

The main title "UiPath Together" is centered in the upper half of the image. "UiPath" is in a light blue, sans-serif font, and "Together" is in a white, sans-serif font. To the left of "UiPath" is the UiPath logo icon, which is a stylized orange and white grid pattern.

— S O U T H E R N E U R O P E —

A U T O M A T I O N F I R S T

FRANCK LOPEZ | Vice President Southern Europe



Buenos días

Bon dia

Bom dia

Buongiorno

Good

Morning

Καλημερα

Bongu





400+ Registrations

250+ Attendees

5 Customer
Success Stories

ACCELERATE EVERYTHING



8th November 2018

VARGHA MOAYED , Chief Strategy Officer, UiPath	ACCELERATE EVERYTHING BY THINKING AUTOMATION FIRST
JAVIER CASTELLANOS , Head of RPA, Orange Spain	ORANGE SPAIN: RPA IMPLEMENTATION AT SCALE AND BEST PRACTICES
DICK DIJKSTRA , Technology Partner Lead, Google Cloud	INTELLIGENT AUTOMATION AND THE FUTURE OF AI
SERGIO MANUEL , Deloitte EDUARDO DE LA CRUZ , Deloitte	IATA: THE JOURNEY TOWARDS PROCESS AUTOMATION
LUNCH	
NUNO CHUNG , Member of the Board, EDP JACINTA CARVALHO , Head of RPA, EDP	EDP: ROBOTICS CENTRE OF EXCELLENCE IN UTILITIES
OSCAR DA PENA , Director Corporativo de Organización y Desarrollo de Negocio, Ilunion ARMANDO MARTINEZ , Partner, PwC	ILUNION: THE IMPORTANCE OF A GOOD GOVERNANCE
ANDREW RAYNER , VP Customer Success EMEA, UiPath	UiPath's PRODUCT ROADMAP
ENRIQUE DIAZ , Pre-Sales, UiPath	Demo of UiPathGo!
COCKTAIL RECEPTION	

In 1 year...

1

100+ Customers in
Southern Europe across
6 geographies

2

6 offices opened in
Spain, Portugal
Italy, Greece

3

Financial Recognition:

- \$400m invested
- \$3.3bn valuation
- #1 RPA in Forbes

4

Industry Recognition:
Validation from Analysts

5

Launch of:

