



moveIT

RPA: no excuses

28 NOVEMBER, 2019 | 09:00-13:00

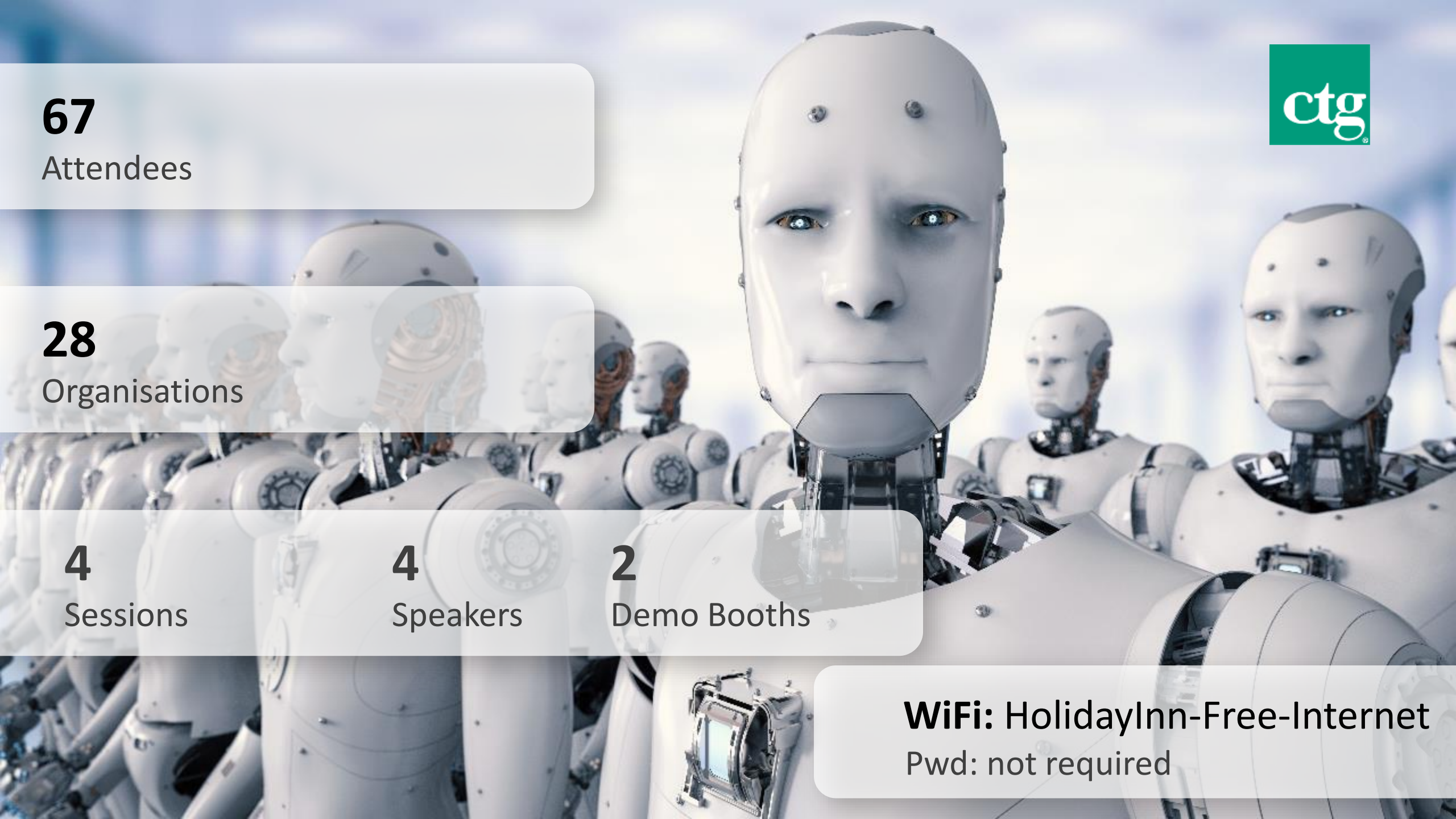
HOLIDAY INN, DIEGEM



Steven Van Schil

Unit Manager ITSM,
CTG Belgium





67

Attendees



28

Organisations

4

Sessions

4

Speakers

2

Demo Booths

WiFi: HolidayInn-Free-Internet
Pwd: not required

RPA: no excuses

Everything has evolved into Digital Business, while focusing on **Value** has become the key to our digital existence.

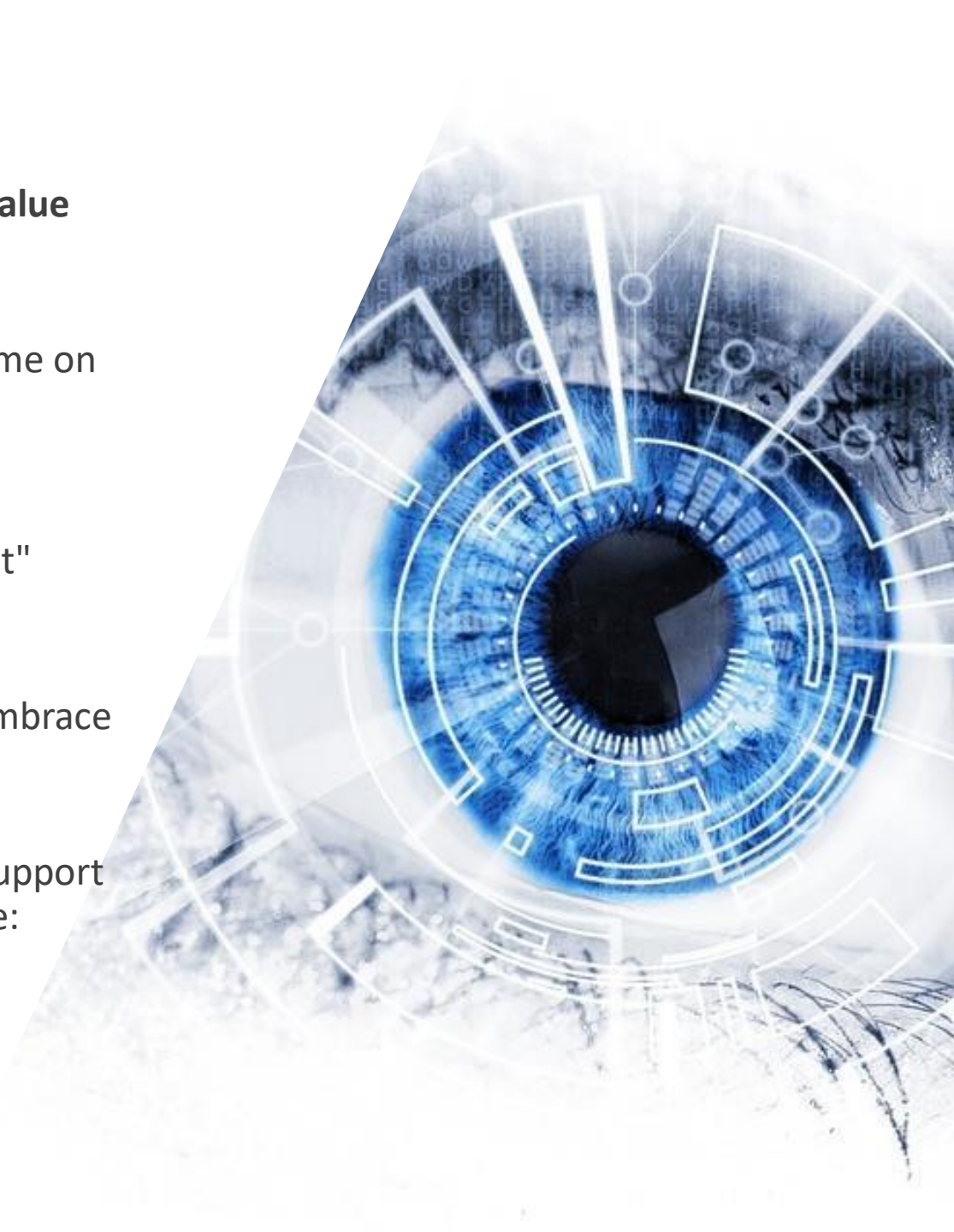
Yet we still have a lot of our human co-workers spending their time on manual, low-value activities.

Robotic Process Automation (or RPA) is an emerging form of technology, based on the notion of metaphorical "software robot" workers, often combined with artificial intelligence (AI).

CTG understands that many organisations are still reluctant to embrace RPA, due to its perceived risks to quality and reputation.

But reliable partners and the right technological platforms can support RPA, and ensure this approach is viable for use in your enterprise:

The time for excuses is over, it's time for RPA!



The Programme

Sessions & Timings



09h00	<i>Welcome</i>
09h30	The caveman challenge <i>Jo Herroelen, CTG</i>
09h50	From fear to control <i>Vincent Fransman, CTG</i>
10h20	<i>Break</i>
10h45	UiPath: Roadmap, industry challenges and path to AI <i>Manish Patel, UiPath</i>
11h25	Automation, AI and the future of work <i>Guy Kirkwood, UiPath</i>
12h05	<i>Networking Lunch</i>

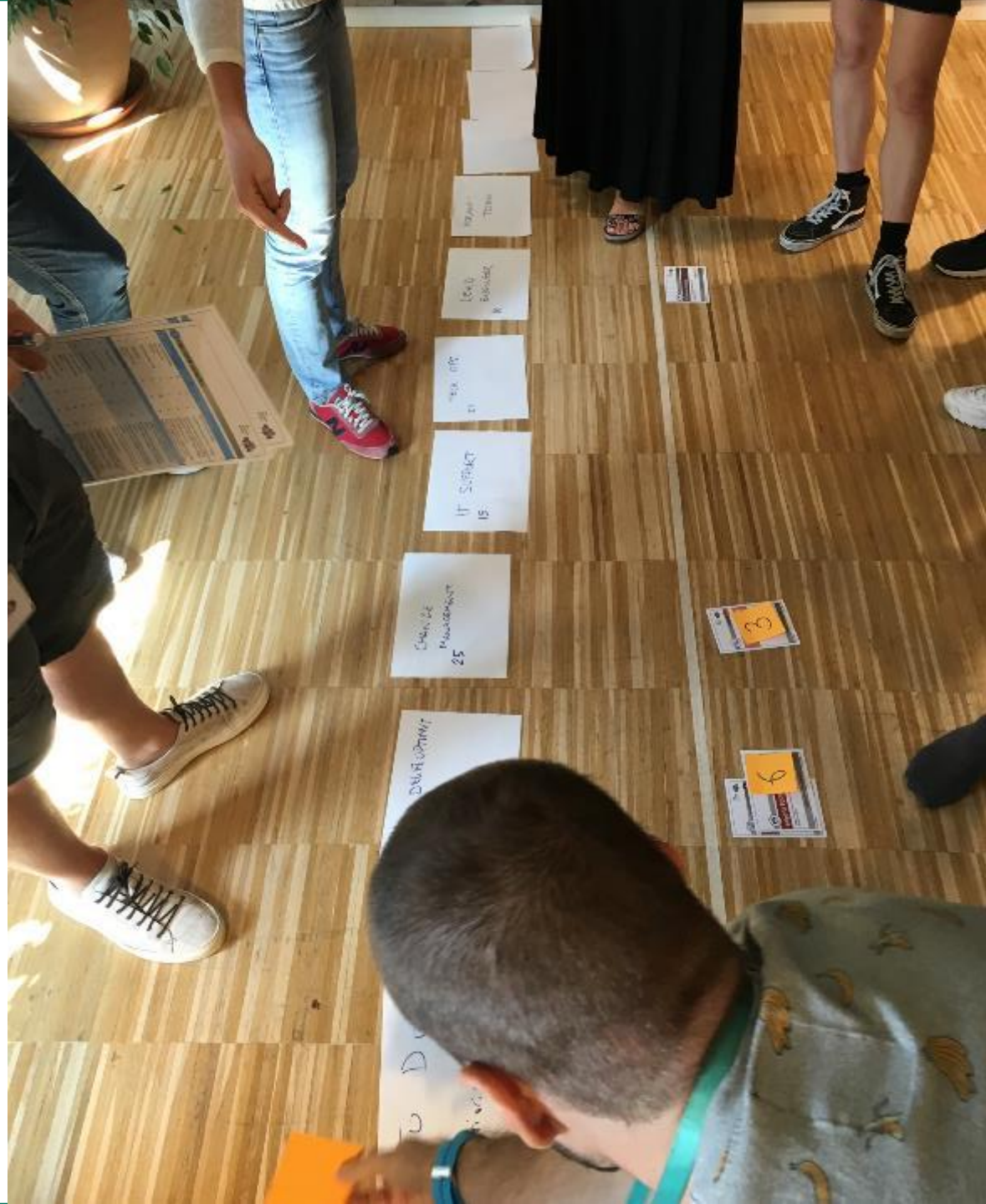


RPA: no excuses

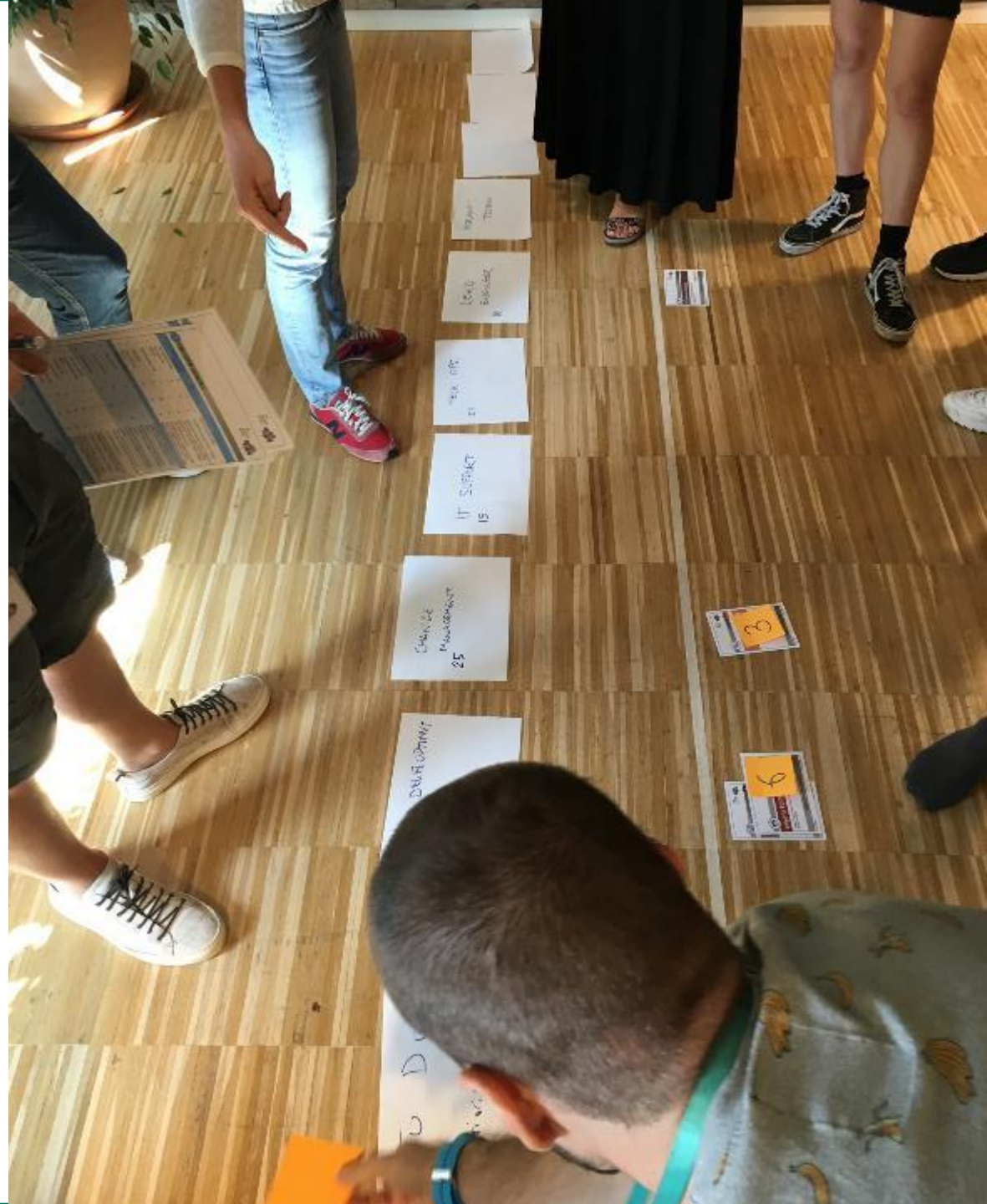
The caveman challenge

Jo Herroelen





*“This is great guys!
I’M ON FIRE!!”*

















Governance

A photograph showing several pieces of flint or obsidian tools and flakes. The tools are light-colored with some reddish-brown staining. They are arranged on a dark, textured background. One large flake is on the left, and several smaller flakes are scattered in the center and right. A white rounded rectangle with the word "Tools" is in the bottom left corner.

Tools



Process

A photograph showing three fish cooking on a bamboo stick over a fire. The fish are silver with scales and are positioned vertically, with their heads pointing downwards. They are held by a green bamboo stick that runs horizontally across the frame. The background is a fire burning in a pile of wood, with bright orange and yellow flames. The ground is covered with dry leaves and twigs.

Value



Value



Endless possibilities

A dramatic scene of Notre-Dame de Paris on fire at sunset. The Eiffel Tower is visible on the left, and the cathedral is in the center, with a large fire and thick smoke rising from its roof. The sky is filled with orange and yellow clouds, and the sun is visible through the smoke. The word "Risks" is written in a white box on the right side of the image.

Risks



Today...



Do "robots" have a bad reputation?



Some people see evolution and progress..



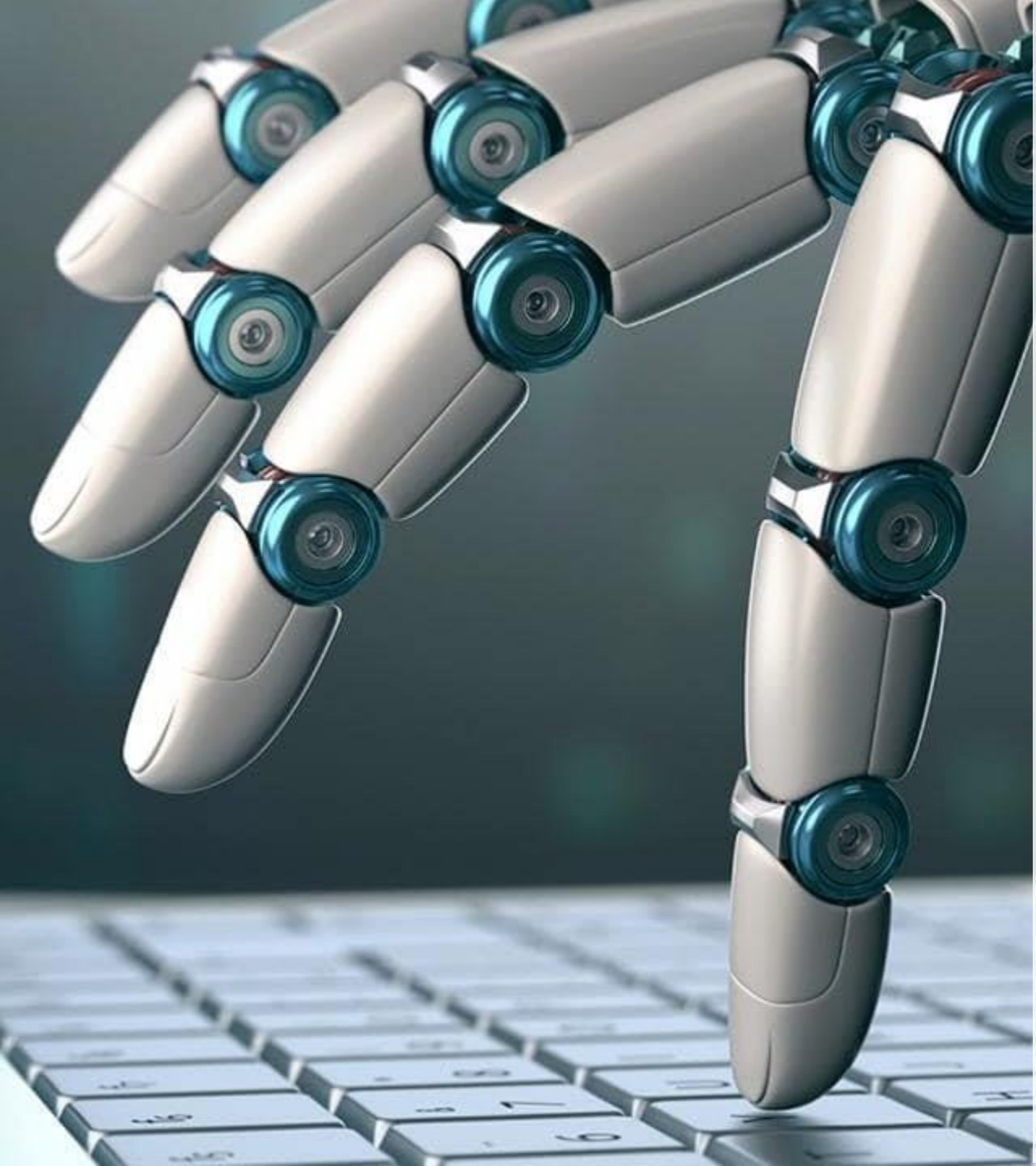
55%

...others see threats and loss of jobs



But what are we really talking about?

