



# **Capital Markets Day**

July 2021

# **Welcome**

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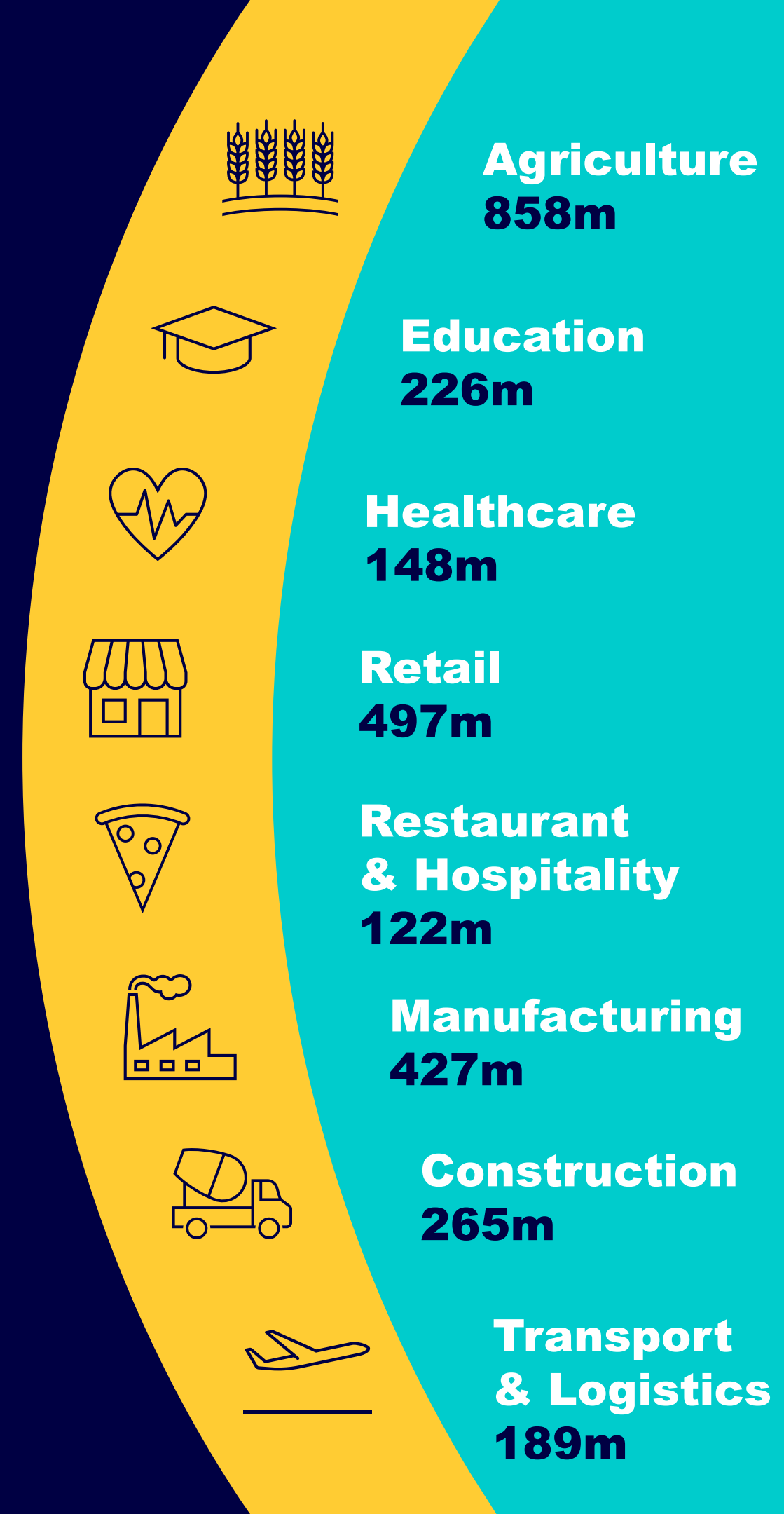
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# There are over 2.7bn deskless workers

They make up the **80% of the global workforce** that does not sit behind a desk to do their jobs.





These are  
workers in  
hospitals, labs,  
restaurants,  
stores and  
facilities.