- Go!
- Academy Live
- Immersion Labs

6

Fastest growing Enterprise
Software company in history

100+ CUSTOMERS IN SOUTHERN EUROPE



Banking, Financial
Services and Insurance



Telecom, Media and
Entertainment



CPG and Retail



Industrial and
High-Tech



Energy and Utilities



Insurance



Health care
and Services



UiPathTogether

SOUTHERN EUROPE

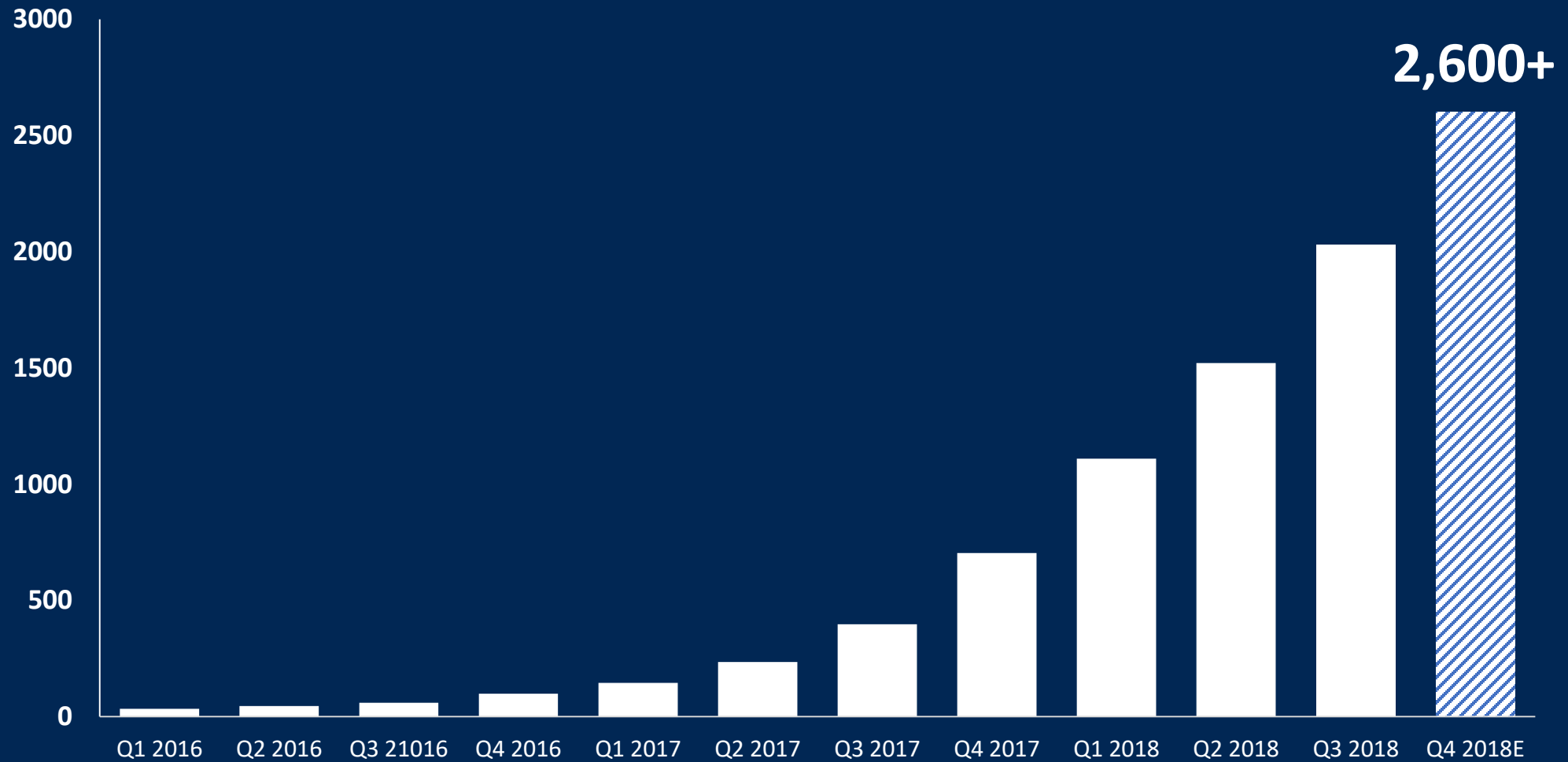
AUTOMATION FIRST

Austria
Belgium
Czech Republic
Denmark
Finland
France
Germany
Greece
Ireland
Italy
Netherlands
Norway