Let's be clear on a couple of things:



Automated

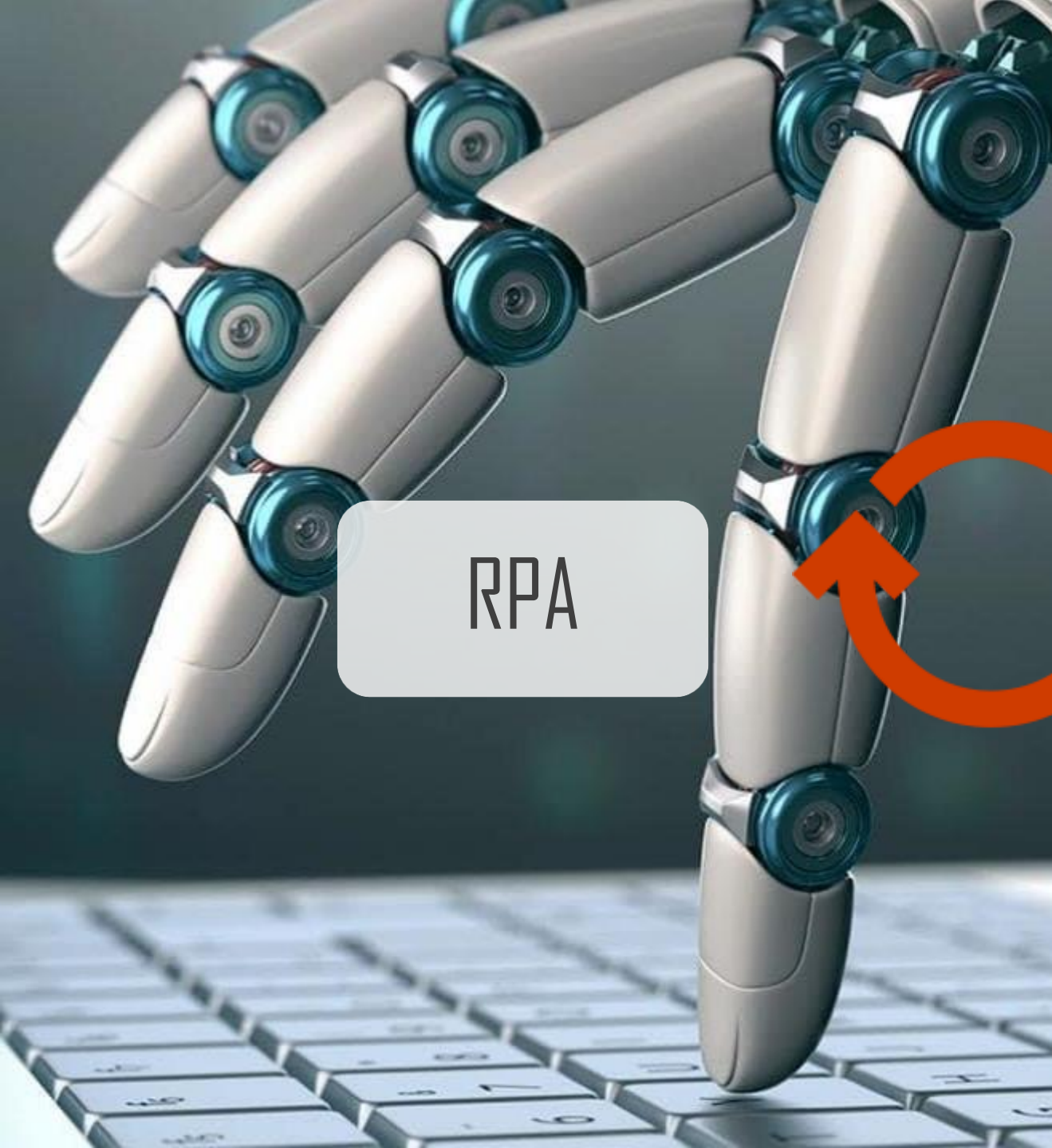
interaction with a computer-centric process, with a Software User Interface providing support

Replace repetitive tasks

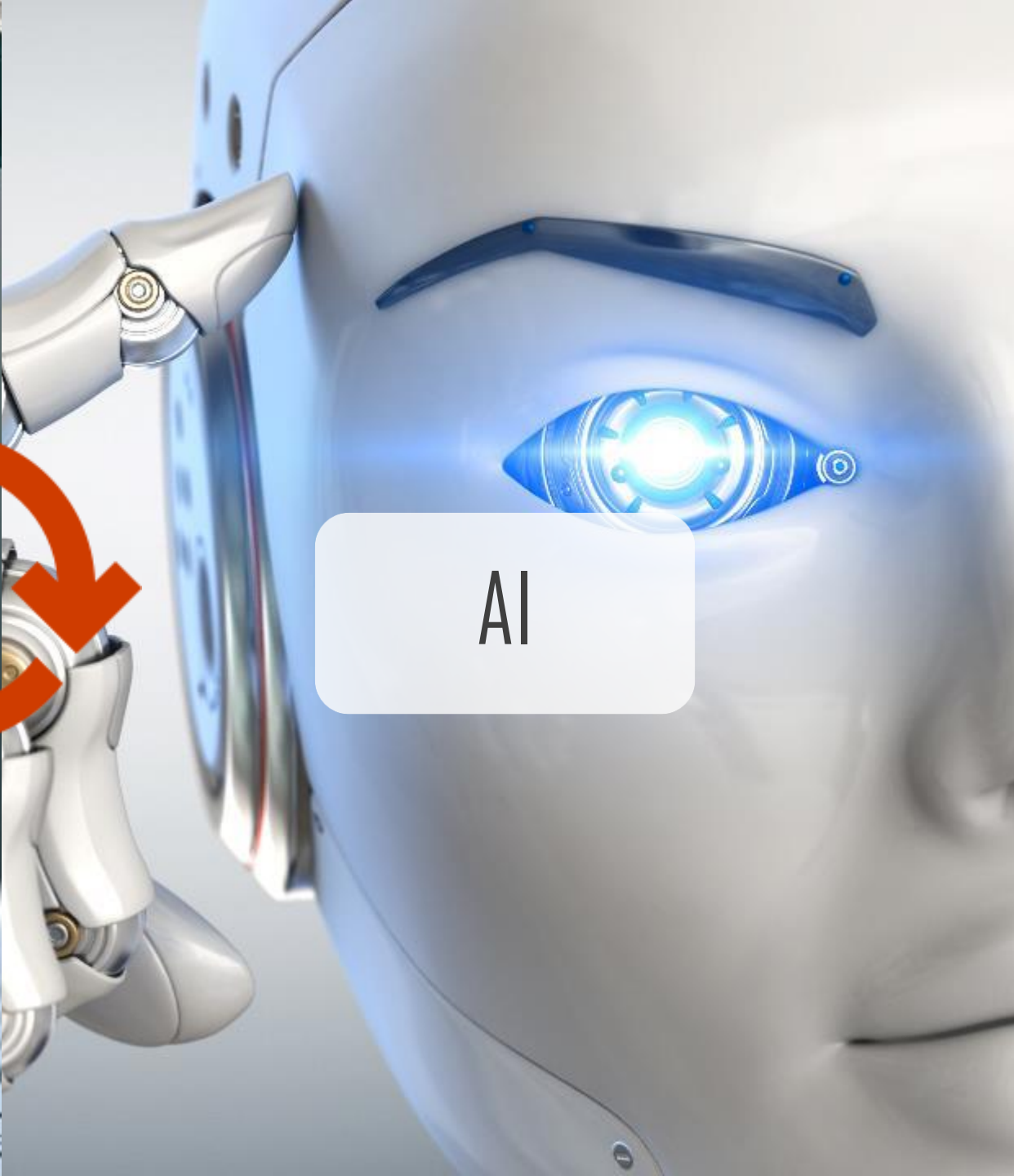
performed by humans with a virtual workforce. Humans make the judgement calls, handle exceptions and provide oversight

Use a robot (computer)

to run application software *in the exact same way* a person works with that software, only better & faster & ...



RPA

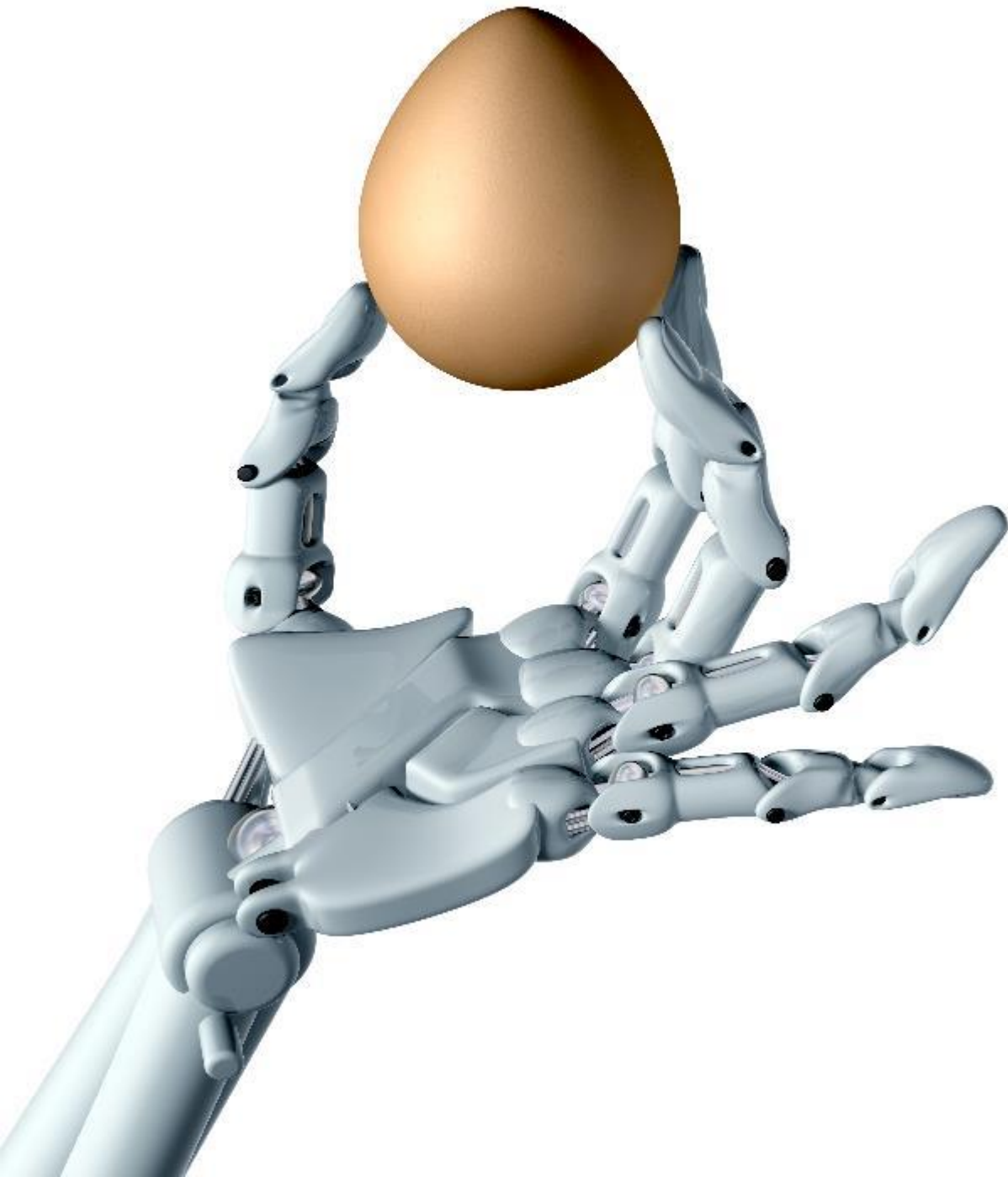


AI





Virtual team mates

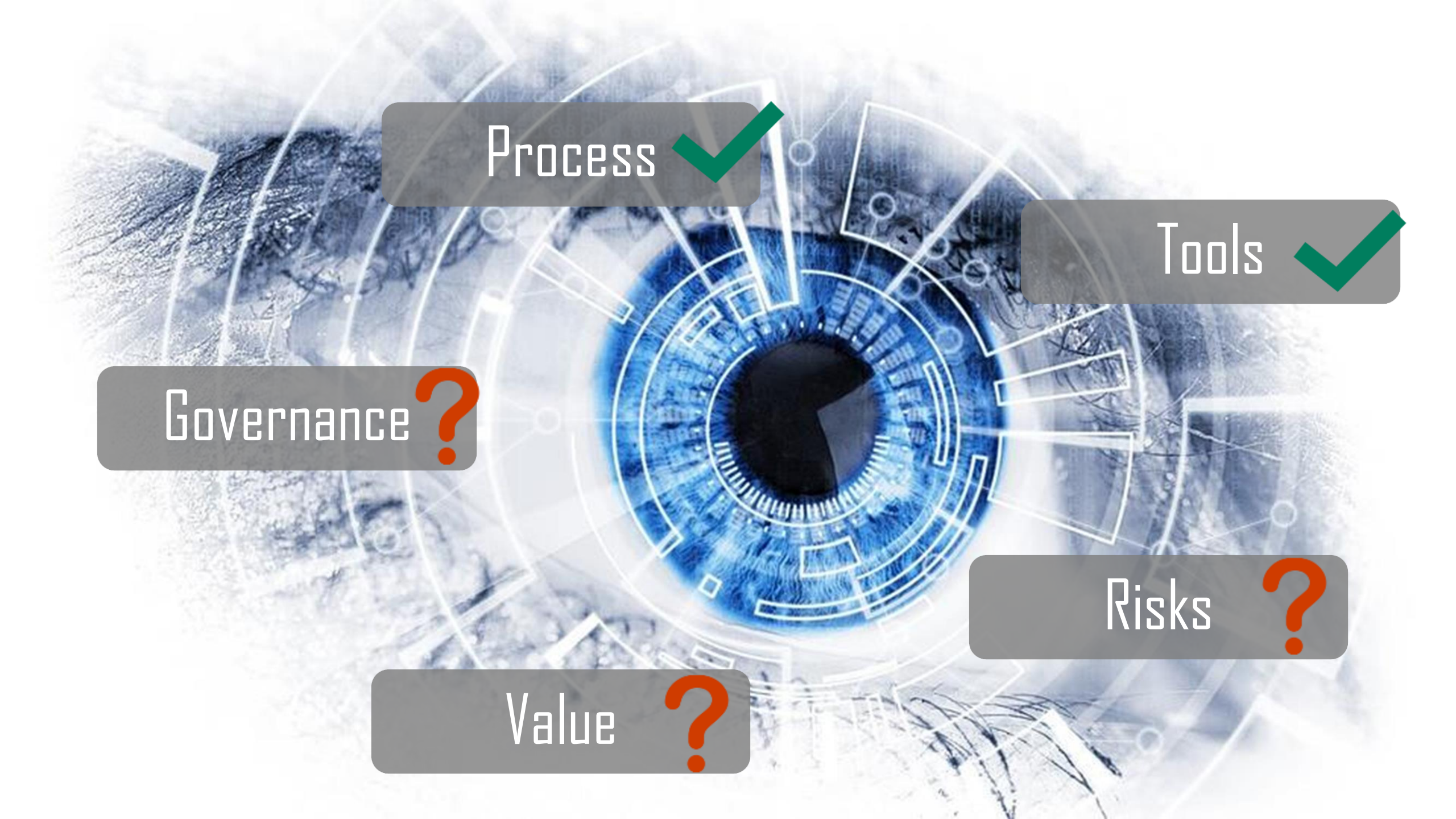


So what's the perfect process for RPA?

- _____ Clear logic _____
- _____ Highly repetitive _____
- _____ High volume _____
- _____ Structured input _____
- _____ Multi-tool usage _____
- _____ Application longevity _____



So now what?



Process



Tools



Governance

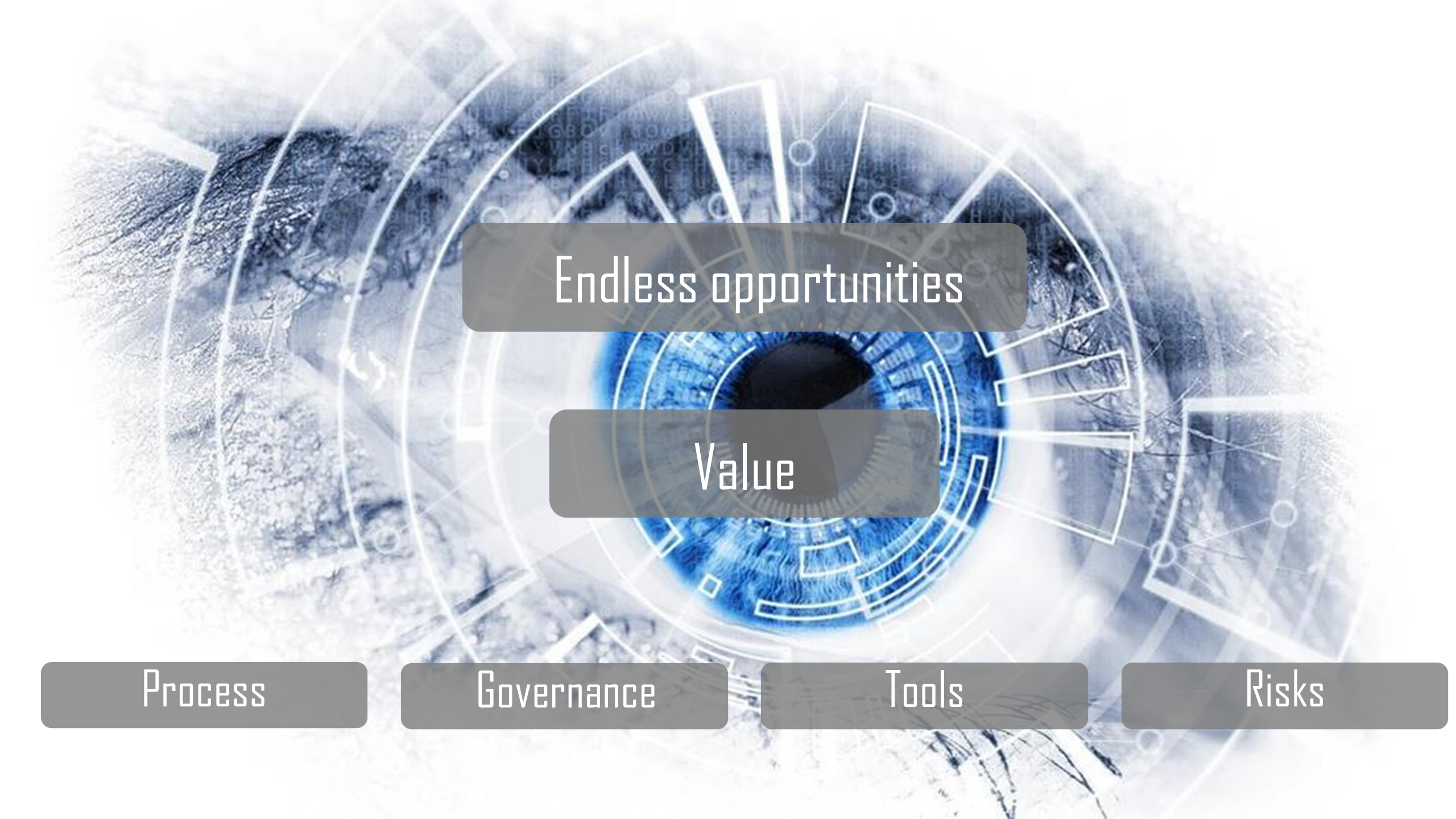


Risks



Value





Endless opportunities

Value

Process

Governance

Tools

Risks



*“This is great guys!
I’M ON FIRE!!”*

RPA: No excuses!



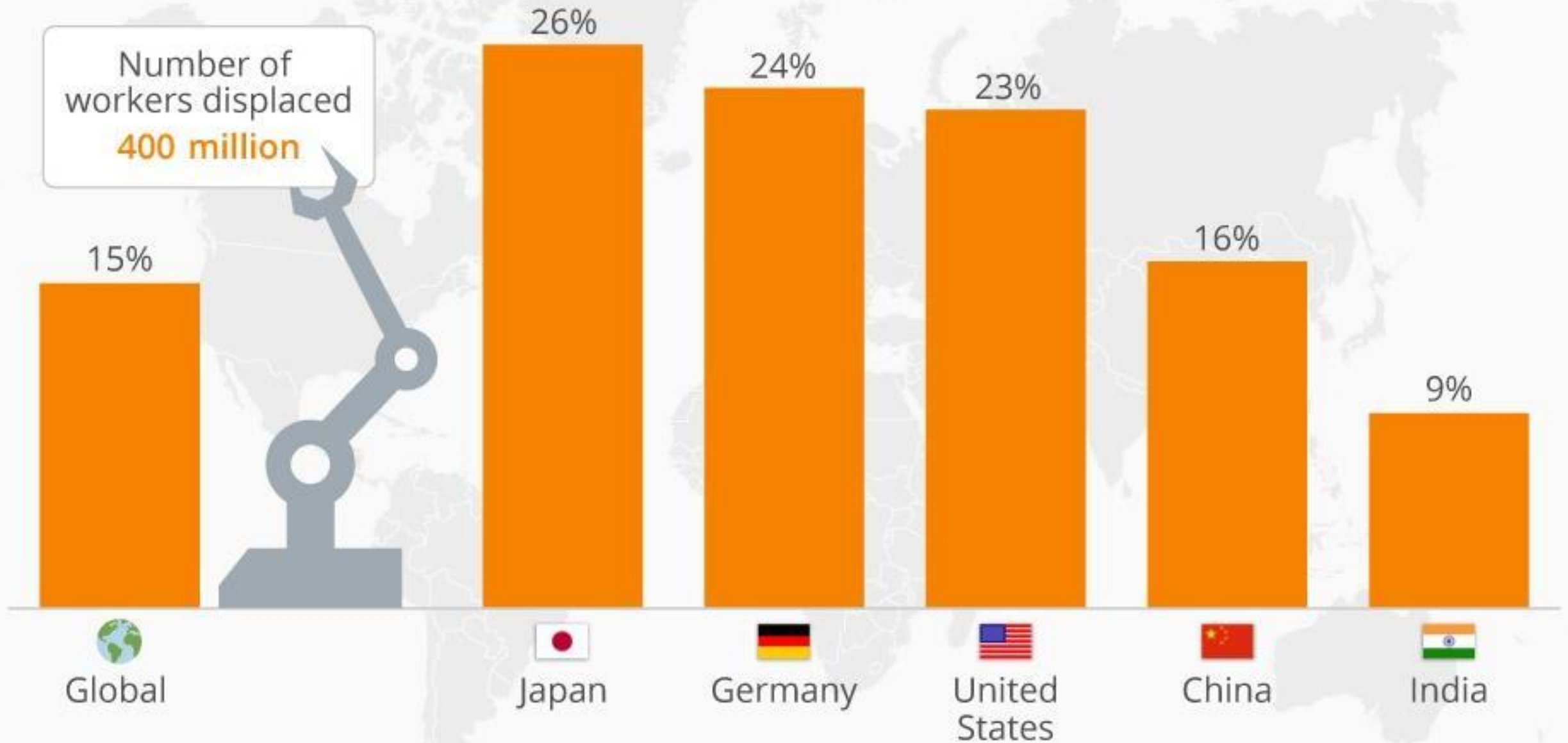
RPA: no excuses

From fear to control

Vincent Fransman



Jobs under threat from automation, McKinsey 2016



From Fear to Control

With **digital transformation**, IT is no longer a worry of the ICT supporting division, but digital transformation is everywhere on the agendas of corporate boards and has risen to the **top of CxOs' strategic plans**.

It is difficult to understand and explain the **impact of digitisation** on your organisation. New technologies create new opportunities for business – and new challenges as well.





Digital Transformation



“Years of research on transformations has shown that the success rate for these efforts is consistently low: less than 30 percent succeed.”

