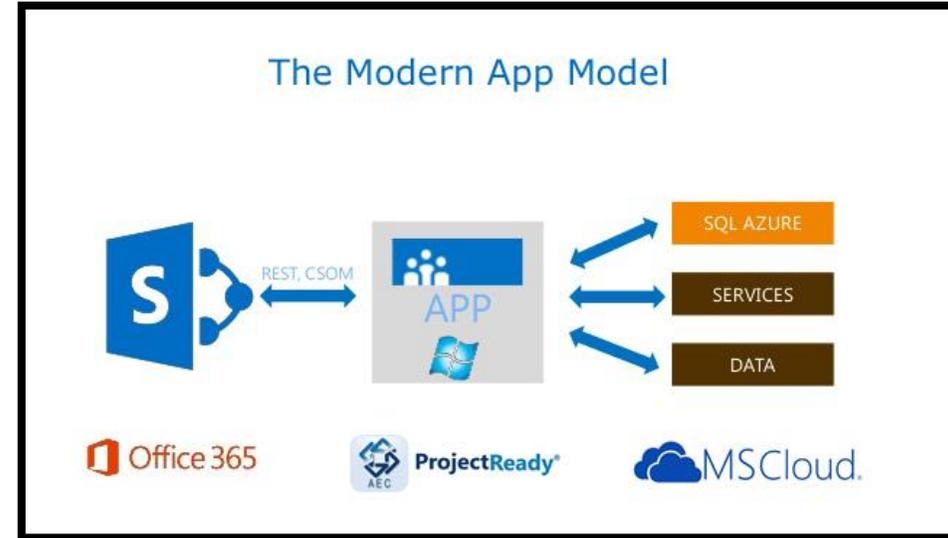
SharePoint Application Model

Applications & Office 365

Built for the Cloud and Office 365

Sitting outside of SharePoint, Applications "call" to SharePoint's API via the modern app model

Satisfies the "Retail Effect"

Eliminate capital expenditures and move to line item

Modernizing your Processes with Nintex

Nintex Workflow Platform provides intuitive, integrated, **intelligent process automation** for line of business workers *(clicks not code)*

Nintex Workflow and Workflow Cloud
Flexible deployment; no coding required – *Drag. Drop. Done.*

Nintex Hawkeye
Workflow process analytics and intelligence

Nintex App Studio
Comprehensive mobile and forms development

Nintex Forms
Quick and easy forms designer

Nintex Xtensions
Seamless integration to cloud services, business applications, and content stores

Nintex Document Generation
Automated custom documents integrating diverse content

A different solution
for a new generation of needs

	LEGACY APPROACHES	NINTEX APPROACH
ARCHITECTURE	Rigid and transactional	Dynamic and flexible
INFORMATION SOURCES	Proprietary structured data	All content, interconnected cloud
DEVELOPER TYPE	Programmer	Business analyst/operations
DEVELOPMENT APPROACH	Structured, complex programming, static	Drag and drop—visual UX, evolving
TIME TO VALUE	Months-Years	Days-Weeks
REACH AND BENEFITS	Targeted, controlled users	Expansive, inclusive, and viral

Modernize Legacy Systems and Processes with Intelligent Process Automation with Nintex

Contracts
- **Contract generation**
- Proposal generation
- Customer order forms
- eSignatures

Business documents
- Quarterly bus. reviews
- **Pipeline reports**
- Financial forecasts

Consumption documents
- **Account plans**
- Channel reviews
- Customer activity reports

Site operations
- Openings
- Change requests
- Optimizations
- **Incident Reporting**

Demand gen
- Campaign planning
- Collateral review
- Press release approval
- **Lead capture**

Field service
- Safety inspection
- Site surveys
- Process compliance
- **Work orders**
- Site data collection

Quote to cash
- Large deal approval
- Rev rec policies
- **RFI/RFP**
- Credit and collection actions

Product innovation
- Requirements mgmt.
- Release management
- Stage-Gate process

Compliance
- **Monitoring/data collection**
- Quality control & testing
- Security controls
- Failover
- Incident management