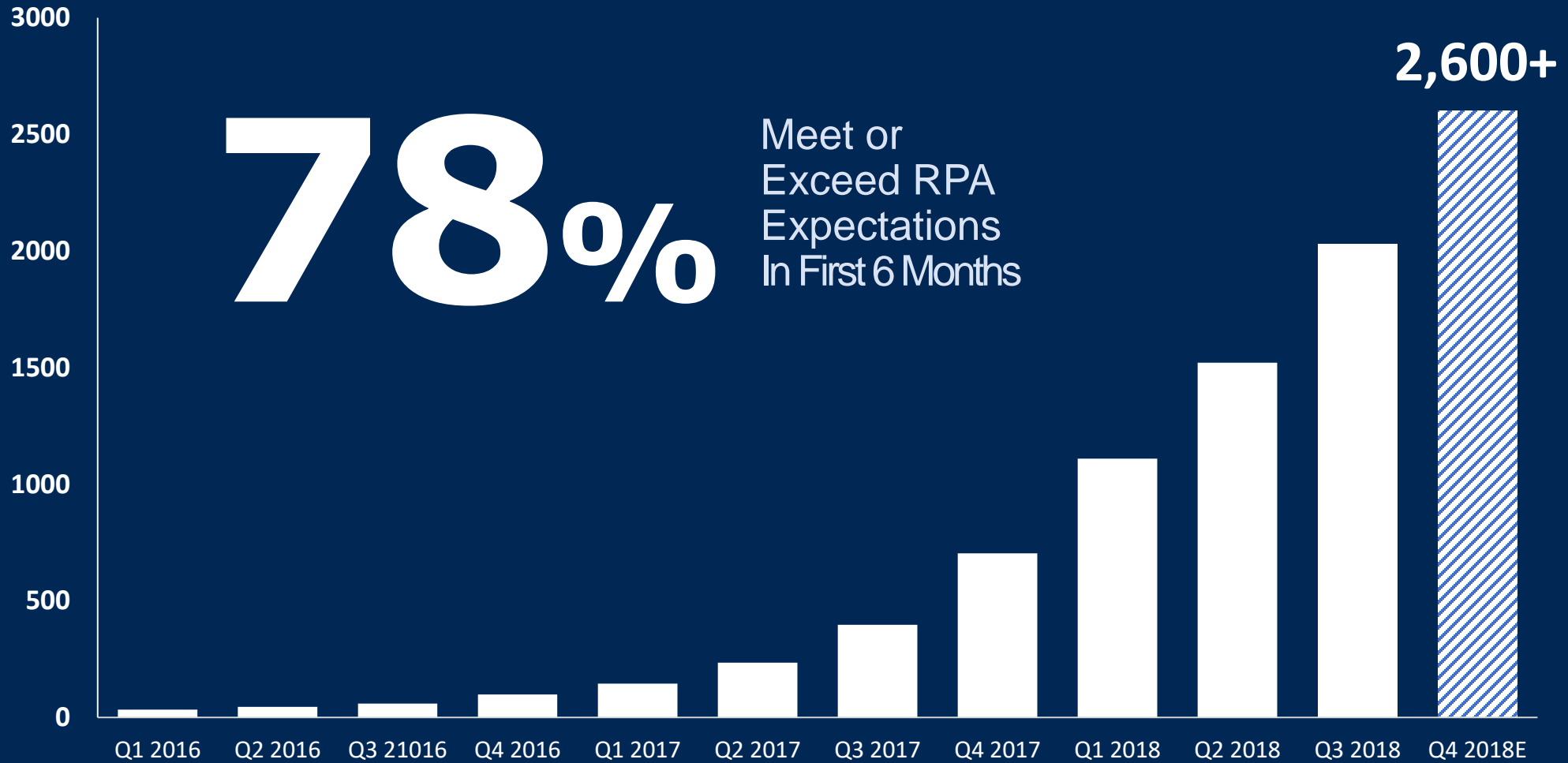
Poland
Portugal
Romania
Russia
Saudi Arabia
South Africa
Spain
Sweden
Switzerland
Turkey
UAE
United Kingdom