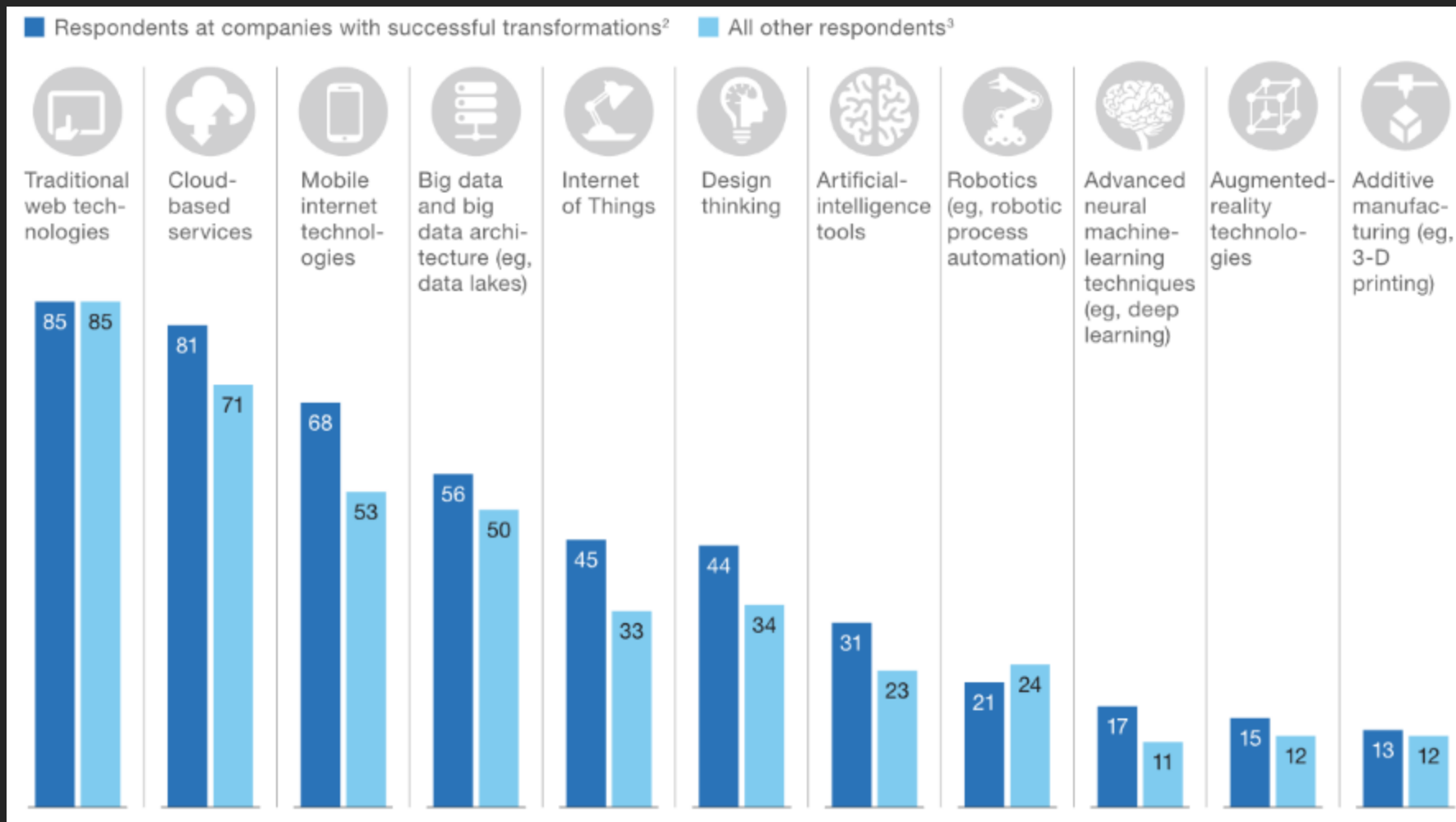
McKinsey, 2018

“Only 16 percent of respondents say their organizations’ digital transformations have successfully improved performance.”

“Even digitally savvy industries, such as high tech, media, and telecom, are struggling. Among these industries, the success rate does not exceed 26 percent.”

McKinsey, 2018





Organizations with successful transformations.

McKinsey, 2018





Traditional
web tech-
nologies



Cloud-
based
services



Mobile
internet
technol-
ogies



Big data
and big
data archi-
tecture (eg,
data lakes)



Artificial-
intelligence
tools



Robotics
(eg, robotic
process
automation)



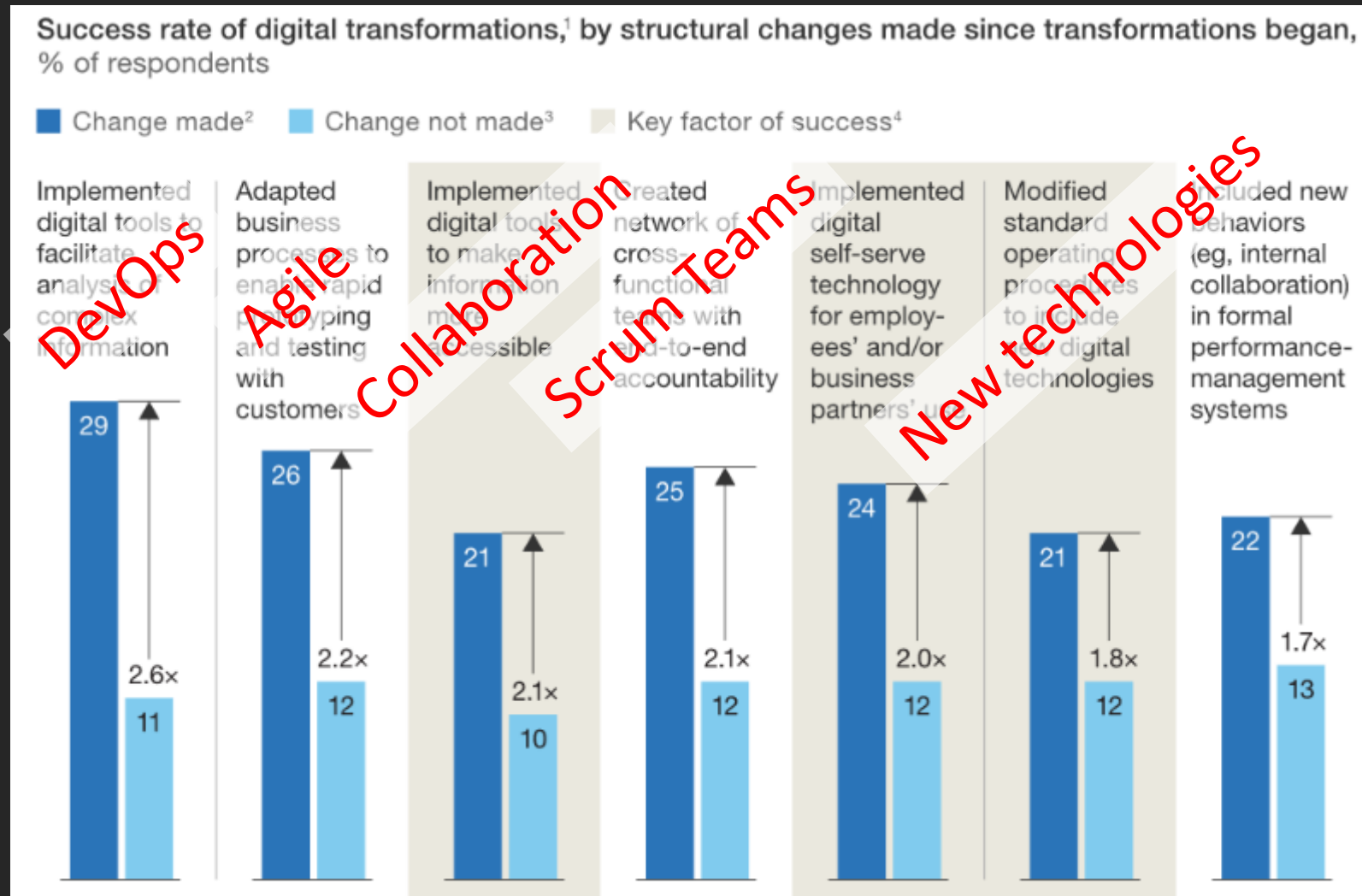
Advanced
neural
machine-
learning
techniques
(eg, deep
learning)



Augmented-
reality
technolo-
gies

Structural changes needed

McKinsey, 2018





Digital Transformation



Quizz
time



75%

30%

75%

industrial
improvement





30%

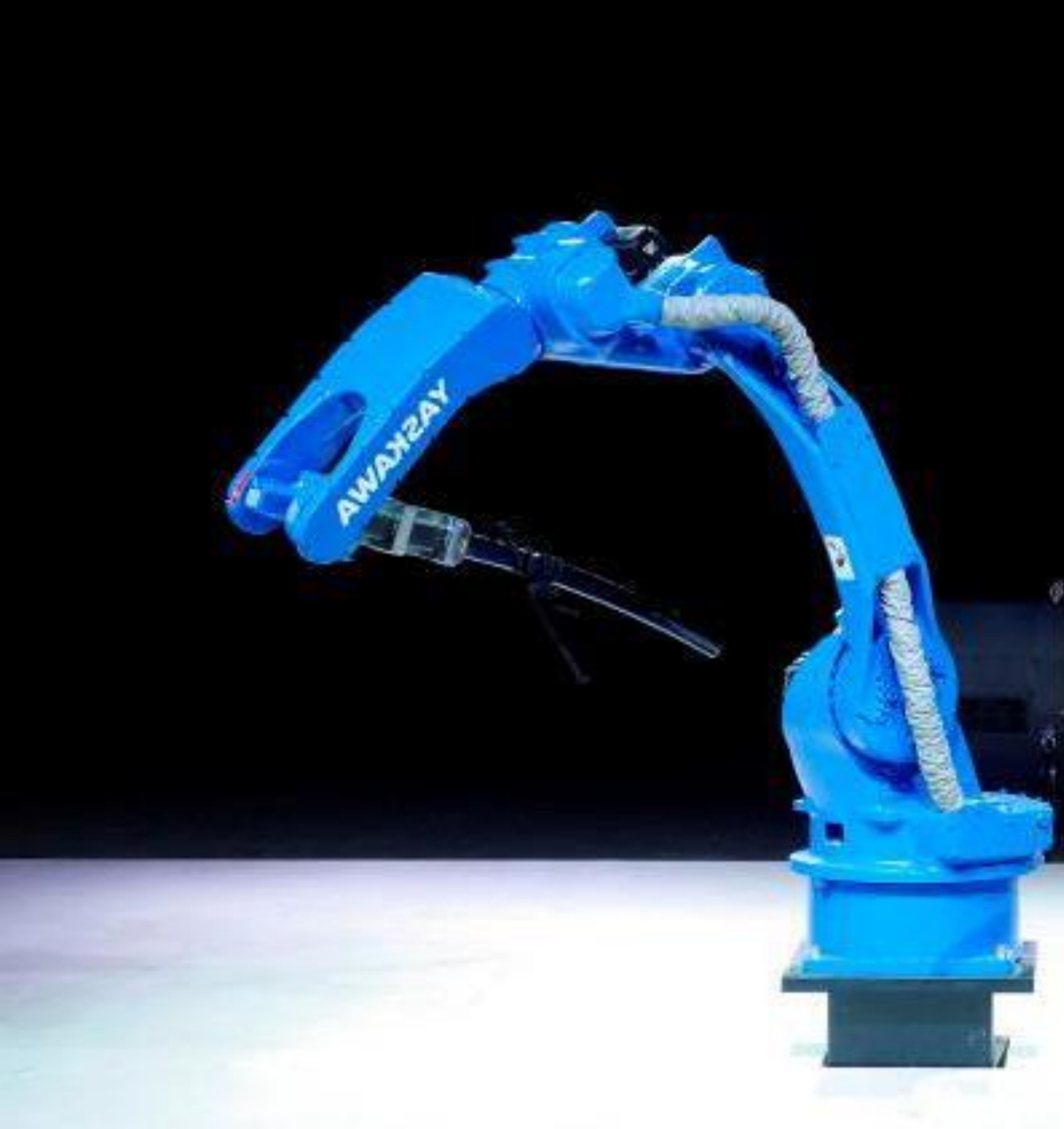
administrative
improvement

60%

30%

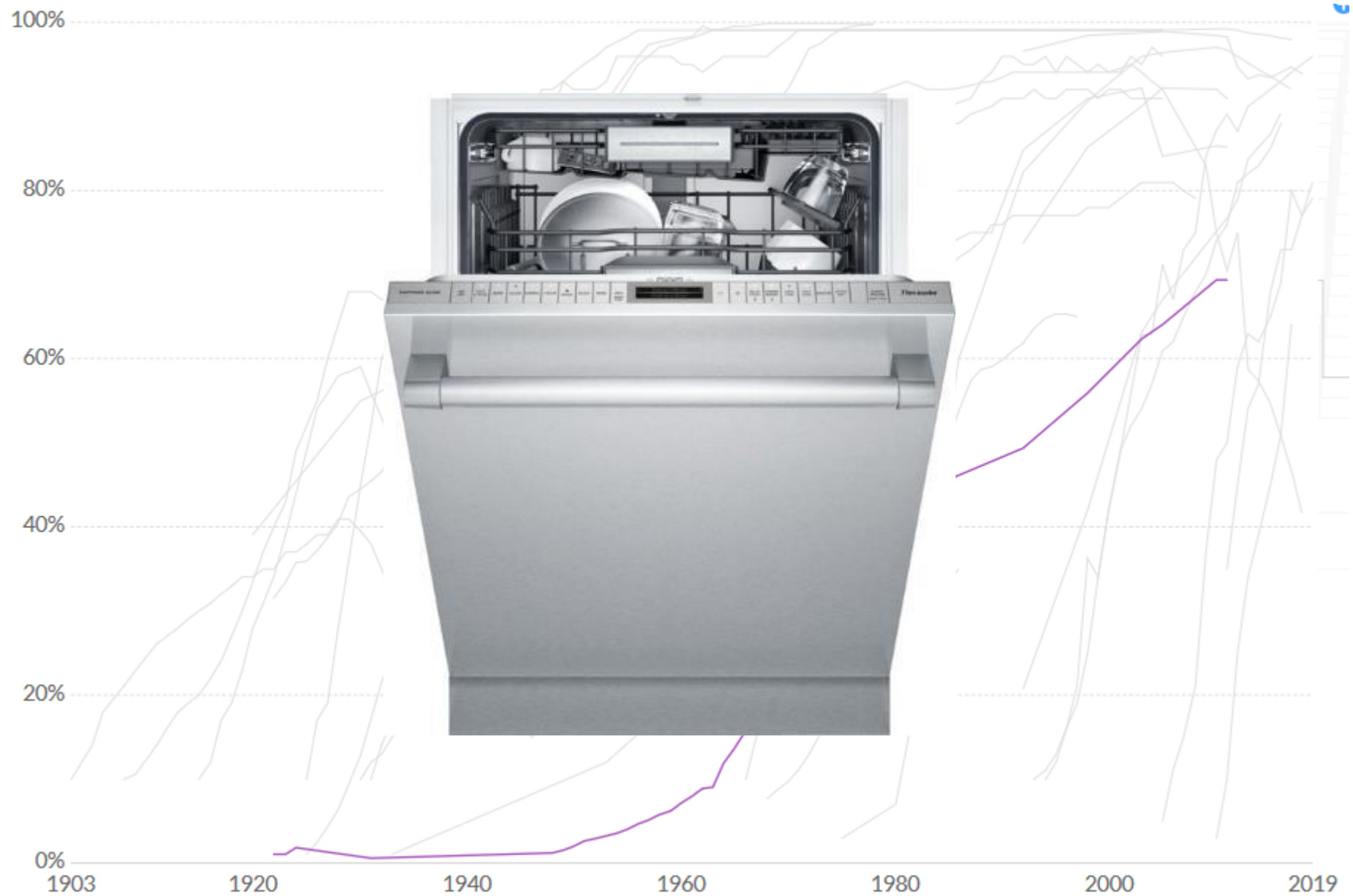
if we take
60%
of all office jobs





we can
automate
30%

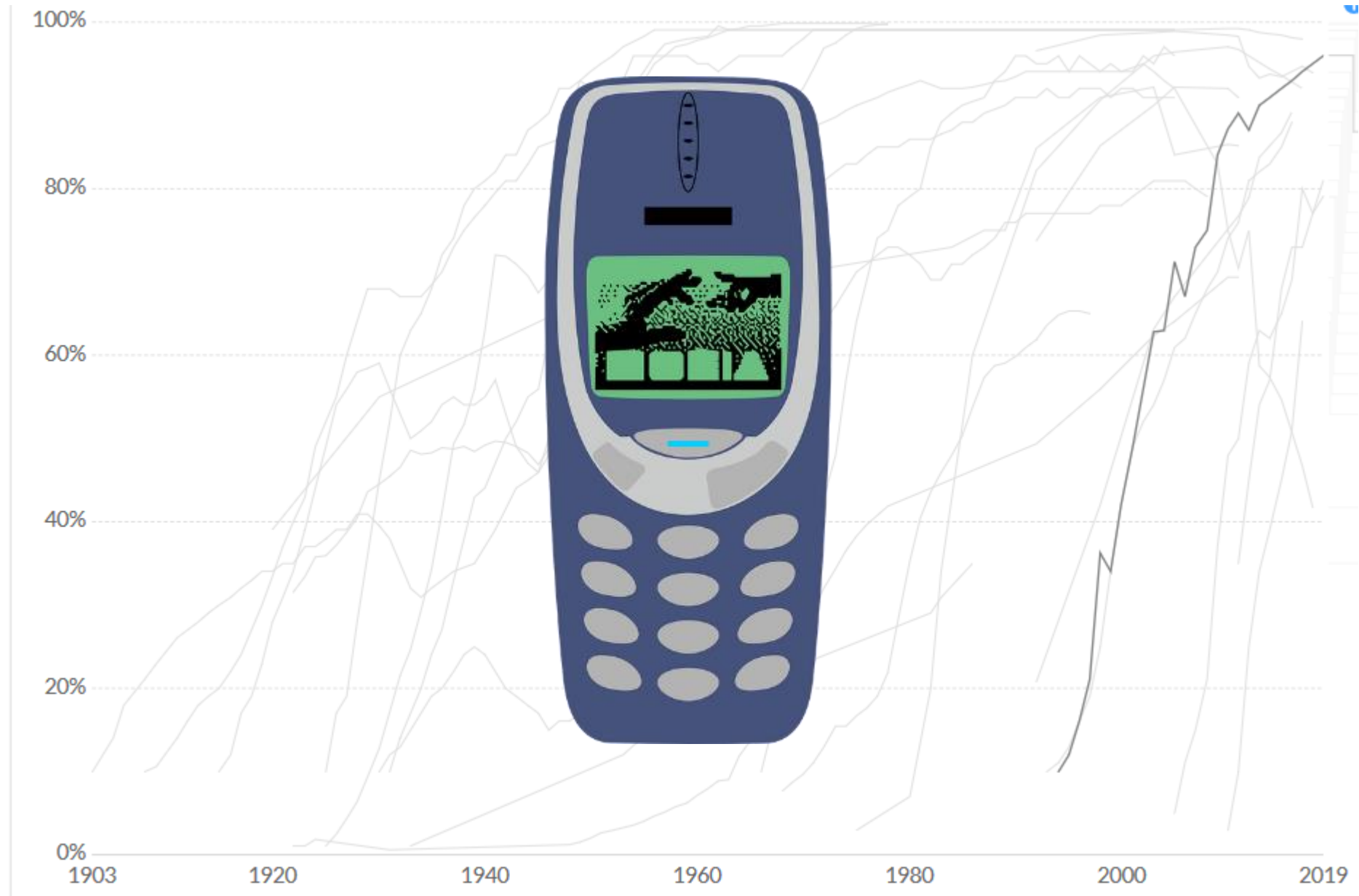
Technology adoption in US households



Technology adoption in US households



Technology adoption in US households



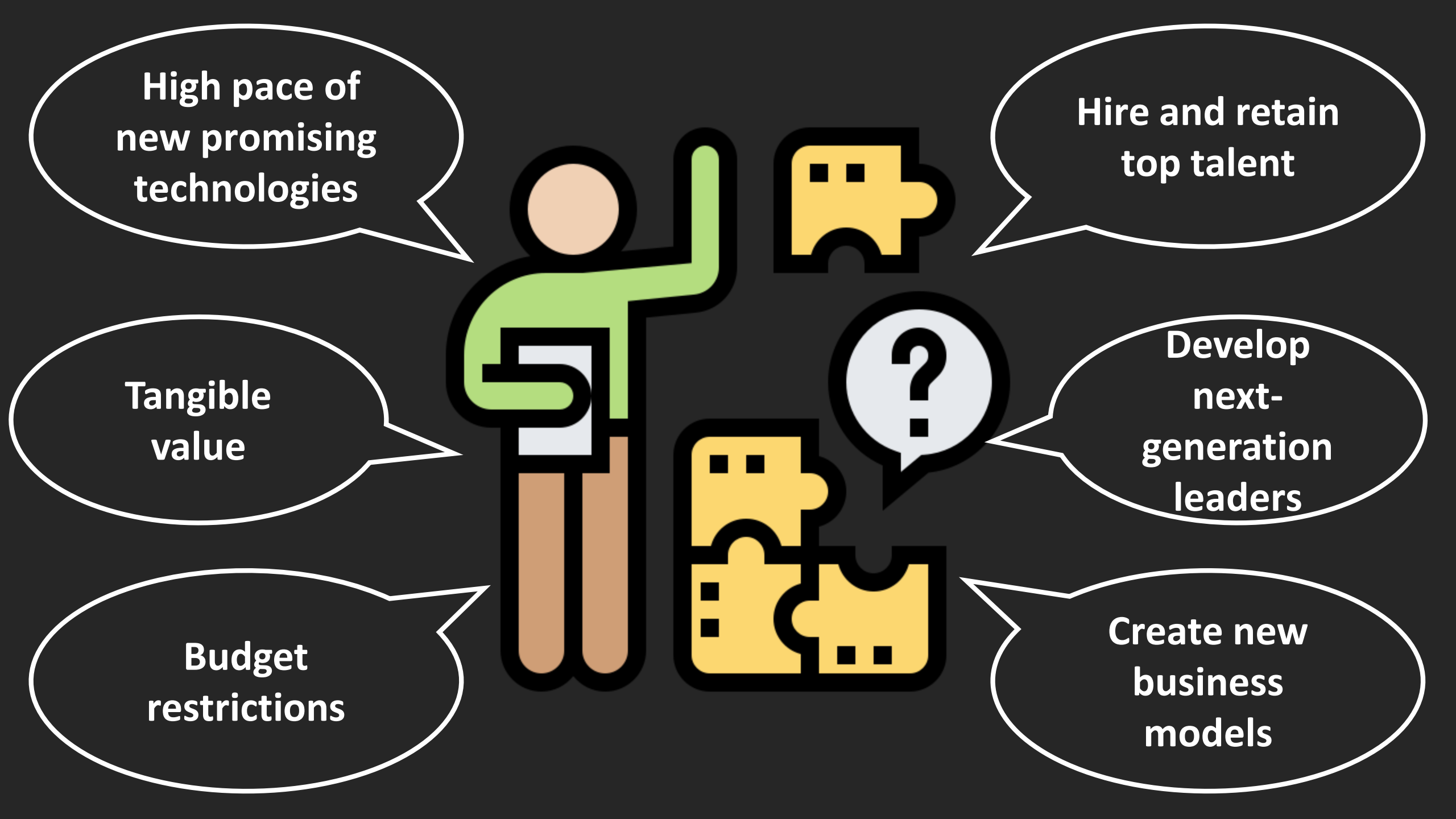
Technology adoption in US households



- Industrial processes gained major improvements
 - Administrative processes not yet
-
- New technologies from idea to adoption is faster and higher
 - New technologies can replace (fast) older technologies

