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PegaWorldiNspire

JUNE 9-11, 2024 | LAS VEGAS

Top 10 Hottest Use Cases For Boosting Your ROI With Al From Pega

Andy Bober, Senior Director Product Management **Philip Knoetze**, Senior Manager Specialist Solutions Consulting



Everyone Expects More



Your customers expect instant answers and fast resolutions



Your employees expect to understand and be able to do their job



Your leaders expect you to optimize, drive agility & do more with less



Likely Suspects Delaying AI Adoption

CHALLENGES OF AI ADOPTION



Access to Resources

Preparing data, training models, and operationalizing Al is slow expensive, and requires a team of experts

Complex and ever-changing policies

Organizational innovation is stymied by the inability to keep up with best practices on implementing corporate policies when using AI technologies

High-risk manual process

Manual work and intervention is required to address compliance requirements and to monitor and respond to model performance – which increases operational cost and risk

No-Code AI and Decisioning

Put the power of Al in the hands of the business

Transparency and Bias Management

Ensure you're using Al according to corporate policies and the highest ethical standards

Model Ops and testing new approaches

Manage AI and Decisioning Ops with just a few mouse clicks



Improving Outcomes

With AI and Decisioning





Personalize engagement

Improve sales. retention & marketing with cross-channel Next Best Action.

With **CUSTOMER DECISION HUB**

Anticipate service

Deflect calls and increase NPS with Intelligent Virtual Assistants, preemptive outreach, and NBA agent recommendations.



With **CUSTOMER SERVICE** & COLLECTIONS

Optimize operations

Reduce cycle time and improve operations effectiveness with OOTB self-learning workflows and AI model operationalization.

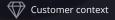


With **PROCESS AI & PROCESS MINING**

Accelerate work

From application creation, to customer engagement, to the answers you need use Pega GenAITM to do your work faster.







Ethical Bias



Business rules





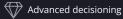








Real-time events





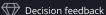






processing







Mature, tried-and-tested Al-powered decisioning engine

Sense

Event processing

Predict

Adaptive analytics

Decide

Next Best Action

Analyze

Process Mining

Interpret Email & Chat Bot Made possible with **Generative AI**



Writing emails & docs

Summarize

Interactions & attachments

Translate

Localizing

Research

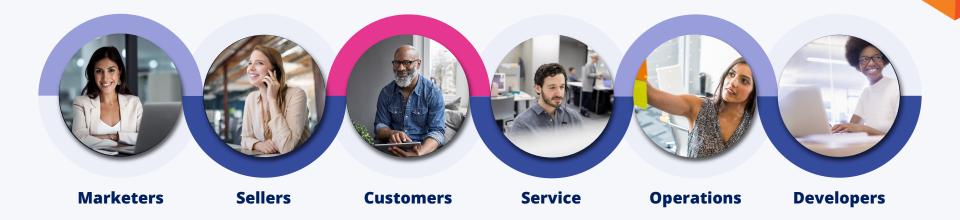
Insights & dashboards

Generate

Complex workflows & application development

Unlock Business Transforming Outcomes

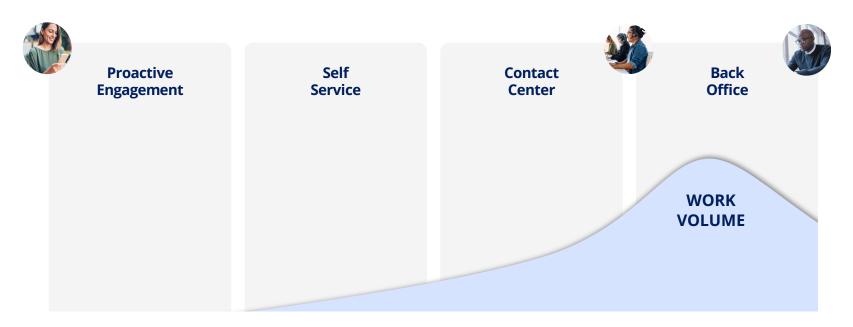








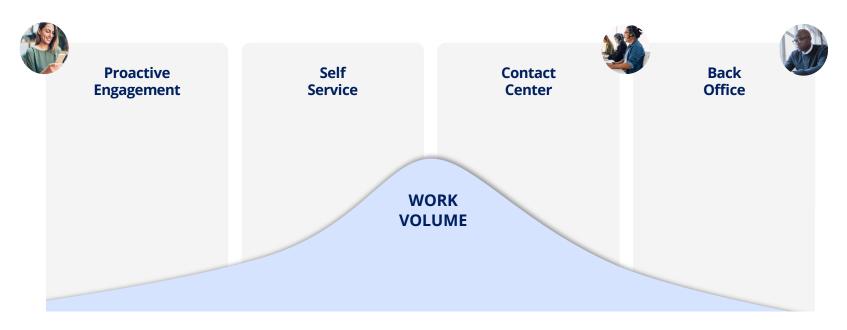
Automate Work Out Of The Contact Center & Back Office



