

# UiPath 2020.10 LTS Release Partner Technical Live Sessions AMER & EMEA

Session 3 of 6 – Process Understanding 20.10  
**The webinar will start soon**

2<sup>nd</sup> Nov 2020



# 20.10 Partner Enablement Plan

In order to enable partner for the 20.10 release earlier than in previous release we are planning to conduct the following types of Sales and Technical enablement:

Sales Enablement
<b>Partner Mastermind Webinar</b> 14 <sup>th</sup> Oct 2020 ✓
<b>Partner Sales QRTs</b> 5 <sup>th</sup> Nov 2020
<b>Global Partner Webinar</b> 11 <sup>th</sup> Nov 2020

Technical Enablement
<b>Technical Live Sessions</b> 1.5-2 Hour Sessions for Each Product Family 27 <sup>th</sup> Oct – 12 <sup>th</sup> Nov 2020
<b>Technical Self Learning</b> in Partner Academy
<b>Technical Documentation</b> in Partner Portal



# 20.10 Partner Enablement Plan – Technical Live Sessions



## Testing

### Explore the enhancements to RPA Testing, Application Testing and Test Manager.

- Support for custom fields and attachments
- Microsoft Azure DevOps connector
- Xray connector for Jira
- SAP Fiori support
- Synthetic Test Data Generator Activity and more...

[Register now](#)

28<sup>th</sup> of October 2020 at 11:00 AM to 1 PM EST/ 4 PM to 6 PM CET

### Manage and Scale with AI.

- AI Fabric (multi-node support with MS Azure AKS, Docker EE, Integration with Data Manager and more)
- Document Understanding (UiPath Document OCR enhanced, automatic model retrain and more)

[Register now](#)

29<sup>th</sup> of October 2020 at 11:00 AM to 1 PM EST/ 4 PM to 6 PM CET

### Start Instantly and Scale Faster with new and improved Automation Cloud, Insights and Orchestrator

- SOC 2 type 1 certification
- Cloud Robots on Azure and AWS
- Customer Table Monitoring and Management
- Enhanced modern folder and more

[Register now](#)

3<sup>rd</sup> of November 2020 at 11:00 AM to 1 PM EST/ 4 PM to 6 PM CET



## Cloud Services



## Process Understanding

### Accelerate automation journey with Process Discovery with enhanced feature

- More deployment option (MSI)
- Action Centre and Robot Integration
- SAP Connectors and more

[Register now](#)

2<sup>nd</sup> of November 2020 at 11:00 AM to 1 PM EST/ 4 PM to 6 PM CET



## Apps

### Get introduced to the low code application builder

- App Studio
- App Runtime user experience
- Single click deployment and more

[Register now](#)

10<sup>th</sup> of November 2020 at 11:00 AM to 1 PM EST/ 4 PM to 6 PM CET



## Desktop Products

### Improve Productivity with smarter Robots for each persona. Deep dive into the enhanced feature of Studio Family and UiPath Assistance

- Modern Ui Automation
- Unified Recorder
- Enhanced governance
- Customised input arguments and more

[Register now](#)

11<sup>th</sup> of November 2020 at 11:00 AM to 1 PM EST/ 4 PM to 6 PM CET

# Process Understanding Family

## Partner Enablement

Roxana Ionicioiu – Process Understanding SME

Andreia Ciocanel – RPA developer

Bart de Bie – Process Mining Consultant



# Disclaimer

The following information is considered UiPath Internal and Business Partner only. For any additional materials, please contact your UiPath Partner Manager.

 **Measure & Govern**

Measure and govern automation programs to align with business outcomes



CoE Leads

 **Discover**

Discover automation opportunities powered by AI and your people

 **Build**

Build automations quickly, from the simple to the advanced

 **Manage**

Manage, deploy, and optimize automation at enterprise scale

 **Run**

Run automations through robots that work with your applications and data

 **Engage**

Engage people and robots as one team for seamless process collaboration

Automation Hub  
Task Capture  
Process Mining  
Task Mining In Preview

Studio Family  
Document Understanding  
Marketplace and Integrations

Orchestrator  
Test Manager  
AI Fabric  
Insights

Attended Robots  
Unattended Robots  
Test Robots

Apps  
Assistant  
Action Center  
Chatbots



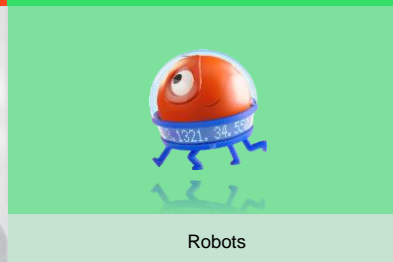
Process Analysts



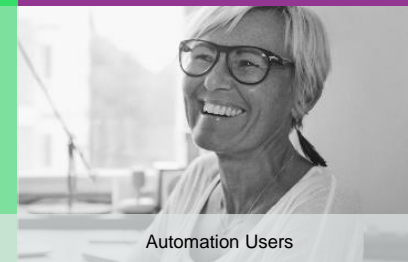
RPA & Citizen Developers



IT Operations



Robots



Automation Users

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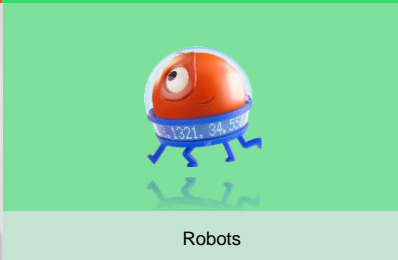
Process Analysts



RPA & Citizen Developers



IT Operations



Robots



Automation Users

# Become a fully automated enterprise with the **UiPath Platform**

## Discover processes from any angle

Complementary solutions that work together to deliver complete Process Understanding

**UiPath** Automation Hub

**Crowdsource ideas from your employees**

**UiPath** Task Capture

**Automatically capture and document processes as you work**

**UiPath** Process Mining

**Analyze data from your line of business applications to continuously understand and optimize end-to-end processes**

**UiPath** Task Mining

**Analyze the work people do to find everyday, repetitive tasks to automate**



# Agenda

- 01** Automation Hub
- 02** Task Capture
- 03** Process Mining
- 04** Task Mining
- 05** Additional Resources
- 06** Q&A



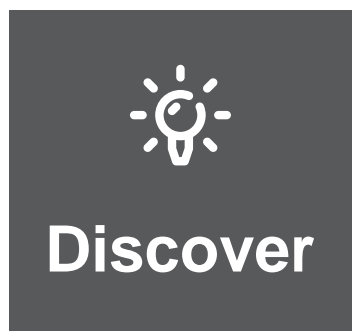
## Automation Hub

1

# Agenda Automaton Hub

- 01** What is Automation Hub?
- 02** How does Automation Hub fit in our strategy?
- 03** What benefits Automation Hub brings?
- 04** Who is Automation Hub for?
- 05** Competition
- 06** Licensing
- 07** Marketing Messaging
- 08** What's new?
- 09** How does it work? (Demo)

# Automation Hub: What is it?

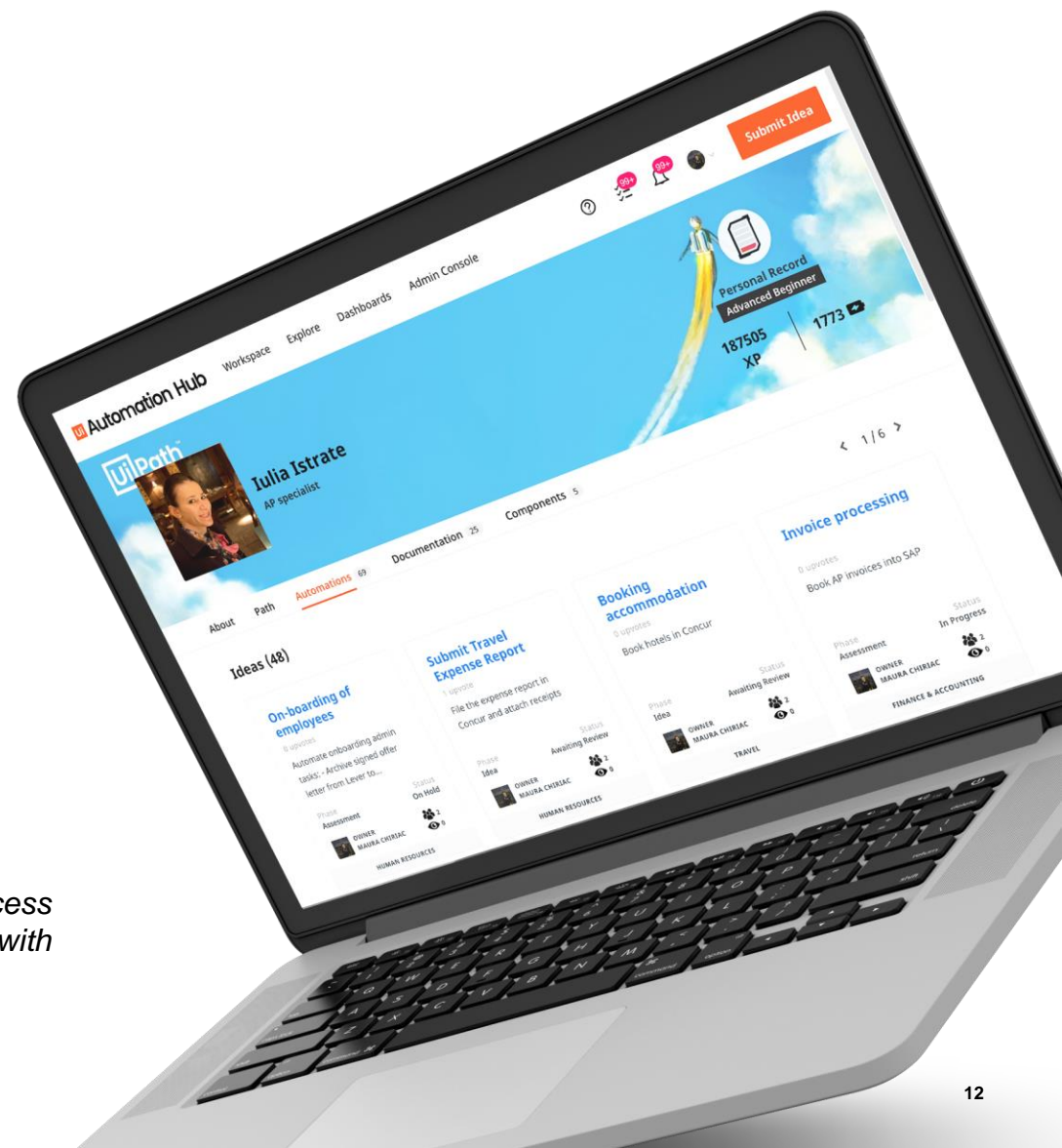


Scientifically discover automation opportunities, powered by AI and your people

## Where your company...

- Connects to drive automation opportunities
- Identifies and manages automation pipeline
- Stores process documentation
- Securely leverages reusable automation components

*Identify and manage automation pipeline, store process documentation, and securely leverage reusable components with one easy to use, cloud-based solution.*



# How does Automation Hub fit in our strategy?

**Scale RPA**

**Enable a robot  
for every  
human**

**Accelerate  
adoption of  
core platform**

**Increase core  
product  
stickiness**

# Automation Hub - What benefits it brings?



**Build** an  
*'automation first'*  
mindset across  
distributed teams



**Pick** automations  
consistently with a  
comprehensive  
algorithm



**Manage** their  
automation  
pipeline  
centrally



**Visualize** and  
control their  
automation  
program instantly



**Accelerate** their  
RPA  
implementation  
time



**Store** all process  
documentation,  
deliverables, and  
components in one  
place

Users include...