**They are  
vital to our  
everyday  
lives.**

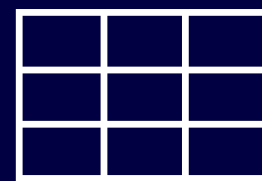


THEY'VE BEEN  
**FORGOTTEN**  
**BY TECHNOLOGY**  
**PROVIDERS**

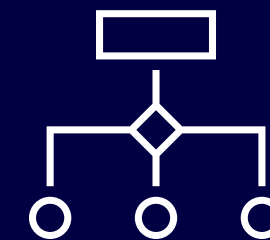
They're reliant on legacy tools and archaic software that was designed for an age which no longer exists.



**Paper  
Checklists**



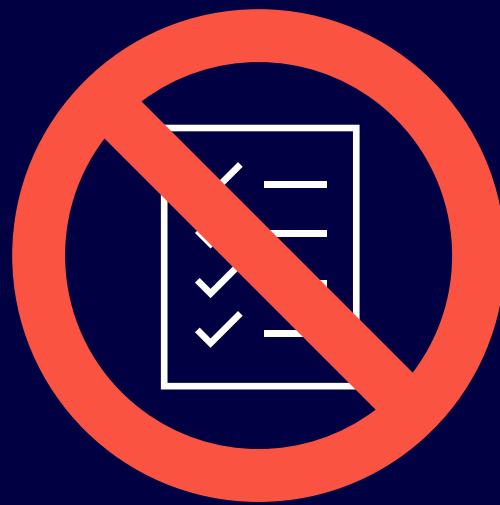
**Spreadsheet  
Checklists**



**Vertical  
Solutions**

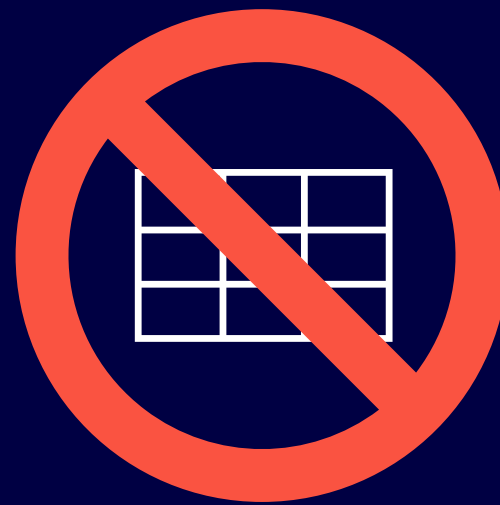
EXISTING TOOLS  
**DON'T MEET  
BUSINESS OR  
EMPLOYEE NEEDS**

And it has a dramatic effect on their productivity, and the businesses' ability to grow.



**Paper  
Checklists**

Slow & error prone



**Spreadsheet  
Checklists**

Do not scale



**Vertical  
Solutions**

Inflexible

**CURRENT SOLUTIONS  
LOOK BACKWARDS AT  
WHAT HAS HAPPENED**

COMMAND & CONTROL  
**COMPLIANCE**

**INSTEAD OF  
FORWARDS AT WHAT  
COULD HAPPEN**

GROWTH & CONTINUAL IMPROVEMENT  
**OPPORTUNITY**


We call this  
knowledge gap  
**Dark Operations.**

It's the operational intelligence  
deskless workers produce  
across the business, *if* it can be  
captured.

The right side of the image features a graphic with a yellow background. A black silhouette of a rising plane or ramp extends from the bottom left towards the top right. On this plane, several black silhouettes of workers are depicted: one person is painting the ceiling with a roller while standing on a ladder; another person is using a long-handled tool; a third person is kneeling; a woman is standing and looking at a tablet; and a man in a hard hat is holding a globe. The large text 'DARK OPERATIONS' is written in white, bold, sans-serif capital letters across the bottom of the black plane.

**DARK  
OPERATIONS**





# The C-suite are left wondering?

How can we respond to change?

How do we grow revenue?

How do we deliver our service?

How do we report on our business?

How do we stay compliant?

