#UiPathTogether

AUTOMATION FIRST

WASHINGTON, D.C.

“This is really about you—our customers and our partners—and the journey that you’ve taken us on as a company.

- Jonathan Padgett, UiPath Vice President of Public Sector Sales

FROM A YEAR AGO TIL TODAY…

UiPath AUTOMATION ACROSS THE GOVERNMENT

Federal Employees	Agencies	ATOs	Global Presence
3	2	1	>500
50	**40**	**20**	**+3000**

Organizations in Automation First Era

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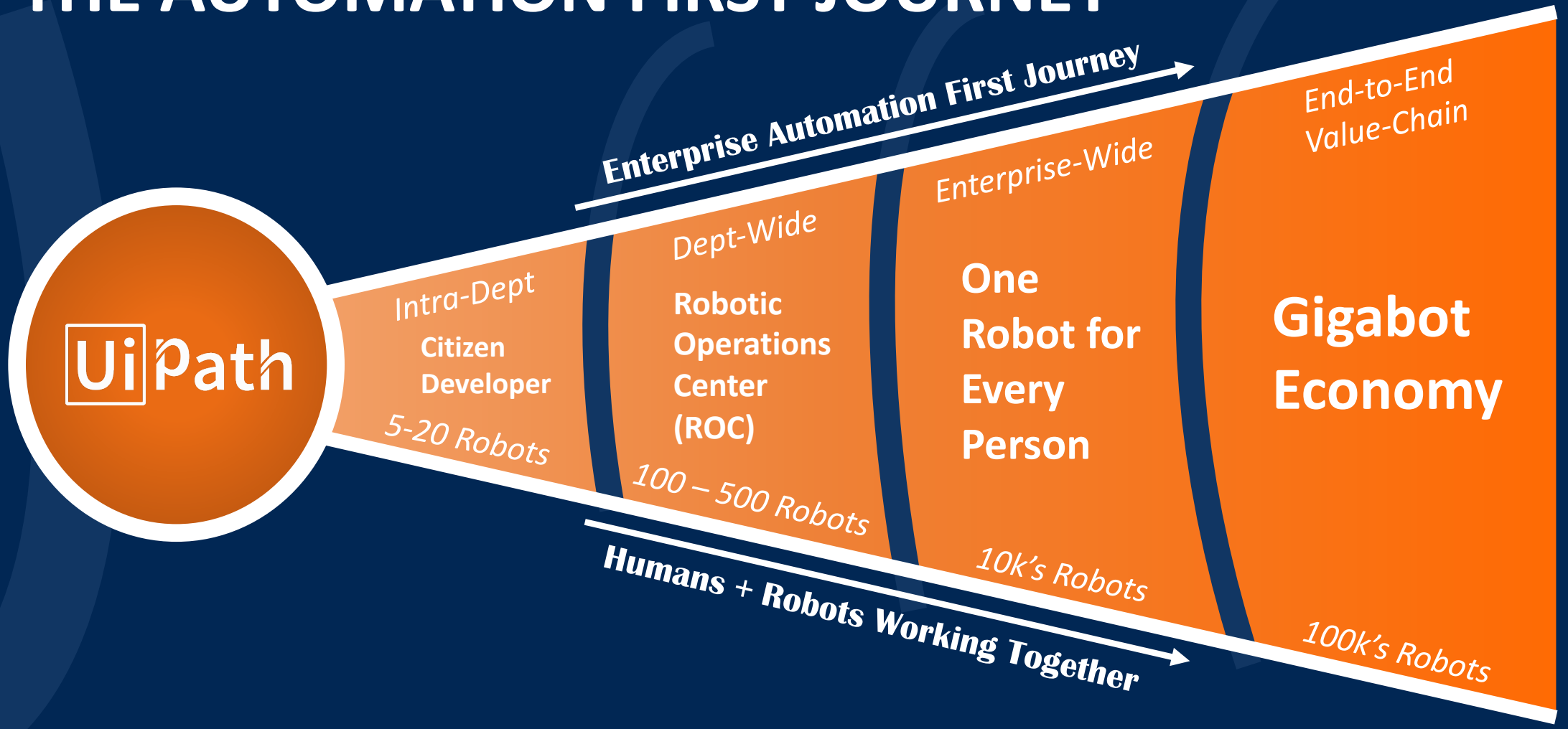
THE AUTOMATION FIRST JOURNEY