# Automation Hub - Who is it for?



## The CoE Owners

- Manage high-scale automation, end to end
- Ditch your pipeline spreadsheets
- Build and manage a great pipeline
- Standardize, share, and reuse components
- Easily track progress and impact



## Executives

- Increase your automation program's ROI by prioritizing automations better
- Drive automation adoption by empowering anyone organization-wide to submit automation ideas



## Idea Contributors

- Get a robot to do the work you hate
- Be rewarded for ideas
- See the impact of your experience
- Collaborate and learn



## Citizen Developers

- Share your personal time-saving automations
- Make your team more effective
- Help scale the CoE through your expertise
- Add to your automation resume

# Automation Hub – Competition

Feature	Ui	Other Competitors
Opportunity Identifier / Pipeline Manager	●	◐
ROI Calculator	●	◐
Documentation Repository	●	◐
Component Gallery	●	◑
Enterprise Community	●	◐
Performance Dashboards	●	○
Citizen Developer Support	●	◐

- Automation Hub is the only player on the market combining the following features: Opportunity Identifier / Pipeline Manager, ROI Calculator, Documentation Repository, Component Gallery, Enterprise Community, Performance Dashboards, and Citizen Developer support.
- Automation Hub is particularly unique in that it allows the CoE to manage multivendor environments, which means a CoE can have one tool to tell their RPA story (even if it includes multiple solutions)
- Spreadsheets to manage automation pipeline (vs. Automation Hub)



# Automation Hub - Licensing

## Free Two-Month Trial

- Start collecting automation ideas in minutes at [UiPath.com/AutomationHub](https://UiPath.com/AutomationHub)

## Standard Plan

- Flat Fee / Year
- Each Automation Hub instance includes unlimited Automation Hub users
- Unlimited Task Capture use is also bundled



Daniel Robus • 1st

Go To Market Executive at North Wind Digital  
3w • 🌐

I am officially BLOWN AWAY! I have been working with [#UiPath](#) Automation Hub trial - going where no Daniel should go, into the application side of the life. No manual or training course required to identify a process for automation and calculate the potential for automation.  
WOW



Daisy Morales Ramirez • 1st

Entrepreneur, artist, disruptive leader, implementation manager - people ...

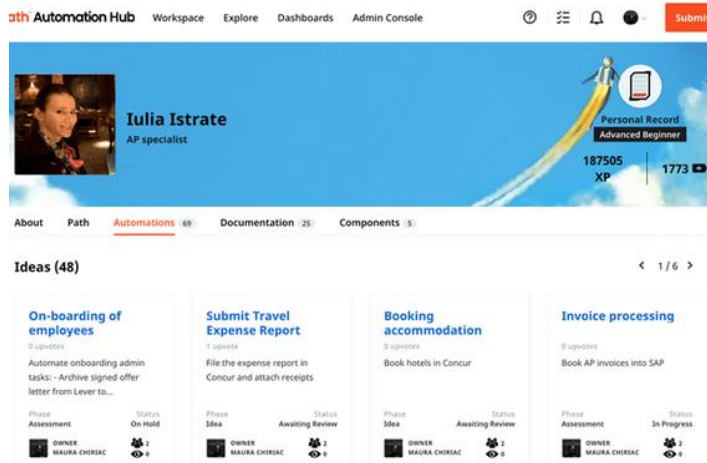
2mo (edited) ...

Recommended for everyone that wants or currently has an Automation CoE. It helps build the platform and be prepared to launch fast! And I can assure people will love it!

Like · 👍 2 | Reply

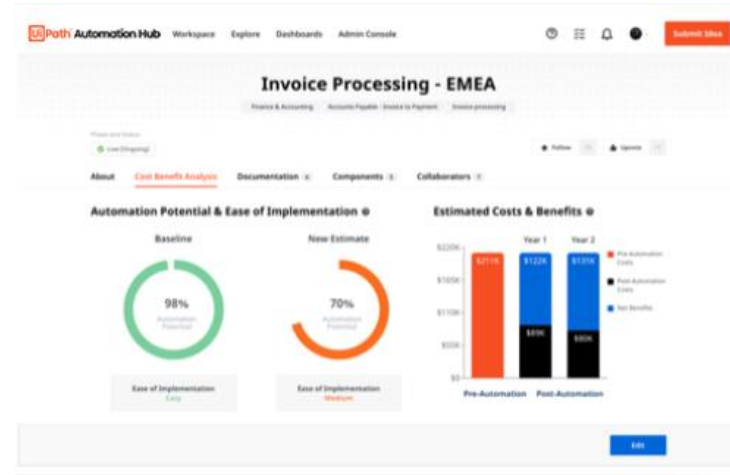
# Marketing Message

Scale up with the power of crowdsourcing



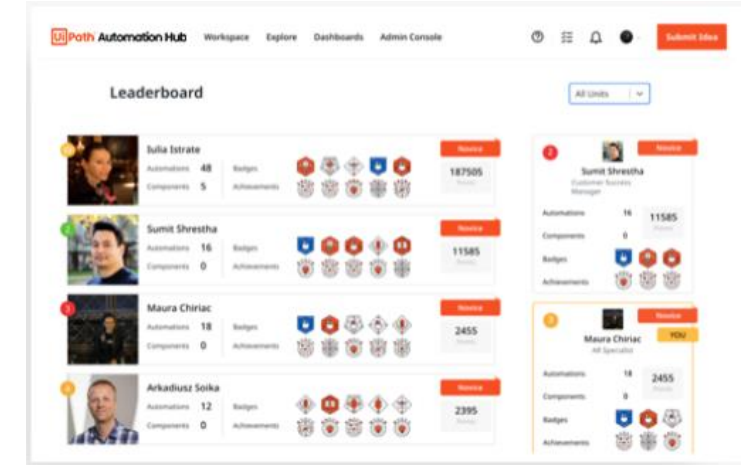
Gather ideas from employees with a simple submission process.

Inspire contributors to keep contributing



Engage and reward top contributors to create a thriving and evergreen automation program.

Centrally manage your automation pipeline

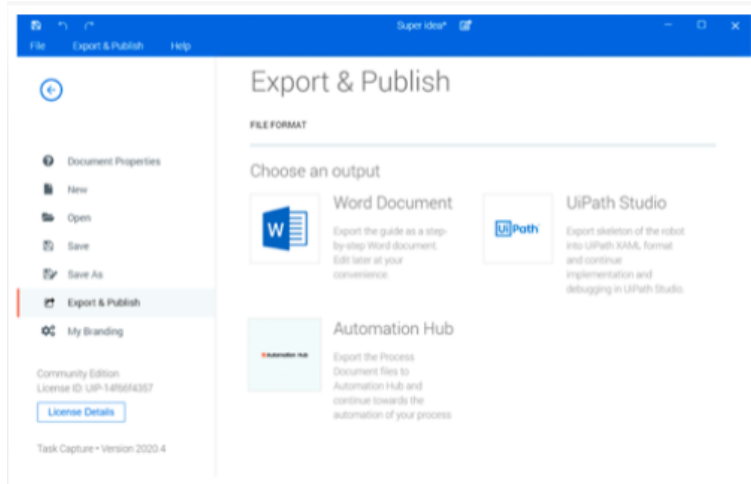


See and control everything from idea to production, from your own command center.



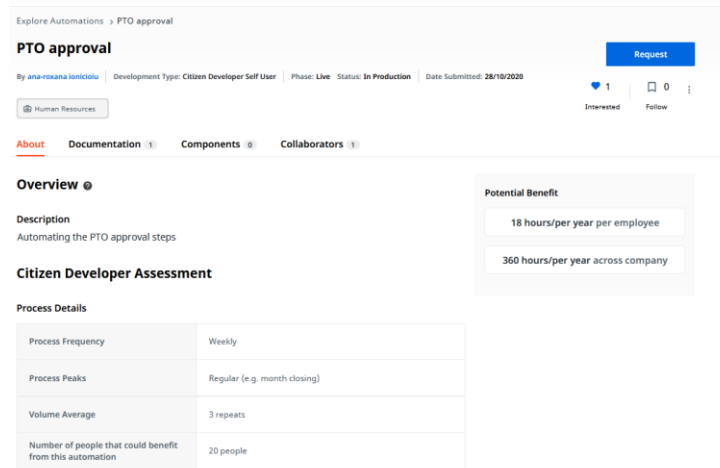
# Marketing Message

## Autogenerate docs for devs (and everyone)



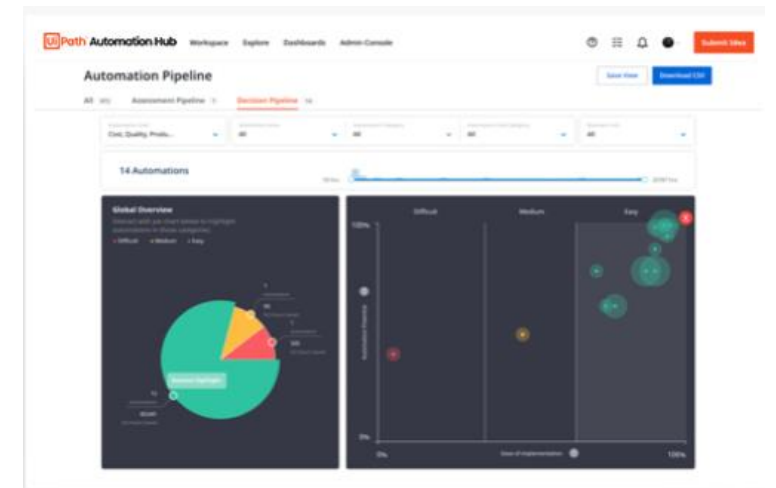
Run [Task Capture](#) to 'take a selfie' of a process. Export the process as PDDs or XAML files so your business analysts and developers can start building right away.