Customer engagement
- **Customer feedback**/CSAT
- Product and service feedback

Employee engagement
- Employee on/off-boarding
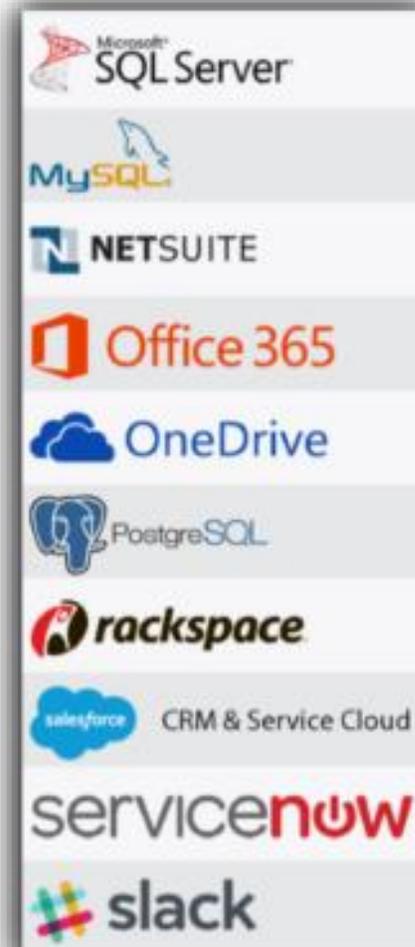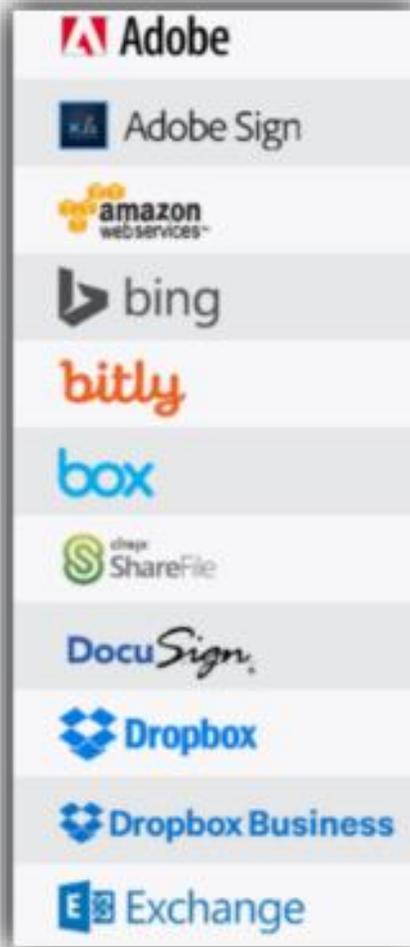- **Performance management**
- Ideation/feedback

Sales success
- RFI/RFP management
- Pricing negotiations
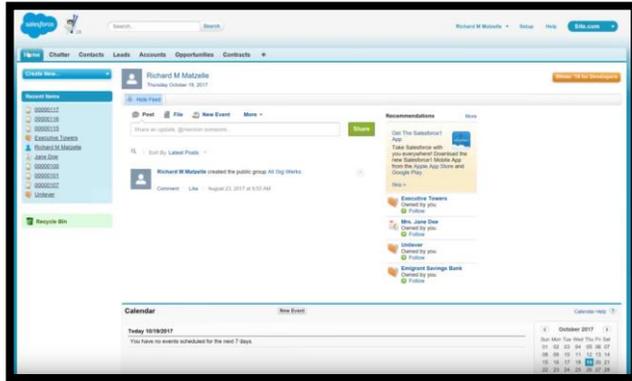- **SOW processing**
- CMU management

