

## Target Persona (Student Sally)

#### Challenges:

- work-life balance
- living on their own
- social media presence

#### Description:

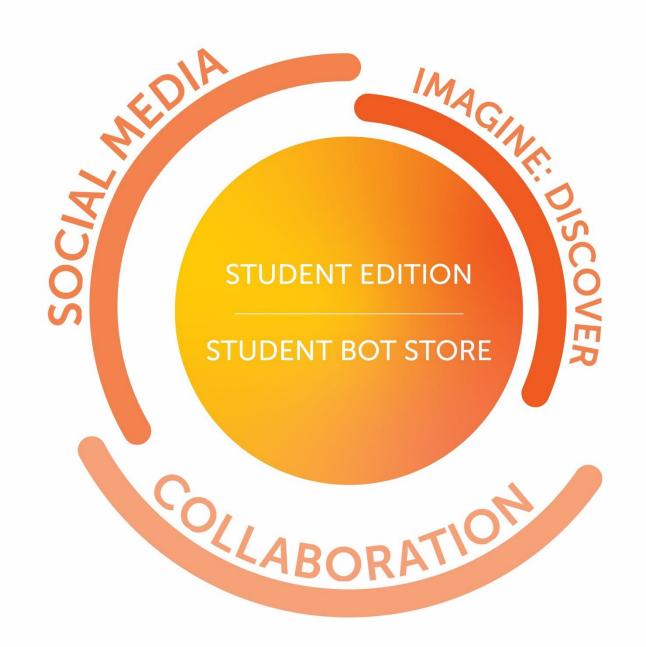
- Aspirational
- lower 25% income
- trying to make parents proud
- stable income/life
- make parents proud

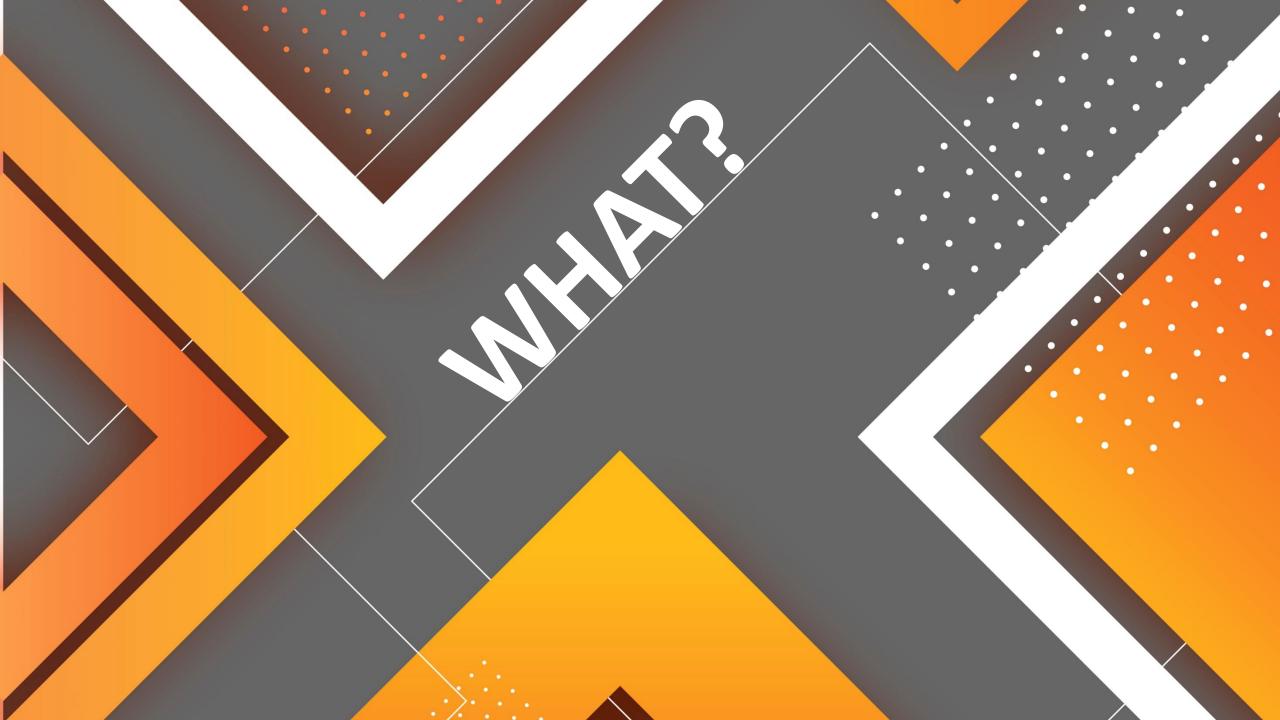
#### Fears:

#### failure

- dropping out of college
- not getting a job

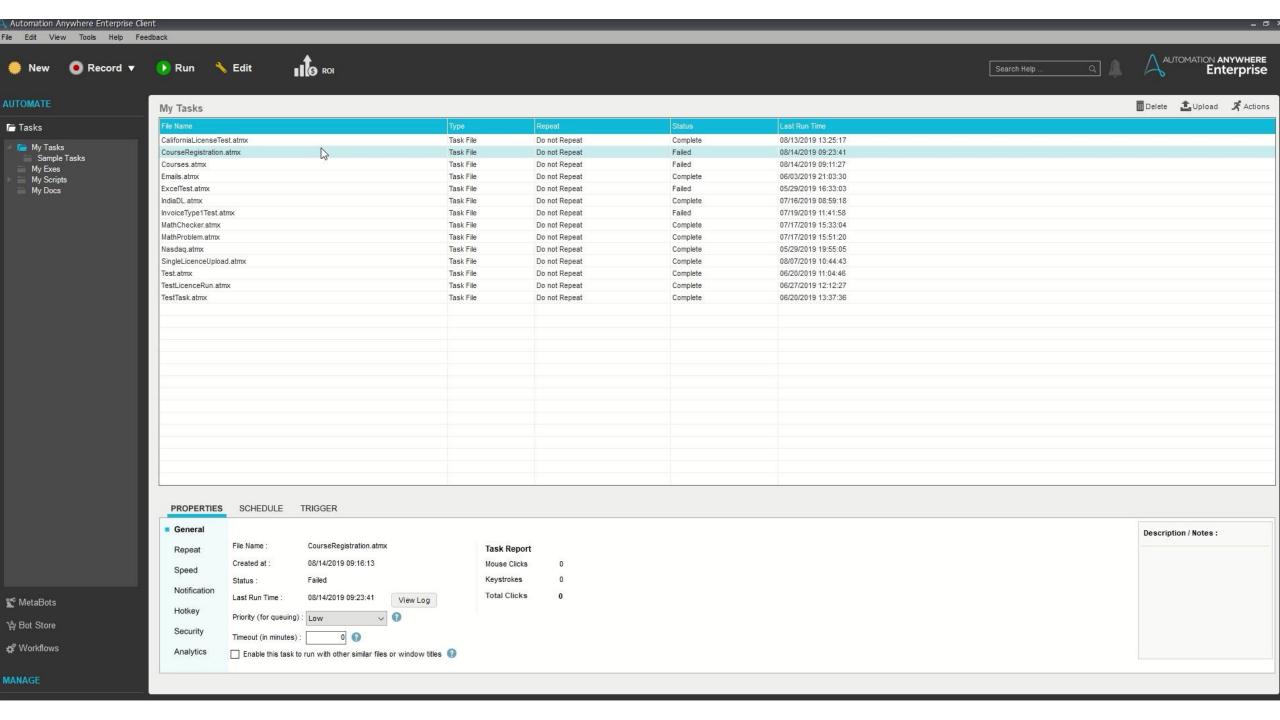






## STUDENT

P A C K A G E

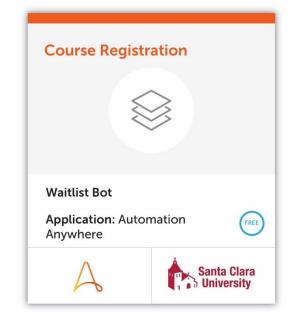


#### **Student Bot Store**









# Monetization Make money developing for Automation Anywhere!





# BENEFITS TO COLLABORATION

- Direct access to
   Office 365's 180
   million user base
- Pre-existing:
  - Relationship and partnership with Microsoft
  - Integration withOffice 365

## MARKETING

S O C I A L M E D I A







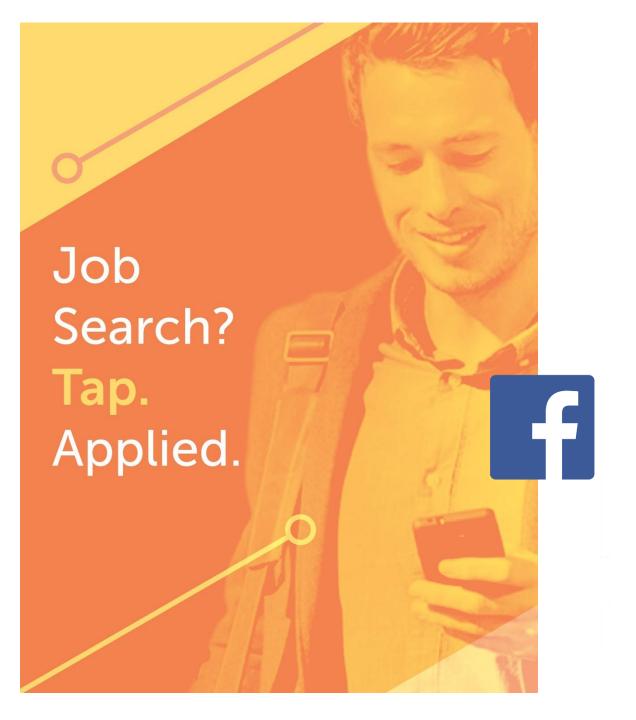


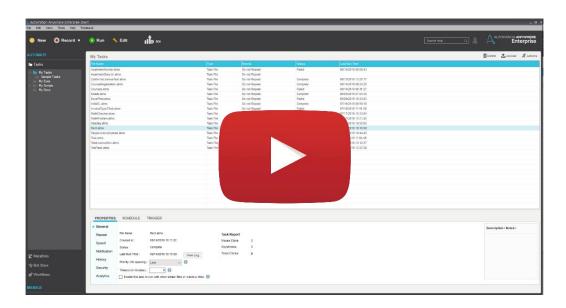
**BRAND** 



**EVERY DAY** 

## MARKETING: SOCIAL MEDIA





#### How to build your first bot



"Just saved 10 hours of work with Automation Anywhere's platform!" - Learn more about our groundbreaking technology









## #AutomatedChallenge

# DISCOVER

## IMAGINE: DISCOVER

- Integrate student component into Imagine
  - Partnership with CS student groups
  - Reward top 10 RPA students nationwide
- Potential for dedicated student conference in the future

### Timeline



Promotion
SOCIAL MEDIA

Imagine: Discover

Ad Campaigns

Collaboration Launch

PRODUCT & BOT STORE: STUDENT

- KPIs measuring
  - Increase in CE installs
  - Bot store accounts created
  - edu emails registered
- Goals:
  - 10% YOY growth in overall installs
  - 25% YOY growth in ".edu" installs

## SUCCESS METRICS

# Go be great.