## Share automations across your company



Govern automations from Citizen Developers, create a thriving automation community.

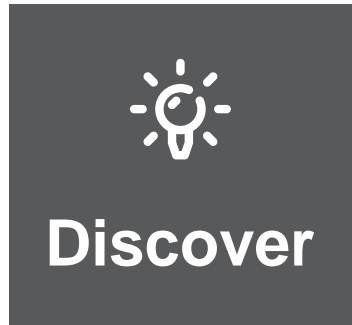
## Use data to prioritize your pipeline



Let an algorithm show you what's worth automating by using the automation assessment score.



# The UiPath Platform: Discover



Scientifically discover automation opportunities, powered by AI and your people

## Automation Hub 20.10 features:

- Planning Report
- Cost Report
- Task Capture Integration
- Categories
- Tenant Settings
- Enhanced Role Based Access
- Open API
- Citizen Developers Flow

*Other Capabilities*



# What is new?

## Automation Hub: Planning Report

### Description

- Comparison between the Baseline and the Actual Cycle time for Live automations

### Customer Benefit

- Exportable data related to project planning.
- Identify under- or over-estimations of the implementation efforts

### Planning for Live Automations

Q Search... Sort: Alphabetical

Automation Name	Launch Date	Hierarchy	ANALYSIS		
			Baseline	Actual	Delta
Physical counts <small>Date submitted: 03/12/20</small>	03/24/2020	Finance & Accounting └ Order to Pay └ Incoive to Cash	4 <small>Days</small>	2 <small>Days</small>	▼ 2 <small>Days</small>
Physical counts <small>Date submitted: 03/12/20</small>	03/24/2020	Finance & Accounting └ Order to Pay └ Incoive to Cash	4 <small>Days</small>	2 <small>Days</small>	▼ 2 <small>Days</small>
Physical counts <small>Date submitted: 03/12/20</small>	03/24/2020	Finance & Accounting └ Order to Pay └ Incoive to Cash	4 <small>Days</small>	2 <small>Days</small>	▼ 2 <small>Days</small>
Physical counts <small>Date submitted: 03/12/2019</small>	03/24/2020	Finance & Accounting └ Order to Pay └ Incoive to Cash	4 <small>Days</small>	2 <small>Days</small>	▼ 2 <small>Days</small>
<b>Total from 4 Automations</b>			<b>4</b> <small>Days</small>	<b>2</b> <small>Days</small>	<b>2</b> <small>Days</small>

You can also check the recording from demo day for more details [here](#)



# What is new?

## Automation Hub: Cost Report for live automations



### Description

- Built-in report with the key statistics from Cost Benefit Analysis section for Live automations

### Customer Benefit

- Exportable data related to cost benefit analysis indicators
- Identify and compare implementation and running costs for live automations

### Costs for Live Automations

1 - 10 of 20



Automation Name	VOLUMES PER YEAR		
	Total	Human After Automation	Robot Final After Automation
<b>Loan Processing</b> <small>Last Modified: 07/13/2020 Date Submitted: 07/10/2020</small>	0	0	0
<b>Credit Notes</b> <small>Last Modified: 06/09/2020 Date Submitted: 04/27/2020</small>	39150	3915	35235
<b>Onboarding of new employee</b> <small>Last Modified: 06/04/2020 Date Submitted: 09/09/2019</small>	52000	18200	33800
<b>Employee onboarding</b>			

You can also check the recording from demo day for more details [here](#)



# What is new?

## Automation Hub: Task Capture Integration



### Description

- Launch task capture directly from Automation Hub;
- Save the output recorded with Task Capture
- Edit existing Task Capture Documents

### Customer Benefit


- Seamless experience in documenting automation ideas for live automations

Phase and Status

... Idea(Awaiting Review)

About **Documentation** 1 Components 0 Collaborators 1


### Automation Files



**Create New Process Document with Task Capture**

Get the deepest insights about your company's process

[Create](#)

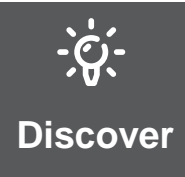


TASK CAPTURE DOCUMENT

**This is my automation idea**

EE ELIZA ELIZA  
LAST UPDATED: 04/27/2020

You can also check the recording from demo day for more details [here](#)



# What is new?

## Automation Hub: Enhanced Role Based Access Control



### Problem statement

- Everyone can see all the ideas from every department.
- When bigger organization scale up, the ideas can be shared with everyone, but approval has to be by grouping or approved by each dept Program managers.

### Description

- Secure user layers in the tenant by partitioning control in the automation pipeline and granting access rights granularly per view.

### Customer Benefit

- Keep decision makers focused on their areas of responsibility
- Configure what users should be allowed to access from the pipeline

User Roles and Permissions

Roles Collaborator Roles Help

Q Search... New

Roles	Permissions
Account Owner	<input type="checkbox"/> Administrative <input checked="" type="checkbox"/> Automation Ideas <input type="checkbox"/> Components
System Admin	<input type="checkbox"/> Manage the Subscription <input checked="" type="checkbox"/> View an Idea <input checked="" type="checkbox"/> View Components
RPA Sponsor	<input type="checkbox"/> Manage the Tenant Settings <input checked="" type="checkbox"/> Submit an employee-driven Idea <input checked="" type="checkbox"/> Download any Component
Component Curator	<input type="checkbox"/> Manage the Users <input checked="" type="checkbox"/> Submit a CoE-driven Idea <input checked="" type="checkbox"/> Upload a Component
Program Manager	<input type="checkbox"/> Manage the User Roles <input checked="" type="checkbox"/> Review a new Idea <input type="checkbox"/> View Manage Components page
Idea Approver	<input type="checkbox"/> Manage the Categories <input checked="" type="checkbox"/> Mark the Assessment as Complete <input type="checkbox"/> Curate any Component
Authorized User	<input type="checkbox"/> Manage the Application Inventory <input checked="" type="checkbox"/> Review an Assessed Idea <input type="checkbox"/> Edit any Component
Standard User	<input type="checkbox"/> Manage the Documentation Templates <input checked="" type="checkbox"/> Edit all details of any Idea <input type="checkbox"/> Archive any Component
	<input type="checkbox"/> Customize the Detailed Assessment <input checked="" type="checkbox"/> Update the Phase and Status of any Idea
	<input type="checkbox"/> Set up the Cost Catalog <input checked="" type="checkbox"/> Assign a Process Owner
	<input type="checkbox"/> Manage the API tokens <input checked="" type="checkbox"/> Archive any Idea

Program Manager [Sync Changes](#)

Program Managers can view and edit the automation ideas, decide what ideas should progress in the implementation phases, assign implementation teams.





# What is new?

## Automation Hub: Categories (ex. Hierarchies)

### Description

- Configure new categories by importing a CSV template populated with the relevant data

### Customer Benefit

- Start fast with a structure that makes sense to your organization
- Easily define new categories, in a fast way, at your own pace

Automation Area	Automation Category	Automation Sub-Category
Finance & Accounting	Accounts Receivable - Order to Bid	Opportunity Identification
Human Resources	Accounts Receivable - Award to Contract	Customer Evaluation (RFP)
Information Technology	Accounts Receivable - Deliver to Invoice	Customer Evaluation (RFQ)
Legal	Accounts Receivable - Invoice to Cash	Customer Master Data Management
Sales and Marketing	Accounts Payable - Source to Request	Customer Review and Credit Assessment
Insurance	Accounts Payable - Request to Order	Business case modelling (pricing/profitability/cash flows)
PSFrance	Accounts Payable - Order to Reception	Revenue Recognition Determination

You can also check the recording from demo day for more details [here](#)



# What is new?

## Automation Hub: Tenant Settings

### Description

- Easily configure the availability of certain Automation Hub functionalities in the tenant: File Upload, Task Capture, Components, Leaderboard

### Customer Benefit

- Remain in control of what data gets shared in cloud
- Become compliant with local regulations
- Use only the features that you need

Platform Setup   Manage Components

### Settings

#### Display Formatting

**Date format**  
Select the preferred date format. DD/MM/YYYY

#### Feature Toggles

**File Upload**  
Enable or disable all the options allowing users to attach documentation.

**Upload executable files**  
Executable files might contain viruses and other malicious code. Please be cautious when allowing the upload of these file types.

**Task Capture**  
Enable or disable the option to use Task Capture for documenting automation ideas.

**Components**  
Hide or show all Component related pages and options.

**Leaderboard**  
Hide or show the Leaderboard page displayed in the Explore menu.

You can also check the recording from demo day for more details [here](#)



# What is new?

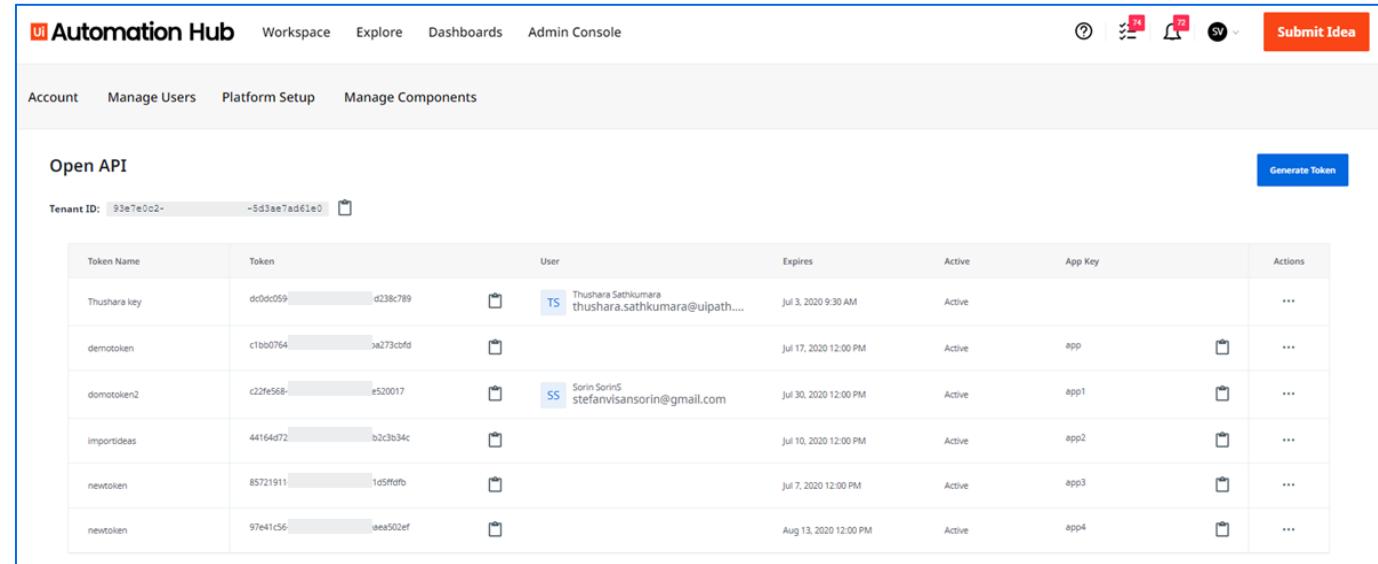
## Automation Hub: Open API

### Description

- The Automation Hub Open API will allow customers to interact programmatically with the features offered by Automation Hub