Problems predicted & proactively managed, Organizations becomes **self optimized**

Increase in self-service adoption, costs start to reduce, satisfaction improves High degree of manual work, backlogs & customer & employee dissatisfaction

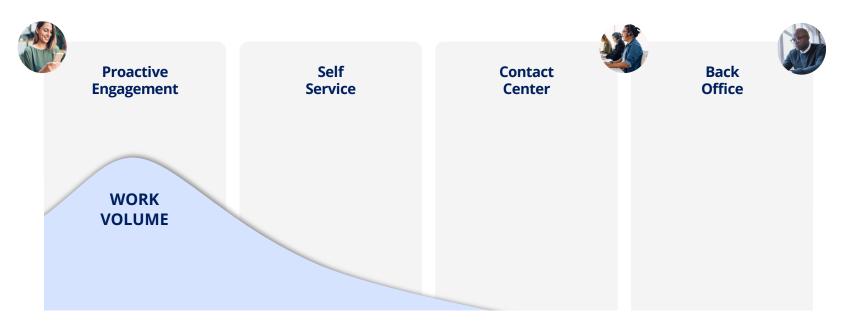
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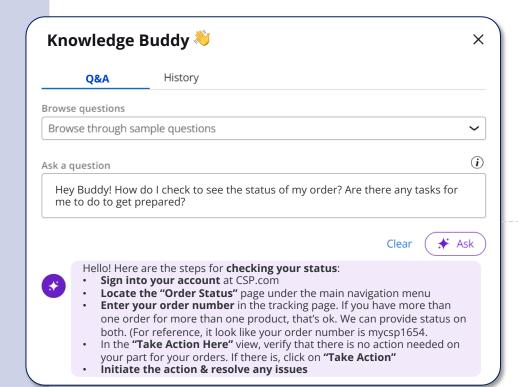


Give Customers The Power To Self-solve

With Pega Genai™ Knowledge Buddy

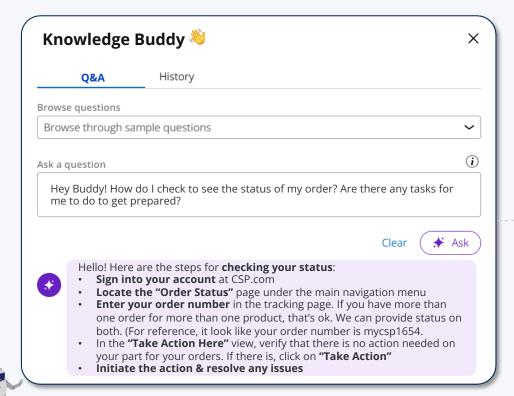
- Provide full strength self-service to automate any contact center or back office workflow through any digital channel
- Unlock Al-powered answers from any content source with Knowledge Buddy













Deliver Self-Service by enabling answers to inquiries directly in customer-facing web & mobile sites.



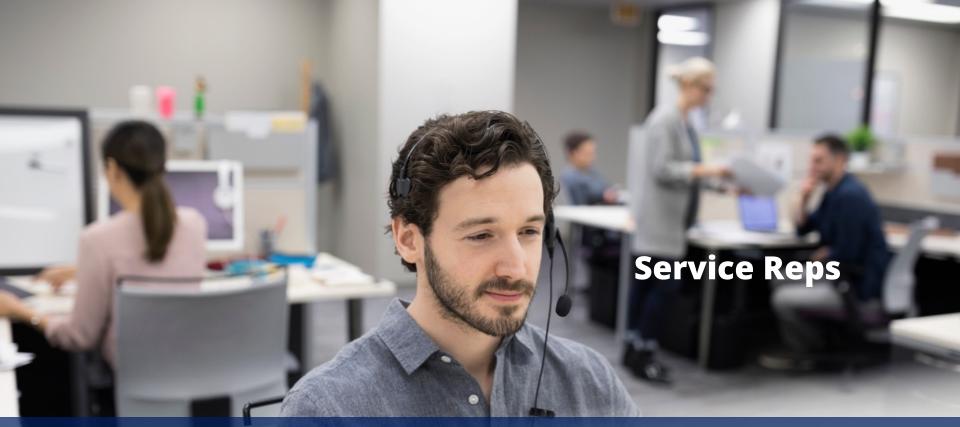
Guide Agentswith contextual answers &
instruction to better serve
customers, CSRs and agents.



