

Hypatos

Partner Guide

Building a High-Impact Partner Ecosystem

October 2023



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This program is designed to cultivate a collaborative and innovative ecosystem, aiming to secure a larger market share by boosting next-gen AI document processing adoption and leveraging partner-driven solutions and services.

The program introduces a cohesive engagement model, enabling partners to seamlessly transition between various partner services and resell engagement models, intended to expedite revenue generation by aligning with customer-focused outcomes.

With this Partner Program, Hypatos is redefining how we work with partners to create a real competitive advantage and drive appreciable business outcomes for both our partners and our customers.

The program introduces innovative engagement models and a tiering system designed to incentivize and expedite partner reach in intelligent document processing (IDP), offering reciprocal value that increases as partners ascend through program tiers.

Partner-led services are a distinctive feature of our partner approach, with the program featuring several Services Certified tracks and Solution Competencies.

Hypatos continues to collaborate with its ecosystem of partners, aiming to drive customer success, expand market reach, and explore future business opportunities through ongoing product enhancements.



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We enable autonomous back-office operations with next generation AI empowering organization to transition into the future, today.

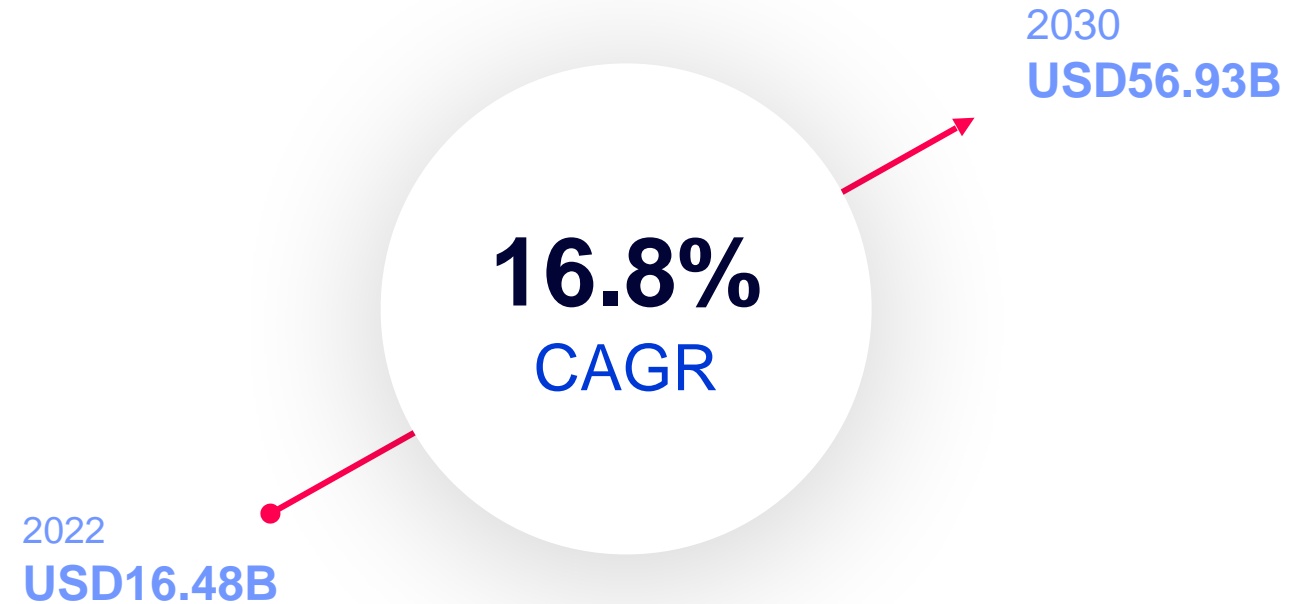
Our Journey



Market Dynamics

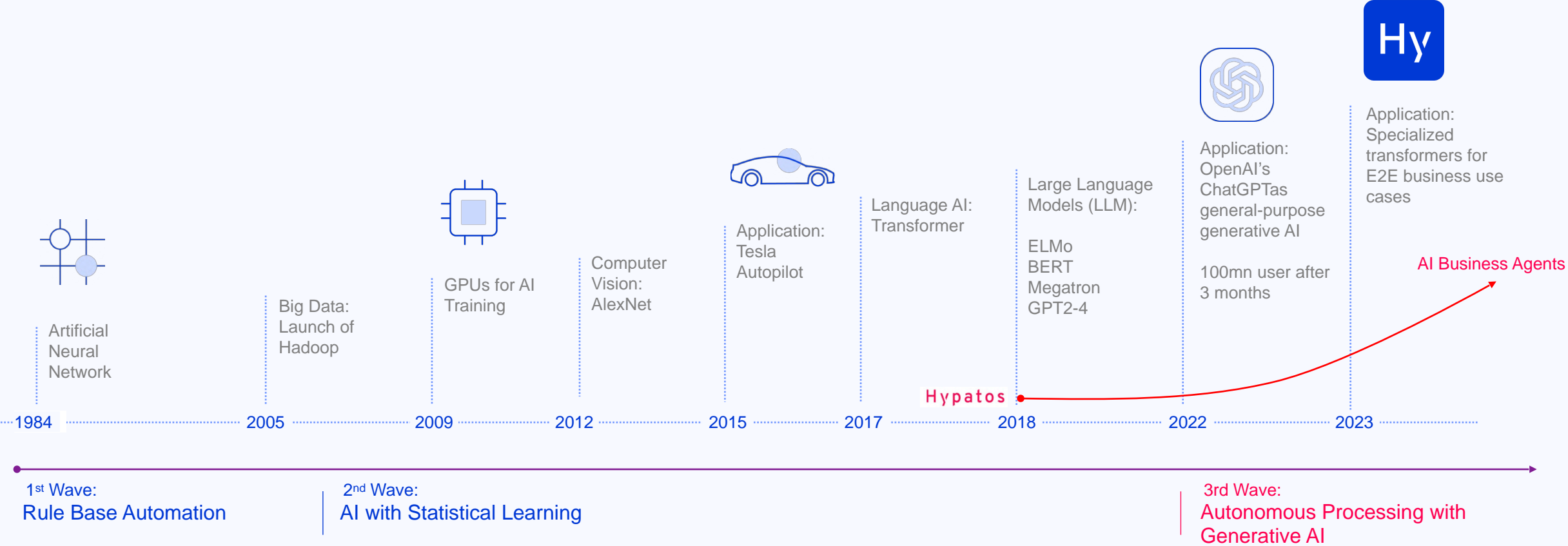
Autonomous Finance

According to Gartner - An [autonomous finance](#) function uses technologies that move beyond traditional automation to include capabilities, such as self-learning and self-correction, and can make decisions based on the data they collect.

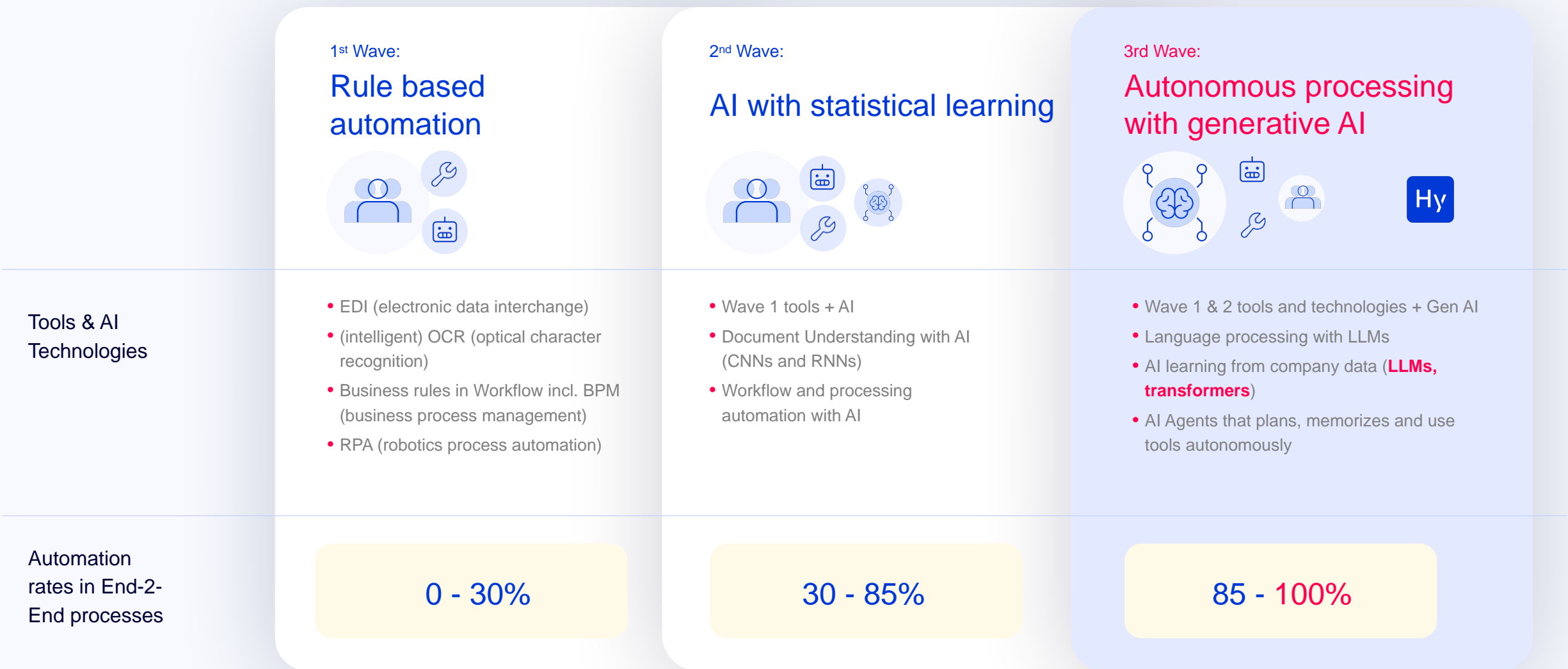


[ResearchsandMarkets](#) forecast that the global autonomous finance market size is anticipated to reach USD 56.93 billion by 2030, registering a CAGR (Compound Annual Growth Rate) of 16.8% from 2022 to 2030.