CONVENTIONAL THINKING

Traditional tech lifecycle

API-to-API for everything

Business Process Reengineering

Business Process Outsourcing

Business User Drive Requirements

ROI 18-36 months

AUTOMATION FIRST MINDSET

Business-led enthusiasm

UI is fast and accurate

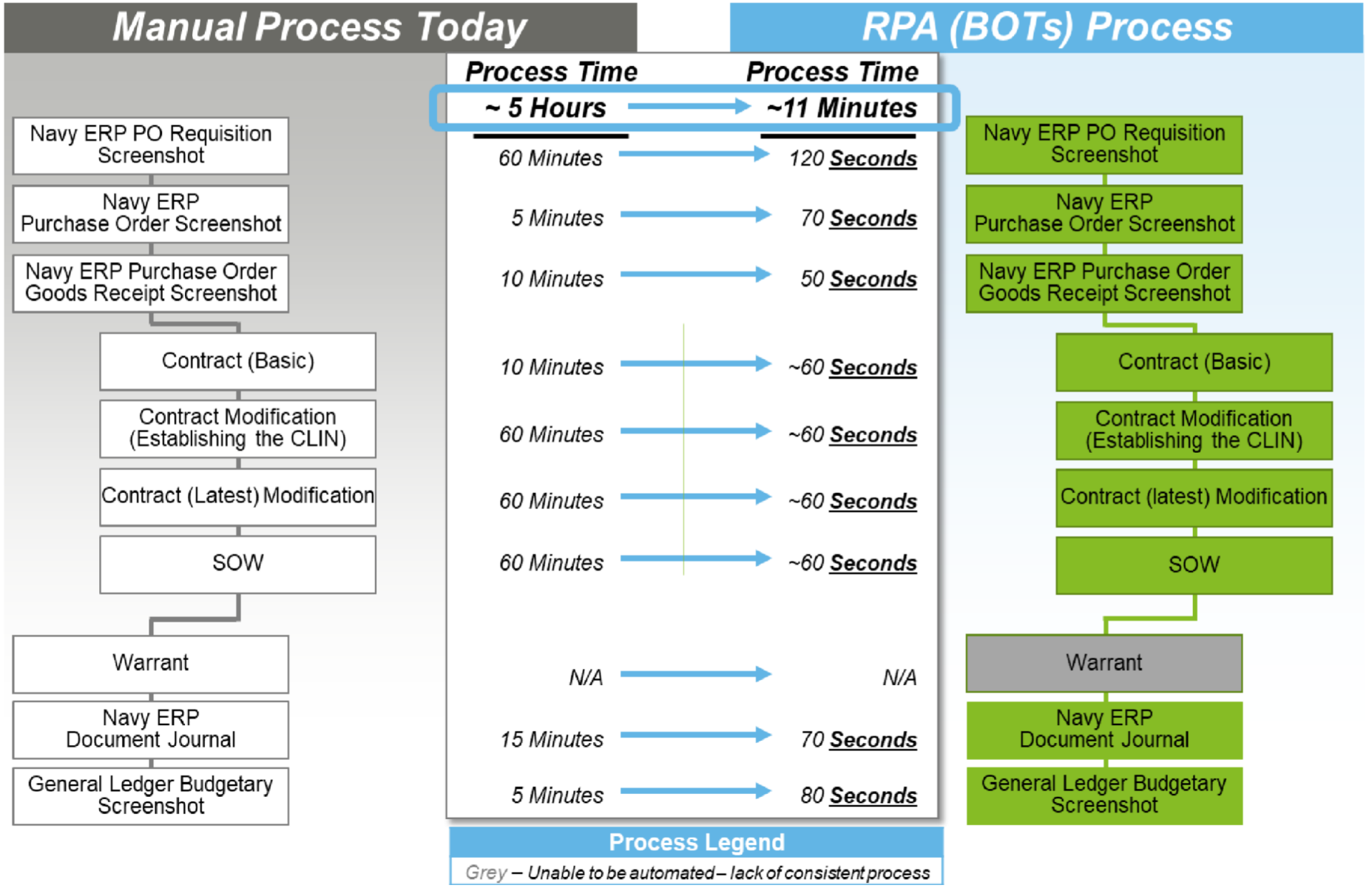
Business process optimization

Robot economics

SMEs are the new developers

ROI 6-12 months

NAVAIR – ROI / Individual Process Saving



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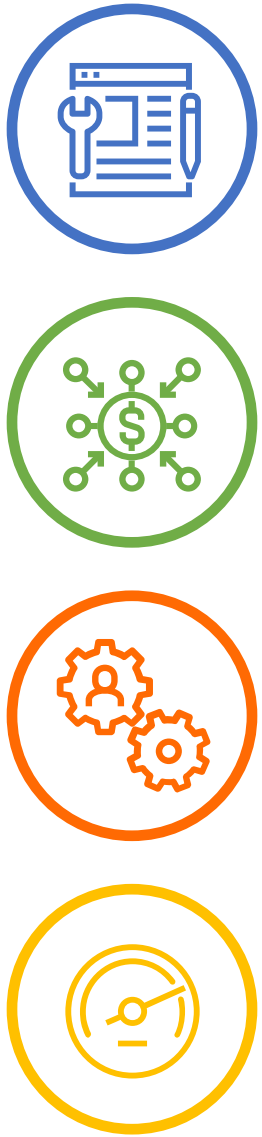
NAVAIR – Freeing up staff for higher value activities

Document Management System

Financial Improvement & Audit Readiness

Civilian Billet

EDW to QlikSense



~38,000 Estimated Hours Reallocated Annually

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Federal Memorandum 18.23

High Labor to High Value

Reduce Mundane Tasks

Remove Repetitive Actions

How can RPA help you?

