



# First meeting with Flobotics – what to expect?

## So, you scheduled your first call with Flobotics!

We can't wait to talk to you! Here is a knowledge pill that will maximize the efficiency of the meeting.



length:  
30 minutes



from Flobotics' side:  
CTO/Sales Manager



from the Client's side:  
Process Owner/Executive

### WHAT IS THE GOAL OF THE FIRST MEETING?

The main goal of the call is to get to know each other and understand your needs. We will talk about...

- your automation goals and current business challenges
- existing automation solutions for your industry/department
- your key processes and their automation potential
- initial costs and pricing

### WHAT WILL WE BE ASKING YOU ABOUT?

Every conversation is different. But we will most probably ask you...

- what are the critical processes at your company?
- how are they being executed? who is involved?
- what systems and software are your team/department using?
- how tech-savvy is your workforce?

### UNLESS... YOU WANT TO COVER SOMETHING VERY SPECIFIC?

This meeting is primarily for YOU and the topics YOU will bring to the table.

## After the 1st meeting – what are the next steps?

Depending on your automation readiness, we will either schedule:

#### LIVE PROCESS WALKTHROUGH

We will go over your selected processes step-by-step together, analyze it thoroughly and calculate the expected Return on Investment on automation.

#### PROCESS DISCOVERY WORKSHOP

We will overview your current processes, identify the best automation candidates and create a roadmap for implementation so you can generate value quickly.

See you soon!