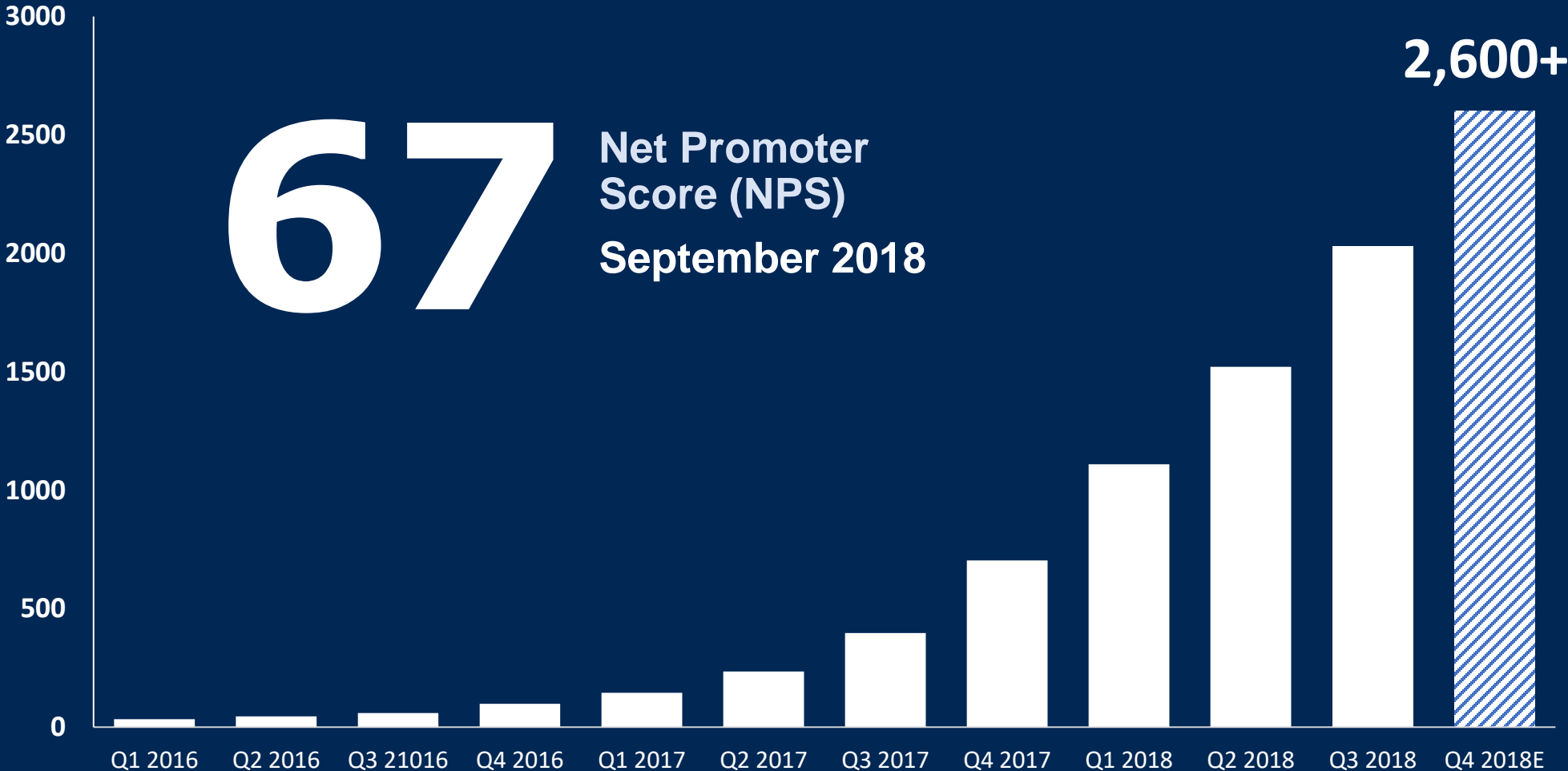
UiPath ENTERPRISE CUSTOMER GROWTH



SUCCESS ALWAYS TAKES THE BETTER PATH



SUCCESS ALWAYS TAKES THE BETTER PATH





Will Tyler • 1st

Sr Developer RPA (UiPath) at Change Healthcare

2w



Launched my latest UiPath bot. Estimated saving is \$1.1 million a year and it's scalable so as more clients are added the savings goes up. Can't say enough how much I love UiPath!

126 Likes · 9 Comments



Like



Comment



Share

Top Comments ▼

Likes



iGracias!

Gràcies

Obrigado

THANK YOU!

Grazie

 **UiPathTogether**

— SOUTHERN EUROPE —

AUTOMATION FIRST

Grazzi

Εφχαριστο



The "UiPathTogether" logo is centered in the middle of the image. It features the UiPath logo icon (a stylized orange and white symbol) followed by the word "UiPathTogether" in a white, sans-serif font.

— SOUTHERN EUROPE —

AUTOMATION FIRST

The "UiPath Together" logo. It features the UiPath icon (a stylized 'U' made of four orange and white squares) followed by the word "UiPath" in a large, white, sans-serif font, and the word "Together" in a slightly smaller, white, sans-serif font. The background is a dark blue gradient with a cityscape at night.

— S O U T H E R N E U R O P E —

A U T O M A T I O N F I R S T

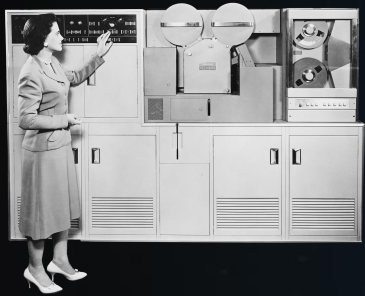
VARGHA MOAYED | Chief Strategy Officer,
UiPath