RAPID ROI

ENHANCED PROCESSES

BETTER CUSTOMER EXPERIENCE

ELIMINATE REPEAT WORK

IMPROVED SERVICE DELIVERY

ENHANCED ABILITY TO MANAGE

COST REDUCTION

INSIGHTS AND ANALYTICS

NON-INVASIVE TECHNOLOGY

INCREASED COMPLIANCE

SCALABILITY AND FLEXIBILITY

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Beyond the Technology

UiPath Community Edition

The first free and fully extensible RPA tool that works for you

UiPath Community Forum

The world's biggest RPA Community

UiPath Academy

The first open online training platform for RPA users (more than 200,000 students)

UiPath GO!

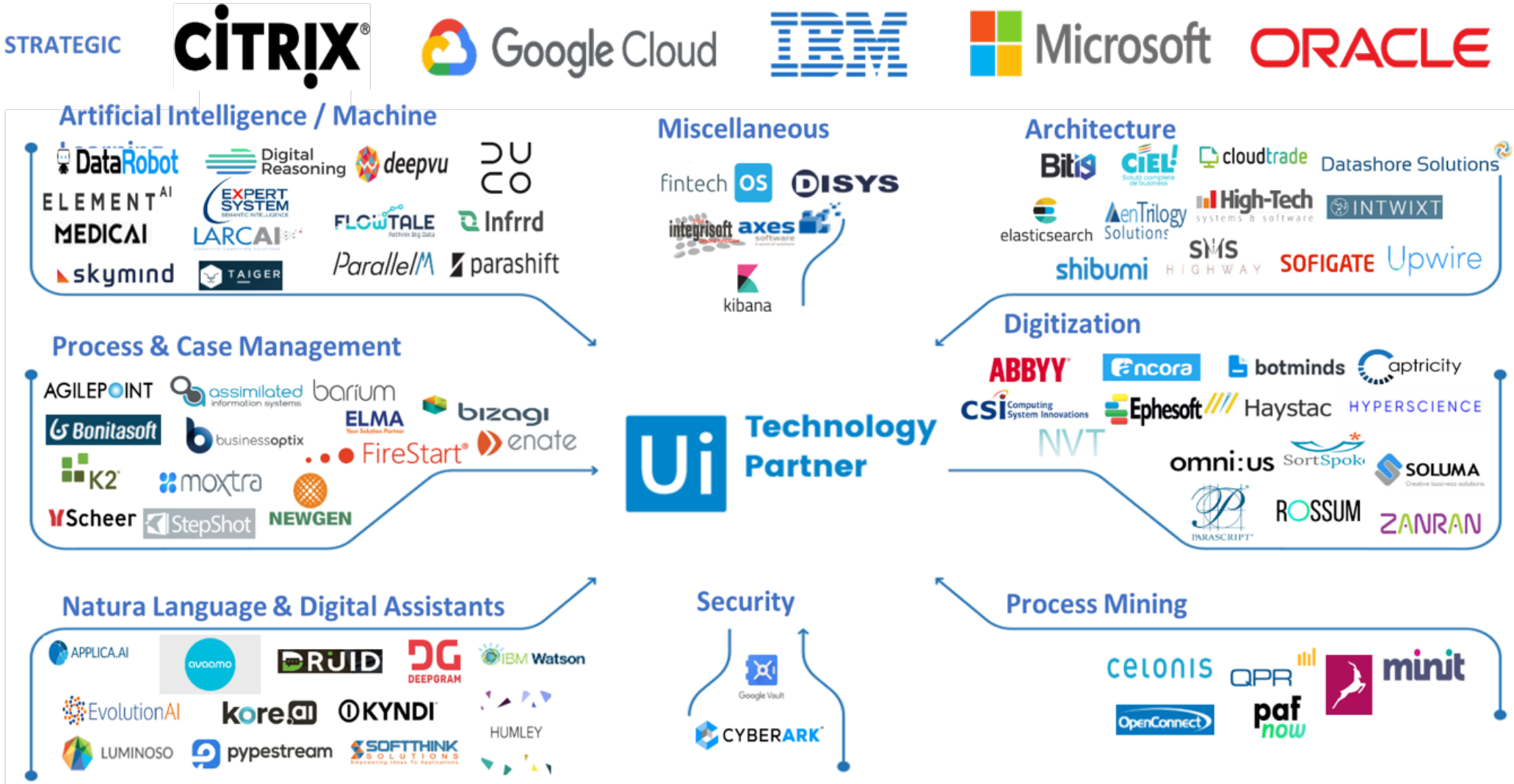
The Open, Free and Transparent Marketplace for Automation and AI

UiPath Academic Alliance

An inclusive community ranging from young students to experienced professionals

CUSTOMER SUCCESS MANAGER

Open to a growing ecosystem of best-of-breed capabilities



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