6 CxO

challenges



**High pace of
new promising
technologies**

**Hire and retain
top talent**

**Tangible
value**

**Develop
next-
generation
leaders**

**Budget
restrictions**

**Create new
business
models**

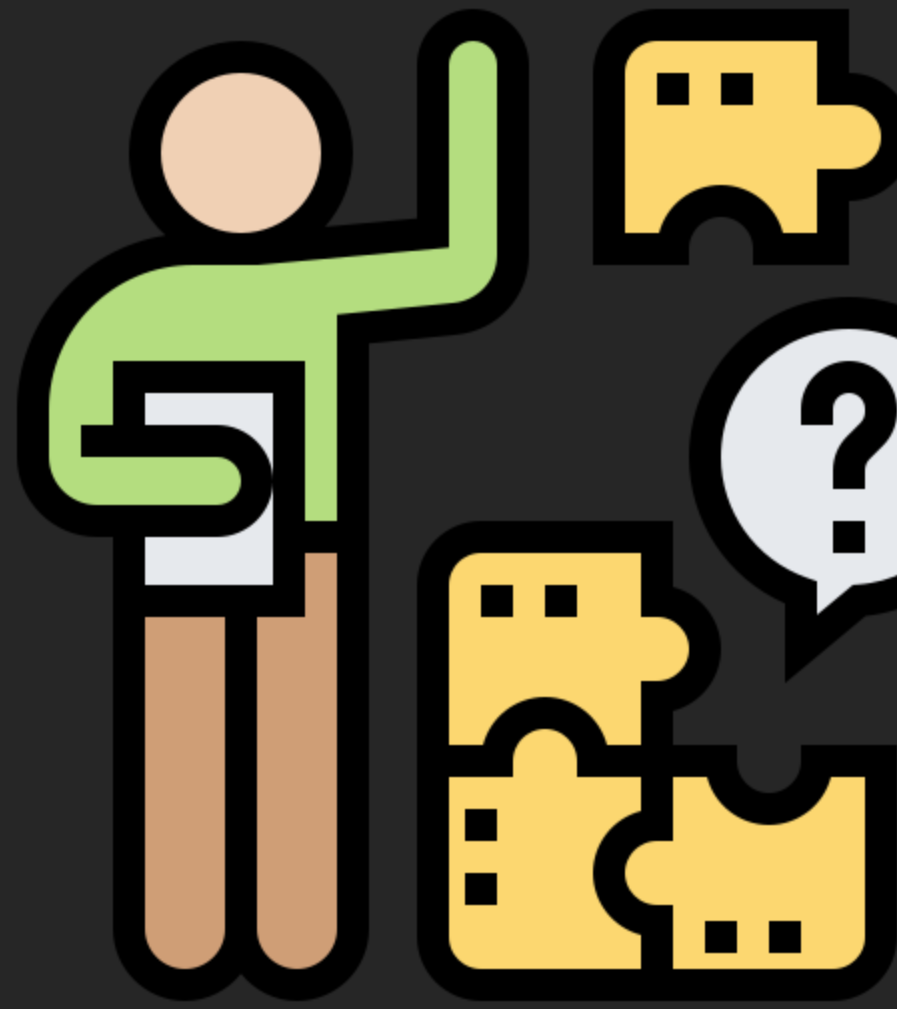
**High pace of
new promising
technologies**

**Tangible
value**

**Budget
restrictions**



**Create new
business
models**



**Hire and retain
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next-
generation
leaders**



Difficulties with
Change?

57%

74%

57%

work-related
illnesses are
psychological

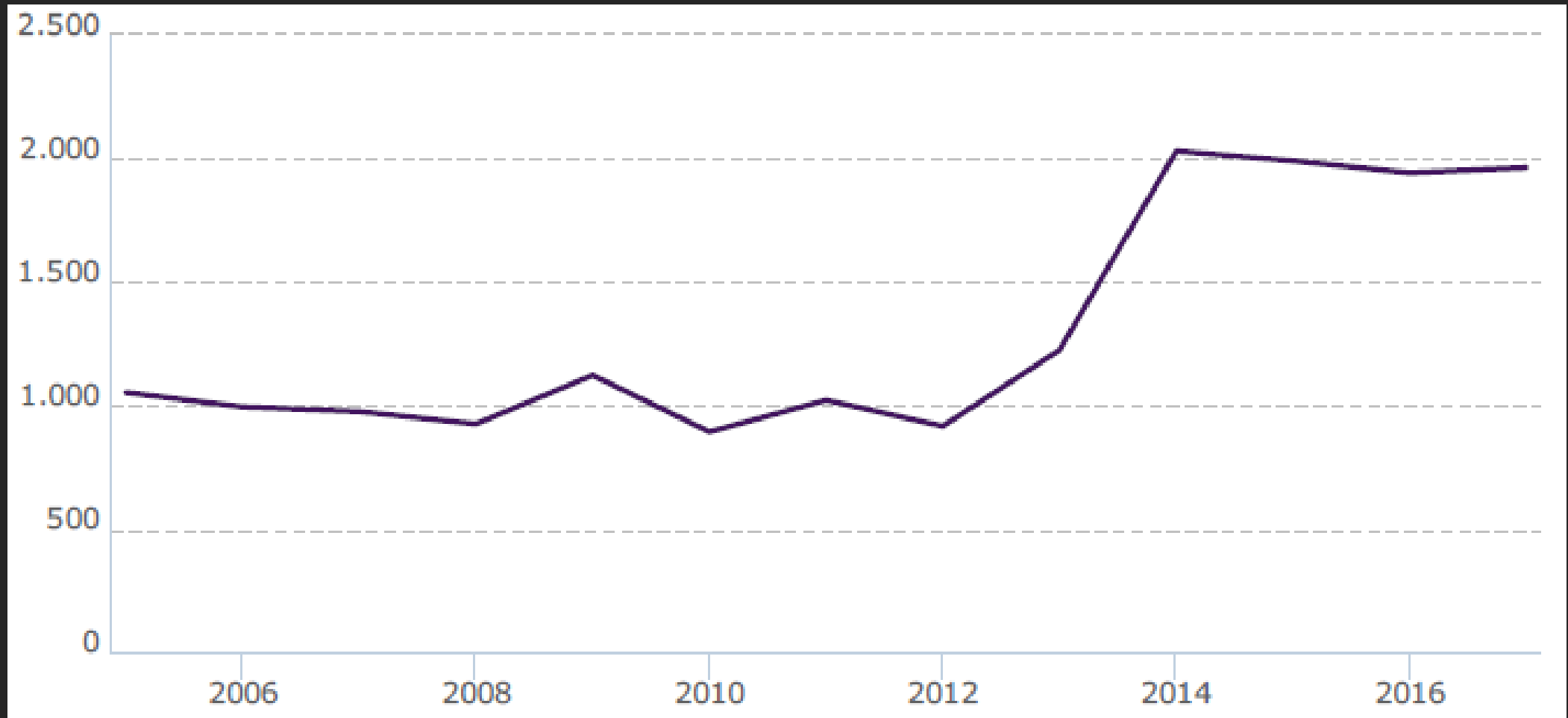




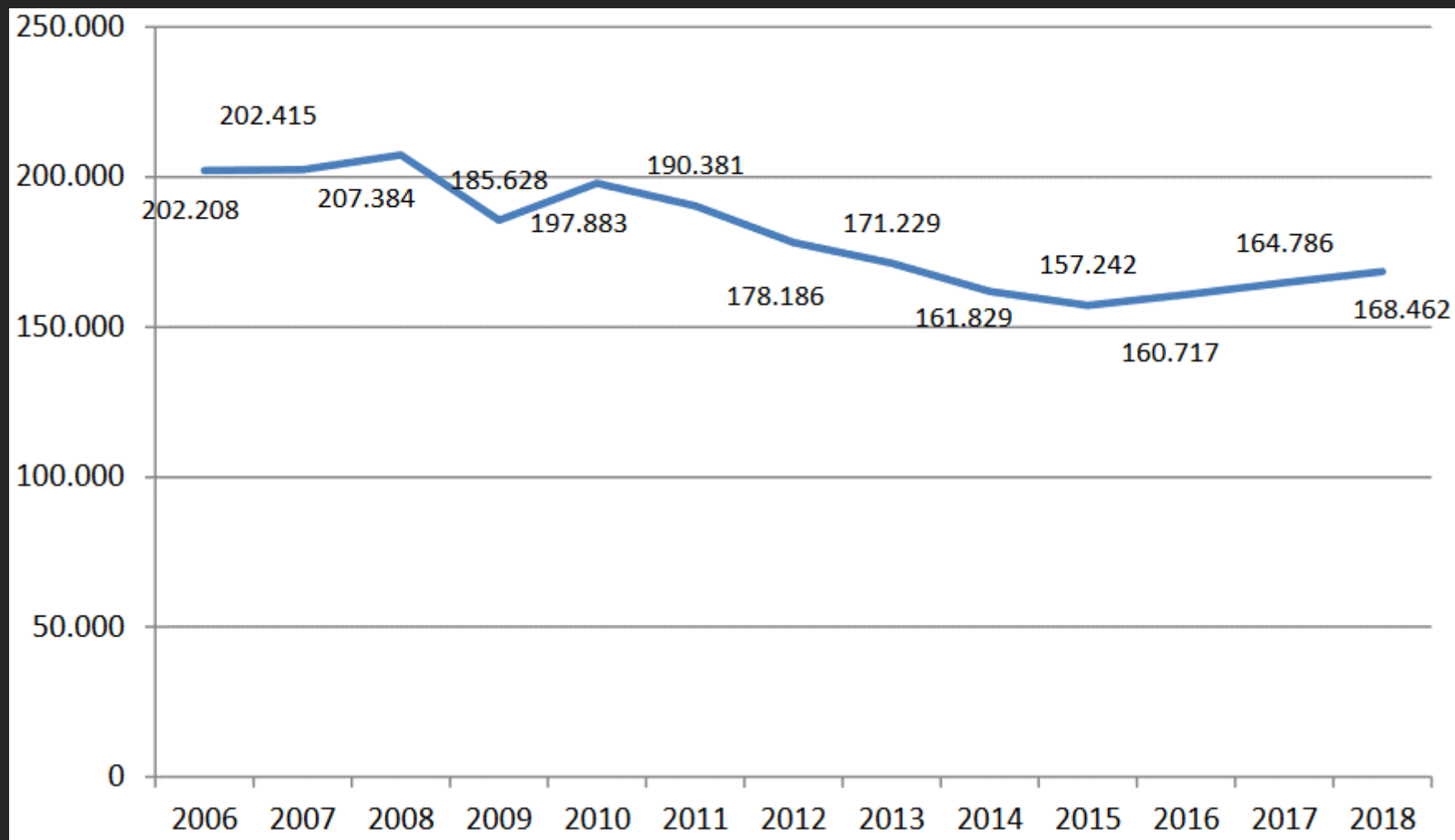
of those, burn-
out takes

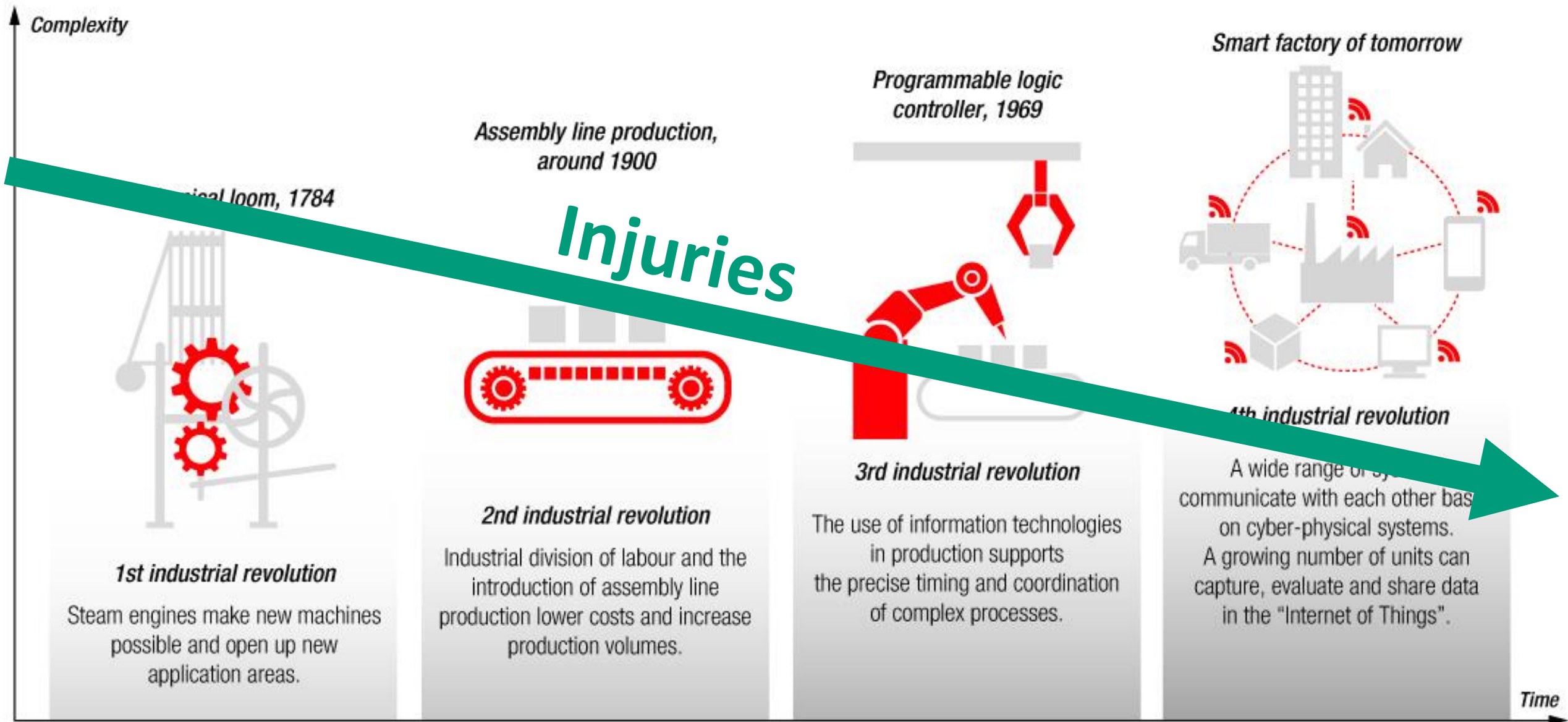
74%

Reported people with burn-out, Belgium Statistics



Reported accidents at work, Belgium Statistics





Stress

Burn-Out causes:

- Exposure for long periods
- Higher volumes
- Faster times
- Less errors acceptable

Burn-out already studied in 1974

Effect:

- Reduced productivity
- Long-term illnesses

Bore-Out causes:

- Exposure for long periods
- Non-interesting tasks
- Repetitive tasks
- No creativity needed

Bore-out already studied in 1987

Effect:

- Reduced productivity
- Drop outs (leaving the company)

It's about people !!

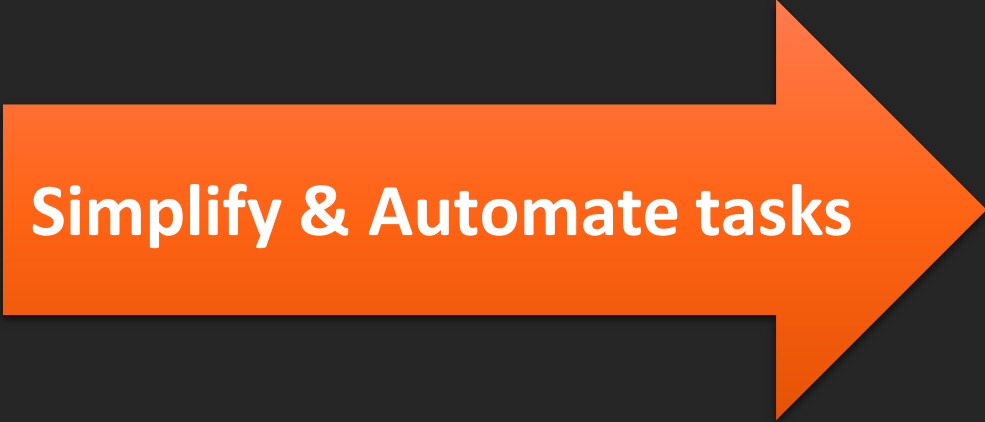


can

RPA

tackle this ?

Get rid of stress factors



Simplify & Automate tasks

Being:

- Repetitive
- high volume in short timeframe
- Rule based / no creativity needed
- Susceptible to human error

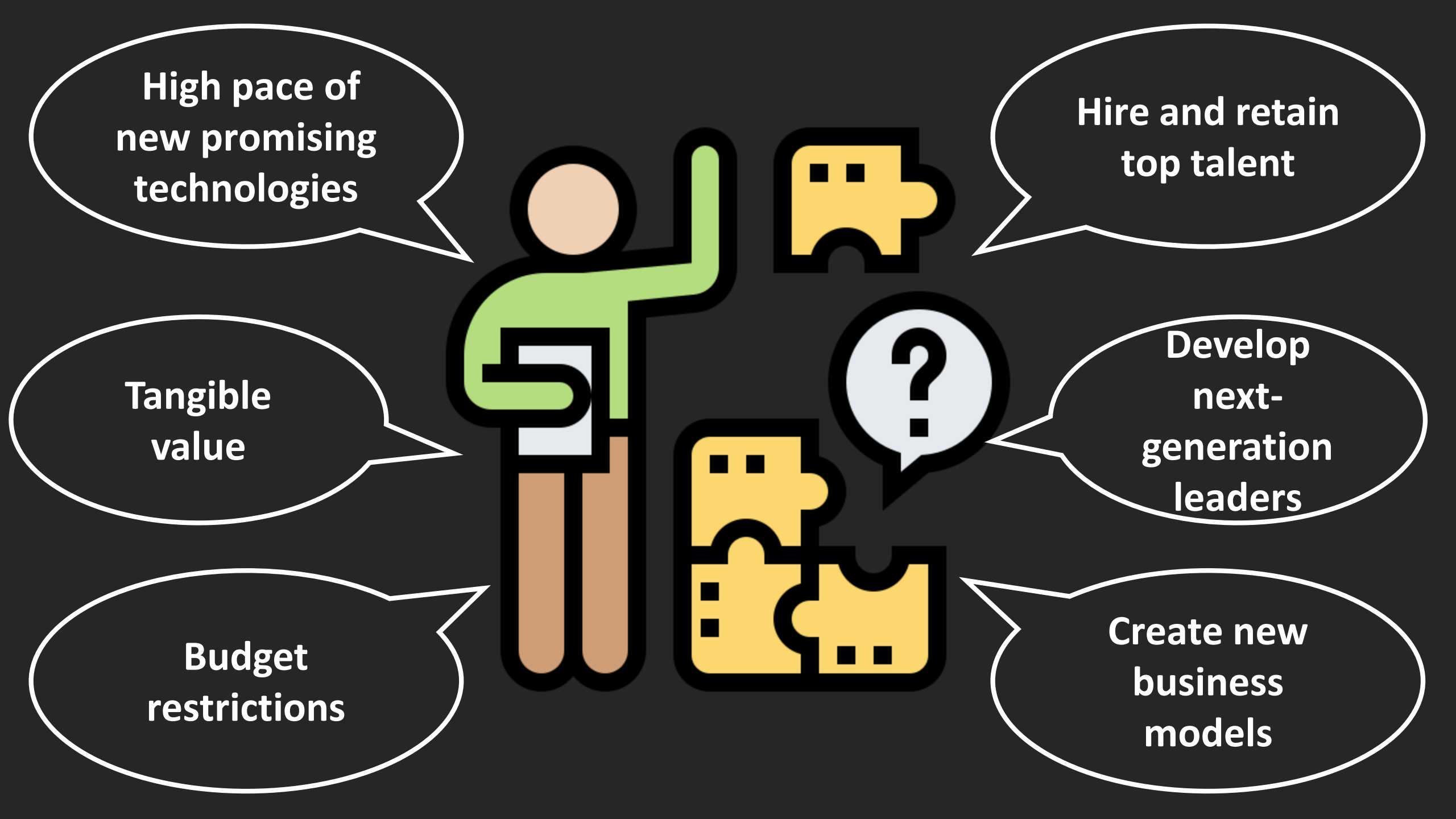
(RP)Automation benefit

For the employee

- Get rid of boring tasks
- Be engaged in task where your input matters
- Free up time to spend on learning new things
- Free up time to be creative / contributive

For the company

- Increase at scale and fast (robots don't have learning curves)
- Reduce (human) error's
- Enable your staff to engage again with company goals
- Increase staff satisfaction



**High pace of
new promising
technologies**

**Hire and retain
top talent**

**Tangible
value**

**Develop
next-
generation
leaders**

**Budget
restrictions**

**Create new
business
models**

**Rapid
automation of
business
processes**

Reduces stress

**Visualise
business
outcome**

**Free time of
current staff**

**Cheaper than
transforming
your business
process**

**Faster delivery
of service**

RPA

A dark, moody image featuring two hands, palms facing each other, holding the word "FEAR" in a rough, hand-painted font. The hands are silhouetted against a bright, circular light source that creates a strong glow and casts long shadows. The background is a textured, dark surface, possibly a wall or a piece of paper.

