



# Sapiens Decision PoC Guarantee Program

Decision Automation. Business Control.

We understand that businesses want to try before they buy. You need to determine how a solution will benefit your business. That's why we created the Sapiens Decision PoC Guarantee program. Our program is designed to give your team hands-on experience with the Sapiens Decision no code decision automation platform and ensure you have all the proof points you need to make a go/no-go decision.

## HOW DOES THE POC GUARANTEE PROGRAM WORK?

The Sapiens Decision team works with you, and your designated team, to select a business process that can benefit from decision automation. We bring our tested methodology, you bring your expert knowledge of your business, and together we deliver a high-value engagement.

## HOW MUCH DOES IT COST?

We believe so strongly in the benefits your business will get from this capability that we will provide the PoC at no charge.

## WHAT IS REQUIRED TO START?

Sapiens Decision provides a simple Statement of Work for both parties to sign that provides a framework for the engagement and general legal protection for the work being done.

## WHAT MAKES A GOOD USE CASE?

Any policy driven decision your business makes frequently. This decision can be handled manually or by existing technology, but today is sub-optimal in some way. For example, decisions are difficult to tie back to policy, are error prone, or take too long to implement or change. An example could be determining whether an applicant is eligible for a product or which product to offer an applicant.

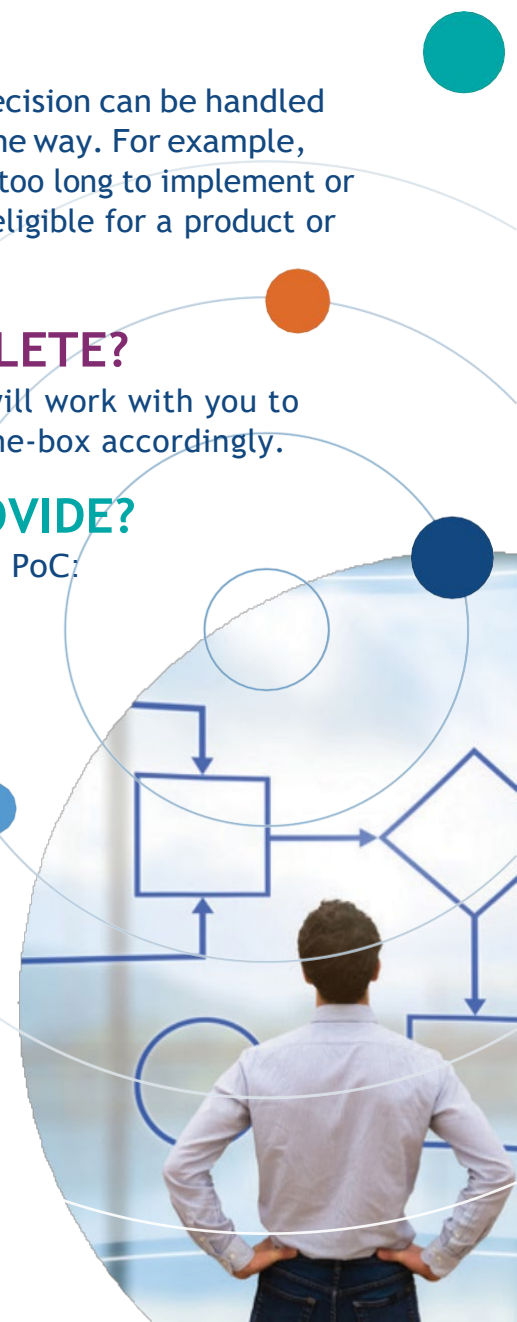
## HOW LONG DOES THE POC TAKE TO COMPLETE?

The PoC is time-boxed to two to four weeks. Before the PoC, we will work with you to determine scope and success criteria and mutually agree the time-box accordingly.

## WHAT DO YOU NEED MY COMPANY TO PROVIDE?

Your participation is essential for evaluating the success of the PoC:

- **Sponsor** - sets the vision for the engagement and provides feedback at the steering committee
- **Project Manager** - coordinates resources and liaises with our team for planning
- **Business Subject Matter Expert** - provides knowledge and context for the business rules modeled by the teams
- **Business Analyst** - learns how to model decisions using our no code decision automation platform
- **Technical Lead** - provides input and knowledge of integration requirements for workshops and planning



## WHAT DOES MY COMPANY GET AT THE END OF THE POC?

Any deliverables produced during the pilot are yours. Deliverables typically include:

- Business process models diagrammed using BPMN 2.0
- Backlog of decision points for ongoing scope post PoC  
Decision models and associated exports such as JAR files
- Auto-generated test cases
- Business glossary of terms
- Technical architecture scope and approach documentation
- Business case analysis
- Implementation planning documentation
- Adoption planning documentation

## WHAT HAPPENS IF MY COMPANY TERMINATES THE POC?

No strings attached. If you decide that Sapiens Decision is not for your business, you can terminate at any time.

## HOW IS THE POC CONVERTED TO PRODUCTION?

With a term license agreement in place, you can convert to production. Your business will engage with our professional services team to move from PoC to production including capability roll-out.



## ABOUT SAPIENS DECISION

What if your business could go from policy to implementation in a matter of days instead of weeks or months? Would it be a gamechanger if the logic in your business processes was transparent to your business users, and could be changed, tested and deployed within an hour?

With Sapiens Decision, our clients are reducing business processes from 100 steps to 10, implementing rules changes in a day that were previously taking thirty, and getting to market faster. Sapiens Decision makes logic tangible. This quality gives your business an edge in responding to changes, ensuring quality and maintaining process consistency.



Sapiens Decision is the market leading enterprise decision management platform. Highly scalable, with robust governance, our software is in production at major banks, insurance companies, and federal agencies.

Decision management is increasingly being recognized as an important competitive differentiator in today's hyper competitive business environment. Join our growing list of clients who are rewriting the rules of the game. We are happy to share case studies, and our clients are 100% referenceable. We invite you to join their ranks.



### About Sapiens

Sapiens Decision is a division of Sapiens International Corporation (NASDAQ and TASE: SPNS), a leader in digital software platforms, solutions and services. Sapiens Decision transforms how businesses are approaching change, by modernizing traditional business rules management. Our solutions enable businesses to respond to market needs through accurate and consistent enforcement of business rules and policies. Sapiens Decision is used by major corporations in Banking, Insurance, Retail and Public Sector to implement decision automation and drive digital transformation. For more information: [www.sapiens.com](http://www.sapiens.com)