Assist Sellersby unlocking insight from policy and procedure documentation.



Accelerate Operations with concise, consumable answers from strategy & enablement documentation.



Use Cases

- Guided interaction with Voice and Messaging Al
- Al-powered auto start-up and wrap-up summaries + auto-generate follow-up tasks
 Deliver Al-infused operational Insights



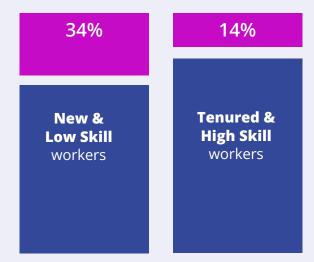
Early Adopters Are Learning Fast

34%

Improvement in call resolution for novice and low-skilled workers;

14% improvement for all agents

- National Bureau of Economic Research







Guide And Automate Every Interaction

with Pega Voice AI & Messaging AI

An **always-on agent co-pilot** for live customer engagement

- Initiate cases and surface knowledge
- Automate "hands-free" data entry
- Validate script adherence
- Eliminate note-taking and wrap-up

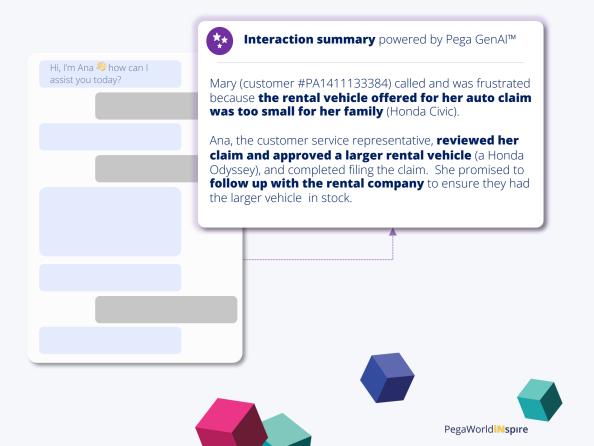


Summarize And Simplify

with Pega GenAl™ Analyze

Spin-up and **wrap-up** quickly

- Summarize previous emails
- Summarize for transfer
- **Summarize** for wrap-up

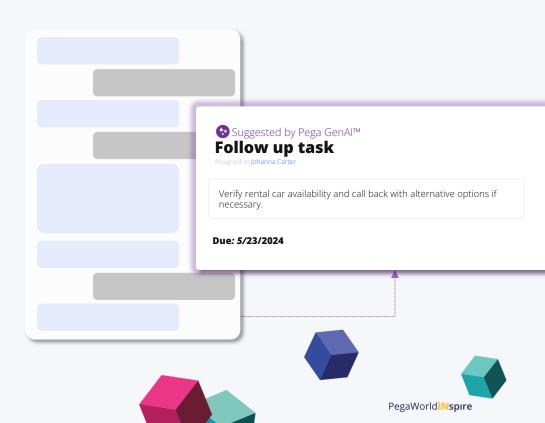


Keep Your Promises

with Pega GenAI™ Analyze

Ensure follow-up on commitments

- Recognize statements that require follow-up from agents or customers
- Auto-generate tasks and make sure the work gets done







Suggest Responses For Digital Messaging & Email

with Pega GenAl™ Automate

- Automatically draft trusted, relevant replies with the power of GenAl and Knowledge Buddy™
- Improve efficiency and consistency with suggested responses
- Reduce time to search for relevant knowledge articles or common phrases





Summarization Is High Value

with Pega GenAl™



You could save...