SINCE THE DAWN OF THE **COMPUTING AGE**,
TECHNOLOGY HAS CHANGED THE WAY PEOPLE WORK



THE SIX ERAS OF ENTERPRISE TECHNOLOGY

MAINFRAME



PC



GUI



INTERNET



MOBILE



CLOUD



WHEN THESE NEW TECHNOLOGIES EMERGED, ENTERPRISES WENT ALL IN

THE CONVERGENCE OF TRENDS

MAKING AUTOMATION POSSIBLE

**COMPUTER
VISION**



**SUMMER
OF AI**



**BUSINESS
PROCESS
OPTIMIZATION**



2018

RPA USHERS US INTO THE AUTOMATION FIRST ERA

2018 is the year that enterprises
went all-in on automation

450 TO OVER
2000
CUSTOMERS

5X
YOY
REVENUE

COMMUNITY
MEMBERS
INCREASED
FROM **40K** TO
250K

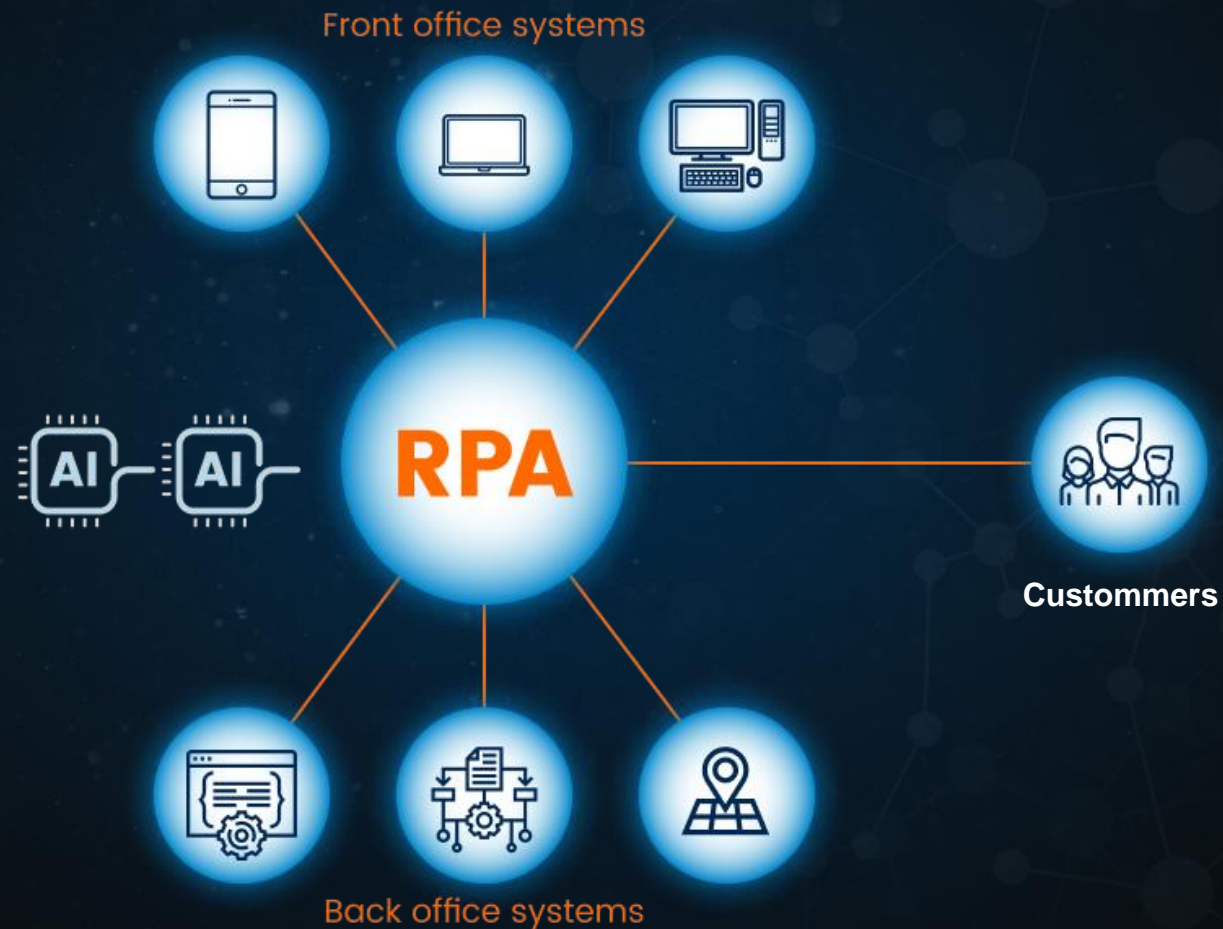
EMPLOYEES
INCREASED
FROM **270** TO
1400