FEAR

(get over it)

RPA

NO FEAR

NO LIMITS

NO EXCUSES

Enjoy your coffee... and come talk to us



Wouter Meeuwens
RPA developer



Erçin Mazmahor
RPA developer



Joren Vanherwegen
RPA developer



Eddy Peters
Process guru



Manish Patel
*Director, Pre-Sales
Northern Europe*

Guy Kirkwood
Chief Evangelist



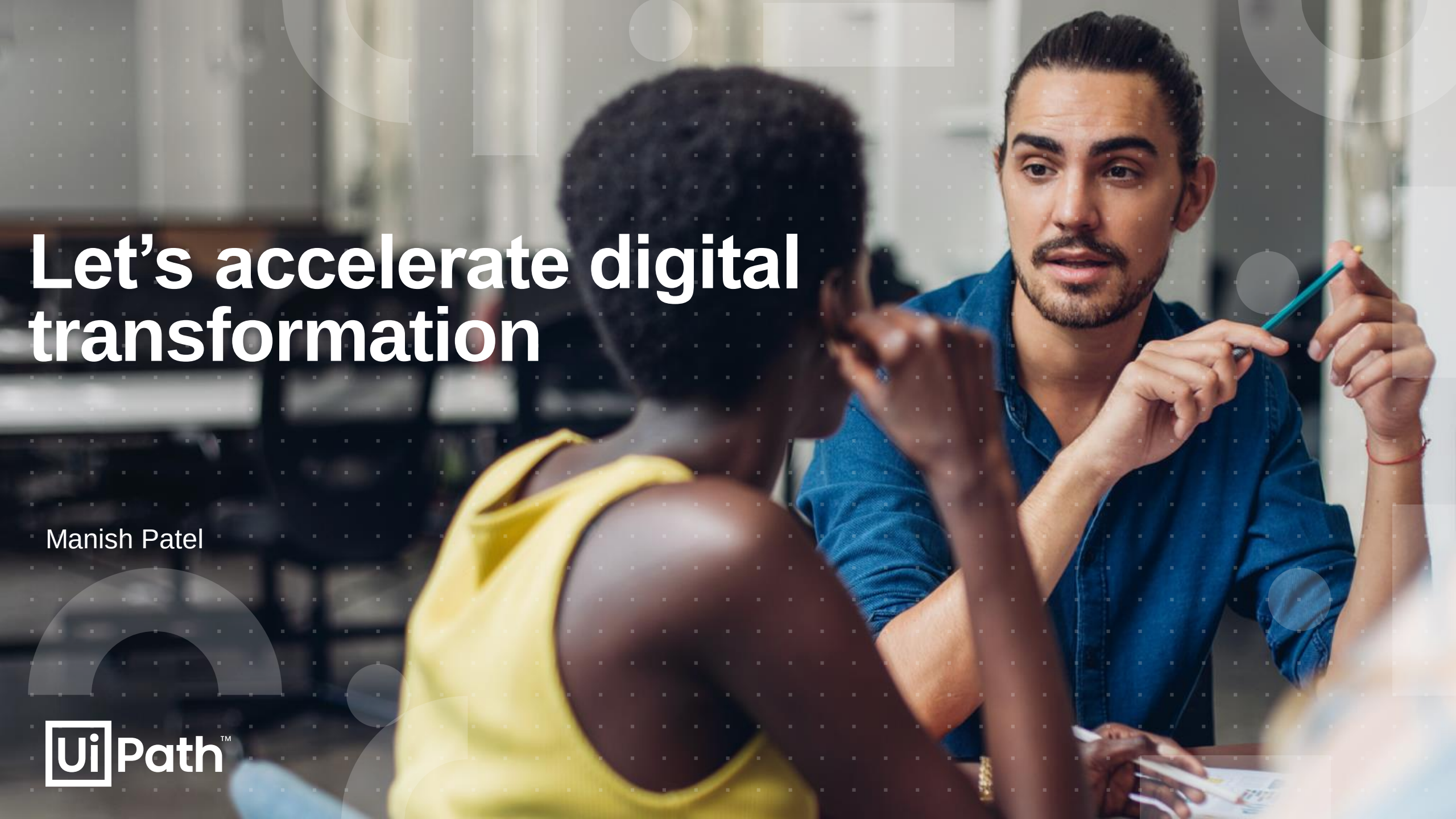


RPA: no excuses

UiPath: Roadmap, industry challenges and path to AI

Manish Patel





Let's accelerate digital transformation

Manish Patel



Agenda

01

**Robotic Process Automation (RPA):
Accelerating Digital Transformation**

02

Customers Love RPA

03

The UiPath Enterprise RPA Platform

04

Your Journey to Becoming Digital

05

We are UiPath – the RPA Leader



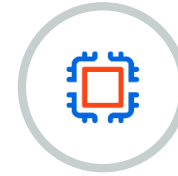
Are You Keeping Up With Digital Transformation?



You Face Pressure From Many Sources



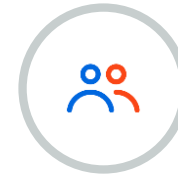
**Technology and
process optimization**



New technologies



Growth



Outsourcing



Market saturation



Customer expectations



**Compliance
and regulation**



Cost pressure

Yet Your Core Priorities Stay the Same



**Increase revenue
& lower costs**



**Improve customer
satisfaction**



**Increase employee
engagement**



**Reduce compliance
risk**

Previous Eras of Technological Disruption



Where would
data centers
be without

Mainframe



Where would the
business world
be without

PC



Where would
software
be without

GUI



Where would
Amazon
be without

Internet



Where would
Uber
be without

Mobile



Where would
Salesforce
be without

Cloud



Automation is the Next Disruption of Work

“Coming over the horizon is a new wave of opportunity related to the use of robotics, machine learning, and AI. Companies that deploy automation technologies can realize substantial performance gains and take the lead in their industries, even as their efforts contribute to economy-level increases in productivity.”

McKinsey Global Institute
2017



How Will **Automation** Impact Your Business?

93% of organizations say that automation kickstarts digital transformation*

*The Economist "Advance of Automation" Survey available at automationfirst.economist.com

'Automation First' Companies Will Win Their Markets

	Internet First	Mobile First	Cloud First	Automation First
Thriving				Automation adopter
Struggling				Automation avoider

What Can Automation Do for You?

Robotic Process Automation



Emulates a person by executing manual, repetitive tasks



Makes decisions based on set rules



Seamlessly integrates with existing applications

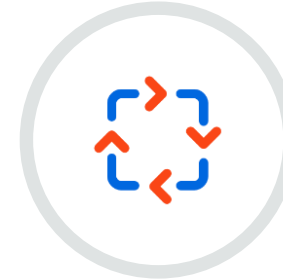
Customer Outcomes



Accelerate Benefits From Digital Transformation



Improve Customer Experience



Reduce Compliance Cost & Risk



Increase Employee Satisfaction & Engagement

What Can Software Robots Do?

Here are some of the tasks that can be easily handed over to Robots



Log in to any application



Connect to system APIs



Move files and folders



Extract content from documents, PDFs, emails and forms



Read and write to databases



Open emails and attachments



Scrape data from the web



Make calculations

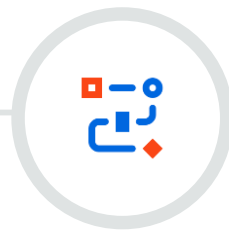
Look at That Robot Go!

Anything That Can Be Automated, Will Be



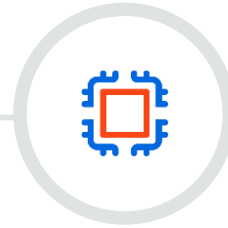
Finance

- Process-to-pay
- Order-to-cash
- Record-to-report



Supply Chain

- Inventory management
- Demand & supply
- Planning
- Invoice & contract management



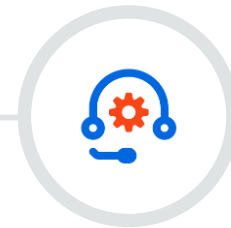
IT

- Server & app monitoring
- Routine maintenance & monitoring



HR

- Payroll
- Onboarding & offboarding
- Benefits administration



Customer Services

- Address change
- Password reset
- Payments
- Scheduling appointments
- Order modifications

Customers Love RPA



Automation Now a C-Level Priority

The
Economist

INTELLIGENCE
UNIT



91% of surveyed
organizations are using
automation technologies

73% are 'very' or
'entirely' satisfied with the
returns from automation to
date

For **84%** of companies,
automation is a C-level
executive's responsibility



“We’ve gone from people not even having heard of RPA to it being one of the most talked-about things in our planning meetings.”

State Auto Insurance

You're in Good Company...



World's Largest Hybrid RPA Implementation



Implementation
time:

5 months

¥50B

Cost reduction by
2020

3M

Hours created by
2020

200+

Operations
automated

5 SIs

Accenture, EY, Deloitte,
IBM, and PwC

Compliance/risk operations

Support branch operations

Routine operation center processes

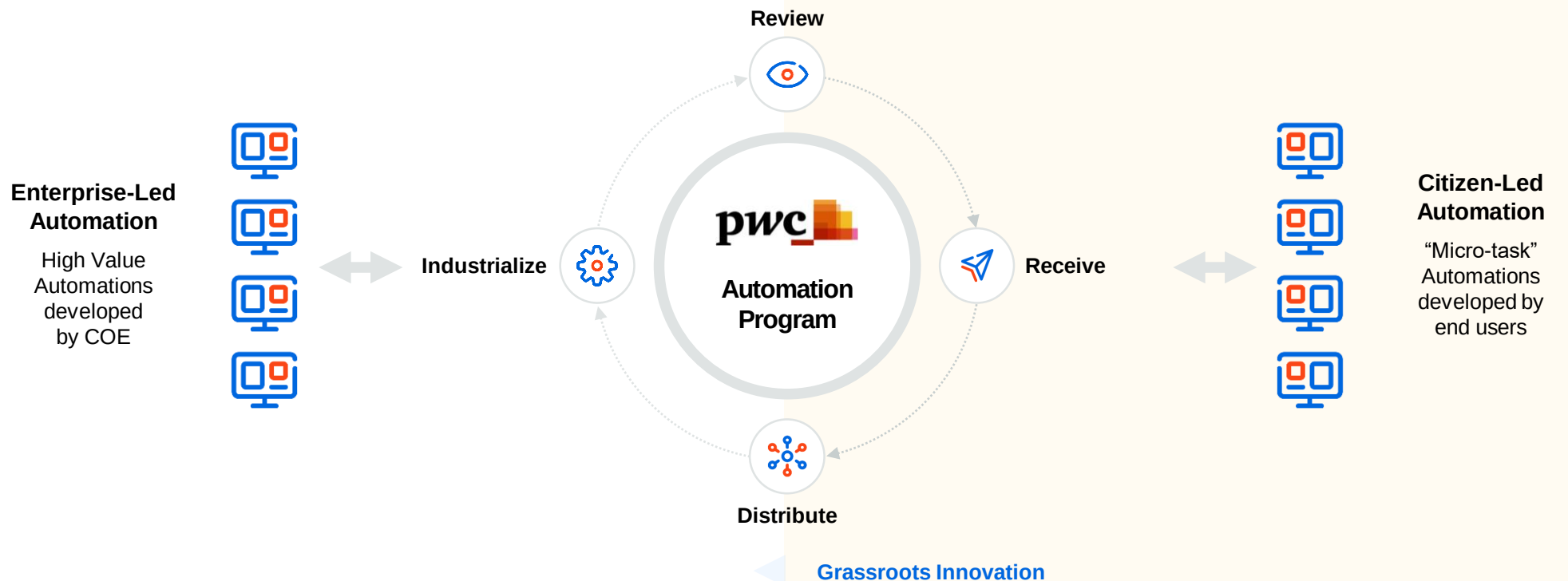
Other high-volume routine operations within
Headquarter departments

Information-gathering processes used to enhance
sales & planning

PwC Rolls Out the Largest Robot Deployment in History

The program includes thousands of Robots generating new revenue streams and completely transforming PwC's services strategy

Enterprise Level Governance & Standards



The UiPath Enterprise RPA Platform



Your End to End Automation Suite

From planning to measuring your automation, everything you need in one platform



Explorer



Studio



Orchestrator



Robots



Apps



Insights



Plan

Scientifically plan your RPA implementation, powered by AI

Build

Democratize the design and testing of workflows, from the simple to the complex

Manage

Securely deploy and manage automations

Run

Robots work with your applications to carry out automations

Engage

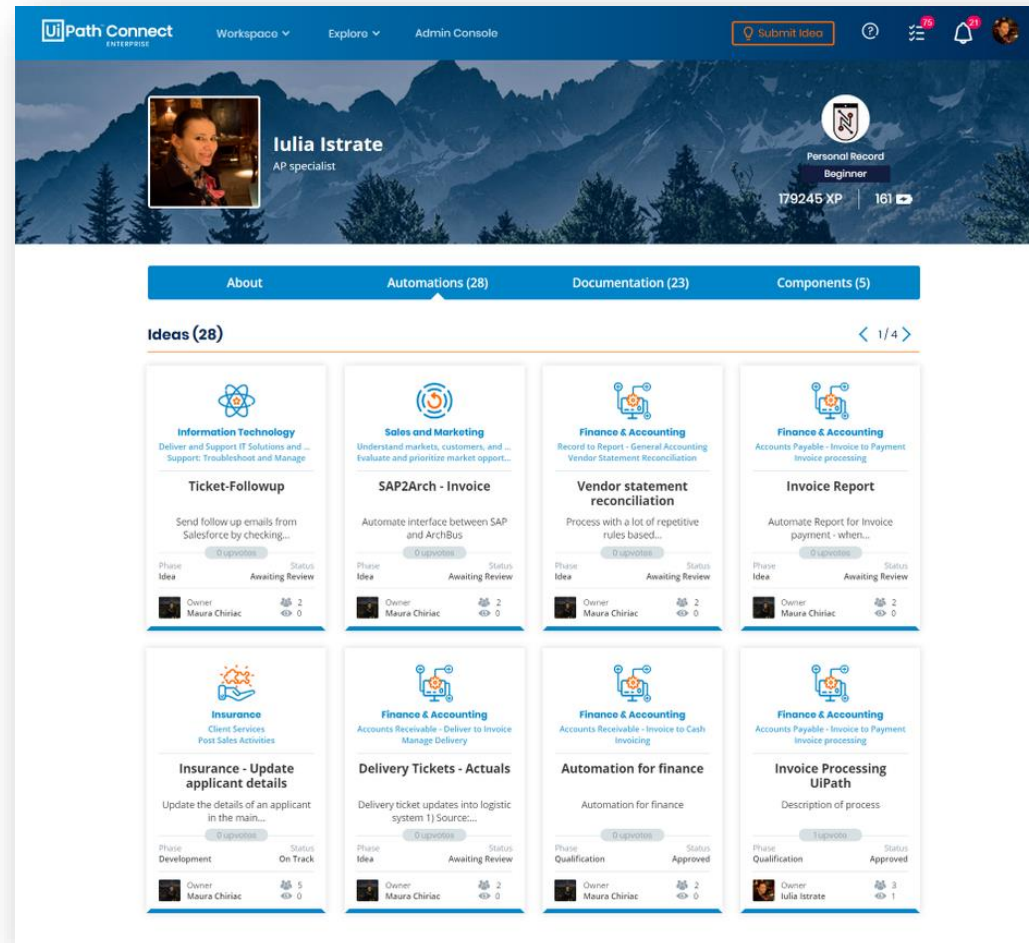
The system of engagement for humans and robots working together

Measure

Align RPA operations with strategic business outcomes with powerful, embedded analytics

UiPath Connect Enterprise

Manage your automation pipeline, store documentation/components, calculate ROI, and report on performance with a cloud-based automation lifecycle management tool



UiPath Studio

Visually design your automations

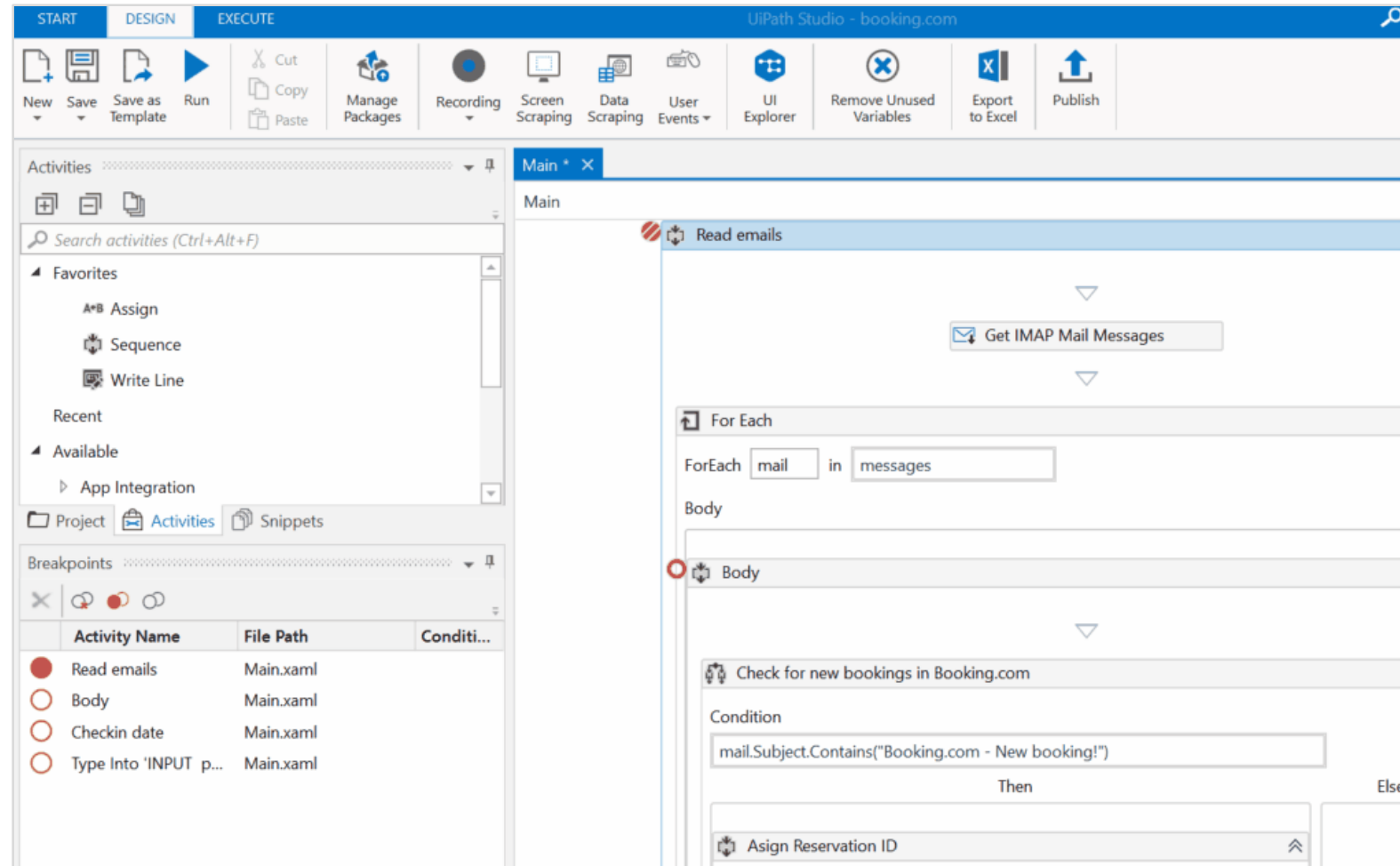


StudioX – For Business Users

Studio – For RPA Devs

StudioT* – For testing automation

* Coming Q12020 in Preview



UiPath Robots

Run your automations from a desktop, data center, or the cloud

No Robots



100% human

Examples:

Brainstorm with your team

Attended, In Tandem



Human on computer with Robot process in background

Examples:

HR Robot works with onboarding team to provision a new employee

Hybrid



Attended process uses human's computer to kick off unattended background process

Examples:

Service Rep turns on Robot to delete customer data from multiple databases as part of a GDPR "right to forget" request

Fully Unattended



100% automation

Examples:

Robot processes invoices
Robot loads data into a system like SAP



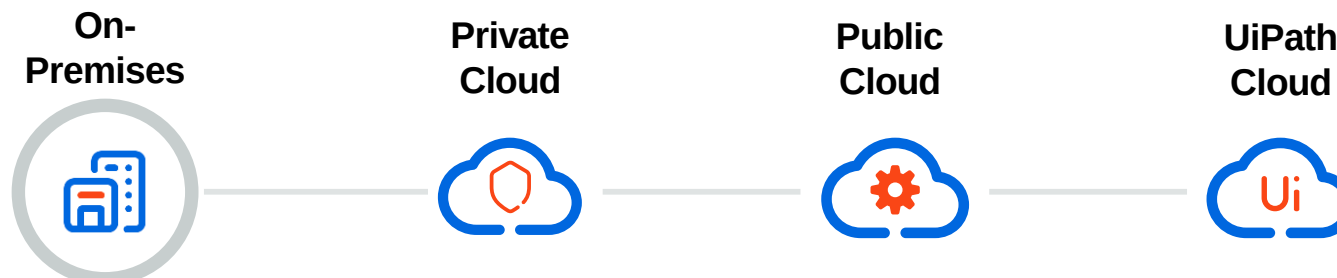
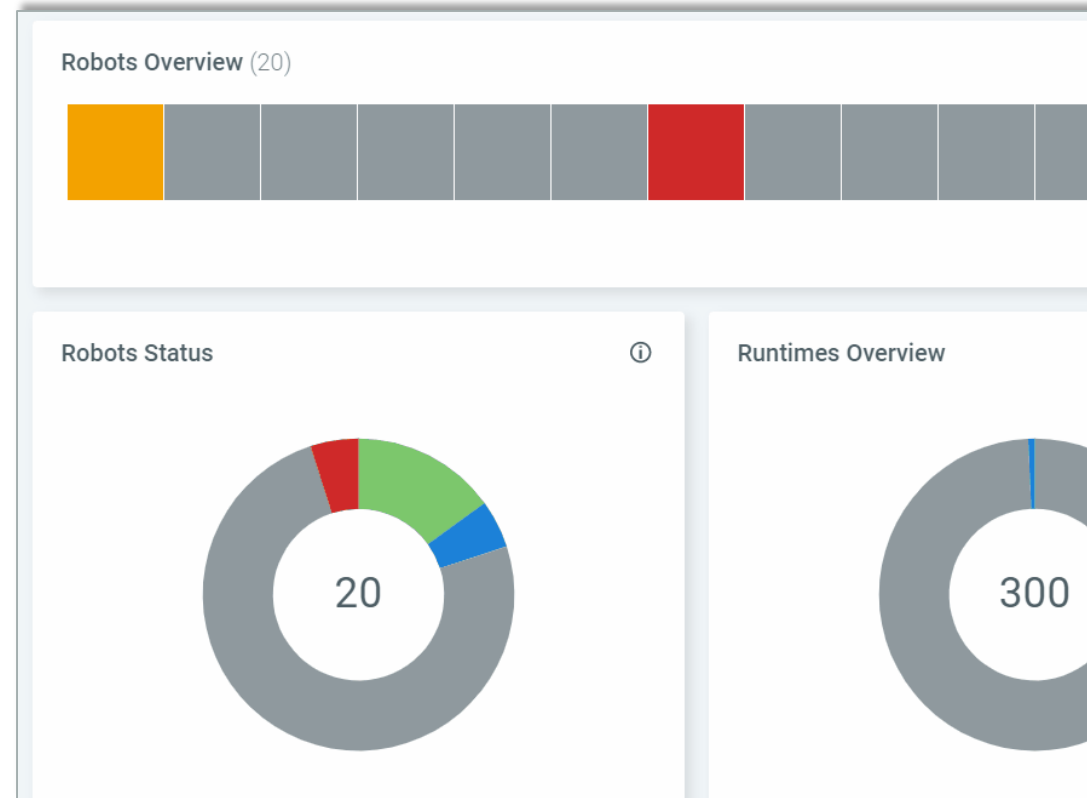
Attended Robot



Unattended Robot

UiPath Orchestrator

Securely control, manage, and monitor your global digital workforce. Deploy it how you want.