### Customer Benefit

- Enable customers to build integrations with their existing external applications;
- Import and Export their data easily from Automation Hub



You can also check the recording from demo day for more details [here](#) and the feature walkthrough [here](#)



# What is new?

## Automation Hub: Citizen Developer

### Description

- Shorter flow to share automations built for own usage
- Business and Technical reviews for covering the governance

### Customer Benefit

- Impact the automation program with your own work
- Build a new space where the automation consumer can discover ready-to-use automations

**Share your Automation**

**General**

Name \*

Description \*

B | I | U | H1 | H2 | H3 | <>

0/10000

Describe your process and include any pre-conditions or triggers and outcomes

Category \*

Business Area test

Select...

**Pre and Post Automation**

	Before Automation	After Automation
<b>Average Process Duration</b> <small>How long does it take to perform this process once?</small>	<input type="text" value="minutes"/>	<input type="text" value="minutes"/>
<b>Average Error Rate</b> <small>In percentages how often do errors occur?</small>	<input type="text" value="%"/>	<input type="text" value="%"/>
<b>Average Rework Time</b> <small>In minutes, how long does it take to resolve an error?</small>	<input type="text" value="minutes"/>	<input type="text" value="minutes"/>

**Documentation**

**Source Code \***

Please upload your code (.zip, .xaml) or provide a link to the repository. Check here where to find the source code of your automation. The maximum file size is 50MB.



Demo

1



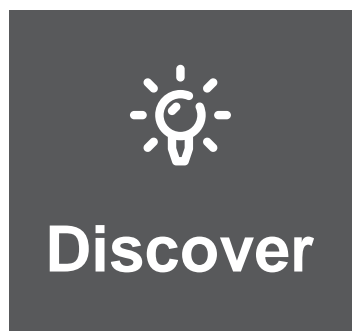
# Task Capture

2

# Agenda Task Capture

- 01** What is Task Capture?
- 02** How does Task Capture fit in our strategy?
- 03** What benefits Task Capture brings?
- 04** Who is Task Capture for?
- 05** Licensing
- 06** Marketing Messaging
- 07** What's new for Task Capture ?
- 08** How does it work? (Demo)

# The UiPath Platform: Task Capture



Scientifically discover automation opportunities, powered by AI and your people

- Task Capture assembles step-by-step workflows into **easily-digestible documentation**
- We can all **“take selfies”** of our **expertise**, and create automation candidates from Task Capture processes



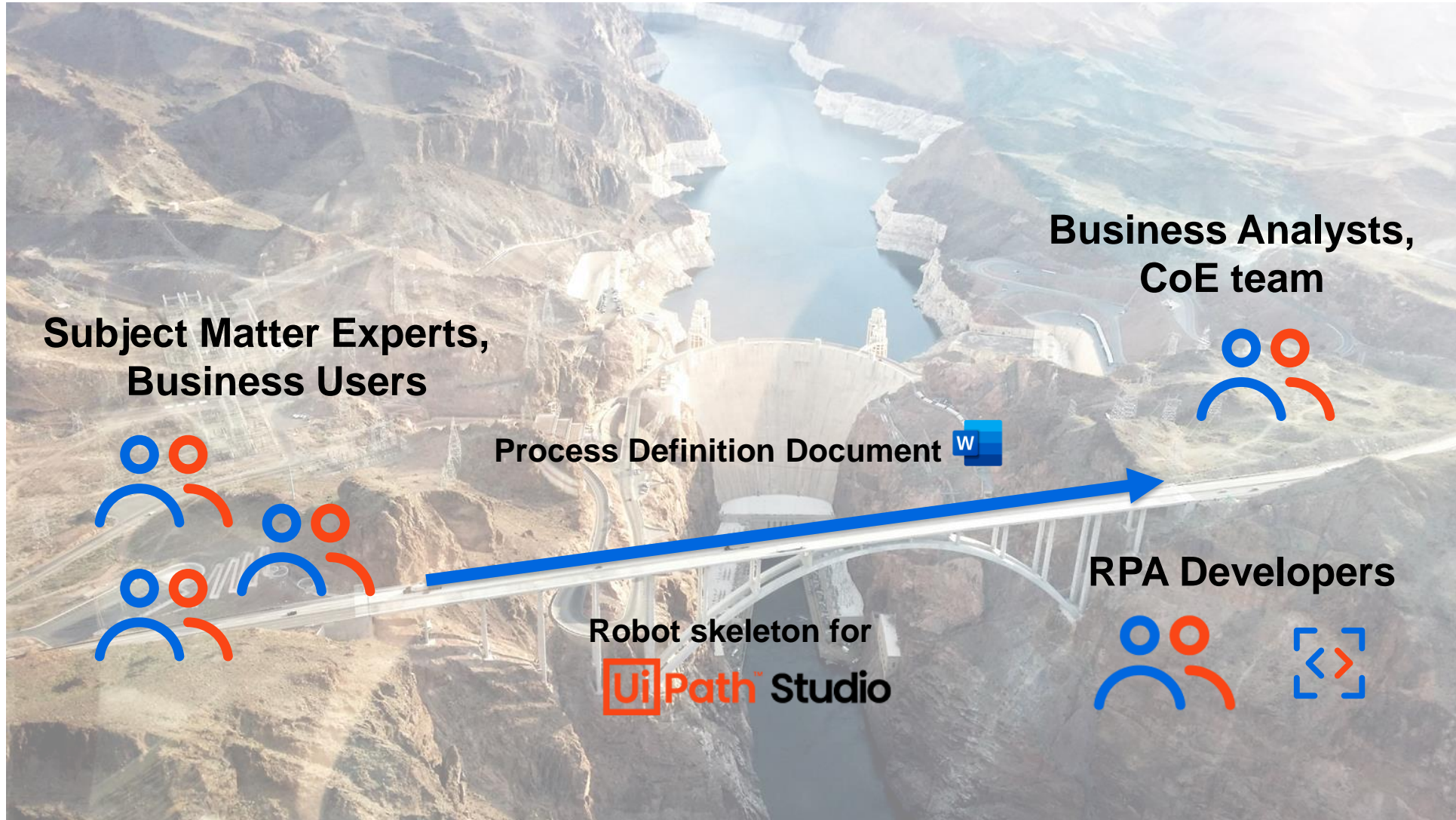


# How does Task Capture fit in our strategy?

- ✓ **Engages users to the UiPath platform** by enabling the possibility of generating Studio robot skeleton
- ✓ **Improves the relationship** between BA's and RPA Developers (no more PDD delays)
- ✓ **Works with Automation Hub** to give you one place for all your documentation



# Task Capture - What benefits Task Capture brings?



# Who needs Task Capture?



## SMEs, BAs and Business Users

- Make your expertise count
- Be ready for sharing and work handoffs
- Fast-track an automation project



## CoE leaders

- Align Business Analysts and RPA developers
- Build a complete library of process docs
- Capture your most complex workflows



## The C-Suite

- Be prepared for emergencies and audits
- Build, keep, and share institutional knowledge
- Help transforming your business



## RPA developers

- Get documentation from process owners without churn or delay
- Export workflows to Studio in seconds
- Document existing automations, too

# Licensing

## Bundled with Automation Hub

- Task Capture is [included with Automation Hub](#)

## User Role SKU

- Included in the package for every [User Role](#)

## Community Edition

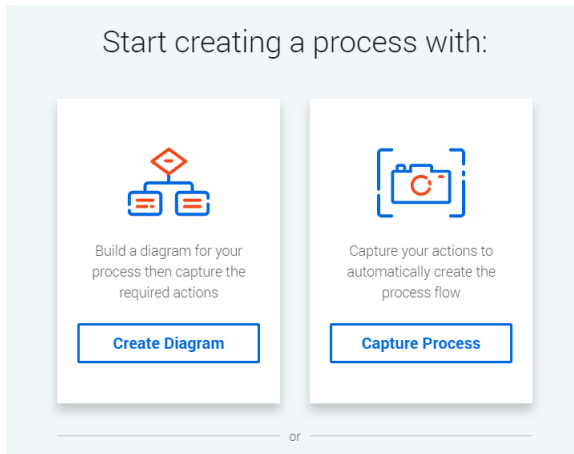
- You can access the Community Edition [here](#)



*“As a business analyst, it’s my best friend!”*

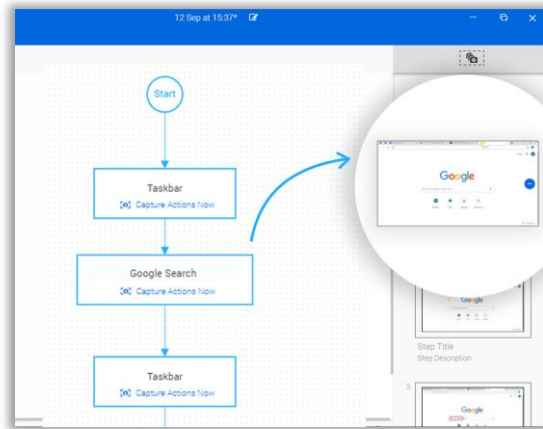
# Marketing Message

## Take a selfie of your work



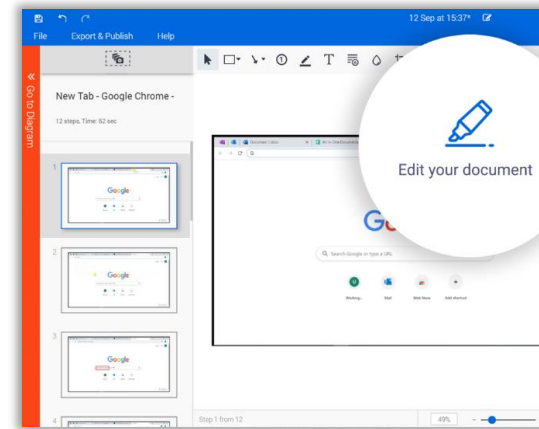
Simply click “Capture Process” and start going through your regular workflow. Don’t forget to smile.