UNLOCK THE VALUE HIDDEN IN  
DARK OPERATIONS

# CHECKIT INTELLIGENT OPERATIONS

A connected digital assistant for deskless  
workforces that unlocks operational  
insights and intelligent decision making.

## KNOWN OPERATIONS

Operational data that is  
easily accessible



## DARK OPERATIONS

Operational data from people, places and things that  
is hidden and difficult to track



**WHO**



**WHAT**



**WHERE**



**WHEN**



**WHY**

# THE FOUR PILLARS OF INTELLIGENT OPERATIONS

## Capture

Capture the who, what, why, when and where of activities from people, places and things.

## Connect

Connect workflows, departments and activities in one end-to-end platform.

## Collaborate

Collaborate in real-time and ensure the best behaviours are reflected across the entire organisation.

## Comprehend

Make sense of disparate enterprise-wide activities and spot revenue growth opportunities.



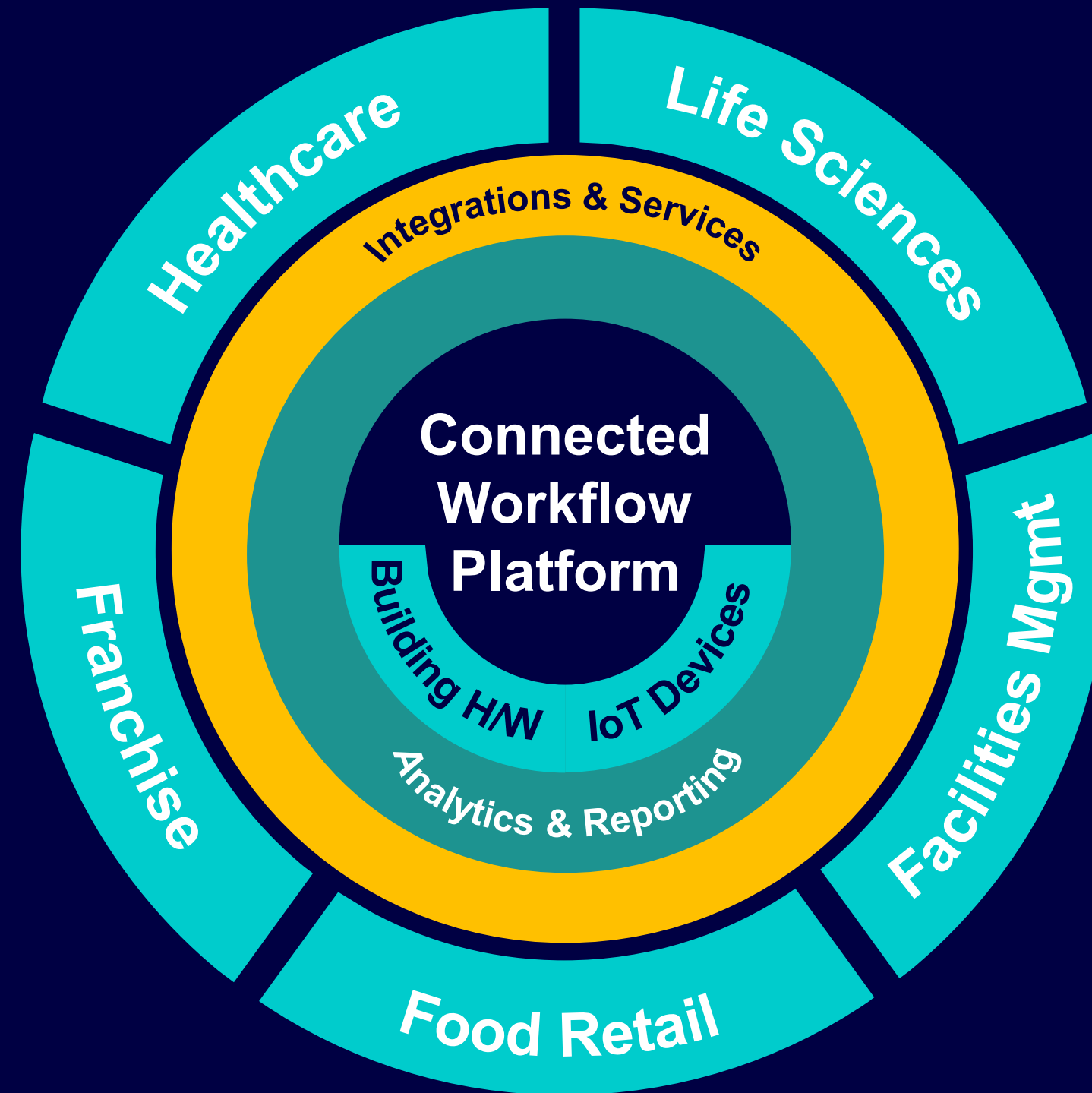
# CHECKIT INTELLIGENT OPERATIONS PLATFORM

## End-to-end platform

Earlier, better insight into daily operations and potential opportunities for growth

## Improved customer experiences

Act on real-time alerts generated by connected workers, assets and buildings.



## Improved staff productivity

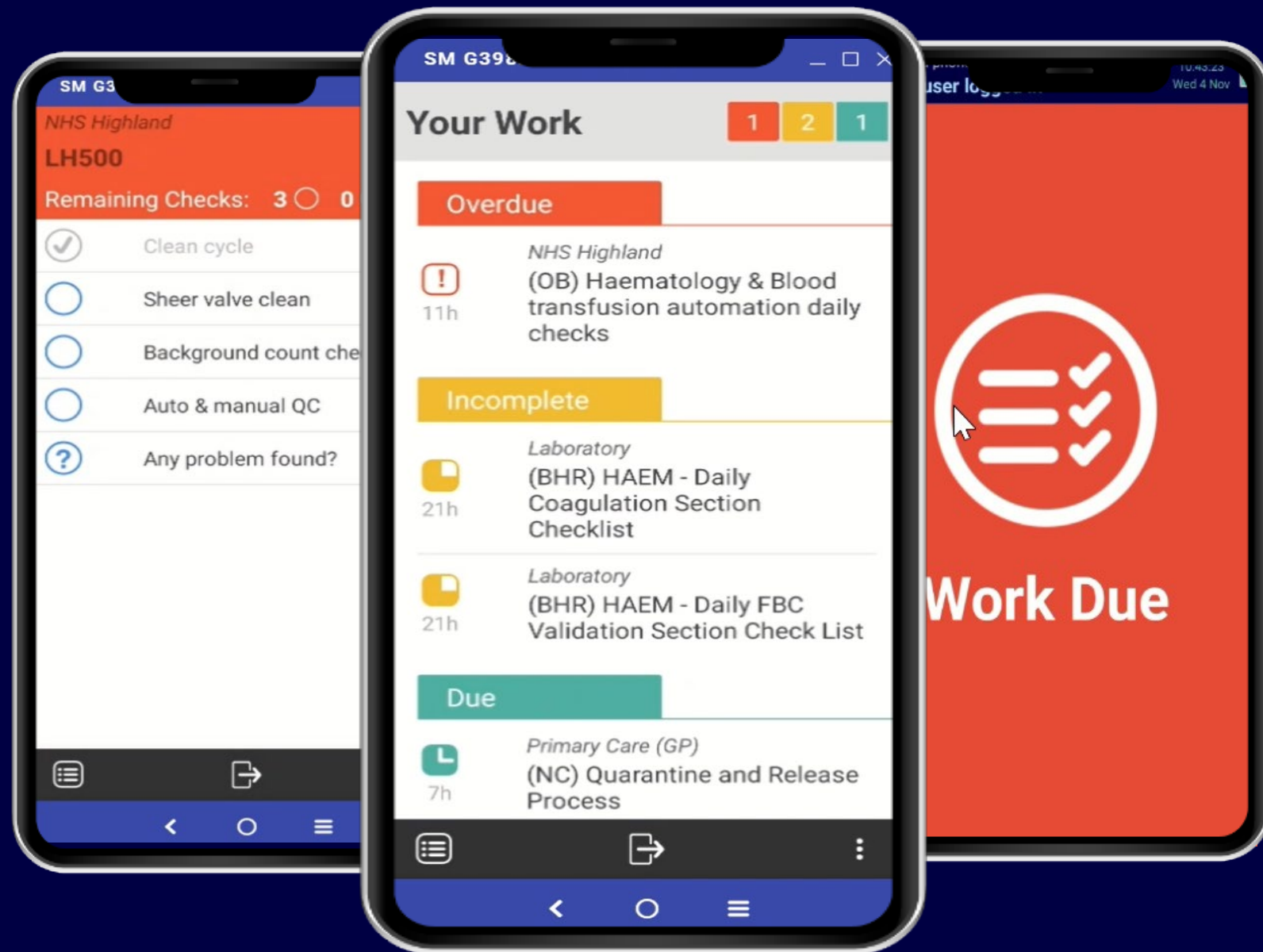
Intelligent guides improve onboarding time and ensure operational excellence.