IN 2018 COMPANIES
ENGAGED IN AN RPA PROJECT
JUMPED
FROM **49%**
TO **68%***

**Deloitte Survey*

RPA IS A STRATEGIC TOOL AND THE FOUNDATION OF **INTELLIGENT AUTOMATION**

RPA efficiently connects functions and systems, enables AI where it matters and is intimately woven into human processes which ever they maybe



BENEFITS OF AUTOMATION FIRST



BENEFITS OF AUTOMATION FIRST

1

PRODUCTIVITY **IMPROVES**

Mckinsey: A Future That Works: Automation, Employment, And Productivity

GLOBAL
PRODUCTIVITY
IMPROVES

75%



BENEFITS OF AUTOMATION FIRST

1

JOB SATISFACTION **INCREASES**

Deloitte: Automation is here to stay

MUNDANE WORK BECOMES AUTOMATED

50%+

BENEFITS OF AUTOMATION FIRST

1

THE HUMAN WORKFORCE **GROWS**

World Economic Forum, Future of Jobs Report



AUTOMATION CREATES

60 MILLION

NET NEW JOBS

BENEFITS OF AUTOMATION FIRST

1



CAPACITY EXPANDS

Mckinsey: A Future That Works: Automation, Employment, And Productivity

ROBOTS ADD THE EQUIVALENT OF

2.3B



FULL-TIME WORKERS

OUR GOAL: **YOUR SUCCESS**

Our Mission:

**Accelerating the adoption of RPA
& the speed with which customers
realize the full value of automation**

WE WILL ACHIEVE **OUR MISSION** BY:

Accelerating the transfer
of knowledge

Extending the
product capabilities

Building technological alliances

Expanding the eco-system of
implementation partners

OPEN & FREE COLLABORATION

over

250K

UNIQUE FREE
DOWNLOADS

114K TRAINED
DEVELOPERS

ACROSS

139 COUNTRIES

40K+

ACTIVE FORUM
MEMBERS

200K

ACADEMY
MEMBERS

WHAT'S NEW IN ACADEMY

FREE OF CHARGE

Certification
exams for
everyone by
end of 2018

2 NEW COURSES

Security
Licensing

3 NEW LANGUAGES

Spanish
Russian
French

THE UiPath **ACADEMIC ALLIANCE**



**HIGHER
EDUCATION
PROGRAM**



**AUTOMATION
EDUCATIONS
PROGRAM**



**AUTOMATION
SKILLS
PROGRAM**



**REFLECTION
DIVERSITY &
INCLUSION
INITIATIVE**



**YOUTH IN
AUTOMATION
PROGRAM**

Goal

1 Million+ students in 3 years

ROBOTS CAPABILITIES ARE **INCREASING**

Better Emulating Humans

&

Augmenting Humans



**Rules-Based
Action**



**Cognitive
Decision**



**Visual
Understanding**



**Document
Understanding**



**Conversational
Understanding**



Self-Maintaining



**Predictive
Analytics/Decisions**



**Process Monitoring
and Discovery**

ECOSYSTEM OF COMPLEMENTARY TECHNOLOGY INNOVATORS

Google

IBM

Microsoft

ORACLE

ABBYY®

AGILEPOINT

APPLICA.AI

axes
software
A world of solutions

DataRobot

Bitdefender®

bizagi

Bonitasoft

businessoptix

captricity

celonis

CITRIX®

CSI Computing
System Innovations

CYBERARK®

deepvu

DEEPGRAM

DRUID

enate

elasticsearch

Ephesoft

EXPERT
SYSTEM
SEMANTIC INTELLIGENCE

EvolutionAI

Haystac

HUMLEY

Infrrd

K2®

kore.ai

LARCAI
COGNITIVE COMPUTING SOLUTIONS

minit

NEWGEN

omni:us

SMS
HIGHWAY

paf
now

ROSSUM

Scheer | PAS

shibumi

skymind

SOFIGATE

SOLUMA
Creative business solutions

ZANRAN

Upwire

LAUNCHING AN RPA MARKETPLACE: UiPathGO!