## Document work just by doing it



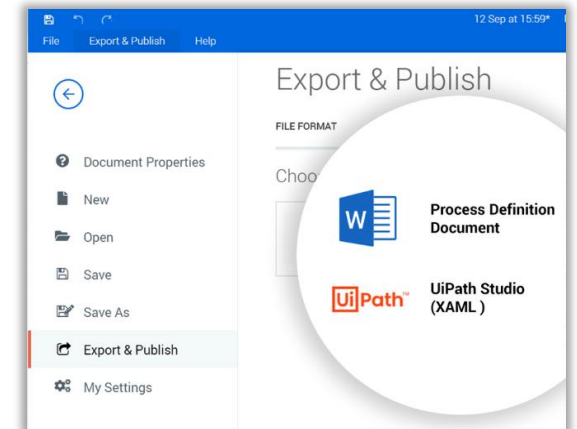
Task Capture automatically generates a process map from application screenshots and window names, along with titles and descriptions of each step..

## Edit the output with ease



If the auto-generated document needs some tweaks, no problem. It’s simple to enhance images, add notes, and change text

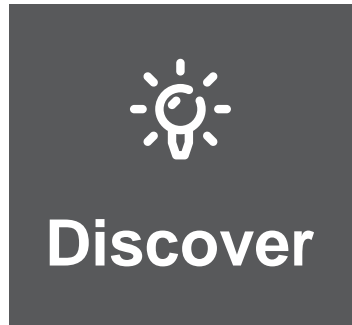
## Export and share your process docs



Make it easy for development teams to get right to work by auto-generating a PDD or XAML file and exporting directly into [Automation Hub](#) (for CoEs) or [Studio](#) (for developers).



# The UiPath Platform: Discover



Scientifically discover automation opportunities, powered by AI and your people

## Task Capture

- Enhanced the integration with
  - Automation Hub
- .MSI installation
- Actions limitation
- Hotkeys improvement
- Warning message for loading broken PDD templates

## Key points for 20.10

*Released focused for improving the user experience and the overall quality of the product and documentation*



# What is new?

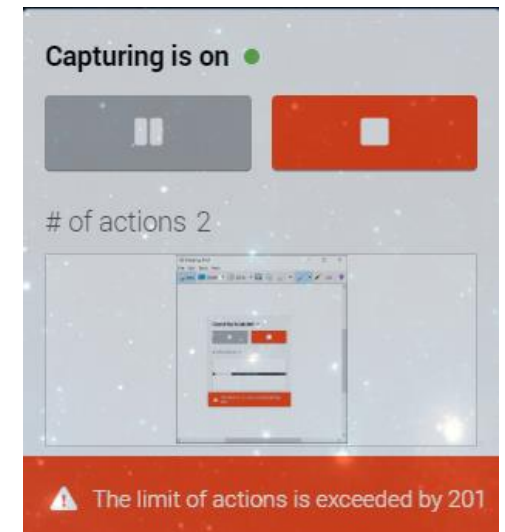
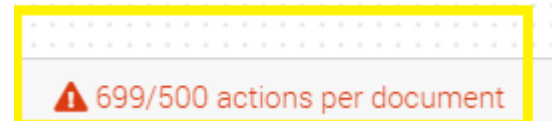
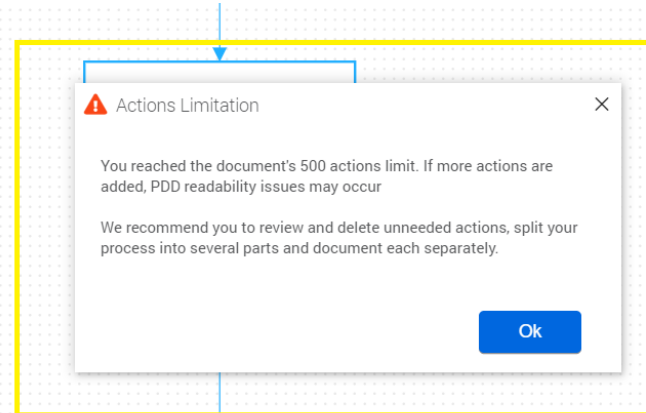
## Task Capture: Actions Limitation

### Description

- Introducing multiple warning messages in order to let the user know when the 500 actions per document limit was exceeded
- The user would still be able to record multiple actions if he/she chooses to continue despite the warning messages

### Customer Benefit

- Providing a better visibility of the main product goal – generate clear and informative process documentation





# What is new?

## *Task Capture: Enhanced Automation Hub Integration*

### Description

With this enhancement, more information related to a process, which is already available in Automation Hub is automatically filled in a PDD when Task Capture is used to document an idea submitted in Automation Hub. Besides the Process Area, Department, and Short Description, the below data corresponding to the idea's Detailed Assessment is automatically included in the PDD:

- Process Schedule and frequency
- Number of times the process is run by selected frequency
- Peak Periods
- Number of persons performing the process

### Customer Benefit

This results in eliminating the manual steps needed for filling in the information which is already available in the application which leads to faster PDD creation and increased customer satisfaction.

#### Process Details

Process Frequency	Quarterly
Process Peaks	There are no peaks
Volume Average	1 repeats
Number of people that could benefit from this automation	1000 people





Discover

## What is new?

*Task Capture: .MSI installation*

### Description

- To enhance the installation process and offer an alternative to the .exe installation file, users can now choose the new .msi installer. This provides an efficient distribution of the app among the company

### Customer Benefit

- Improving the installation process by facilitating the per-machine type of installation
- Application activation for many users at once



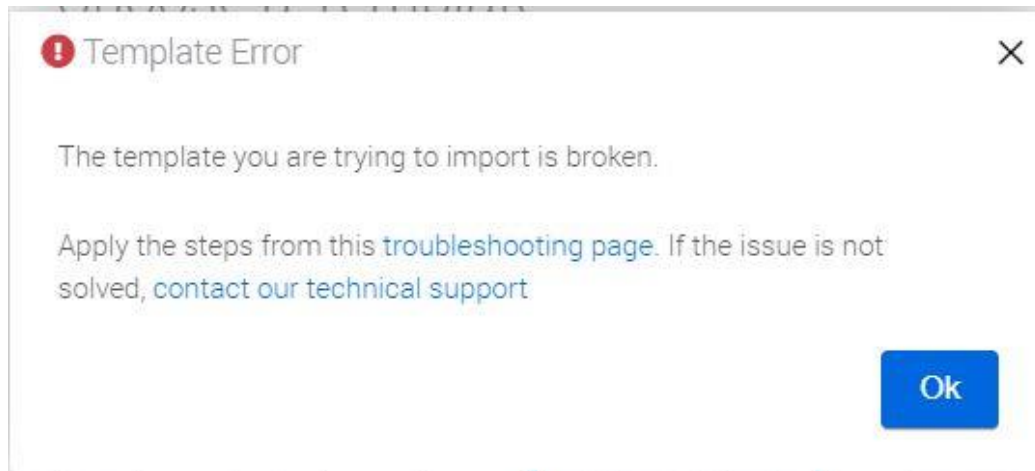
Discover

## What is new?

### *Task Capture: Minor Improvements*

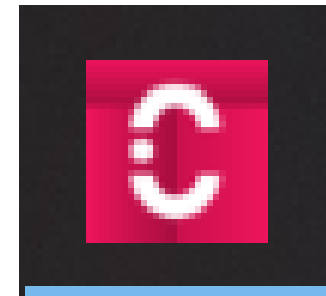
## PDD template notification

Now you are notified by a warning message when trying to upload a broken or invalid PDD template.



## Other improvement

- Better visibility for diagram elements - automatically selecting the last captured Sequence of the diagram and displaying the actions list
- The tool's logo design is changed
- Hotkey used for dragging the Diagram and Image Viewport is updated to the Space key like other products
- Shifted diagram elements when copy/pasting





Demo

2





## Process Mining

3

# Agenda Process Mining

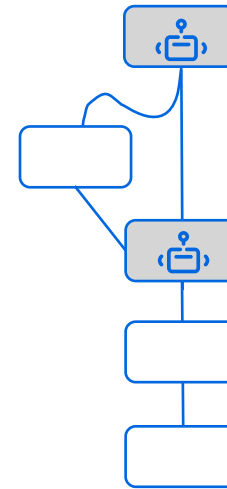
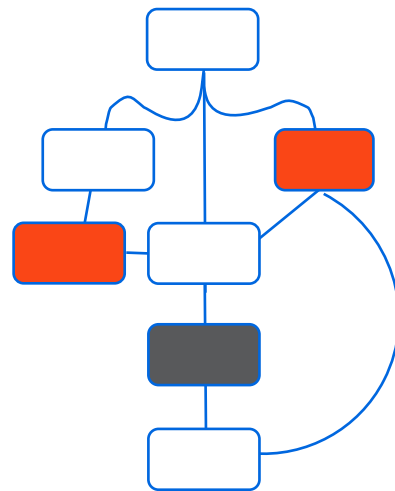
- 01** What is Process Mining?
- 02** How does Process Mining fit in our strategy?
- 03** What benefits Process Mining brings?
- 04** Who is Process Mining for?
- 05** Competition
- 06** Licensing
- 07** Marketing Messaging
- 08** What's new for Process Mining ?
- 09** How does it work? (Demo)



# The UiPath Platform: Process Mining



Process Mining connects directly to your data sources and turns raw data into intuitive visualizations that help you discover, automate and monitor your processes, continuously.