## Frictionless compliance

Every activity is tracked and logged for easy compliance reporting.



# THE DIGITAL ASSISTANT



## Prompts

Workers are prompted to carry out activities based on time, sensor data or exception.



## Guides

Workers are guided through the steps required to carry out the activity.



## Tracks

As activities are completed the who, what, where, when and why is streamed back to the Checkit platform for real-time analysis.

# CHECKIT SMART SENSORS



## Easy to install

Wizard based installations ensure business critical assets are set up and monitored in minutes.



## Incredibly reliable

Rigorously tested Checkit sensors are UKAS17025 certified and made to withstand situations well outside of normal operation.



## Long battery life

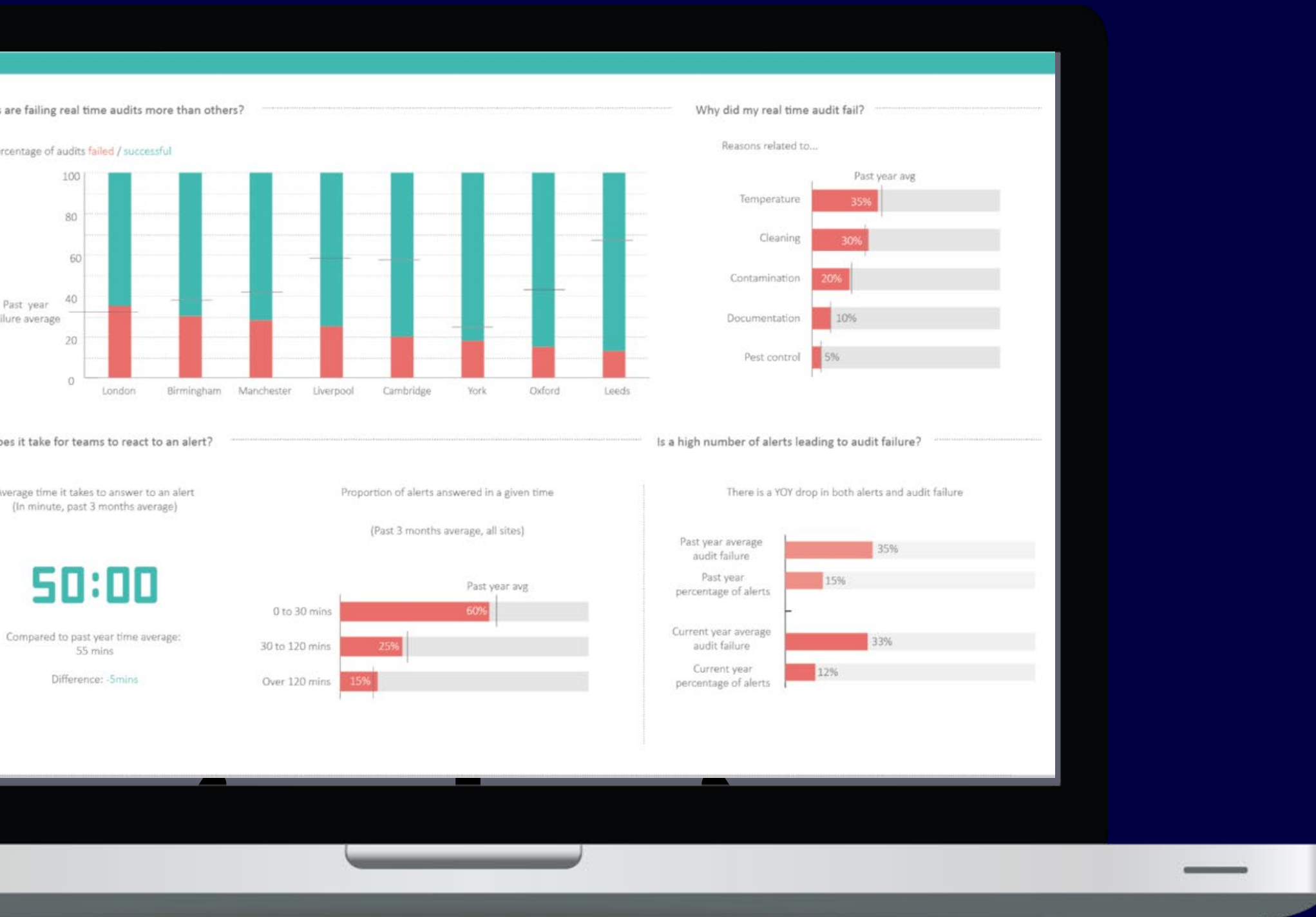
Super energy efficient sensors battery lives last for 2 years.