Plug and Play

Machine Learning Models

Reusable Components (Custom Activities, End to End Automations, Application and Database Connectors, and Complete Automations)

Dashboards

Best Practices and Product Documentation

Robot Pack (Fun Automations)

The screenshot shows a marketplace listing for a custom activity named "Voice enabled RPA - AI". At the top right, there is a "Producer Details" box featuring a profile picture of Alex Vasile, Integrations Lead at UiPath. The main listing area includes a title "Voice enabled RPA - AI" with a green checkmark icon, an overview section describing it as a Google TextToSpeech and SpeechToText activity, an activities list (Google Speech To Text, Google Text To Speech), and a properties list (ServiceAccountFile, Confidence, Language, LanguageCode, Gender). A large blue "Ui" logo is prominently displayed. On the right side of the listing, there is a star rating, a "Download" button, a "Bookmark for later" link, and metadata including creation and update dates, download count, version, and tags.

The screenshot shows a promotional banner for "Robot Pack". On the left, a blue box contains the text "Robot Pack" and "Ten fun, useful robots you can download, build, and customize!" with a "Learn more" button. On the right, a blue background features several icons representing different automation tasks: "SELECT DELIVERY" (with a gear icon), "REGISTER FOR CLASS" (with a gear icon), and "REPLY: RESCHEDULE" (with a gear icon). Each task is accompanied by a small screenshot of a web application interface.

OUR BUSINESS PARTNER ECOSYSTEM

ACROSS **35** COUNTRIES

500+

Worldwide
Partnerships

250+

Signed EMEA
Partners

~180

Resellers

~100

Consulting and
Managed Services



ACCELERATING OUR PARTNER ECOSYSTEM

\$20M
OF INVESTMENT

ACROSS TWO FUNDS
TARGETED TO UIPATH
PARTNERS GLOBALLY

UiPath Venture Innovation Fund

UiPath Partner Acceleration Fund

The logo features a stylized orange icon of three vertical bars of varying heights on the left, followed by the text "UiPathTogether" in a white, sans-serif font. The background is a dark blue gradient with a faint network of white dots and lines.

UiPathTogether

— S O U T H E R N E U R O P E —

A U T O M A T I O N F I R S T

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— SOUTHERN EUROPE —

AUTOMATION FIRST

The UiPathTogether logo, featuring the UiPath icon (a stylized orange and white path) followed by the word "UiPathTogether" in a white sans-serif font.

— S O U T H E R N E U R O P E —

A U T O M A T I O N F I R S T

RPA Implementation at Scale and Best Practices at Orange Spain
Javier Castellanos | Head of Robot Factory





Robot Factory one year later...



2017

SEP

4

**Kick - Off
Robot Factory**



**Kick - Off
Robot Factory**



17 Robots



2017
SEP
4



**Kick - Off
Robot Factory**

2018
Q1



**Training
> 250 empl.**

2017
DIC

17 Robots





**Kick - Off
Robot Factory**



**Training
> 250 empl.**



17 Robots



robotfactory.orange.es

2017
SEP
4



Kick - Off
Robot Factory

2018
Q1



Training
> 250 empl.