One million dollars*



*usually much more than \$1M

Activity	GenAl Savings
Pre-interaction review	\$250,000
Case and content suggestions	\$200,000
Auto form-fill	\$500,000
Post-interaction summarization	\$1,000,000
Total	\$1,950,000

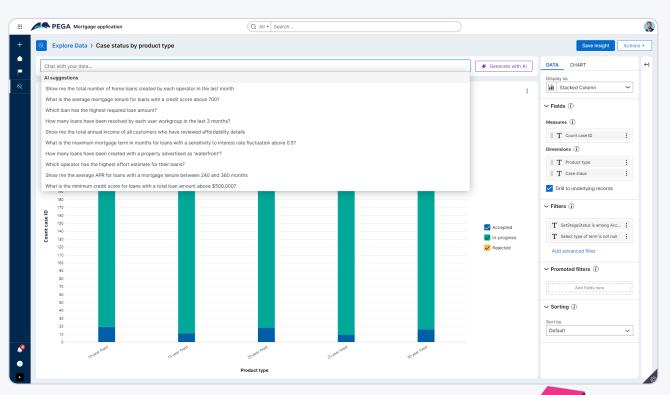
Per 1,000 agents at \$30/hr fully loaded, per month



Deliver Operational Insights



with Pega GenAl™ Analyze



Get actionable insights fast and promote self-service reporting

- Fill data literacy gaps
- Explore data by asking simple questions in natural language
- Use Al suggestions as starting points for analysis