Entering the 3rd Wave of AI



Milestone Towards Autonomous Finance



Autonomous Processing with Generative AI

General Purpose LLMs

large models, multipurpose generative AI to create text, images, and software code

- ✓ Publicly available training data (200bn parameters)
- ✓ Extensively fine-tuned with human inputs
- ✓ Costly to train (>EUR 100mn for GPT-4)

+ Broad application to increase productivity in many individual daily tasks

- Moderate to low automation for end-to-end business workflows (invoice data capturing 84%*, GL accounting 30-50%)
Limited learning capability

 **OpenAI**
ChatGPT

 **Bard**

 **ALEPH ALPHA**
LUMINOUS



Specialized Transformer Models

small to mid-size models, specialized in specific end-to-end processes

- ✓ Private training data (50 – 250mn parameters)
- ✓ Fine-tuned with (historic) process data and continuously improved in daily operations
- ✓ Efficient training (Initial training time 4 – 24h)

+ Very high automation for specific end-to-end tasks (invoice data capturing >98%, GL accounting >95%)
Learning from individual private document and process data

- Limited automation for other tasks

 **Hy** **3.0**

Enterprise Ready

Security, Compliance & Governance

Protecting the data of our customers is our utmost priority at Hypatos

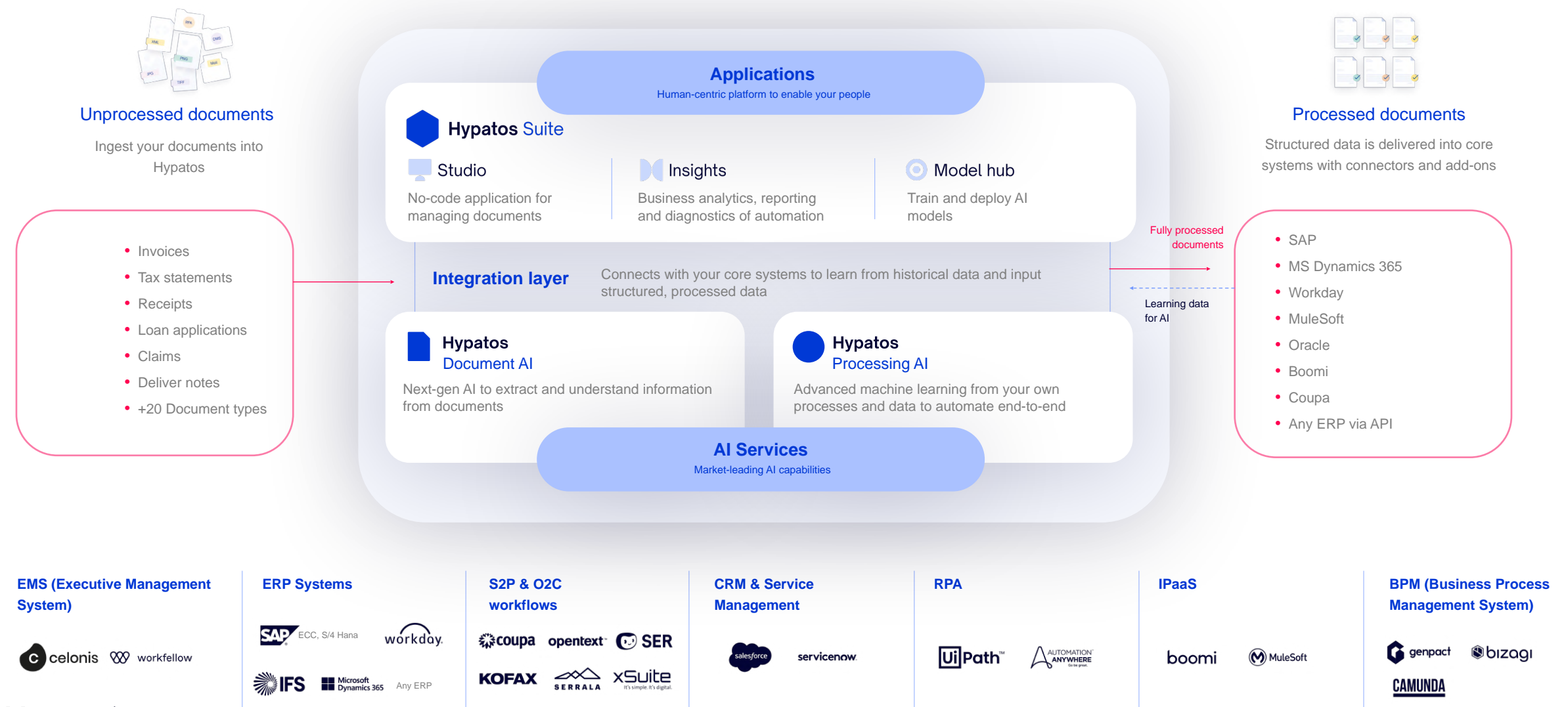
We have implemented a comprehensive set of security best practices to meet the highest industry standards and ensure the confidentiality, integrity and availability of our platform

[Hypatos Trust Report](#)

Hypatos



Platform Built for Integration



Product Benefits

Hypatos Document AI

- ✓ **Highest automation of >98% for data capturing** from documents incl. tables/line items
- ✓ **Immediate RoI** with pre-trained AI and self-learning learning from ERP and workflow data
- ✓ **No-Rules and Templates**
- ✓ **Continuous self-learning** from daily work of your colleagues
- ✓ **Comprehensive configuration and customizing** to meet complex, global business requirements
- ✓ **Language agnostic** for global supply chains (incl Arabic, Eastern Asian, Cyrillic) incl. translations
- ✓ **Handwritten documents** and forms