UiPath Apps

Bring a human in the loop to automate more work from start to finish through seamless human-robot collaboration

The screenshot displays the UiPath Orchestrator interface. The top navigation bar includes the UiPath logo, 'Tasks', and 'Task Catalogs' tabs. A sidebar on the left lists various sections: DEFAULT, Switch folder, MONITORING, ROBOTS, PROCESSES, JOBS, TRIGGERS, ASSETS, QUEUES, and TASKS. The main area shows a table of tasks with columns for STATUS, PRIORITY, TASK ID, TITLE, CATALOG, CREATED, and ASSIGNED TO. A modal window is open for 'Task 411: Validate Claim Data', showing a 'Claim' form with fields for PolicyNumber, PatientName, PatientAddress, and ClaimAmount. A context menu is visible over the 'ASSIGNED TO' column, offering options like 'Assign to self and Open', 'Open', and 'Assign'.

STATUS	PRIORITY	TASK ID	TITLE	CATALOG	CREATED	ASSIGNED TO
UNASSIGNED	Critical	514				
PENDING	Critical	517				
PENDING	Critical	518				
COMPLETED	Critical	509				
COMPLETED	Critical	511				
COMPLETED	Critical	512				
COMPLETED	Critical	513				
COMPLETED	High	510				
COMPLETED	Medium	515				

Task 411: Validate Claim Data

Claim

PolicyNumber: 123456789012345678901234567890

PatientName: JOSEPH CRUZ

PatientAddress: 5529 APRICOT STREET APT #123-878

ClaimAmount: \$5000000

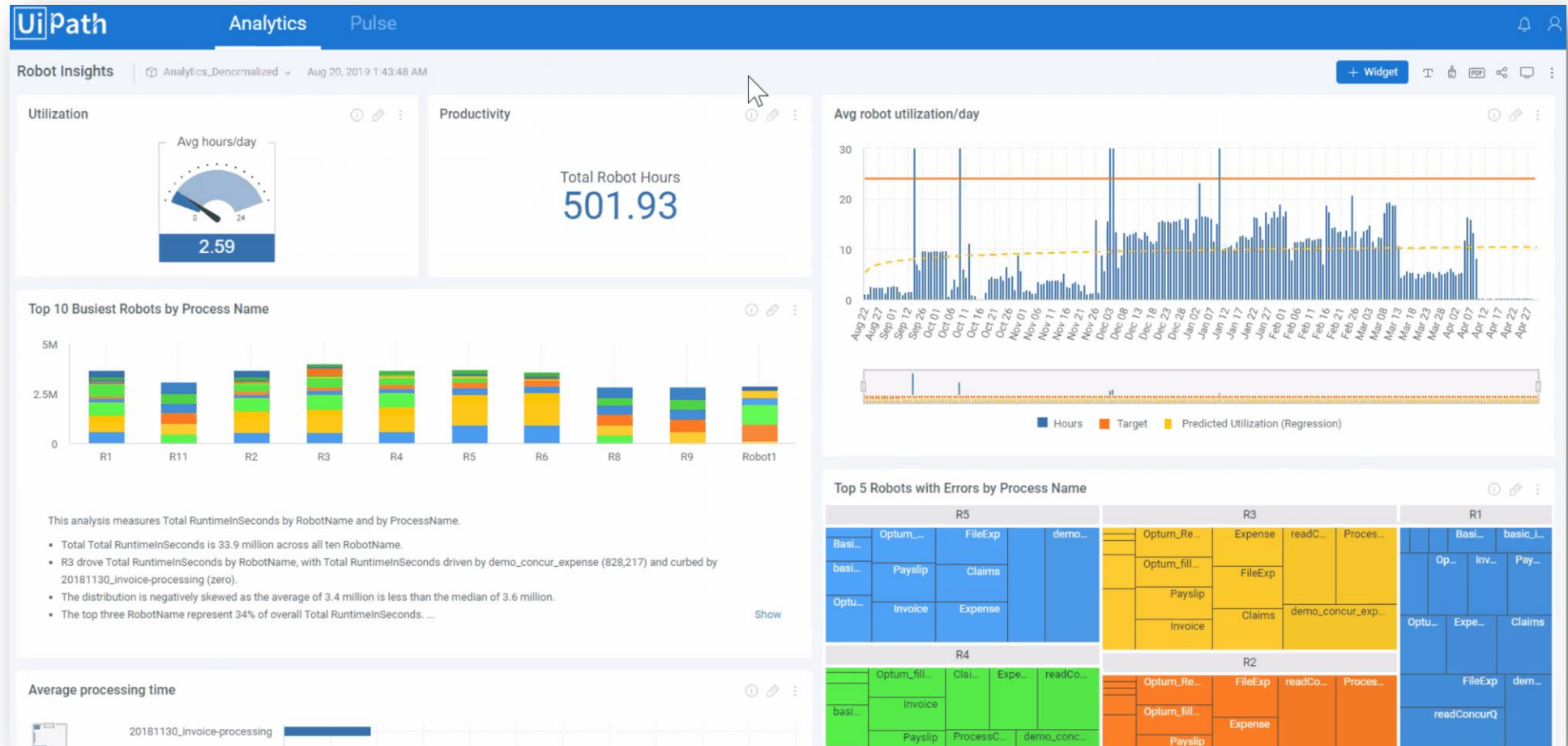
Comments:

Approve Reject

Assign to self and Open
Open
Assign

UiPath Insights

Measure and analyze how your robots and your processes perform





UiPath™ Connect

THE ECOSYSTEM

 COMMUNITY

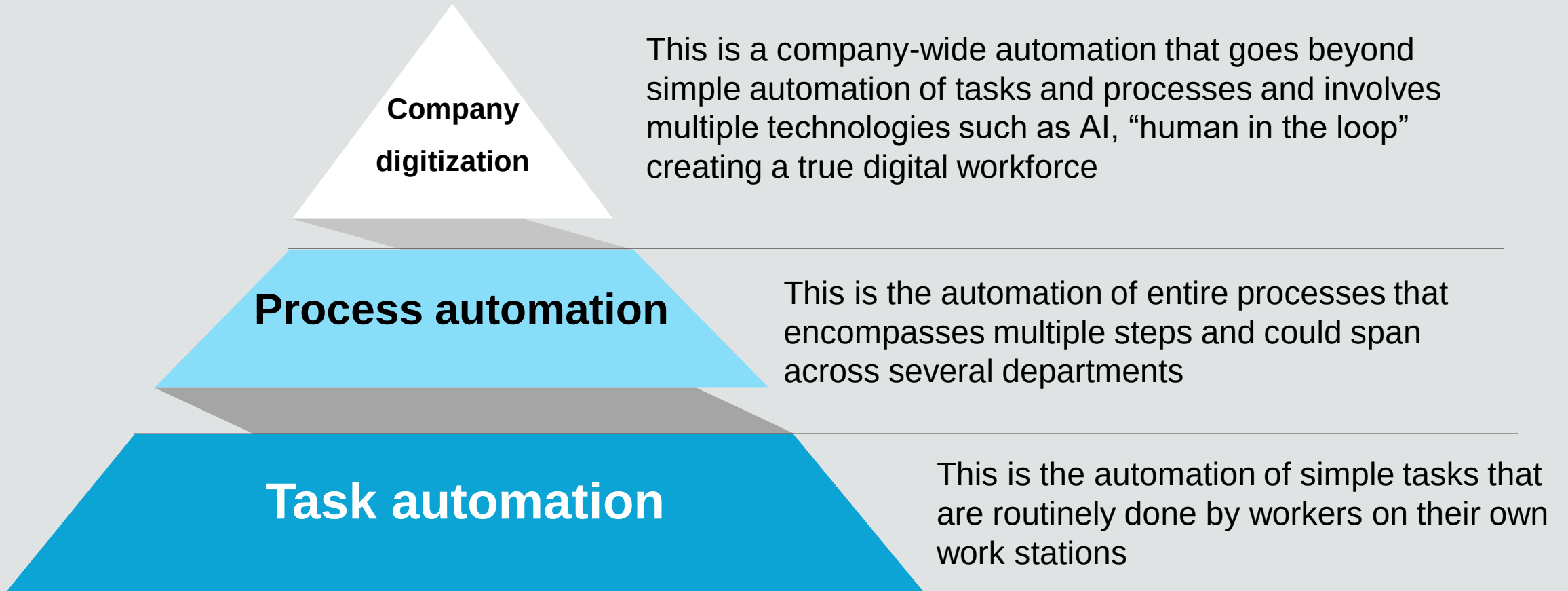
 TRAINING

 FORUM

 PROJECTS

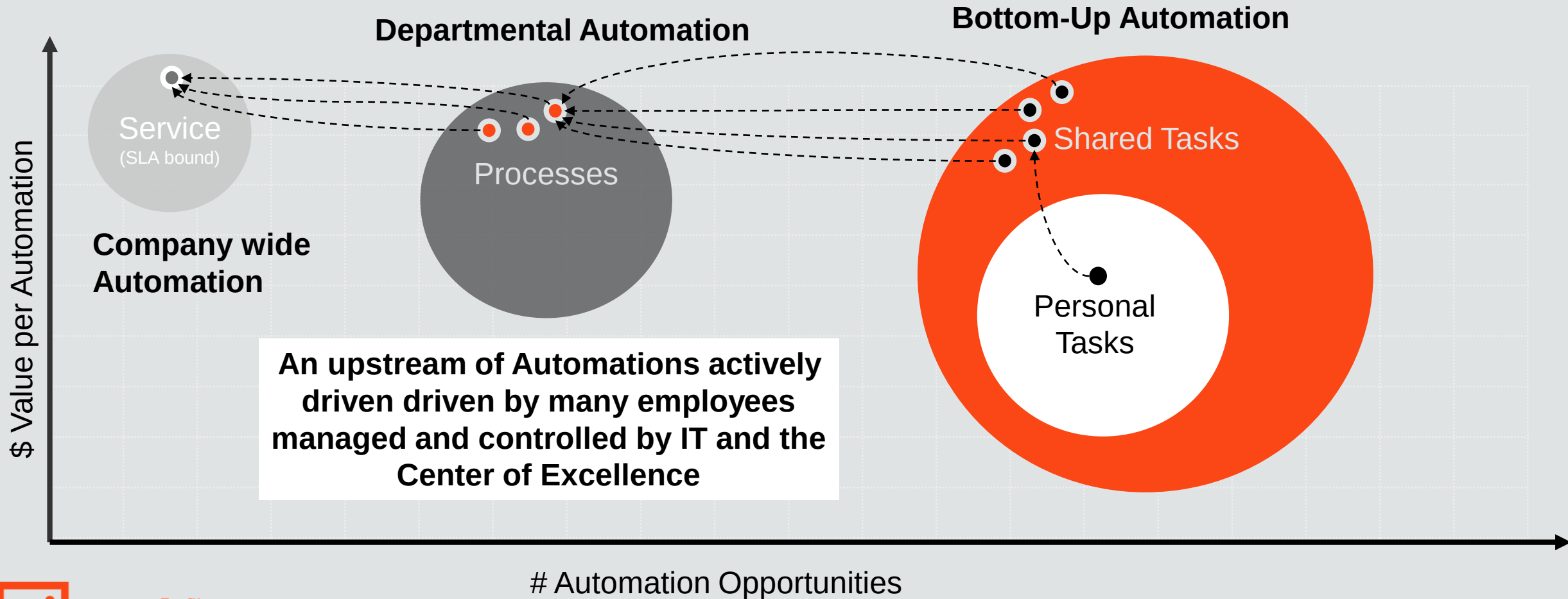
 MARKETPLACE

A company's automation can be roughly divided into three levels



The Value of Bottom-Up Automation

The combination of a comprehensive top-down and bottom-up approach to automation allows in the medium terms to create more value



Our robots learn 3 types of Cognitive Skills

EMBEDDED SKILLS

Visual Understanding
Human-like recognition of UI elements



Document Understanding
Insight into new sources of unstructured data



Process Understanding
Opportunities derived from analyzing user patterns



Conversational Understanding
Sentiment of text, chat, and voice inputs



CUSTOM SKILLS

Custom Tools and Skills
AI Skills custom built for your business and brought to the UiPath platform



ECOSYSTEM SKILLS

Specialized, Industry and Solution Skills
A growing collection of best-in-class Skills from UiPath ecosystem partners and experts

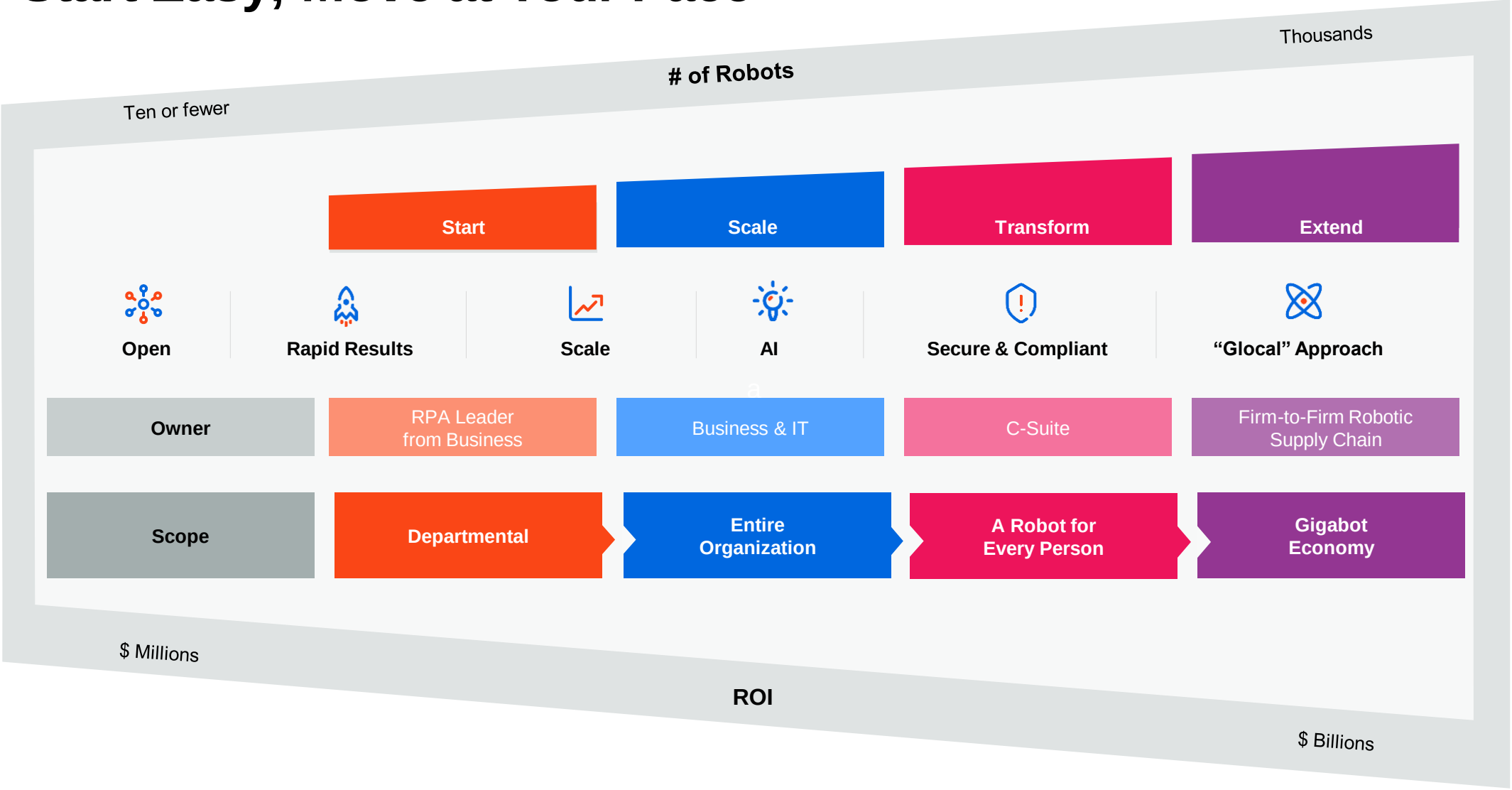


The background is a solid orange color with a fine, light-colored dot grid. Overlaid on this are various large, semi-transparent orange geometric shapes, including rectangles, circles, and semi-circles, some of which are partially cut off by the edges of the frame.

Where Do You Start?

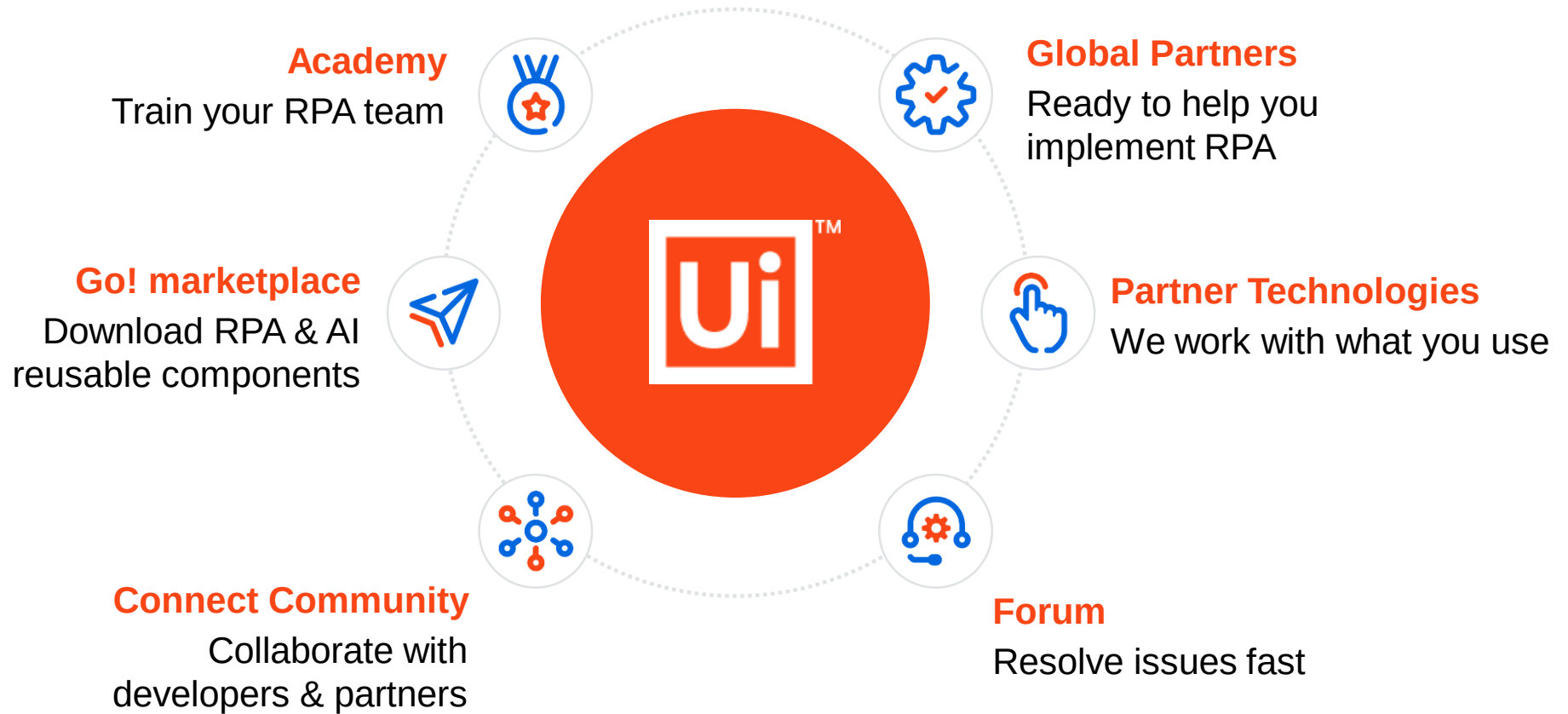


Start Easy; Move at Your Pace



More Than a Product

Strong ecosystem and enabling technologies



UiPath Global Technology Alliance Ecosystem



Document Understanding AI

Conversational Understanding AI

Process Understanding AI

Specialized ML

Visual Understanding AI



Content Management & Collaboration

Test Automation



Security

Infrastructure and Architecture

Intelligent BPM

Industries & Others



Banking, Financial Services, and Insurance



Telecom, Media, and Entertainment



Retail and Consumer Goods



Industrial and High-Tech



Energy



Health Care and Life Sciences



Services



Federal / Public Sector



About UiPath



The background is a solid orange color with a fine, light-colored dot grid pattern. Scattered across the background are various geometric shapes in a slightly darker shade of orange, including circles, rectangles, and semi-circles of different sizes.

We are UiPath

A Leader in the 2019 Gartner Magic Quadrant for Robotic Process Automation Software



**UiPath achieves the highest
and furthest overall position
for its ability to execute
and completeness of vision**

UiPath believes this signals a tipping point
for automation market growth and adoption

Figure 1. Magic Quadrant for Robotic Process Automation Software



Source: Gartner (May 2019)

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from UiPath. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.