Make Your Business Operations More Effective

With AI driven decisions on every touchpoint using Pega Process AI



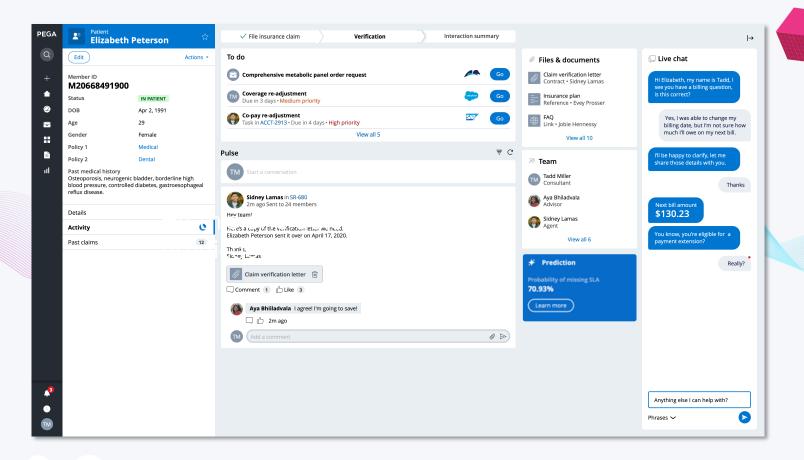






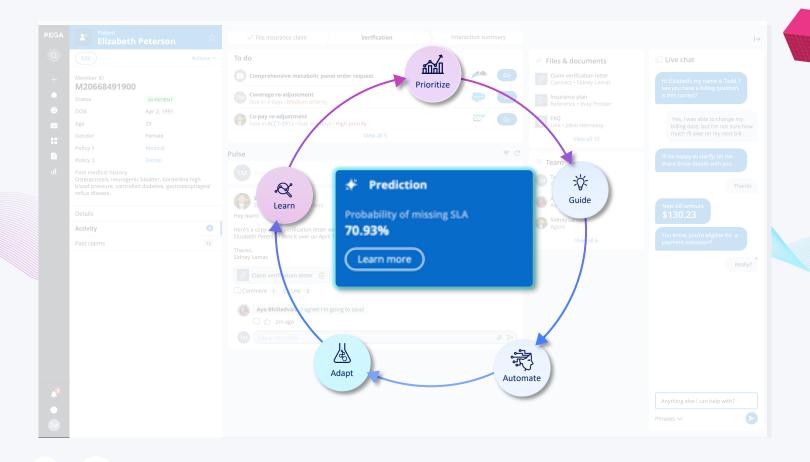




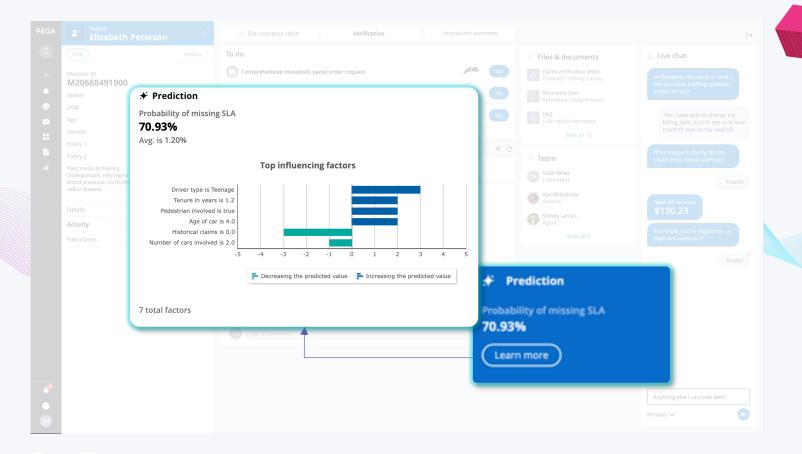














Optimize And Transform Your Workflows

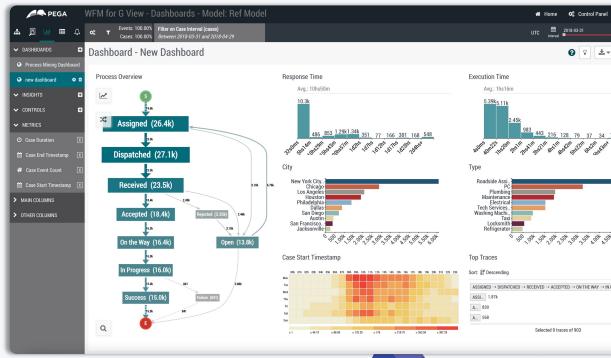
With Pega Process Mining

Easy-to-use, powerful, and scalable process transparency for continuous optimization

1 Understand your processes

2 Evolve your automation

Monitor to adapt





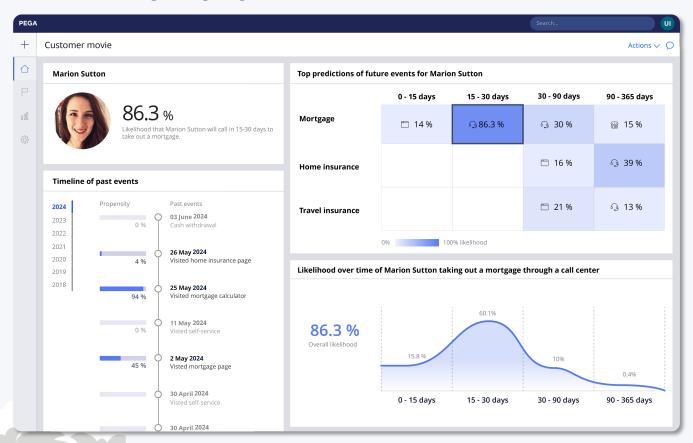






Hyper-personalized customer experiences

With real-time decisioning using Pega Customer Decision Hub

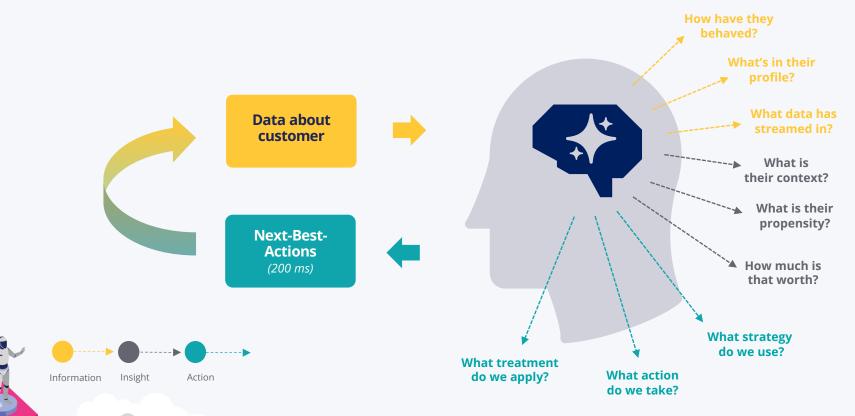






Hyper-personalized Customer Experiences

With real-time decisioning using Pega Customer Decision Hub



The Value of AI to Marketing

Via Real-Time Next Best Action













3x



6x Response increase

+12 NPS Over nearest competitor

24M Next best

conversations /

day

Increase revenue per contact

4B Conversations per month

Top 4

US Bank

30K Agents using next best action

Retail, call center,

web. mobile

425K Incremental

customer saves

\$203M Saved from

reduced churn

40% Net Promoter Score lift

Increase in offer accepts 85%

Customer save rate

1:1 Personalization across 25 Channels

20% Increase balance retention

Same-day hardship launch

> 250 Models in one week

> > 3.5X Increase in Web click through

200% Increase in

Email Open Rates

Owned digital channels

Personalization for 100M Customers

<100 MS

\$225M Increase in net revenue

90-day go-live call center

14% Reduction in churn

8x Increase in upgrades

2.5M Increase in yearly net-adds

Always-on engagement

40% Increase in revenue growth

£100M+ Incremental profit

20% Increase in net promoter

Real-time omnichannel

11 Integrated channels

27% Increase In digital cross-sell

41% Web-to-CC conversion

10-1 Return on investment

35% Fewer

300% Increase in conversion



265%



300+ Next Best Actions in real time

Response time

Improved acquisition & growth





Use Case(s)

