

# How to pitch a digital business solution for operator rounds to your decision maker.

## A step-by-step guide.

### Step 1: What slows us down?

Identify the organisation's pains. Address these questions:



Do you struggle with difficulty in securing information? Is entering paper forms in the backend systems time-consuming? Do you lack operational context in hazardous environments? Is the lack of accurate and correct visual-info sharing like images slowing you down? Are you able to analyse data in real-time? Do you lose a lot of time reporting to management? Are the critical inspections automatically shared with the right people within the company? Is follow-up incomplete and prior to error because the processes are not fully thought through?

### Step 2: Technology-based work method.

What solves the pains? Solution-oriented.



Having more hands-on tool time (Hott) would give you more flexibility. Being able to receive and respond to inspection data in real-time will make the process more accurate. Using better prepared & traceability for internal & external audit will help you focus. Having access to comprehensive data will eliminate errors. Building better alignment between business and maintenance (including external contractors) will boost performance and motivation. Optimizing and streamlining processes will minimize errors and increase cost savings.

## Step 3: How to answer this question?

**Use an answer like the one below if a question like this arises:**

How does this solution contribute to the business's performance?



By using a solution like Smartflow to digitize your work processes, you can assure that critical inspections are automatically shared with the right people within the company, so the data is always transmitted to the people in charge in real-time. The processes are fully thought through, and there is no doubt about the correct follow-up.

## Step 4: Pain chains.

**Put the pain and the impact of pain together like the example below:**

Have you noticed how time-consuming it is to enter paper forms in the backend system?



The problem with the current inspections is that they require more effort because of the hundreds of precautionary maintenance and safety checklists. Lack of alignment delays the identification of the real issues and that's why we need to digitize the processes.

## Digitize with Smartflow.

Digital operator rounds ensure that the information is stored correctly to meet the requirements of the company, (local) government, and applied international standards. This is not only registering the information but also securing the process that comes next. From the operator to the maintenance manager, operations, and beyond, users are facilitated in every step of the process.

## Get in touch.

Do you have any questions about this or would you like to talk to one of our consultants?

**Contact us!**

Phone: 073 711 3832

Email: [learnmore@smartflowapps.com](mailto:learnmore@smartflowapps.com)

Website: [smartflowapps.com](http://smartflowapps.com)