A Forrester Wave Leader

Highest Scores in Current Offering, and Highest Possible Scores in Strategy and Market Presence

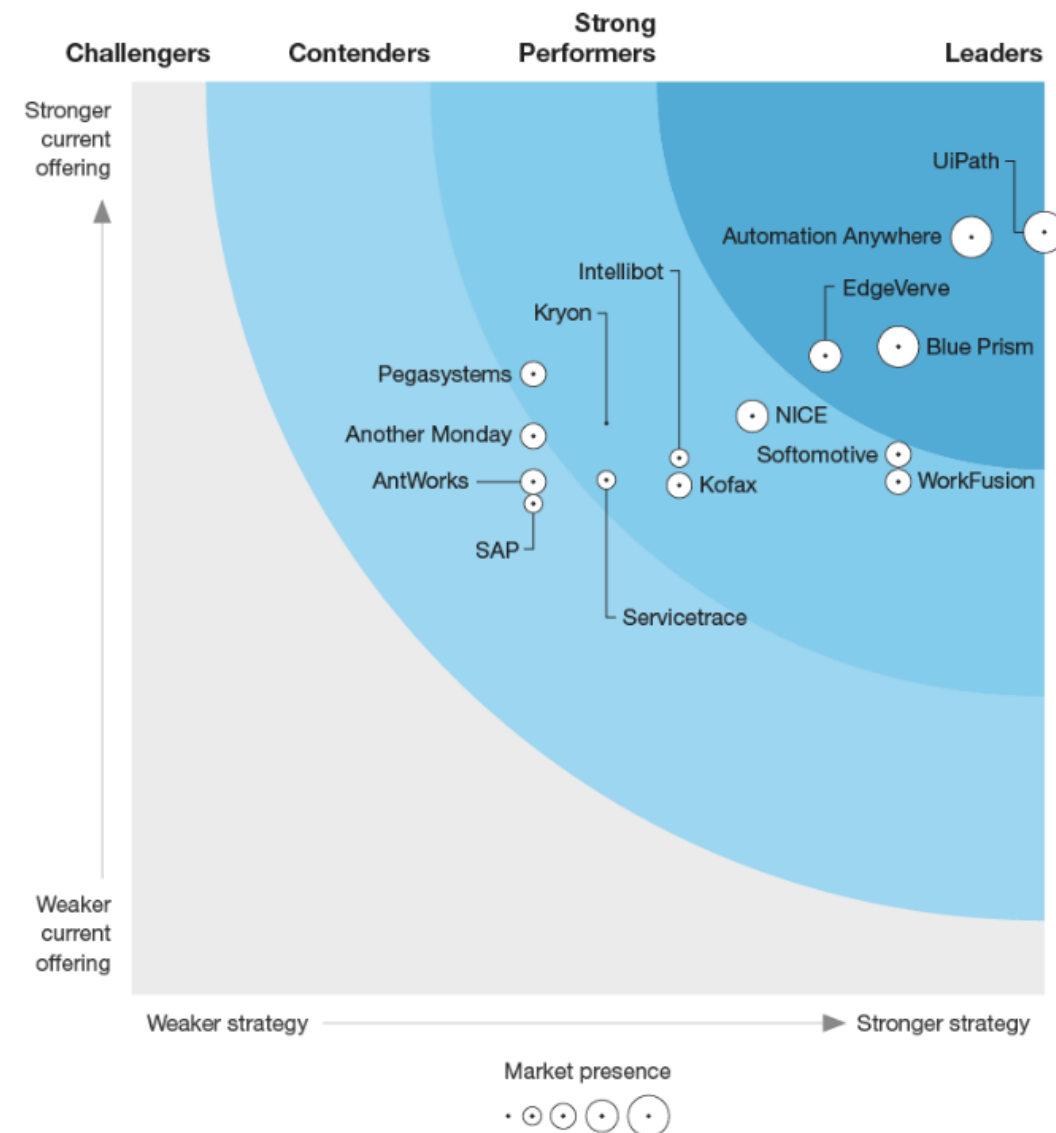
“References report that UiPath will go the extra mile to meet a client's need and cite the transparent and innovation culture as a plus.

They also applaud the low cost of getting started, the well-organized partner channel, overall product stability, and strong security.”

Source: ForresterWave™:RoboticProcessAutomation,Q42019

FIGURE 1 Forrester Wave™: Robotic Process Automation, Q4 2019

THE FORRESTER WAVE™ Robotic Process Automation Q4 2019



Featured in Forbes

- #3 on the *Forbes* 2019 Cloud 100 list
- Cover article for September 2019



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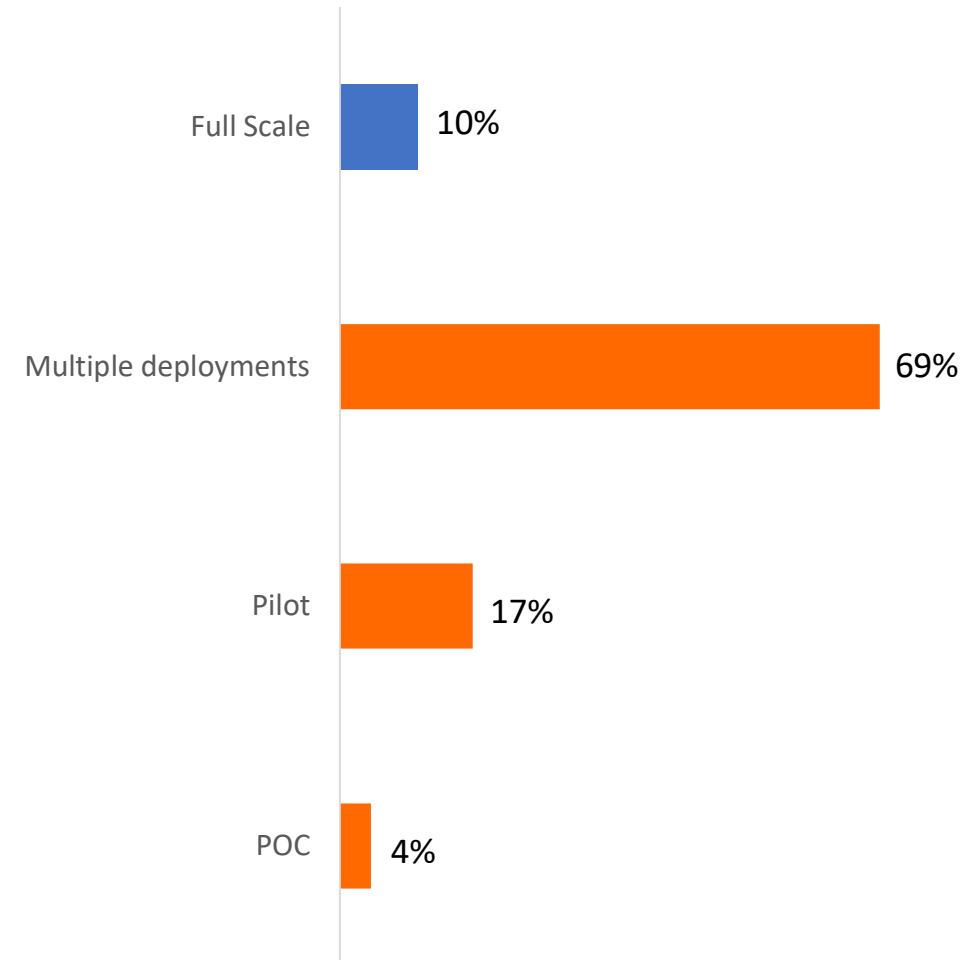


Thank You

Crossing the chasm from pilot to full scale RPA deployment

STAGES OF IMPLEMENTATION OF RPA

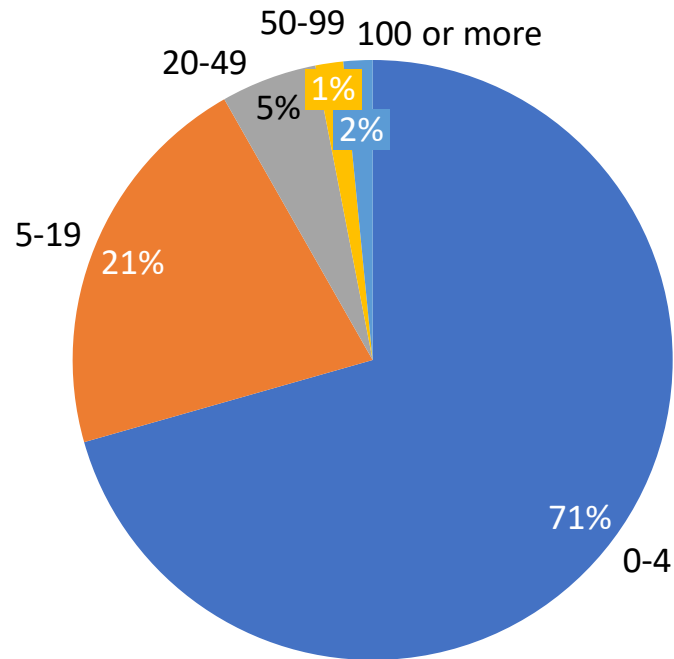
According to a recent Capgemini global survey*, only 10% of companies in the financial sector, the most advanced in terms of RPA implementation, have started a full scale implementation



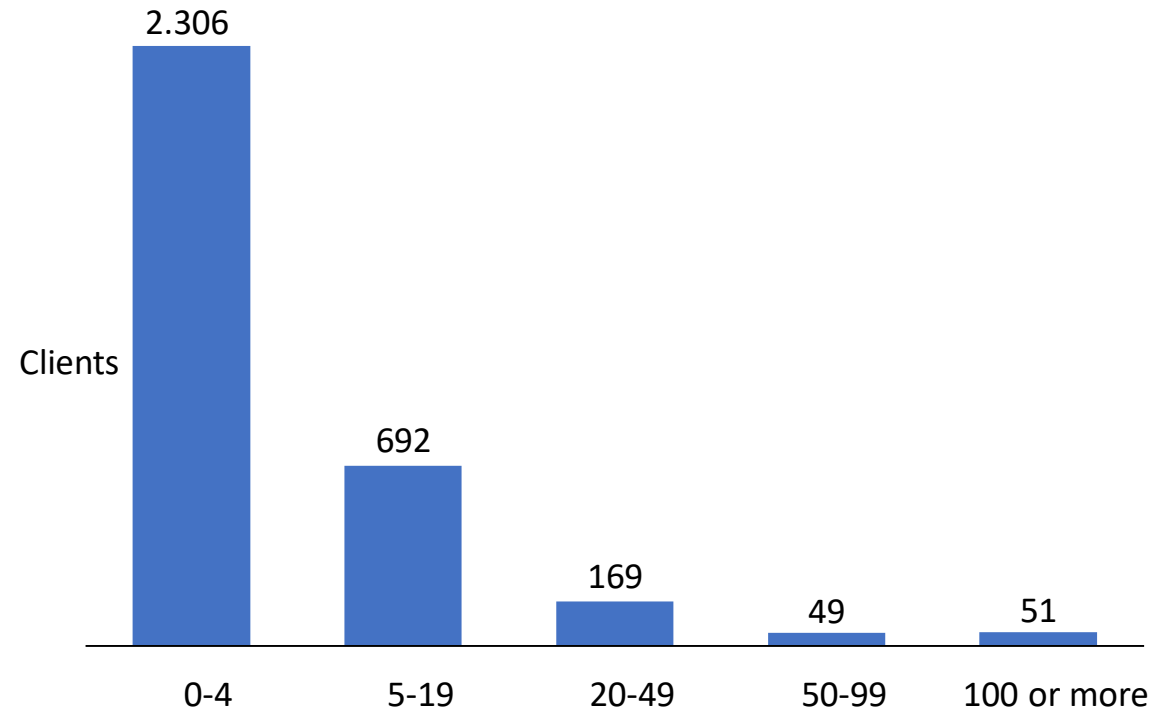
*Source: "Growth in the machine" -July 2018

CLIENTS BY NUMBER OF ROBOTS

Clients by number of robots installed (%)



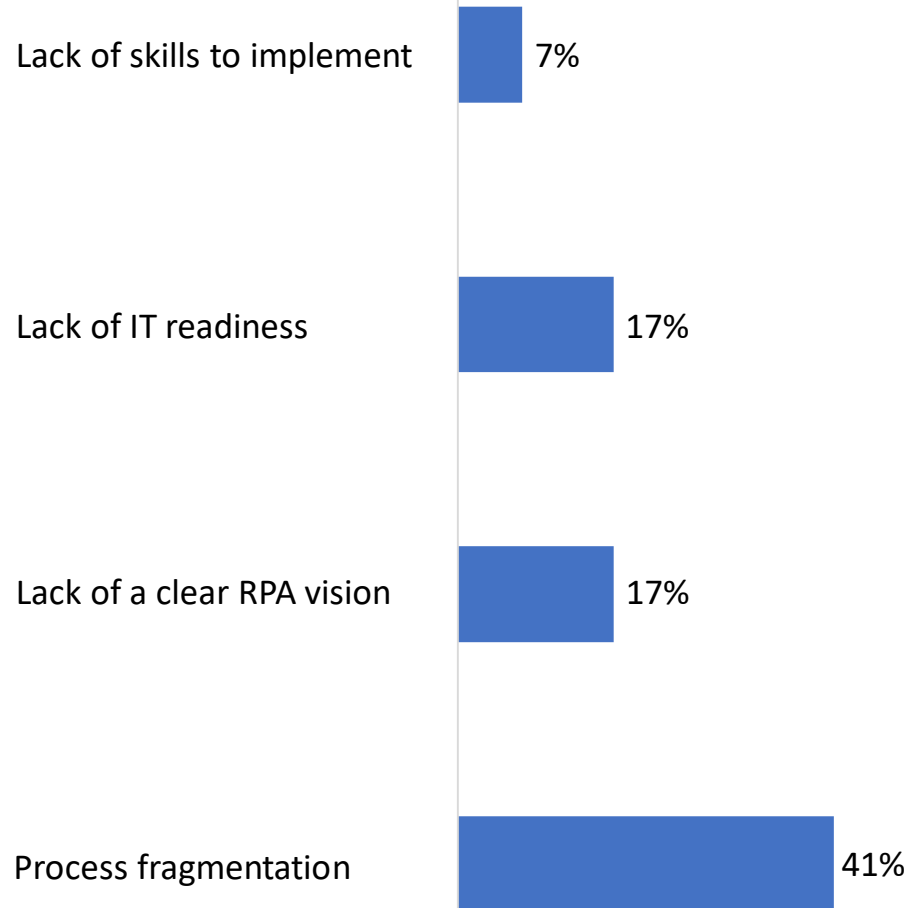
Clients by number of robots installed (abs)



Note: licenses for attended/ un-attended robots considered. Orchestrator and Studio licenses not considered.
Data as of 9th January 2019

BIGGEST BARRIERS TO SCALING RPA ACCORDING TO DELOITTE SURVEY*

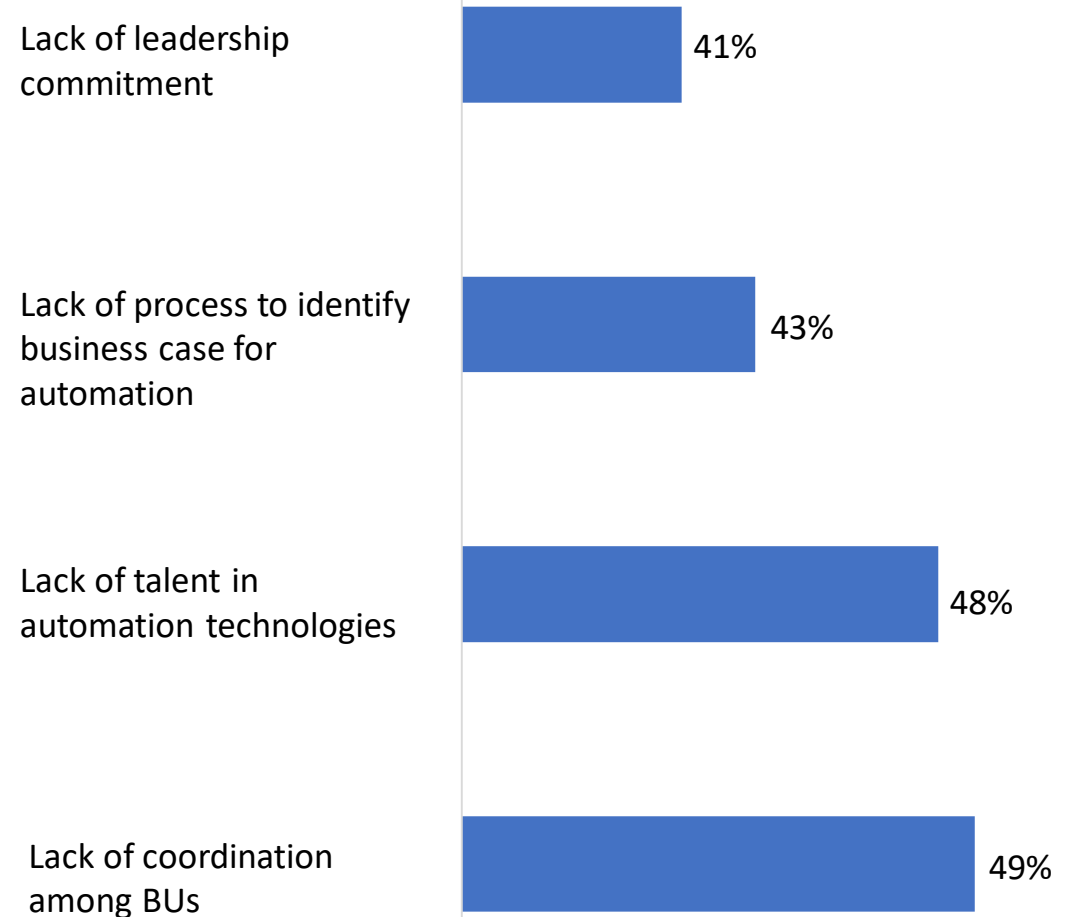
Percent of respondents



*Source: "The robots are waiting" –October 2018

MOST COMMON CHALLENGES IN SCALING RPA ACCORDING TO CAP GEMINI SURVEY**

Percent of respondents



**Source: "Growth in the machine" -July 2018

- 1 **Preparing for an RPA Roll-out**
- 2 Scale-up assessment
- 3 10 most common Pitfalls to avoid for a successful roll-out

MAIN ISSUES TO ALIGN TO BE ABLE TO SCALE-UP

A

Ensuring Key stakeholders engagement and C level support

B

Determining the approach and scope of the automation program

C

Building an Operating Model

D

Securing funding

ENGAGING KEY STAKEHOLDERS**WHO****WHY****CFO**

It will become crucial to have CFO support to be able to properly fund the RPA roll-out program

Heads of major Business Units and departments

These are the ultimate beneficiaries of RPA, and their consent and support will be required to modify and automate processes

Head of support services

More often than not the head of support services (GBS) tends to be the early sponsor of an RPA initiative as quite often RPA is first deployed in back office functions

CIO

While RPA tends to be more business led, CIO and IT should not be ignored as IT's full backing is a pre-requisite to a successful RPA program

Chief Personnel Officer

The deployment of RPA will be a source of anxiety among staff and it is important to enroll the help of the HR department to create a communication and change program accordingly

IT Security

IT security specialists need to feel reassured that RPA will not be breaking any security rules and that it is in full accordance with the organization's security protocol

Chief Compliance Officer & Internal audit

As RPA will modify some processes and alter issues such as segregation of duties, it is important that an organization chief compliance officer and the internal audit team are involved and their concerns addressed upfront and that an ongoing collaboration is established with them