• Increase sales velocity with real-time Al-powered assistance



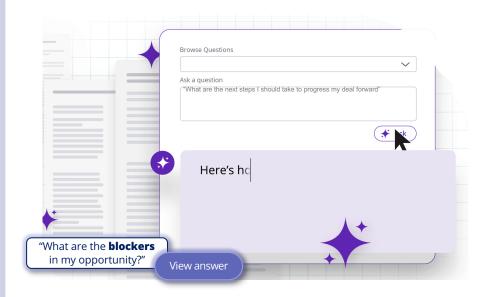
Increase Sales Velocity

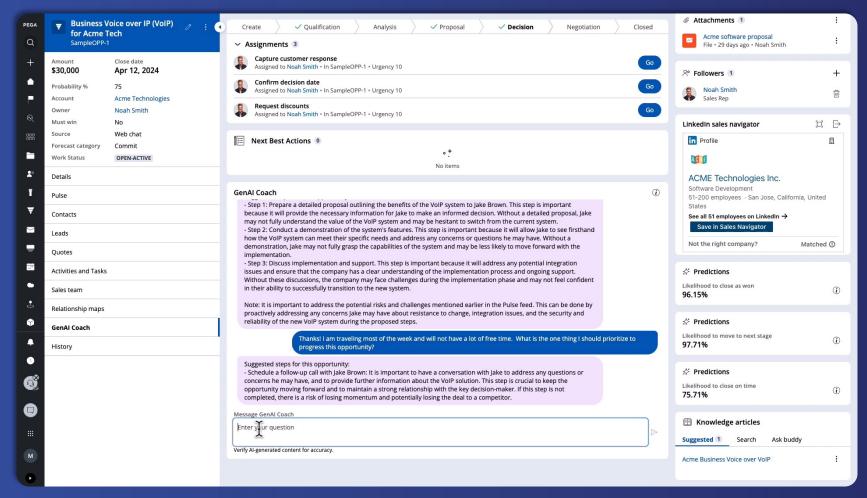
with Pega GenAl™ Coach

Understand how to accelerate every sales process by asking your workflow

- GenAl assistant provides real-time insight and guidance to best progress leads & opportunities
- Leverage context of leads & opportunities
- Guidance informed from all associated objects, such as cases, contacts, meetings, emails, to best surface timely recommendations



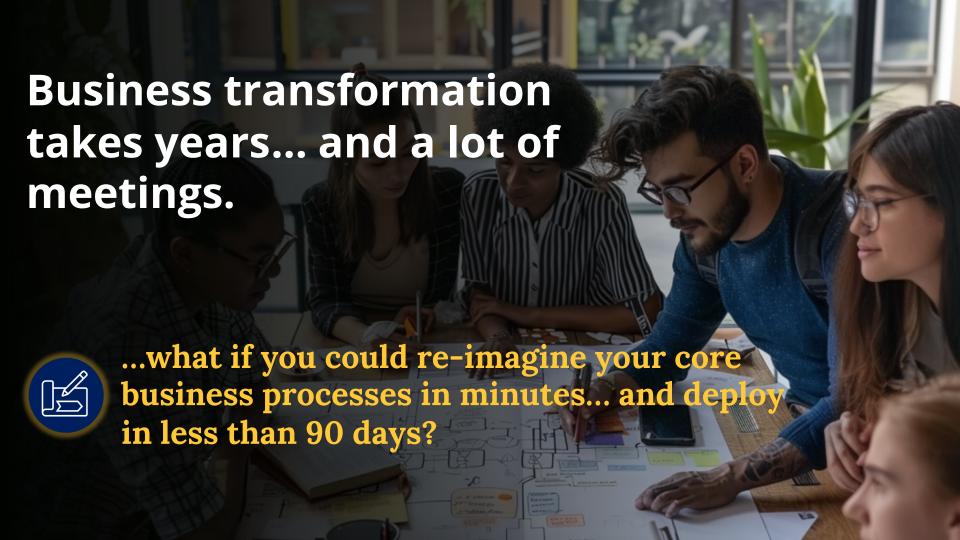








- Double developer productivity with inline Al assistanceAccelerate planning with Al-powered design and collaboration