Hypatos Processing AI

- ✓ **Highest automation of >90% for E2E document processing** with AI Agent
- ✓ **Precise master data matching and validation**
- ✓ **Automated line-item and table matching**, e.g., from invoice lines to PO lines
- ✓ **Better than human coding automation** based on machine learning from historic processing data and accounting handbook
- ✓ **Advanced validation and compliance checks** e.g., for tax compliance, ESG reporting
- ✓ **Automated exception handling** e.g., E-Mailing vendor or forwarding to master data team

Use Case Examples

Autonomous Business Services (SBS)

Example use cases

Purchase to Pay

- Accounts Payable Invoice Automation (for PO and non-PO based invoices)
- Delivery notes/goods receipt automation (centralized and de-centralized)
- Payment reminders and dunning letter processing
- Offer and cost estimate processing
- Customs and tax document processing
- Three-Way matching between purchase orders, delivery receipts, and vendor invoices

Order to Cash

- Sales order processing and order execution (product catalogue matching)
- Payment remittances and bank statement reconciliation
- Customer Service automation (when document based)
- Automatically assess customer credit risk.

Hire to Retire

- New employee onboarding (IDs, birth certificates incl. handwritten forms)
- Travel expense processing and validation
- Automate the categorization, and approval of expense reports

Other

- ESG reporting from supply chain documents or utility bills
- Insurance claims handling (invoices, cost estimates, damage reports)
- Loan application handling (pay slips, bank statements, ID documents)
- Identification of potentially fraudulent activities in any financial or documentation process
- And many more...

Partner Program

Our Approach

We are a Channel First Company

We view Partners as an extension of our organization and take partner inclusion seriously.

Together we help joint clients transform their business and create high level of value that together set new standards of excellence in our respective industries.

We govern each partnership as a One Firm Partnership where we share risk and reward

Hypatos Partner

Hypatos



Partner Network



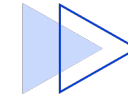
Business Partner

Hypatos collaborates closely with top-tier Advisory, Consulting Firms, and System Integrators to provide the best possible experience in implementing Document AI and Cognitive Process Automation AI. Through these partnerships, Hypatos offers in-depth knowledge and tools necessary to execute a successful next-gen AI strategy, based on best practices and real-world expertise.



Technology Partner

Hypatos seamlessly integrates with applications in use, allowing businesses to amplify their impact and achieve a state of efficient automation across the entire organization. By exploring Hypatos reliable and trusted options for next-gen AI, businesses can enjoy easy deployment and rapid time to value, accelerating their digital transformation journey.

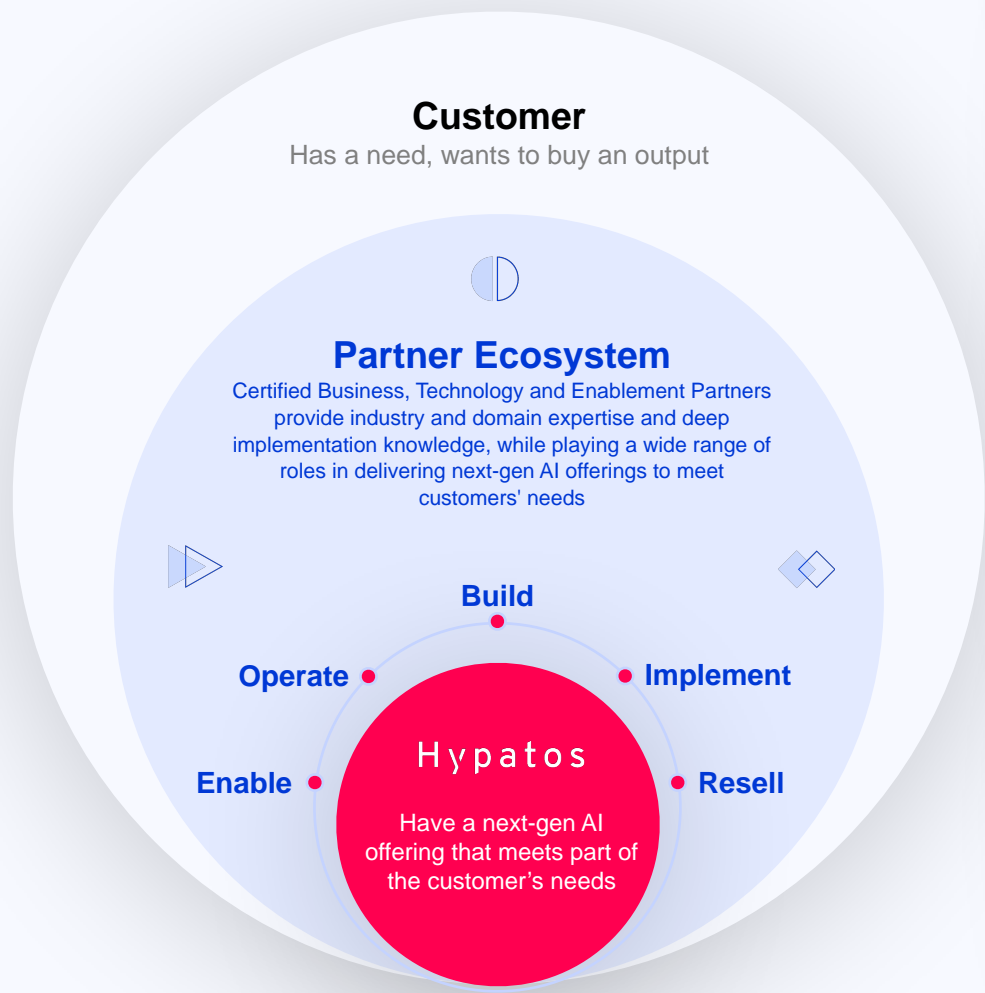


Enablement Partners

Hypatos Enablement Partners provide exceptional learning opportunities to support all facets' next-gen AI skilling, upskilling, and reskilling experience.