**Capture**  
digital footprints left  
behind in your systems  
and applications

**Visualize**  
all bottlenecks,  
inefficiencies, variations  
and exceptions

**Streamline**  
your processes with  
automation

**Monitor and**  
automate  
continuously

# Process Mining - What benefits it brings or problems it solves?

## Challenge

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Processes that cross different departments



Processes that cross different systems



Unpredictable processes that are vulnerable to disruption



Lack of visibility into processes leading to trial and error approach to automation



## Impact on the business

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Siloed ways of working that feed inefficiency



Inability to pin down and improve complex processes



Loss of market share and reduced competitiveness



Increased chances of automation failure

# Process Mining + Automation

## A Perfect Fit

### Process Mining

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Instant transparency into your process for easy identification of process pain points



Know what to automate and what needs to be improved before automation



Continuously monitor your process, and ensure automation has the intended result

### Automation

---



Emulates a person by executing manual, repetitive tasks



Makes decisions based on set rules



Seamlessly integrates with existing applications



# UiPath Process Mining

## Who needs it?



Analyst

### *Focus on business*

- Analyzing processes
- Monitoring performance
- Increasing efficiency
- Minimizing risk
- Managing Compliance
- Improving KPI's



Developers

### *Focus on technology*

- Extracting data
- Developing applications
- Designing dashboards
- Visualizing processes
- Calculating KPI's

# Process Mining - Competition



## Hyperautomation /RPA capabilities



Platform built for Hyperautomation, where the combination of Process Mining & RPA are the quickest route to effective process transformation.

## Business logic



Allows set up of business 'tags' to automatically detect and flag cases that meet tag criteria. Allows for custom KPI reporting for each process.

## Hosting options



On premises and private cloud model for enhanced control and security of the process mining platform.

## Data transformation



Powerful and integrated data transformation layer (ETL) directly connects to data sources and combines multiple data sources.

## Connectors



Connector templates for standard system configurations. ETL layer provides significant flexibility in altering connectors and integrating with other data. Catching up fast with process specific connectors.

## Commercial model



Simple, flexible and cost effective, with no limit to the number of processes that can be mined per server.

## Other Competitors



Views Process Mining as the critical platform for process transformation, with RPA as an ancillary tool. Other competitors does not have integrated RPA.



Out-of-the-box standard process KPIs are tracked but lacks the ability to create custom KPIs.



Cloud-hosted software-as-a-service.



No data transformation layer, must use a third-party tool. Complex implementation when using data from systems that don't fit standard connector or multiple data sources.






Many out-of-the-box process apps, however they are developed for standard system configurations and require more complex effort to alter from the standard connector.



Licensed by process. Additional license and cost for each process to load/analyze. User licenses included with high-cost process license.

# Pricing Model & Licensing - What changes?

## Old Model *Process Based (per year)*

	<b>Process License</b> <span>Changed</span> \$70,000/process
	<b>Analyst User</b> <span>Name change</span> \$900/user
	<b>Developer User</b> <span>No change</span> \$5,500/user



## New Model

## *User based (per year)*

<span>Changed</span> 	<b>Process Mining Server*</b> <b>\$20,000/server</b> Many customers use separate servers for different departments, but we don't place a limit on the number of processes a server can run.
<span>Name change</span> 	<b>Business User</b> <b>\$900/user</b> Full insight into the processes of your organization. Detect inefficiencies and RPA opportunities. Monitor performance and compliance and utilize UiPath Action Center to proactively optimize your processes.
<span>No change</span> 	<b>Developer User</b> <b>\$5,500/user</b> Full access to the design and development functionality of UiPath Process Mining and the entire UiPath RPA Platform, develop, customize and administrate platform applications.

- *Non-production server \$4,000*

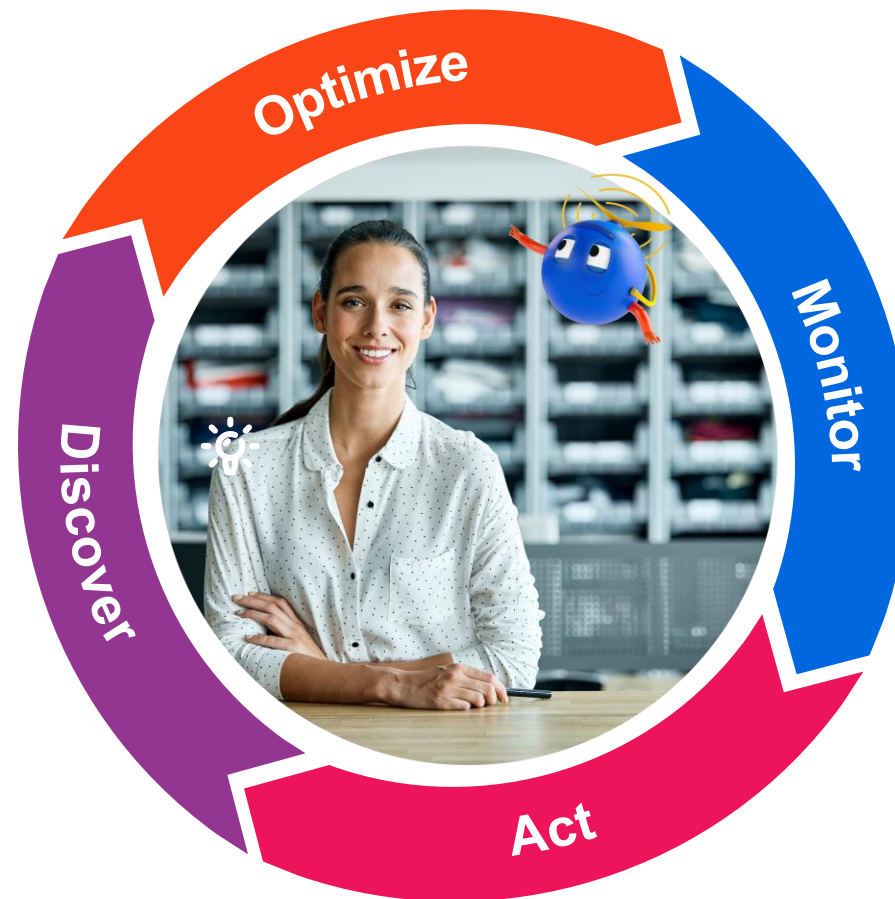
# Marketing Messaging

## Combine Process Mining & Automation to continuously **Discover, Automate, Monitor and Act.**

### First, **discover and automate...**

Fully understand the real end-to-end processes and discover automation potential.

Increase efficiency and reduce risk through automation.

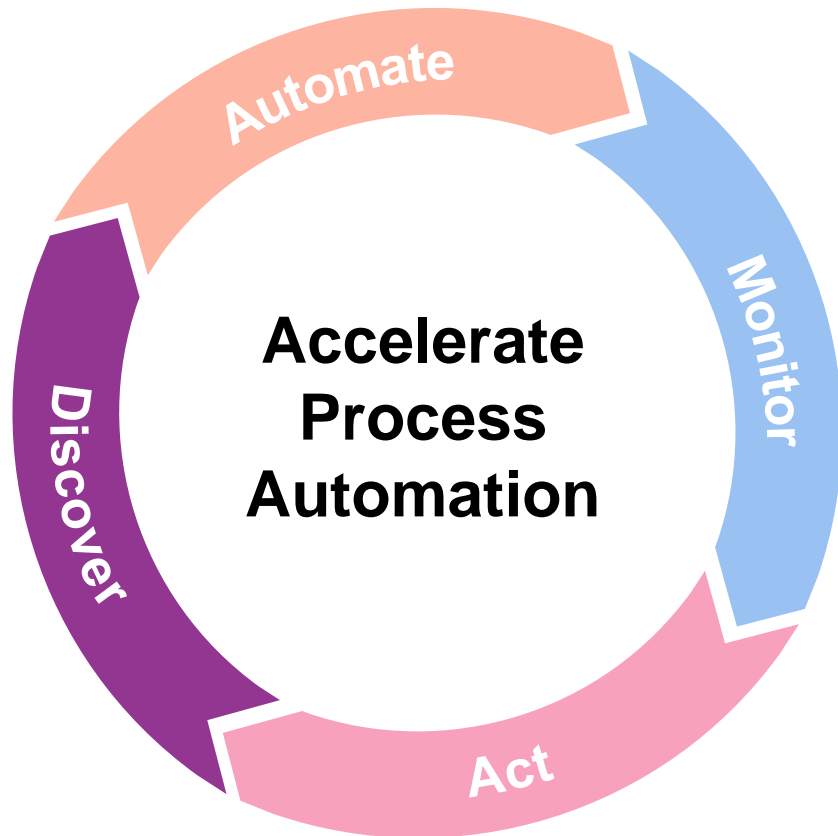


### Then, **monitor and act**

Monitor how automation performs in the context of end-to-end-processes.

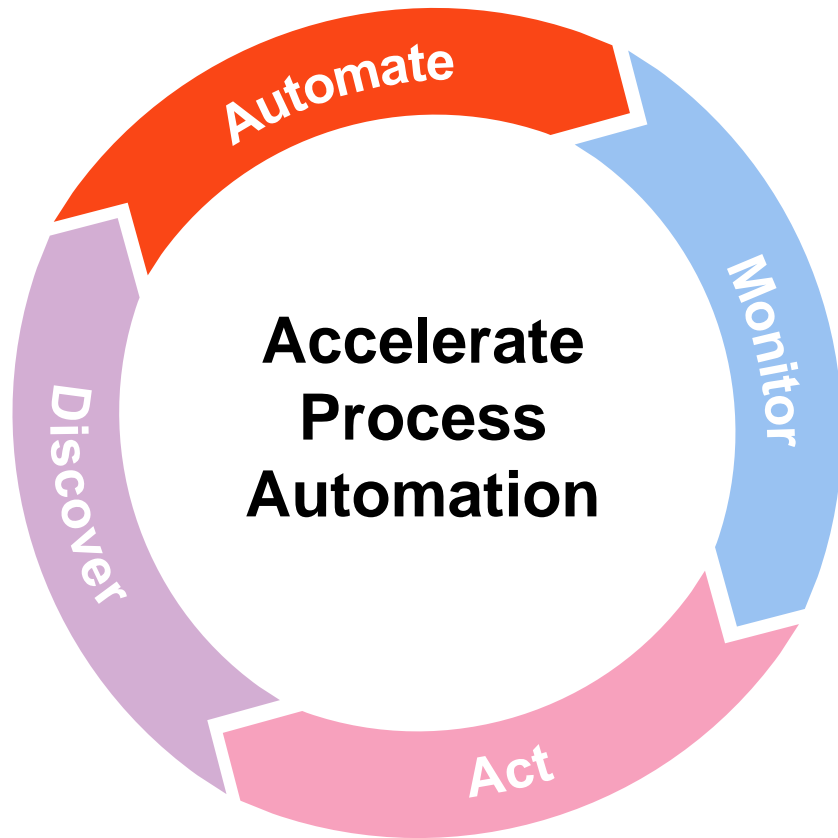
Make automation and optimization continuous, taking corrective action to stay on track.