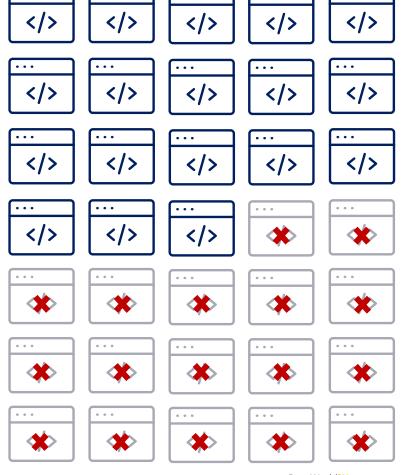




44%

of failed projects are due to a lack of alignment between business and objectives

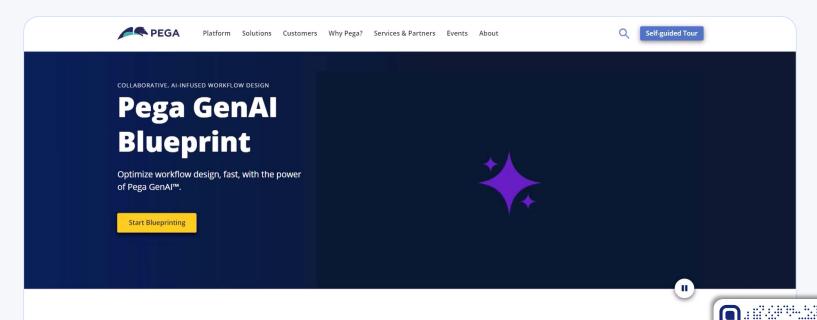
- Project Management Institute





Optimize Workflow Design & Prototyping

With Pega GenAl Blueprint



Nailing down an app design used to take weeks. Pega GenAl Blueprint™ helps teams align on a vision in hours, accelerated by GenAl and built-in industry expertise.









By 2030 the global developer shortage will be 85.2 million workers, putting companies worldwide at risk of losing more than \$8.4 trillion in company revenue.

- U.S Bureau of Labor Statistics



Double Developer Productivity

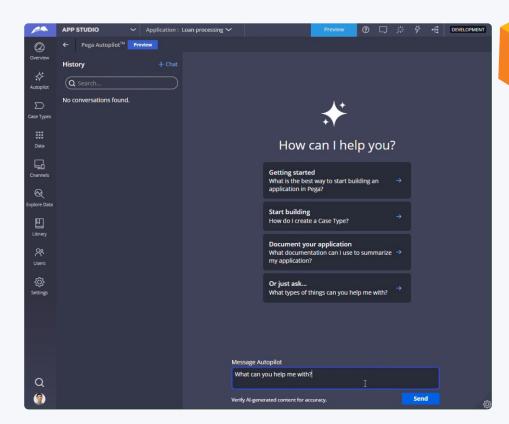
With Pega GenAl™ Autopilot

On-demand analysis and GenAl guidance to work smarter

- Always-on conversational guidance
- Adherence to Pega best practices

GenAl-powered automation capabilities to speed the app building process

- User experiences
- Case types and fields
- Data objects, fields and integration JSON mapping
- Contextual component regeneration







Double Developer Productivity

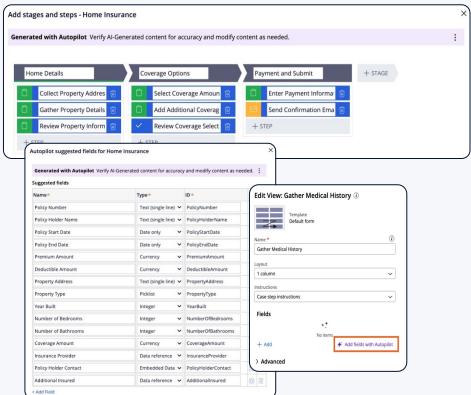
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Capgemini

New Impact Study finds:

Pega Infinity '23

7.8X Faster than custom builds

Pega Infinity '23 vs Java EE (JEE) and Microservices



60%Savings in UI/UX development time

50%

Reduction in workflow design effort

30%

Faster security & compliance implementation

25%
Quicker to adopt new technologies

"Pega lowers total cost of ownership by 40% over 5 years"

- Capgemini



Unlock Business Transforming Outcomes















Marketers

Hyper-personalized customer experiences.

Sellers

Increase sales velocity with real-time Al assistance.