The Hypatos Partner Network is a community of skilled professionals who are committed to assisting in creating a more fulfilling, and strategic workplace. By providing access to the most powerful, top-rated, and widely used next-gen AI platform, Hypatos partners enable their clients to build efficiently optimized business operations

Partner Model



Build

- Partners provide client with differentiated use cases, services and integrations that leverages the power of the Hypatos Platform

Operate

- Partners run Hypatos Platform instances that they license directly from Hypatos and will manage and/or operate for/on behalf of third parties, who are their clients

Implement

- Hypatos recognizes an elite network of Service Delivery Partners accredited with advanced delivery skills on par with Hypatos Professional Services team

Enable

- Partners offer high-quality awareness and learning experience to drive Hypatos next-gen AI platform skilling, upskilling and reskilling experiences

Resell

- Referral¹**: Partners receive a fee in exchange for a business introduction
- Sell-With²**: Partners receive a fee for transactional business support on Hypatos paper
- Sell-Through³**: Partners receive a SW license discount for transactional business on Partner paper

¹15% on ASV (Annual Software Value); ²20% on TSV (Total Software Value); ³45% on TSV (Total Software Value)

Complimentary Benefits



Non-Production Use Software (NPS)

Partners are able to download a NPS version of Hypatos next-gen AI Platform and use it for Proof of Value concepts and demonstration purposes.



Early Access

Gain early access to the technology and collaborate with Hypatos in the development of new solutions.



Consulting Support

Get access to documented best practices from Hypatos Customer Success and Professional Services team.



Marketplace

We offer pre-trained machine learning (ML) models as API and Hypatos Studio application enabling partners to train deep learning models without data science and ML engineering resources.



Developer Community

Build innovative solutions that integrate with Hypatos' document processing and deep learning technology.



Role Based Trainings and Certifications

Partners take part in role-based training that suits their job function and obtain the necessary certification required for meeting Certified Partner requirements.



Brand Amplification

After joining the Hypatos partner network, we would be enthusiastic showcasing your company logo and brand on our Partner page.



Deal Registration

Secure your business opportunities, optimize resource allocation, and monitor your pipeline effectively with Hypatos.

Partner Tier & Success Plan

Service Category	Parameter / Programs	Hy Registered	Hy Premier	Hy Strategic
Requirements	License Revenue (USD/EUR)	n/a	> 2.000.000	> 5.000.000
	Sales Professional Accreditation	1	2	4
	Technical Sales Accreditation	1	1	2
	Implementation Consultant Accreditation	1	4	8
Partner Enablement	Hypatos Academy			
	Certification Programs			
	Hypatos Library			
	Product Enablement & Involvement	<ul style="list-style-type: none"> Standard Package such as Webinars, Release Notes, Product Documentation incl. Implementation Enablement 	<ul style="list-style-type: none"> Partner User Group Access Complimentary Benefits 	<ul style="list-style-type: none"> Capability & Market Build Program Product Advisory Council Complimentary Benefits
Partner Care	Deployment Support	Cloud Only	Cloud Only	Public-/ Private-Cloud / On-Prem
	Cloud Availability	98%	99%	99.5%
	Communication Channel	Support Portal	Support Portal PSM: Email + Phone (Prio 1)	Support Portal PSM: Email + Phone
	Support Hours	Business Hours	P1: 26/7/365 P2, P3, P4: Business Hours	P1: 26/7/365 P2, P3, P4: 24/5
	Priorities (Response Time) P1: App Down P2: Serious Degradation P3: Moderate Impact P4: Low Impact / Inquiry	<ul style="list-style-type: none"> 2 Business Hours 6 Business Hours 1 Business Day 2 Business Days 	<ul style="list-style-type: none"> 1 Hour 2 Business Hours 1 business Day 2 Business Days 	<ul style="list-style-type: none"> 1 Hour 2 Hours 8 Hours 1 Business Day
	Contact Person	<ul style="list-style-type: none"> Partner Care Team 	<ul style="list-style-type: none"> Dedicated Partner Success Mngr. 	<ul style="list-style-type: none"> Dedicated Partner Success Mngr. Dedicate Technical Account Mngr.
	Contract on File	<ul style="list-style-type: none"> Cooperation Agreement + Referral Appendix 	<ul style="list-style-type: none"> Cooperation Agreement + Business related Appendices 	<ul style="list-style-type: none"> Cooperation Agreement + Business related Appendices

Code of Conduct

Expectations for Individuals or Organizations who participate in the Hypatos Partner Program

The Code of Conduct serves as a guideline for partners to ensure that they behave in a professional and ethical manner when representing Hypatos.

By following the Partner Code of Conduct, partners can build a strong and mutually beneficial relationship with Hypatos, its customers and other partners.



Compliance with Laws and Regulations - Partners are expected to comply with applicable laws and regulations when promoting or selling Hypatos products and services.