## Subscription based

Sensors are purchased on subscription and replaced as new versions are released.

# THE CONNECT PLATFORM



## Operational Excellence

Out of the box dashboards provide visibility over their entire workforce and ensure complete operational excellence.



## Business Intelligence

Built-in business intelligence allows custom reports to be generated for predictive maintenance, retail fulfilment and much more.



## No-code workflows

Quickly and easily build workflows for the guided assistant with a drag and drop builder.



## Tamperproof audit

Quickly generate reports demonstrating compliance with tamper proof audit logging.



# PRODUCT DEMO





# PRODUCT ROADMAP

## Summer 2021

### Event driven actions

Trigger workflows from real world events captured in IoT.



### Job sharing

Collaborative workflows for parallel tasks and shift work.

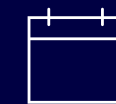


### Shared libraries

Publish best practice workflows across organisation boundaries

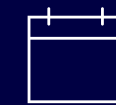


## Upcoming



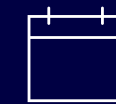
### iOS digital assistant

Expanding our mobile device footprint to cater for Apple BYOD.



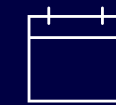
### Enterprise integration

Integration layer to allow for easy connection of existing applications and user management



### Enhanced analytics

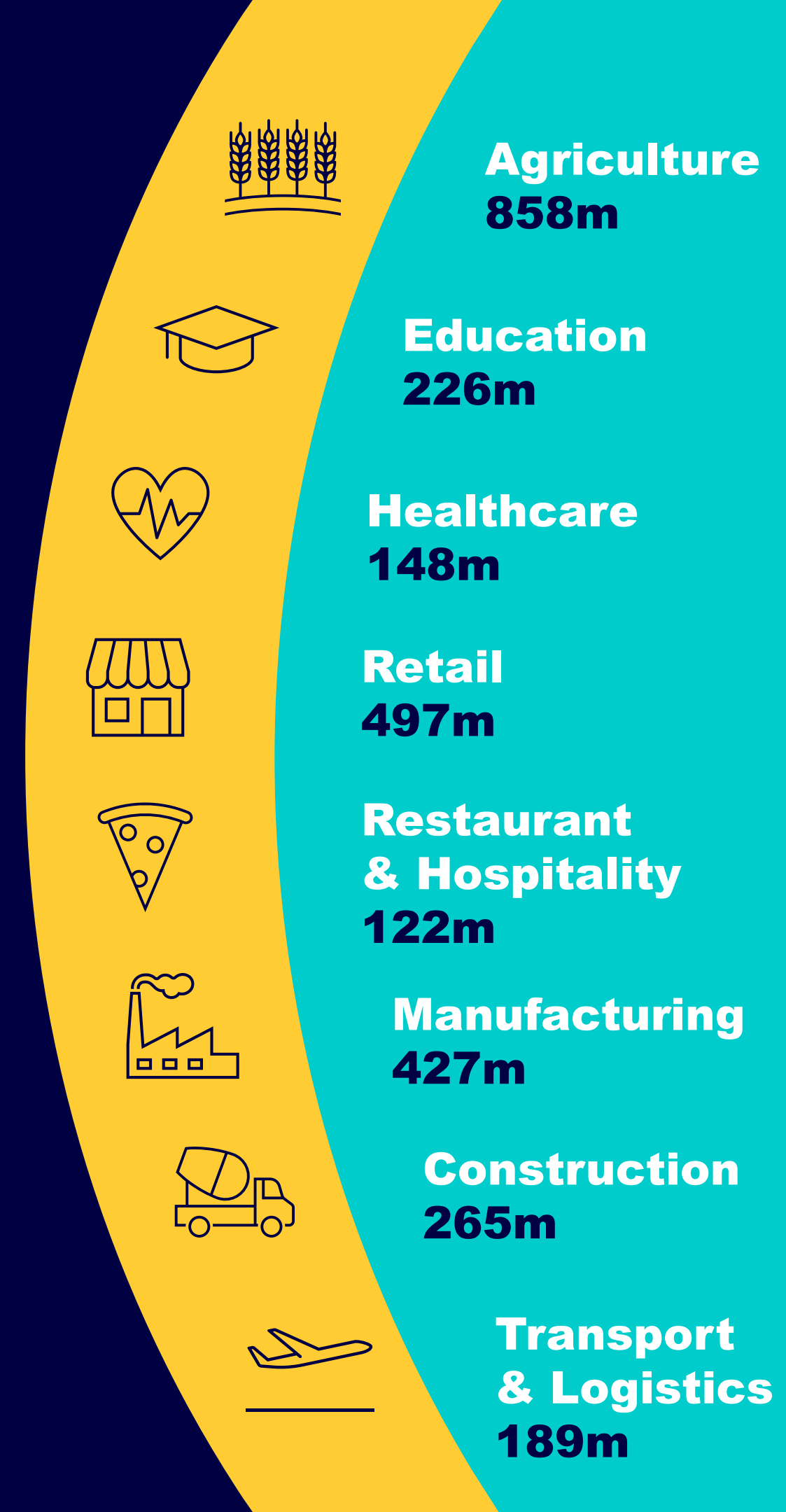
Providing intelligence to increase value and ROI



### 3<sup>rd</sup> Party IoT Networks

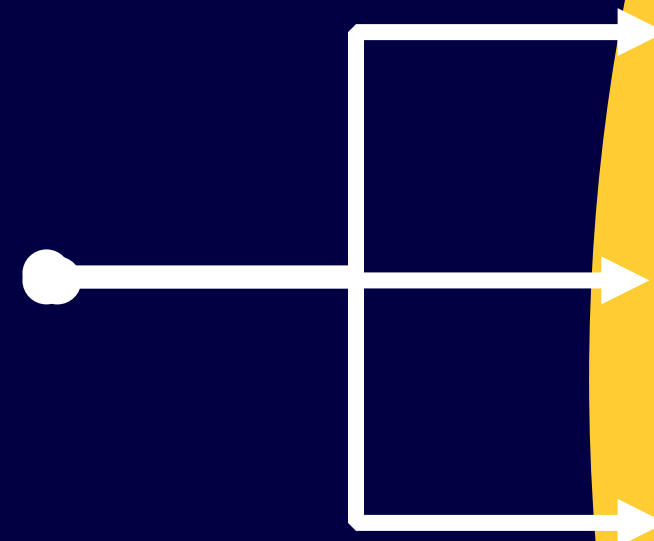
Expanding sources of data and inputs to increase use cases

# 2.7bn deskless workers globally





**800m** Globally  
**113m** US alone



**Agriculture**  
**858m**



**Education**  
**226m**



**Healthcare**  
**148m**



**Retail**  
**497m**



**Restaurant  
& Hospitality**  
**122m**



**Manufacturing**  
**427m**



**Construction**  
**265m**



**Transport  
& Logistics**  
**189m**

# THE MARKETS WE SERVE



## Healthcare

Reduce unplanned work and improve efficiency across complex environments creating reliability across the patient journey.