Customers

Give customers the power to self-solve using Al.

Service

Guided interaction with voice and messaging AI.

Al-powered auto startup and wrap-up summaries + autogenerate follow-up tasks.

Deliver Al-infused operational Insights.

Operations

Improve business operations with Alpowered decisioning.

Al-powered process analysis.

Developers

Double developer productivity with inline Al assistance.

Accelerate planning with Al-powered design and collaboration.



Discover More About Applied Al From Pega, Our Partners, And Our Customers

Vodafone Networks, Intelligent Process Orchestration, Harmonization, and Automation

June 10, 2024, 1:15PM - 2:00PM PDT Chairman's Ballroom 363

Pega Knowledge Buddy: Al-powered Answers for Everyone

June 10, 2024, 1:15PM - 2:00PM PDT Chairman's Ballroom 369

Optimize Your Enterprise with Pega Process AI

June 10, 2024, 1:15PM - 2:00PM PDT Chairman's Ballroom 359

Personalizing Bupa's Digital Healthcare Journey Using Generative AI

June 10, 2024, 1:15PM - 2:00PM PDT Premier Ballroom 317

Revolutionizing Workflow Automation: The Impact Of Pega GenAl™ In Pega Infinity By Capgemini

June 10, 2024, 2:15PM - 3:00PM PDT Chairman's Ballroom 369

Smart Selling Made Simpler: How Unified AI & Automation Transforms the Way Your Organization Sells

June 10, 2024, 2:15PM - 3:00PM PDT Chairman's Ballroom 361

Pega Al-powered Transformation: NTT East's Next-level Automation June 10, 2024, 2:15PM - 3:00PM PDT

Chairman's Ballroom 355

Sparks of AI driven Autonomous Operations

June 10, 2024, 2:15PM - 3:00PM PDT Premier Ballroom 316

Fast, Innovative, & Repeatable COE-led Delivery at Deutsche Telekom with Blueprint

June 10, 2024, 2:15PM - 3:00PM PDT Chairman's Ballroom 359

Elevating Customer Service: How Elevance Health & Virtusa Used Pega VoiceAl to Drive Efficiency and Savings

June 10, 2024, 3:15PM - 4:00PM PDT

How Al and Automation will change the way we work – featuring Forrester VP & Principal Analyst Mike Gualtieri

June 10, 2024, 3:15PM - 4:00PM PDT Chairman's Ballroom 369

From Nuclear Safety to Safe Neighborhoods: Government Triumphs in Regulatory Compliance and Productivity with Pega & Al

June 10, 2024, 3:15PM - 4:00PM PDT Chairman's Ballroom 355

Powering Transformation: How AWS and Pega Enable Businesses to Extract Real Value by deploying Generative AI Responsibly

June 10, 2024, 3:15PM - 4:00PM PDT Chairman's Ballroom 363



Discover More About Applied Al From Pega, Our Partners, And Our Customers

Al and Automation: The Digital Trust Builders in Omni-channel Customer Experience

June 11, 2024, 1:15PM - 2:00PM PDT Chairman's Ballroom 365

Transforming Project Delivery with Pega GenAl™ Blueprint June 11, 2024, 1:15PM - 2:00PM PDT

Chairman's Ballroom 361

Generating Value From Every Interaction: Empathetic Al Use Cases with Customer Decision Hub

June 11, 2024, 2:15PM - 3:00PM PDT Premier Ballroom 316

How Can Generative AI Improve Learning at Pega?

June 11, 2024, 2:15PM - 3:00PM PDT Chairman's Ballroom 363

Pega and Google Cloud: Driving Innovation with Generative Al

June 11, 2024, 2:15PM - 3:00PM PDT Premier Ballroom 315

Process Mining in Action: How Siemens Takes a Data-driven Approach to Process Optimization

June 11, 2024, 3:15PM - 4:00PM PDT Chairman's Ballroom 369

GenAl™ → Pega Cloud Exclusive: Paving the Way for an Autonomous Enterprise

June 11, 2024, 3:15PM - 4:00PM PDT Chairman's Ballroom 361

How Orange Business is Streamlining Its Order-to-implementation using business process automation and Al

June 11, 2024, 3:15PM - 4:00PM PDT Chairman's Ballroom 363

The Agent is Dead, Long Live the Agent: Pega's GenAl™ Quest to Create the Ultimate Customer Service Agent

June 11, 2024, 3:15PM - 4:00PM PDT Chairman's Ballroom 365