Ethical Conducts - Partners must maintain high ethical standards in all their dealings with Hypatos, its customers, and other partners. They should avoid engaging in any behavior that could damage the company's reputation or create a conflict of interest.



Respect for Intellectual Property - Partners should respect Hypatos intellectual property rights and refrain from using its trademark, logos, or copyrighted material without permission.



Transparency - Partners should be transparent in their communication with Hypatos, its customers, and other partners. They should provide accurate information about their products or services and avoid making false or misleading claims.



Confidentiality - Partners must maintain the confidentiality of any proprietary or confidential information they receive from Hypatos or its customers.



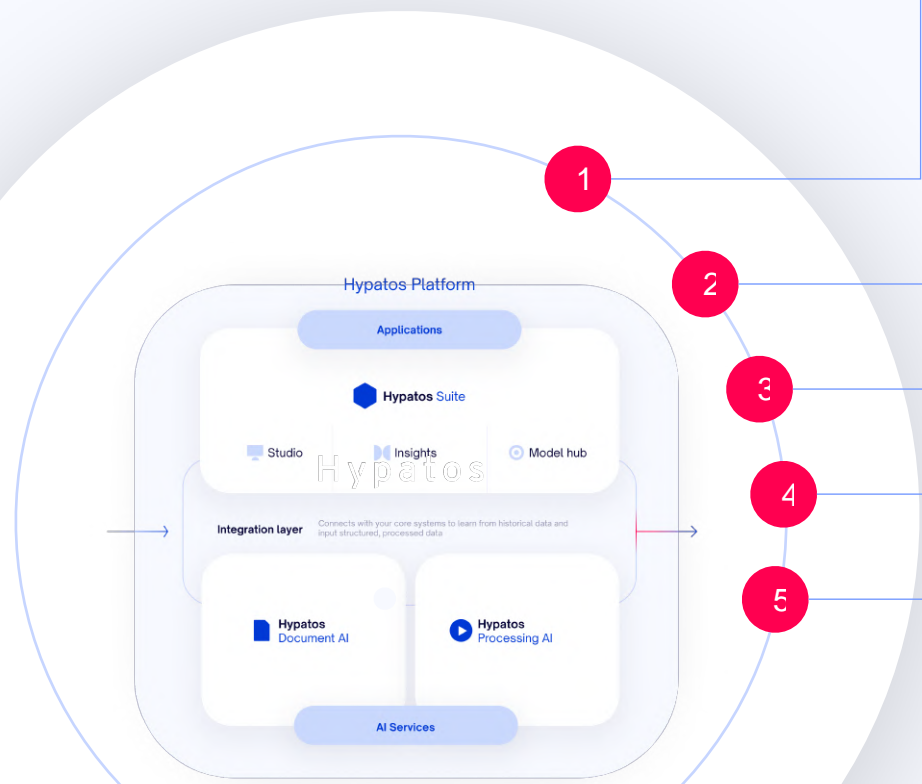
Accountability - Partners are responsible for their actions and should take ownership of any mistakes or error they make. They should work to resolve any issues that arise promptly and professionally.



Trainings and Certifications - Partner may be required to complete training and certification programs to ensure that they are knowledgeable about Hypatos products and services, and able to represent the company effectively.

GSI Initiative

Revenue4Revenue (R4R) - Over a 3-year term, we go beyond transactional partnership stages, and cultivate a relationship allowing for **Co-Innovation** and **Platform Expansion**, where we together revolutionize the way business manage their accounting and document management processes.



Enterprise Software License Agreement (ELA)

- Hypatos grants partners and its affiliates a non-exclusive, non-sublicensable, non-transferable ELA.
- SW SKUs are all generally available software for internal use and use to partners clients, supporting all partner Go-To-Market service.

Innovation Enablement Fund (IEF)

- Hypatos commits to provide to partners IEF to assist partners business units' enablement of resources to support business development and delivery services efforts in developing Hypatos next generation AI practice.

Innovation Service Work Fund (ISWF)

- Hypatos commits to provide to partners ISWF for the development of market assets and capabilities that accelerate sales for Hypatos.

Professional Service Subcontracting (SPS)