## Food Retail

Achieve complete visibility, proactively resolve problems, and capitalise on real-time opportunities to delight customers.



## Franchise

Deliver customer excellence consistently across distributed sites and gain actionable insights about stock and services.



## Pharma

Reduce wastage, ensure quality and compliance with automated alerting, triage and secure audit logs.



## Facilities Management

Gain visibility, actionable insights and understanding needed to proactively address incidents from a centralised platform.



# OUR GO TO MARKET

## Tier 1

**Enterprise**  
Consultative Sale  
6-9 month sales cycle  
£100k+ ARR

ETP-driven sale

Low velocity

High order value

Connect platform + smart sensors +  
smart buildings

## Tier 2

**Mid Market**  
Solution Sale  
3-6 month sales cycle  
£10-50k ARR

ETP-driven sales

Medium velocity

Medium order value

Connect platform + smart sensors

## Tier 3

**Small Business**  
Transactional Sale  
4 weeks sales cycle  
<£10k ARR

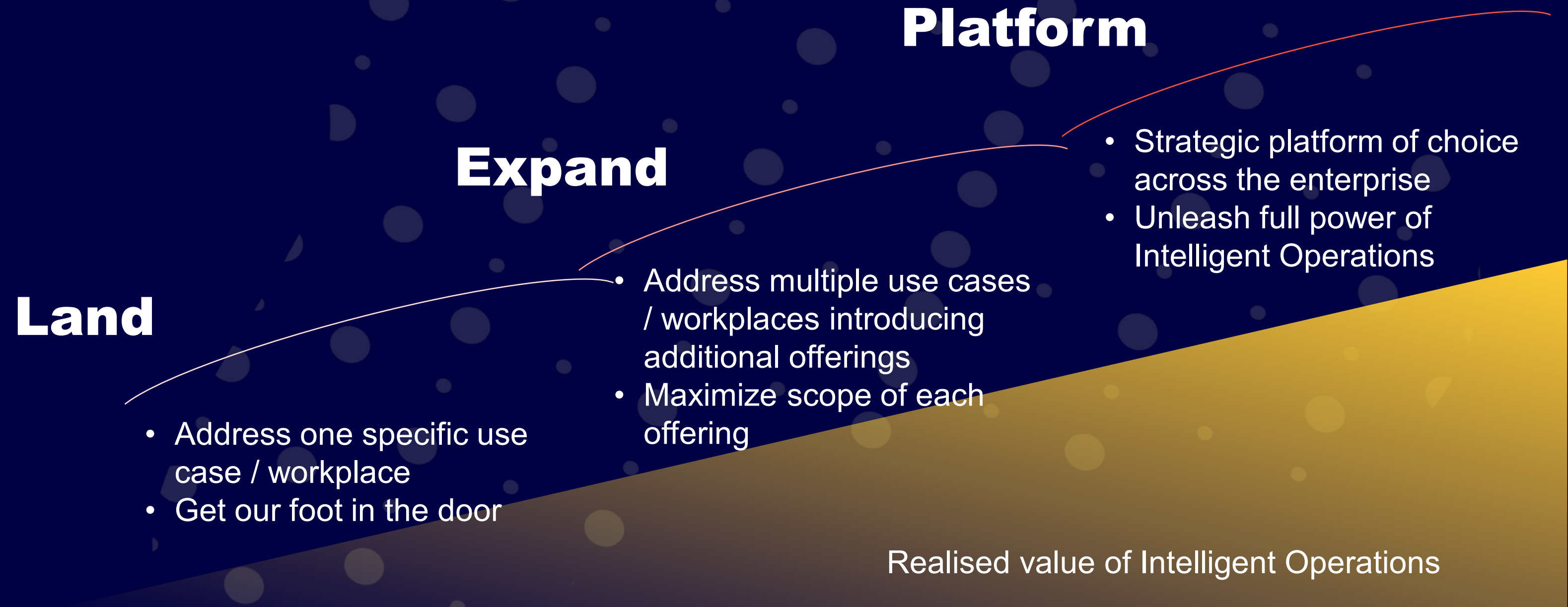
Hardware led

High velocity

Low order value

Smart sensors

# OUR GO TO MARKET



# Thank you