Connecting Information in the Modern Enterprise

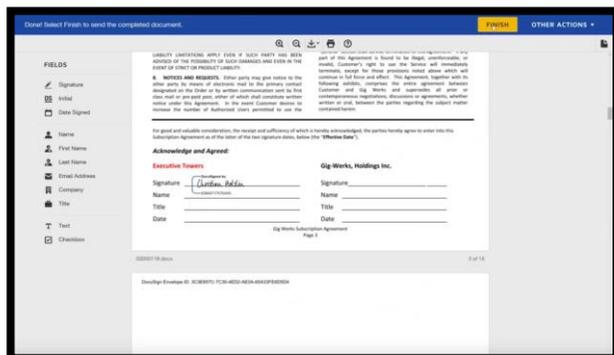# Today's Example: Contract Lifecycle Management Process with Nintex
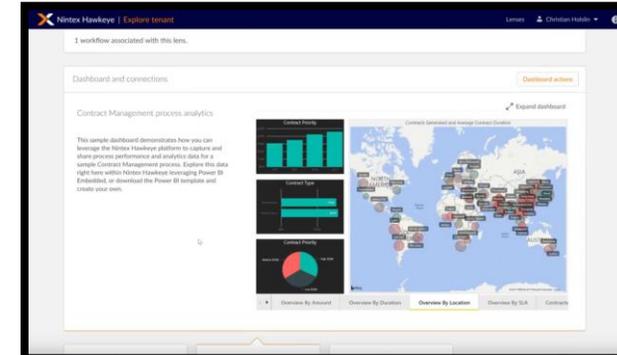
Initiating a Contract from CRM or Salesforce

Generating & Managing Contracts with Nintex & SharePoint

Distribution of Contracts with Workflow for Signature

CLM Reporting with Nintex Hawkeye

Nintex is the market leader in **intelligent process automation** for the enterprise

#1 in Workflow & Content Automation (WCA) -Aragon Research

Leader in Digital Business Platforms —Aragon Research

#1 in strategy for Digital Process Automation Wave —Forrester Research

History

Founded in Australia, 2006

Over 7,500 enterprise customers in 90 countries

Industry Adoption

Millions of automated processes annually
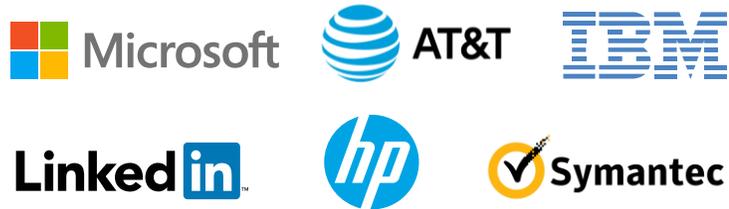
Billions of workflow executions annually

Industry partners

Microsoft
salesforce
Adobe

box
Dropbox
DocuSign

7,500+ Nintex Global Customers

RAPID PRODUCTIVITY GAINS ACROSS ALL INDUSTRIES

TECHNOLOGY

Microsoft, AT&T, IBM, LinkedIn, hp, Symantec

MANUFACTURING

BOEING, SIEMENS, Honeywell, TOYOTA, GOODYEAR, GE

GOVERNMENT

Department of Defense, Queensland Government Department of Treasury and Trade, Government of India, Government of Ireland, NYC

FINANCIAL SERVICES

BARCLAYS, SunTrust, Berkshire Hathaway inc., Credit Suisse, Freddie Mac, American Express

RETAIL & CPG

Coca-Cola, Kroger, Walmart, amazon, General Mills, Johnson & Johnson

SERVICES

Deloitte & Touche, pwc, TATA, EY Building a better working world, KPMG, Omnicom Group

HEALTHCARE

MERCK, gsk GlaxoSmithKline, UnitedHealthcare, Abbott, AstraZeneca, McKESSON

ENERGY

Sempra Energy, ExxonMobil, EMERSON, ENERGY TRANSFER, Chevron, TESORO

ENTERTAINMENT & MEDIA

COMCAST, Walt Disney, 21ST CENTURY FOX, WYNN RESORTS, CBS, TimeWarner

The Total Economic Impact™ of the Nintex Workflow Platform
Cost Savings and Business Benefits

ROI: 176%

NPV: $1,020,000

Payback: 10.5 months

Productivity per user: ⬆8% to 15%

Case study benefits:

- Improved business end-user productivity
- Improved IT FTE productivity
- Cost avoidance for prior workflow development
- Higher quality of work and reduced errors
- Improved engagement with customers
- Better compliance with external regulations

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