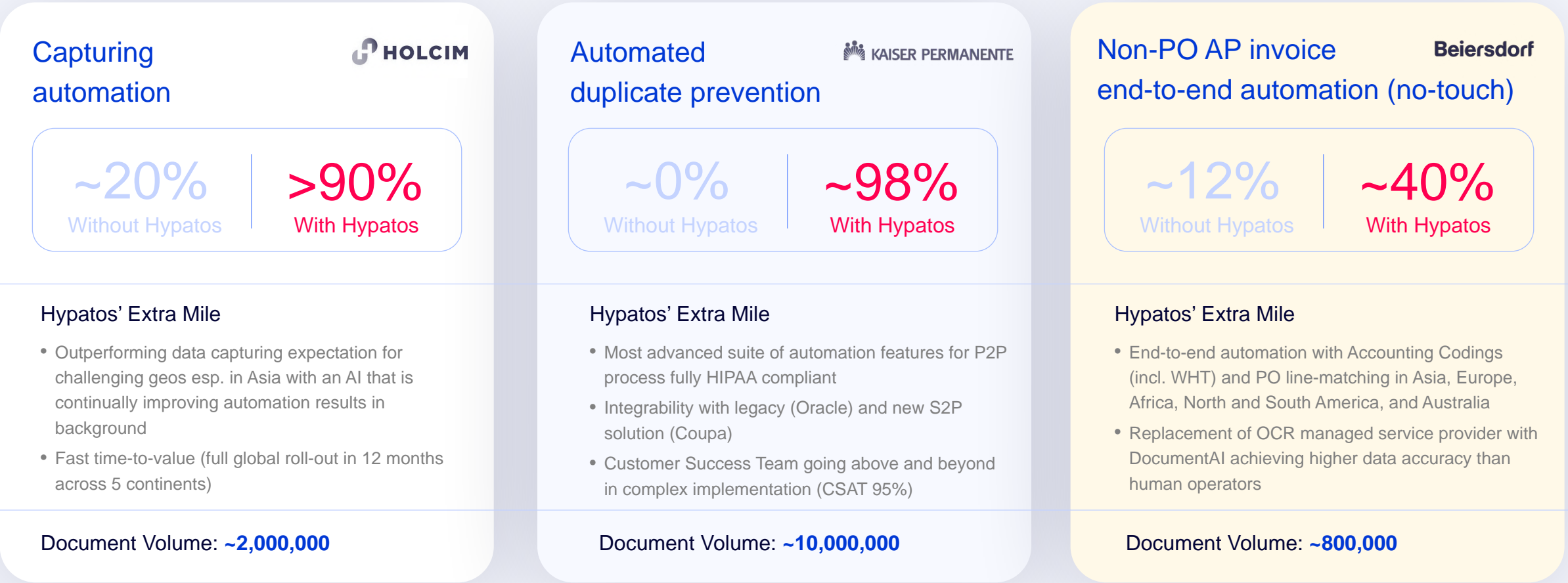
- Hypatos engage with partners as a Hypatos authorized subcontractor for performing professional services to Hypatos's customers.

Marketing and Business Development

- Hypatos will support partners in any marketing activities involving the Hypatos partnership and Hypatos solutions and products, including content creation and other media or business public statements, showcases, promotions or branding engagements.

Business Opportunities & References

Delivering Outstanding Global Automation Results



Delivering Long-Lasting Business Opportunities for Partners

Capturing automation



Hypatos' Extra Mile

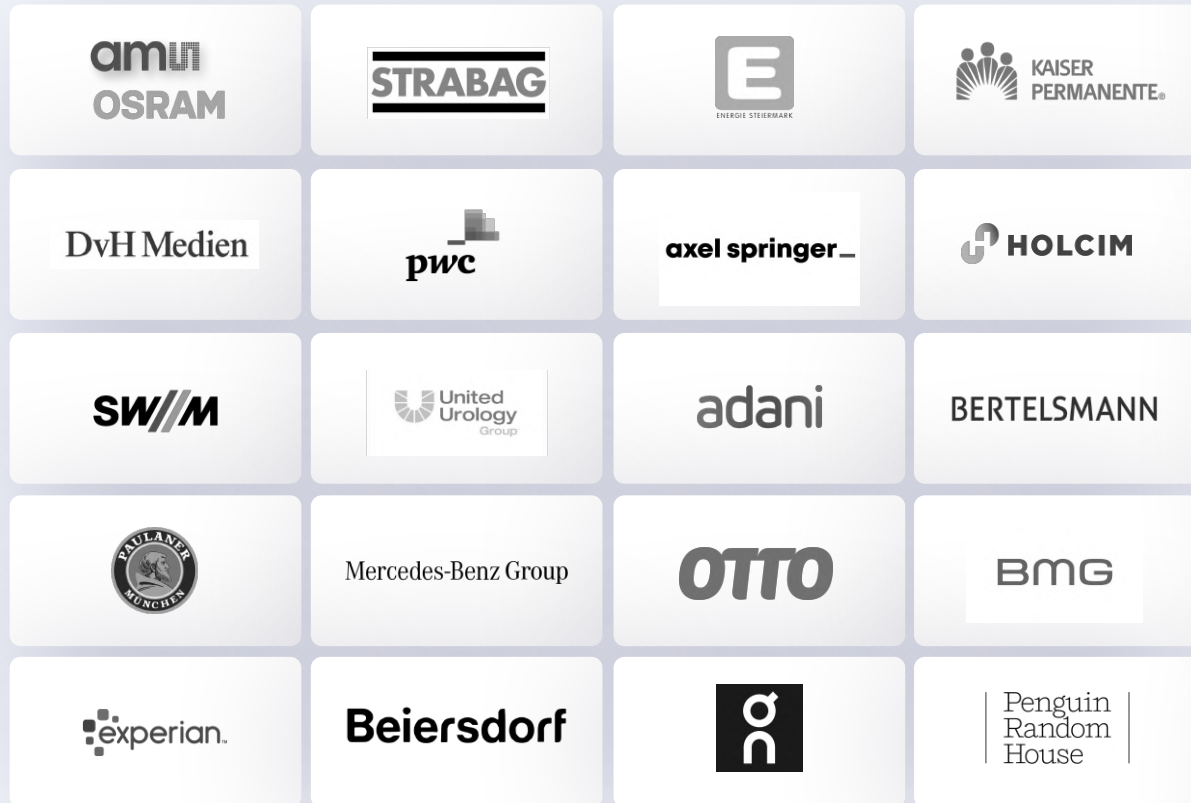
- Outperforming data capturing expectation for challenging geos esp. in Asia with an AI that is continually improving automation results in background
- Fast time-to-value (full global roll-out in 12 months across 5 continents)