MAIN ISSUES TO ALIGN TO BE ABLE TO SCALE-UP

A

Ensuring Key stakeholders engagement and C level support

B

Determining the approach and scope of the automation program

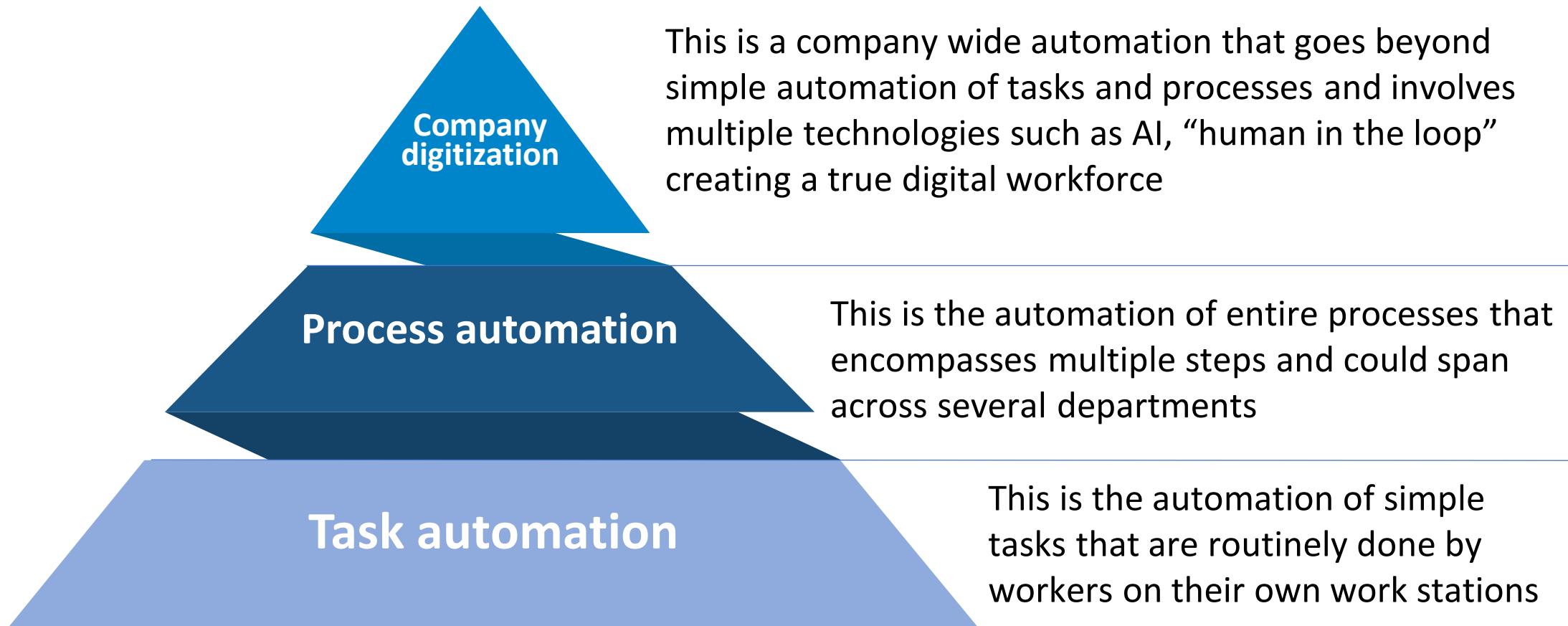
C

Building an Operating Model

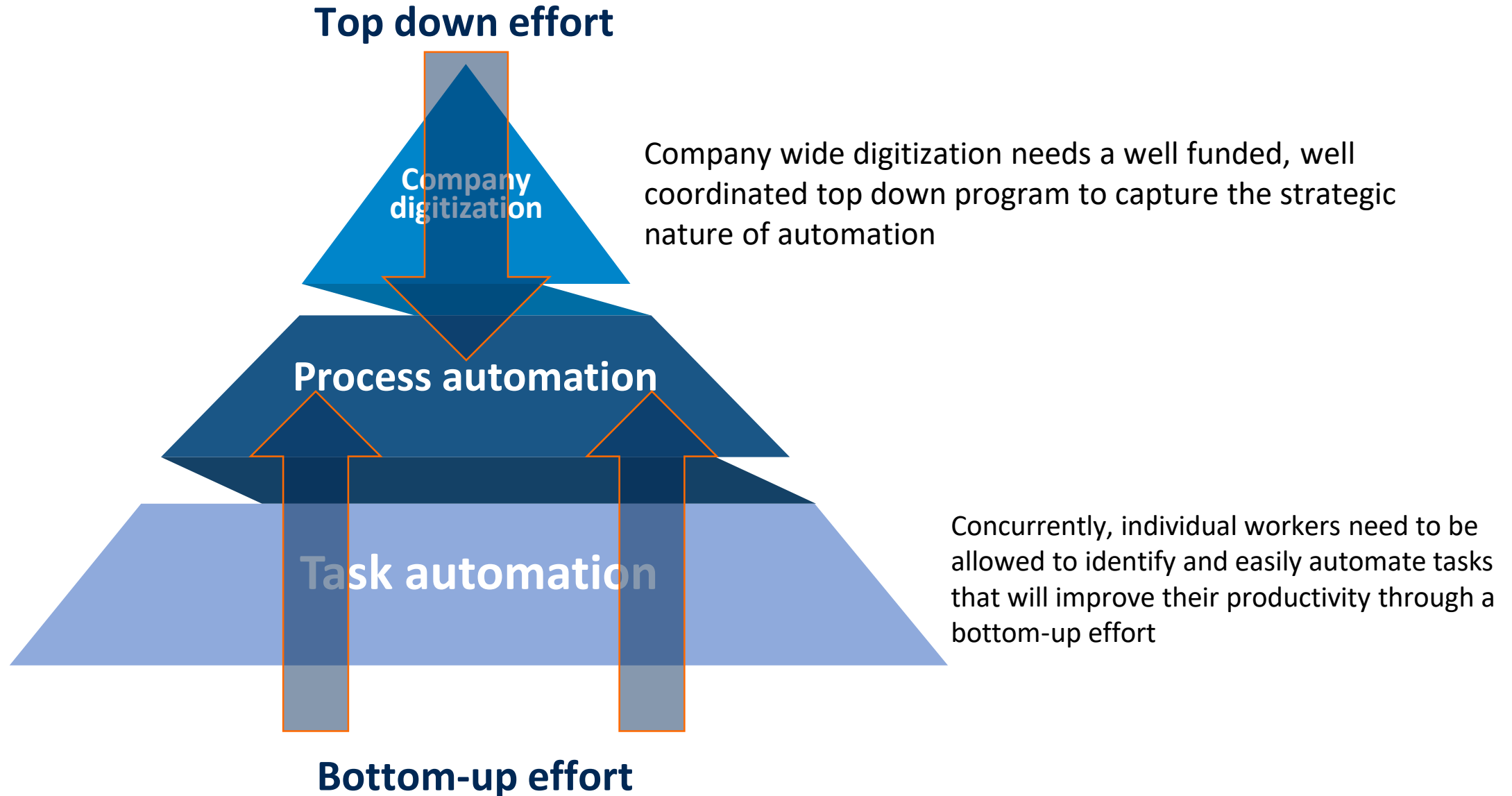
D

Securing funding

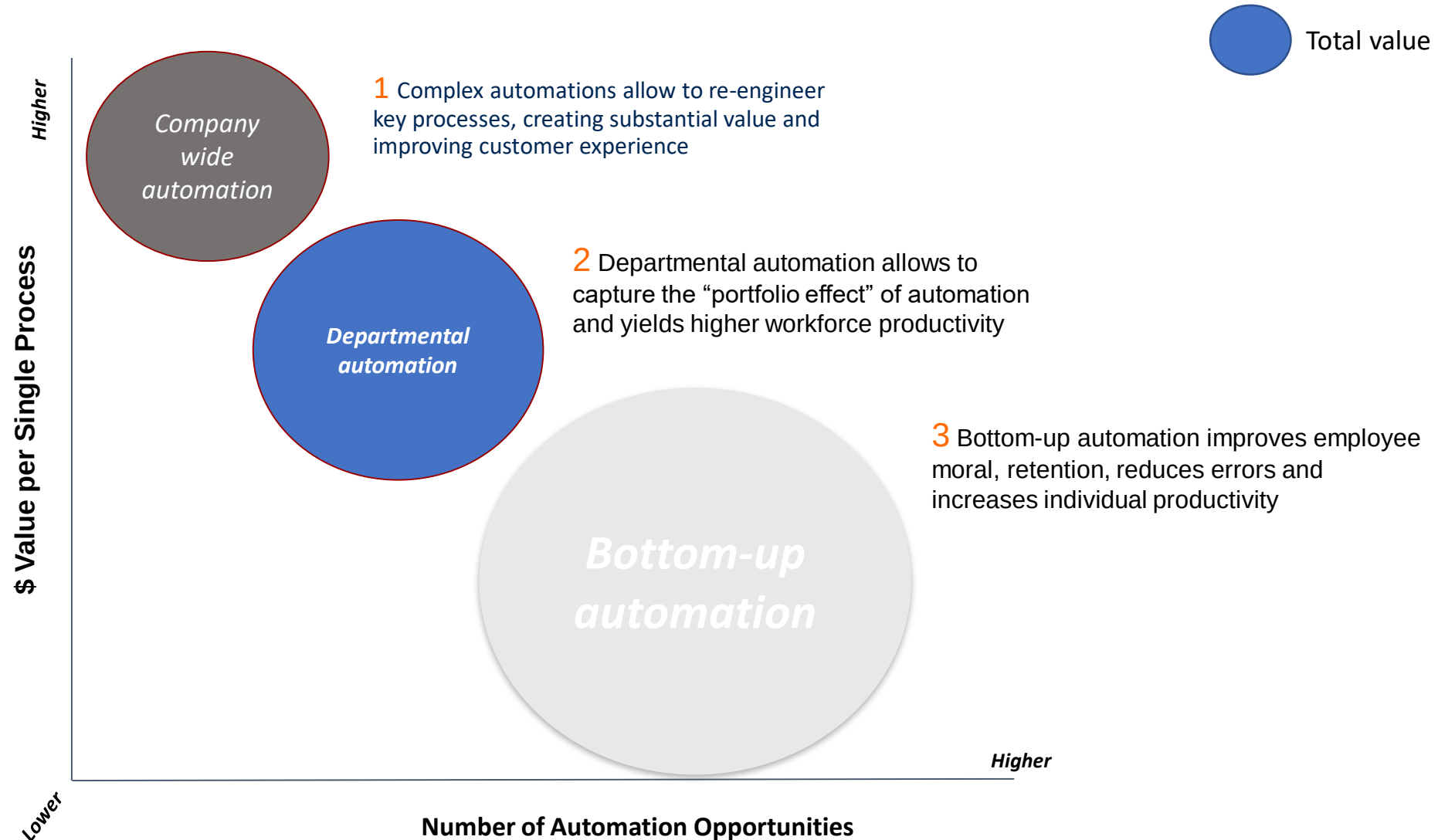
LEVELS OF AUTOMATION



COMPLEMENTARY APPROACHES TO AUTOMATION



VALUE CREATION OPPORTUNITIES



MAIN ISSUES TO ALIGN TO BE ABLE TO SCALE-UP

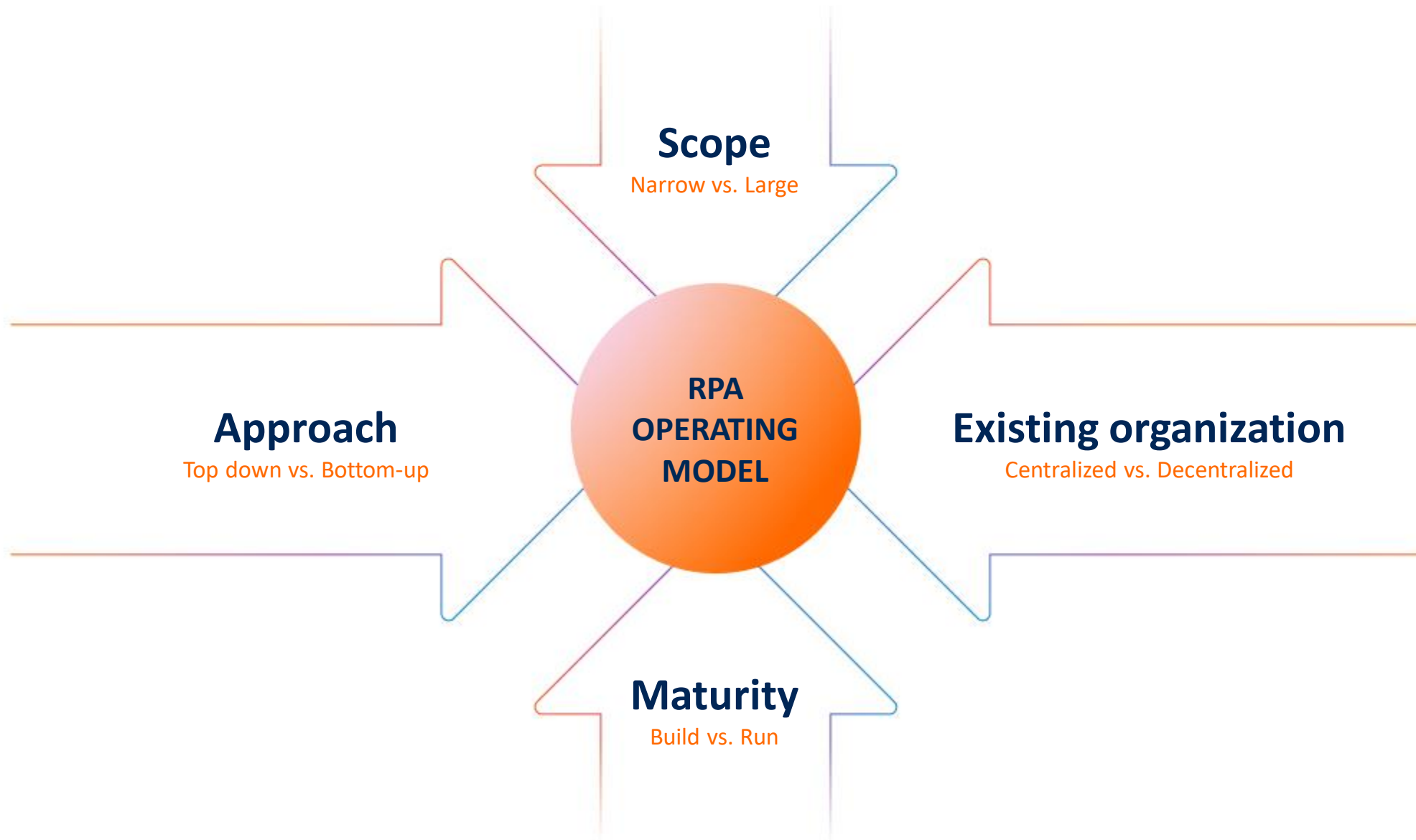
A Ensuring Key stakeholders engagement and C level support

B Determining the approach and scope of the automation program

C Building an Operating Model

D Securing funding

KEY DRIVERS OF AN RPA OPERATING MODEL



KEY COMPONENTS OF AN RPA ORGANIZATION



ROLE



STRUCTURE



SKILLS



GOVERNANCE



PROCESSES

THE 8 STEPS OF TOP DOWN AUTOMATION



SKILLS

Business Steps

Technical Steps



Step 1 Process identification

The application of a methodology by which the right processes are chosen and prioritized according to their potential and complexity.



Step 2 Process assessment

The analysis in detail of processes to see if the potential and complexity assessed at first still holds and to assess the extent to which the process can actually be automated.



Step 3 Process redesign

Invariably, upon automation, organizations discover that their processes are not as standardized, optimized, documented or followed as they thought. Hence, this is an opportunity to optimize the process.



Step 4 User stories definition

The description of the process to its most detailed steps and understanding potential exceptions (technical and business) in order to develop robust RPA workflows that will be passed on to RPA developers



Step 5 Development

In this step, based on the work done in step 4, actual RPA workflows are programmed and the process is automated.



Step 6 UAT

The automated process is tested to observe its behavior and to correct potential bugs and catch potential exceptions that might have been missed during step 4 & 5.



Step 7 Hyper-care

It is recommended that, for a period of 2 weeks, the process be carefully monitored by the team who developed the automation to correct any remaining issues until a high level of reliability is reached.



Step 8 Operational support

In this step the robot performance is continually monitored Workflow errors are tracked and fixed Automation scripts are updated when needed

MAIN ISSUES TO ALIGN TO BE ABLE TO SCALE-UP

A

Ensuring Key stakeholders engagement and C level support

B

Determining the approach and scope of the automation program

C

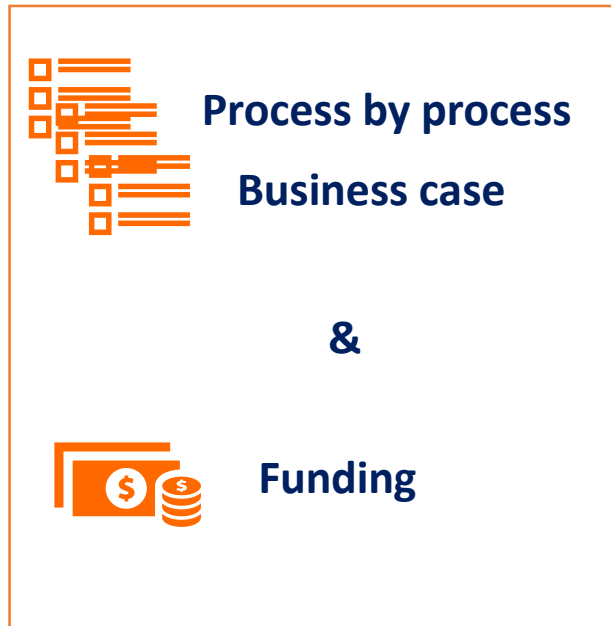
Building an Operating Model

D

Securing funding

CHANGE OF FUNDING MINDSET

FROM



TO



1 Preparing for an RPA Roll-out

2 Scale-up assessment

3 **10 most common Pitfalls to
avoid for a successful roll-out**

1

Having solely a tactical approach to RPA

2

Under-estimating the stakeholder management effort

3

Having a process by process approach to ROI and justifying it solely on FTE reductions

4

Under-estimating the skills required for a full roll-out

5

Lacking a clear operating model

6

Wanting to automate too much of a process

7

Not selecting carefully enough the best processes to automate

8

Forgetting about IT

9

Considering RPA as an IT only topic

10

No C level backing

Thank you!



RPA: no excuses

Automation, AI and the future of work

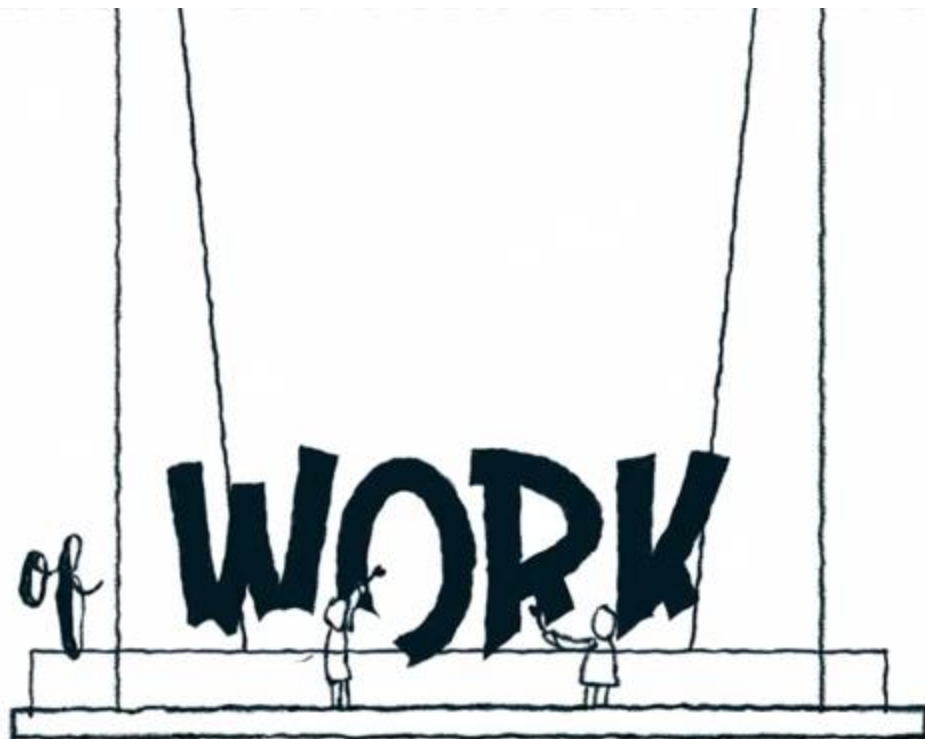
Guy Kirkwood



It's about
time for
RPA.



the STORY of WORK




```
function start()
```

```
    var today = new Date();
```

```
    var h = today.getHours();
```

```
    var m = today.getMinutes();
```

```
    var s = today.getSeconds();
```

```
    m = correctTime(m);
```

```
    s = correctTime(s);
```

```
    document.getElementById("clock").innerHTML =
```

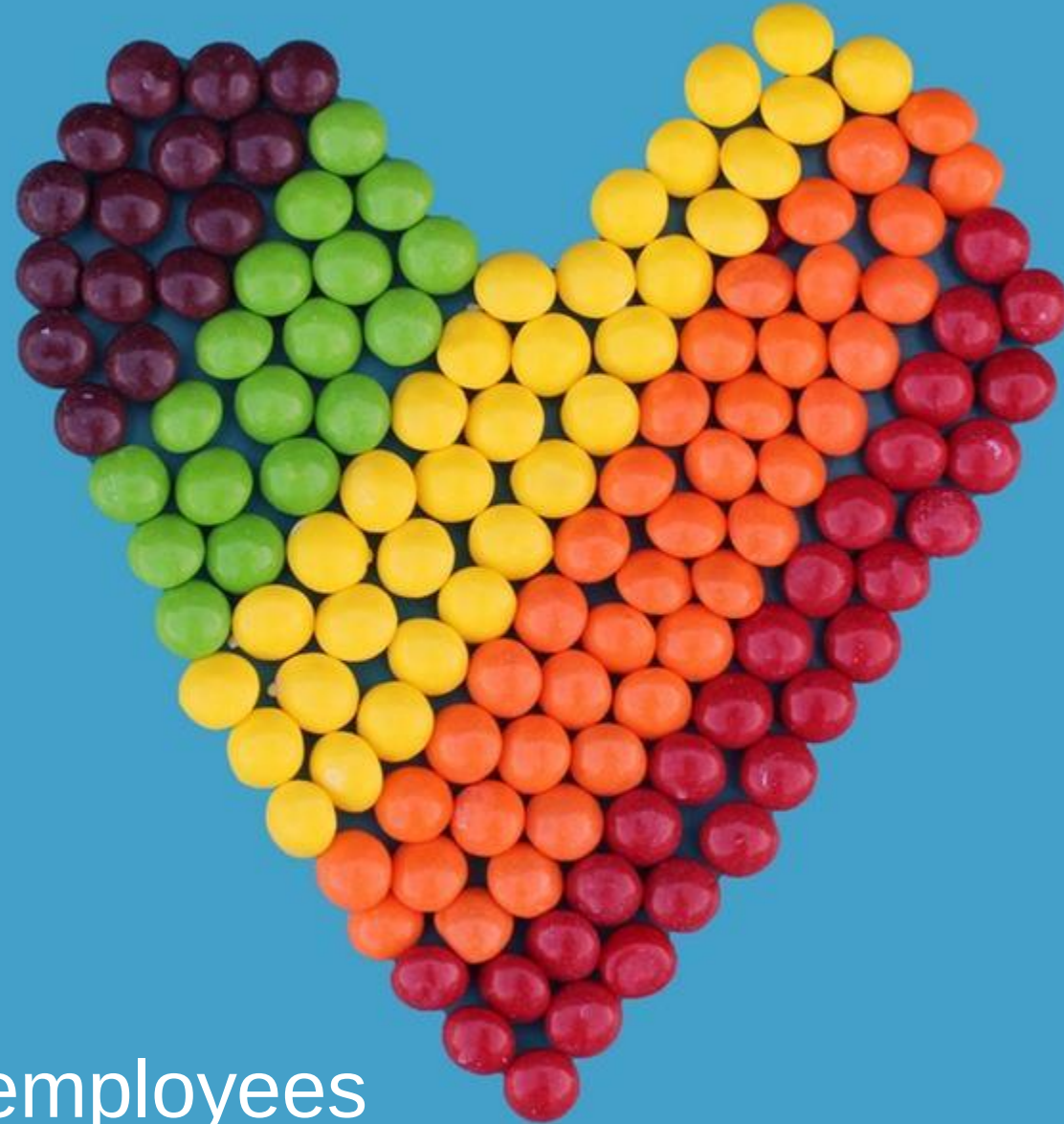
```
    //calling the function every second
```

```
    var t = setTimeout(start, 1000);
```

```
    //if needed
```



3 to 6
products



1,328 to 2,860 employees

2,349 to 5,087 customers





\$150m to \$300m ARR



Magic Quadrant

Figure 1. Magic Quadrant for Robotic Process Automation Software



THE FORRESTER WAVE™

Robotic Process Automation
Q4 2019



500™

Technology **Fast 500**

NORTH AMERICA

Deloitte.

Forbes

SEPTEMBER 30, 2019

New
Billionaire
**Daniel
Dines**

"I want
a robot for
every person."

THE 2019 CLOUD 100

Boss of the Bots

UIPATH IS TERMINATING OFFICE GRUNT
WORK WITH ITS ARMY OF SOFTWARE
ROBOTS—AND HAS BUILT A \$7 BILLION
JUGGERNAUT, SEEMINGLY OVERNIGHT



“We need automation just to relieve the stress created in organisations.”





“We went from one license to having robots in 10 out of 12 *departments* in just 18 months.”



MY SECRET
PLAN
TO RULE
THE WORLD

“Employees are asking ‘can a robot do that?’ Market *pull* is now becoming stronger than *push*.”

“RPA is providing
the most valuable
thing on Earth...
time.”



“We have
happier
employees.”





“Robots are becoming net job *promoters*. They are creating more jobs than they eliminate.”

RPA is
evolving
with AI.





“A robot for every person.”

“It’s our
responsibility
to make sure
no one is left
behind.”



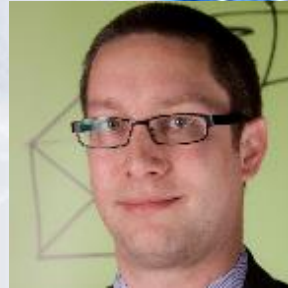


guy@uipath.com

Thank you...



Thank you...





Enjoy our
networking lunch!



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