# Continuously Discover, Automate, Monitor and Act



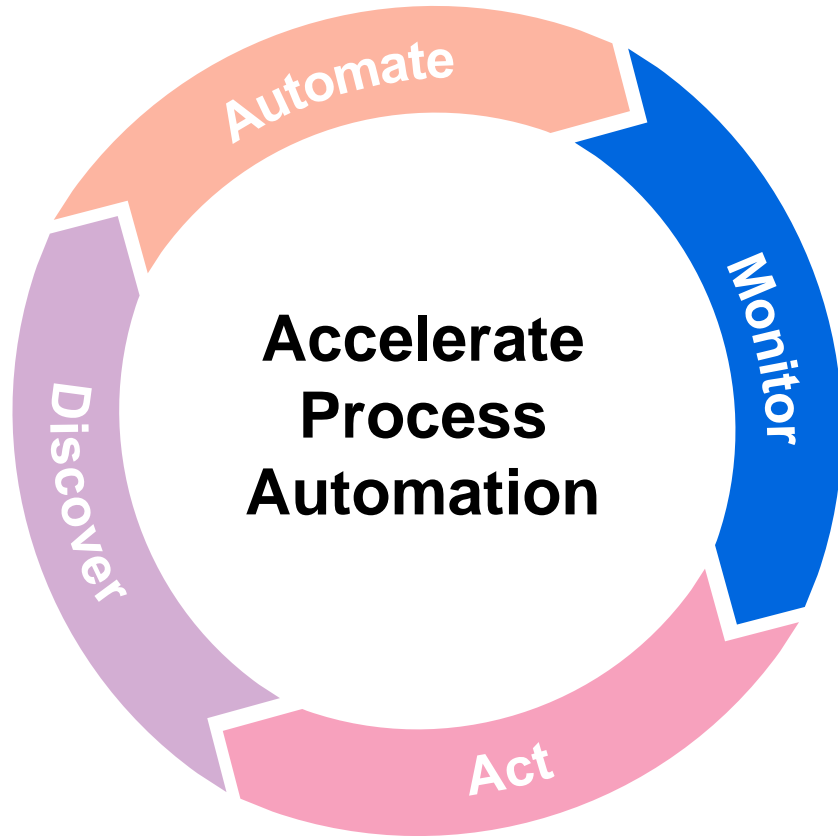
- Capture digital footprints left behind in your systems and applications like SAP, Salesforce and Oracle
- Transform raw event data into intuitive process graphs and dashboards using a powerful data transformation layer (ETL)
- Chronicle your entire process from start to finish, and all the different ways it was performed
- Discover process bottlenecks, rework and variations that are ripe for automation

# Continuously Discover, Automate, Monitor and Act



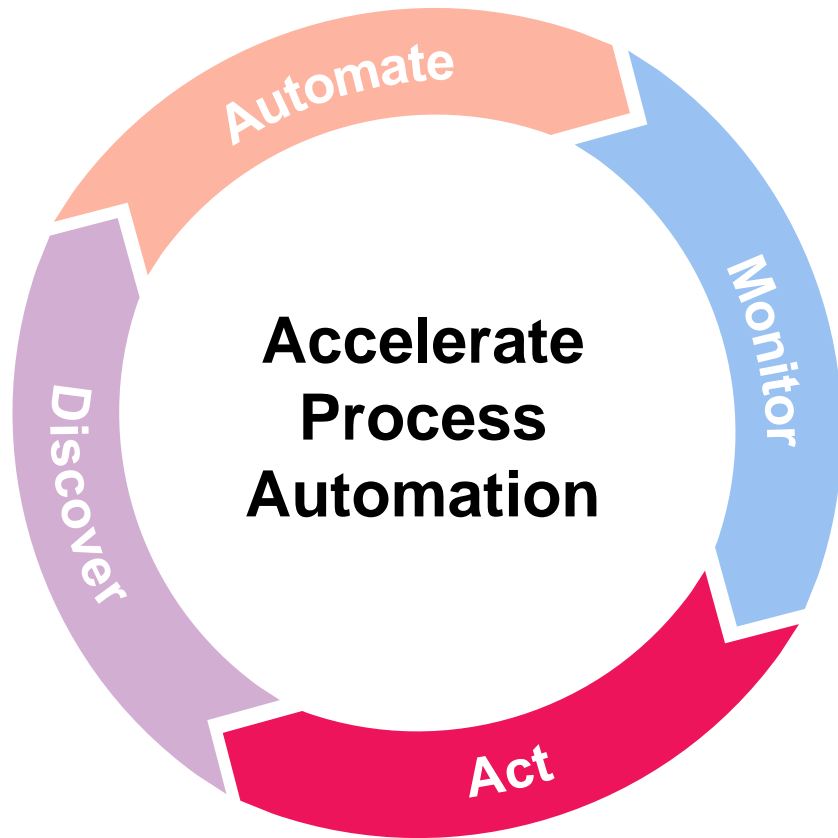
- Zero in on what should be automated first, how to do it, and what the return of your efforts will be
- Plan a strategic combination of process automation, standardization and optimization initiatives
- Deploy best in class UiPath automation capabilities to progress quickly with process optimization

# Continuously Discover, Automate, Monitor and Act



- Check processes after automation to ensure you're getting the performance lift you expected
- Add valuable context to automation and understand the impact it has on the end-to-end process
- Apply custom business logic to process outcomes, ensuring alignment with business goals

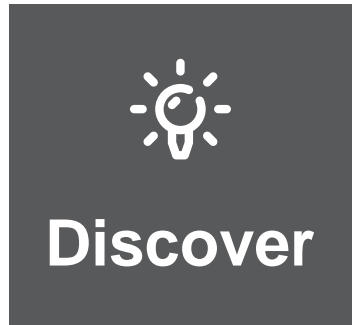
# Continuously Discover, Automate, Monitor and **Act**



- Take swift and intelligent action on process mining derived insights
- Assign robots to automatically handle tasks in Orchestrator
- Be alerted to any unwanted process deviations in near real-time with Action Center
- Maintain a view of your automated processes and stay agile in the face of constantly changing external factors.



# The UiPath Platform: Process Mining



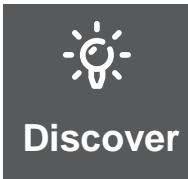
Scientifically discover automation opportunities, powered by AI and your people

## What is new?

- **2020.6**
  - Actionable insights (Orchestrator integration)
  - Native SAP extraction
  - Performance improvements (Collapsible charts, Faster filters)
  - Other minor improvements
- **2020.10**
  - New charts
  - Scalability & performance

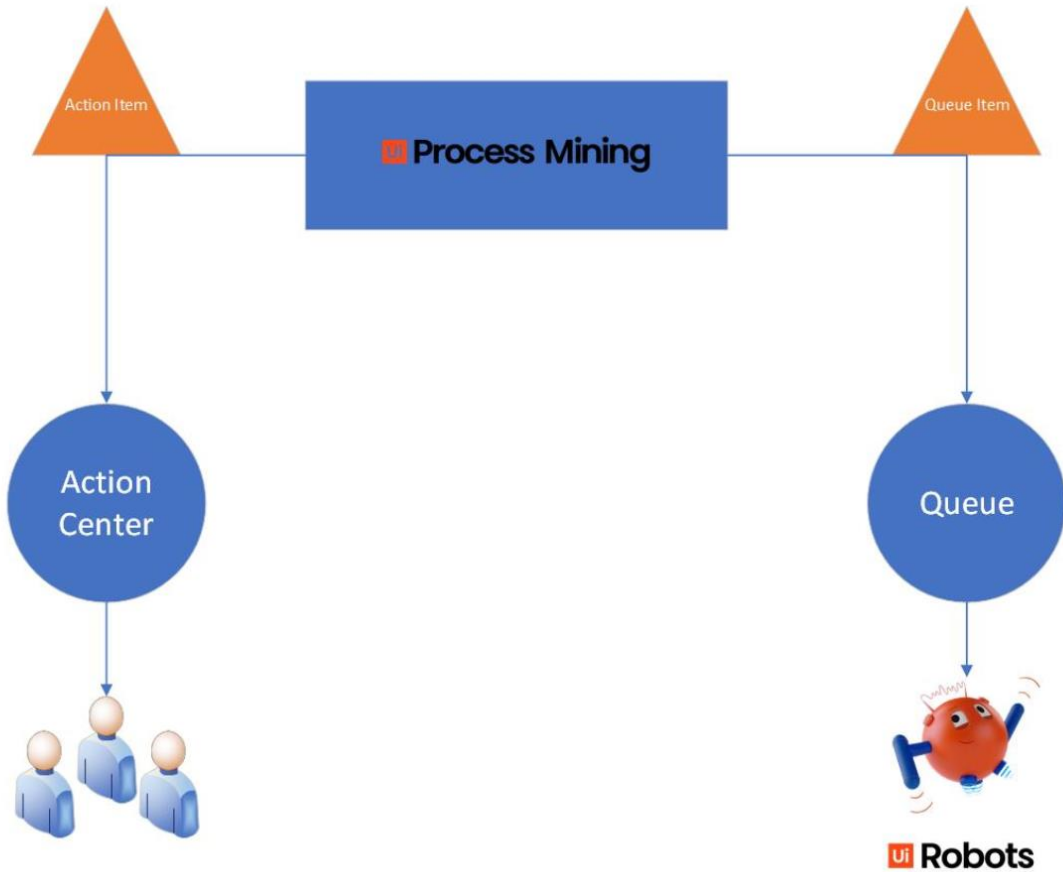
Connectors will be released independently on a **monthly** cadence