Document Volume: ~2,000,000

Project Display Name	May, 2022	June, 2022	July, 2022	August, 2022	September, 2022	October, 2022	November, 2022	December, 2022	January, 2023	February, 2023	March, 2023	April, 2023	May, 2023	June, 2023
[PR1]AT	0.83	0.83	0.83	0.89	0.88	0.87	0.86	0.92	0.89	0.89	0.92	0.91	0.9	0.99
[PR1]AZ	0.73	0.31	0.69	0.83	0.93	1	1	1	1	1	1	1	1	1
[PR1]BE	0.94	0.95	0.94	0.94	0.93	0.93	0.95	0.95	0.92	0.96	0.96	0.92	0.94	0.99
[PR1]BG			0.97	0.99	0.98	1	0.99	1	1	1	0.99	1	1	1
[PR1]CH		0.76	0.79	0.82	0.8	0.78	0.81	0.73	0.66	0.78	0.9	0.9	0.9	0.94
[PR1]CZ	0.92	0.94	0.94	0.96	0.96	0.98	0.99	0.98	0.96	0.98	0.97	0.98	0.98	1
[PR1]DB			0.96	0.92	0.96	0.87	0.88	0.98	1	1	0.96	0.92	0.87	0.97
[PR1]DE v5	0.88	0.88	0.86	0.81	0.8	0.86	0.86	0.93	0.95	0.92	0.94	0.98	0.96	0.98
[PR1]ES						1	1	1	1	1	1	1	0.86	1
[PR1]GR						0.99	0.82	0.56	0.56	0.61	0.49	0.48	0.45	0.82
[PR1]HHR			0.88	0.91	0.88	0.91	0.91	0.92	0.9	0.94	0.95	0.92	0.93	1
[PR1]HR		0.94	0.85	0.97	1	1	1	1	1	1	1	0.86	0.99	1
[PR1]HU	0.95	0.93	0.86	0.95	0.96	0.99	0.98	0.95	0.98	0.96	0.92	0.94	0.89	0.92
[PR1]IT			1	1	1	1	1	1	1	1	1	1	1	1
[PR1]MD						0.99	0.93	1	1	0.98	1	0.88	0.82	1
[PR1]PL	0.98	0.98	0.98	0.99	0.99	0.98	0.98	0.98	0.98	0.99	0.98	0.98	0.98	0.99
[PR1]RO						0.99	0.95	0.89	0.85	0.94	0.96	0.98	0.92	0.98
[PR1]RS		0.94	0.99	0.82	0.84	0.88	0.89	0.9	0.88	0.89	0.95	0.96	0.96	1
[PR1]SI	0.75	0.82	0.8	0.82	0.88	0.87	0.88	0.9	0.83	0.89	0.82	0.91	0.84	1

Go-live of pre-trained regions with 80-90% “out of the box”.
But more importantly, the AI auto-learning without manual intervention is proven!

References (Excerpt)



AccountingGPT

"AccountingGPT is truly groundbreaking enabling our clients to transform their Finance Operations"

Jonathan Dienlin, Partner, Finance Transformation, PWC



Invoice Processing

"Hypatos with services from IronMountain enables us to redesign the groups global invoice entry and processing in the most scalable and future-ready way"

Michael Peters, Technical Project Lead, Bertelsmann Accounting Services



E2E Automation

"As of now, our new Hypatos next-gen AI solution enables automating the E2E document/data process, incl. SAP master data reconciliation"

Thomas Possert, Head of Finance, Energie Steiermark



Finance Transformation

"Hypatos Document AI and Cognitive Process Automation AI technology empowers our clients to achieve truly transformational change in their finance operations"

Katrin Hamann, Partner, Finance Transformation, PWC

Beiersdorf

Accounts Payable

"Hypatos is instrumental for getting accounts payable processing ready for the future"

Johann Holst, Finance Process Manager, Beiersdorf Shared Services GmbH (BSS)



VAT Compliance

"We worked with Hypatos in building our VAT compliance solution since they are the leader in deep learning for invoice processing"

Stephanie Mazur, Partner Tax Advisory, Deloitte

Analyst Recognitions (Excerpt)

Gartner

- Leader in no-code document automation
- Representative Vendor Accounts Payable Invoice Automation Solutions



- Major contender in Document AI



- Next Gen IDP scale-up

Dedicated Expert Team in 11 Countries



Dr. Uli Erxleben

Founder & CEO

- McKinsey & Company in Berlin & Palo Alto
- Serial entrepreneur



Dr. He Zhang

CTO Machine Learning

- Theoretical physicist at Max-Planck-Institute Heidelberg
- Theoretical physicist at KTH Stockholm



Igor Drobiazko

CTO Engineering

- Founder and CTO of IPaaS elastic.io (exited)
- Lead Engineer at HSBC
- Lead Engineer at Nokia



Luca van Skyhawk

Chief Revenue Officer

- Manager EY advisory
- German certified public accountant



Adra Balissa

VP People

- Head of HR at Auto1 Finance
- HR manager at Ebay/Radial

>100

Data Scientists, system engineers & delivery professionals

11

Country presences and 3 hubs in Germany, USA and Poland



Hypatos

Thank you



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