**SAP O2C connector 1.0** - Expected later in 2020

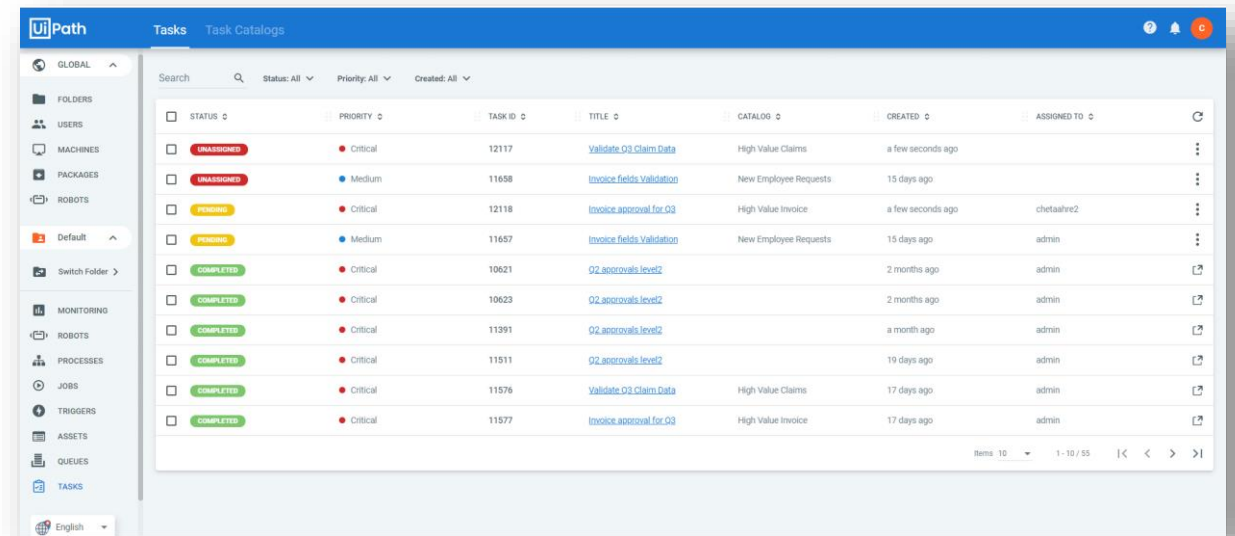


# What is new?

## Process mining + RPA integration



Tag	Tags	Difference
SLA violation	130	-373
Multiple final checks needed	113	-870
Payment info not clear	45	-8
Contract conditions not checked properly	23	-170
Creditor does not exist	4	0
Payment by non authorized user	3	-100
Total	318	-1,521





Discover

# What is new?

## *Native SAP extraction*

- Connect and extract your data directly from SAP
  - SAP R3
  - SAP ERP
  - SAP ECC 5.0
  - SAP ECC 6.0
  - S/4HANA
  - ...

### Examples

```
1 // Connection string:
2 'Driver={SAP};Host=10.10.10.10;SystemNumber=00;Username=MyUser;pass=secretPassword;client=100
   ;Language=EN'
3
4 // Query:
5 'table=' + urlencode("EKPO") // Will retrieve all fields of all records of table EKPO
6 'table=' + urlencode("EKPO") + '&fields=' + urlencode(listtojson(["MANDT", "EBELN"])) // Will
   retrieve the MANDT and EBELN field for all records for table EKPO
```

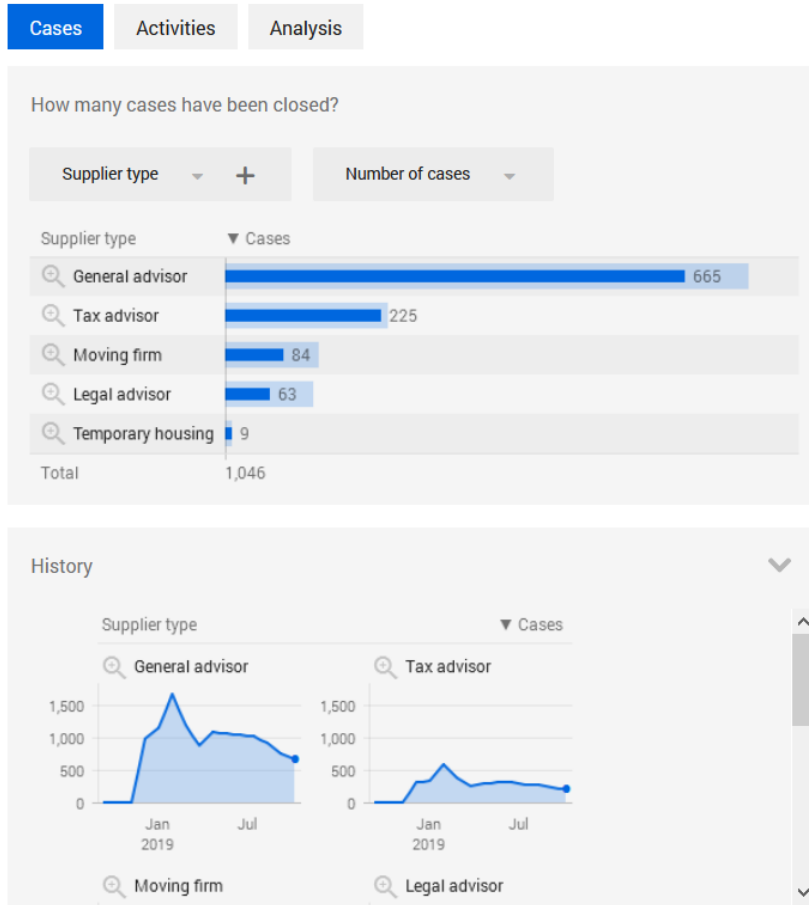


# What is new?

Performance improvements – Collapsible charts, Faster filtering

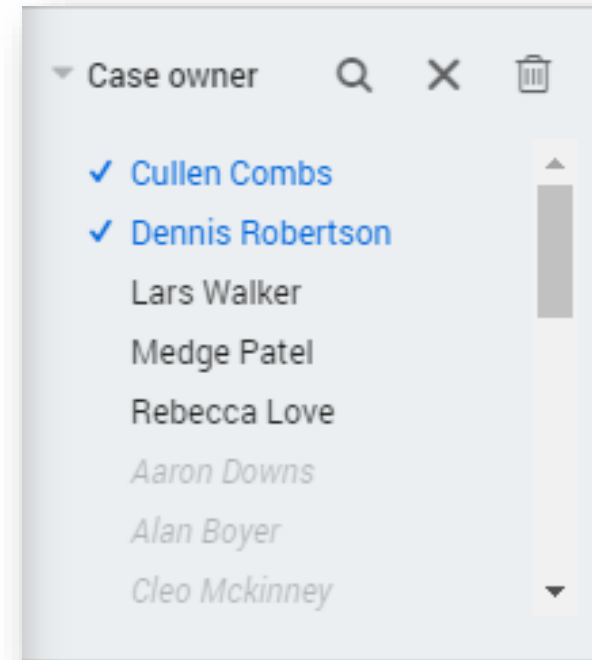


## Collapsible charts



## Faster filtering

Improved filtering resulting to up to 4x times faster results





# What is new?

*Minor improvements*

## Command line activation

The following new command-line functions are now available in the **DataServer** folder of the **UiPath Process Mining** installation:

- `ImportRelease` - *to import releases either from a local file or a Git repository*
- `ActivateRelease` - *to activate the release*

## Auto cleaning for development caches

Developer caches older than 30 days are now automatically deleted to preserve disk space

### Description `AutocleanWorkspaceCachesDays`

Number of days after which cache files for developer workspaces are automatically deleted.

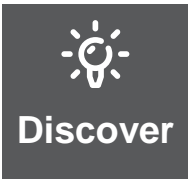
- Only cache files used for performance optimization are deleted, cached query result files are never deleted.
- Setting this option to 0 will disable automatically deleting old cache files.
- The check for old cache files is done approximately once a day, so you may need to wait up to 24 hours before seeing the effect of enabling this setting.

### Default value

30

### Examples

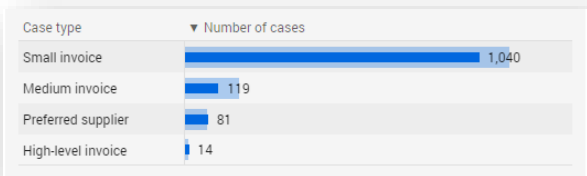
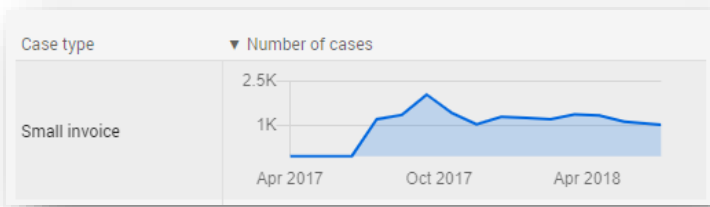
```
1 | "AutocleanWorkspaceCachesDays": "30"
```



# What is new?

## New charts

- 5 - 12x faster
- New charts for Bar chart, History chart and Distribution chart
- Faster by caching
- Smoother front-end experience



## Scalability & Performance

New charts are easier to create

- Context metrics
- Drill downs





Demo

3



In  
Preview

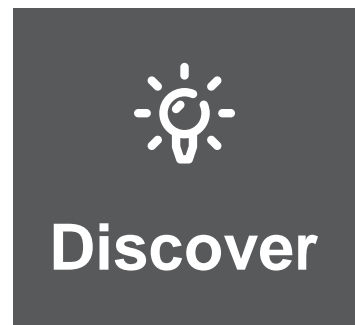
# Task Mining

4





# The UiPath Platform: Discover



Scientifically discover automation opportunities, powered by AI

## Ui Task Mining <sup>Preview</sup>

**Build a high-ROI automation pipeline with AI-powered task analysis**

UiPath Task Mining **utilizes AI** to automatically capture and analyze the day-to-day tasks performed by your employees, construct the scientific process maps and **suggest automation ideas** with the highest ROI potential.



### Benefits

Using advanced machine learning, **Task Mining** teases out frequent task patterns to build high-value automation pipeline



Low touch, high scale



Science-based

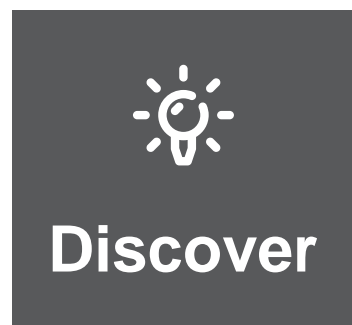


Transparent and secure



End-to-end automation

# The UiPath Platform: Discover



Scientifically discover automation opportunities, powered by AI

## Roadmap Task Mining



- **Cloud General Availability**
- Automatic data capture on desktop without user intervention
- Centralized recorder installation experience
- Application whitelisting
- Data encryption at rest and in transit
- Centralized management portal and role based access
- Frequent path as well as variance visualization
- Process view filtering options and curation experience
- Show time spent on steps and across applications
- Screenshot Slideshow of the process
- Export to Word PDD and UiPath XAML File

- **On-Premise Availability**
- PII data masking
- Non-english language support (Japanese)
- More exporting options to BPMN and Task Capture
- Integrations with major BI tools
- Additional features...



## Additional Resources

5

# Useful Resources



More detailed update courses will follow shortly..



**Q&A time**

6