2018
Q1

Initiatives in the
whole company

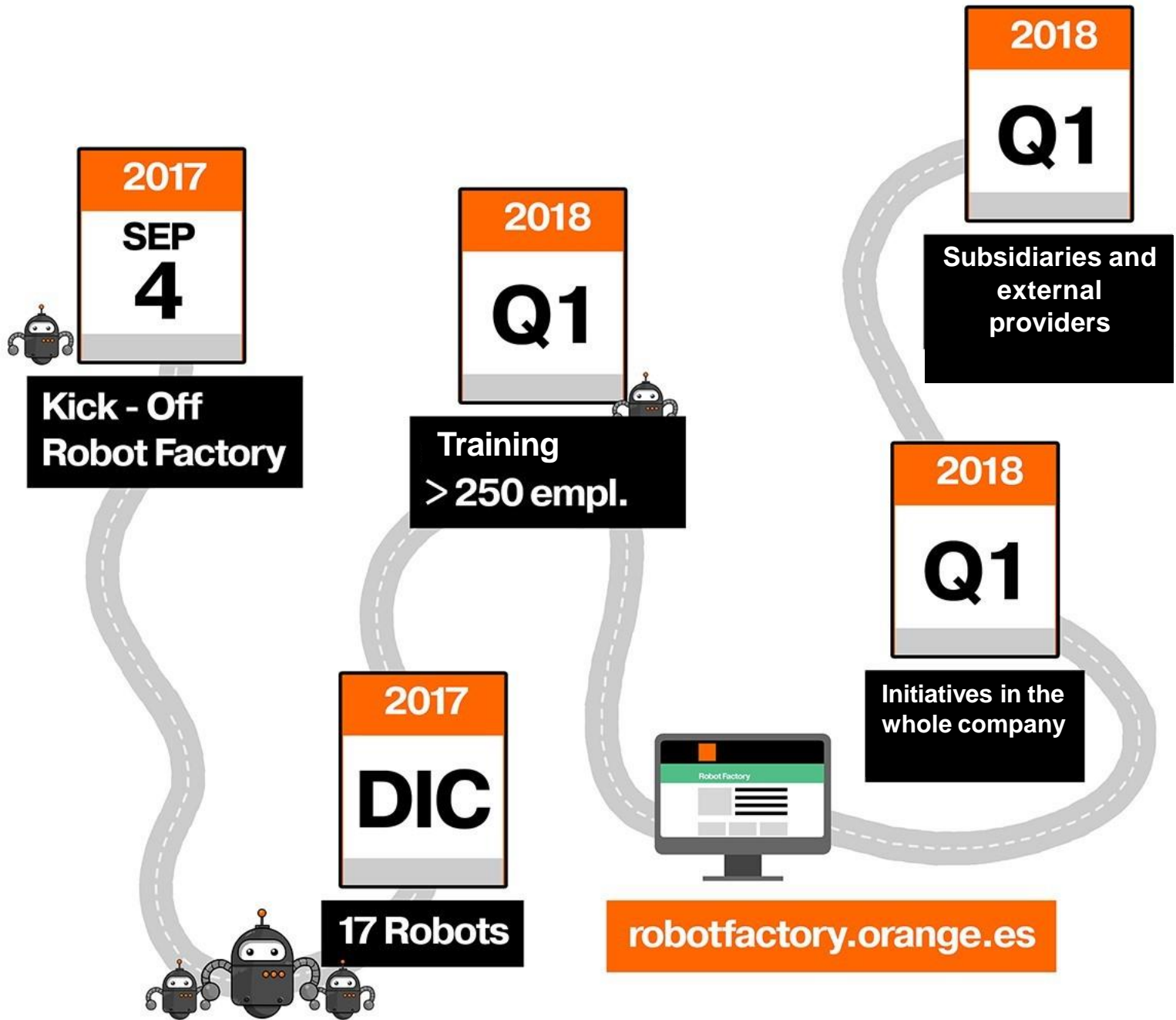
2017
DIC

17 Robots



robotfactory.orange.es







**Kick - Off
Robot Factory**



**Training
> 250 empl.**



17 Robots



**Subsidiaries and
external
providers**



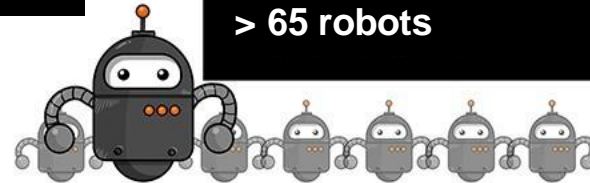
**Initiatives in the
whole company**



**> 3.5 M interactions
> 65 robots**



robotfactory.orange.es



2017
SEP
4



Kick - Off
Robot Factory

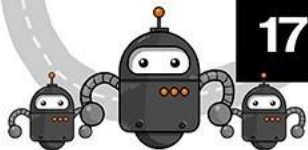
2018
Q1



Training
> 250 empl.

2017
DIC

17 Robots



robotfactory.orange.es

2018
Q1

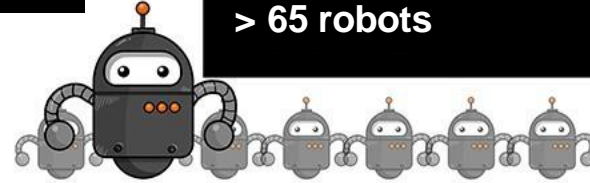
Initiatives in the
whole company

2018
Q1

Subsidiaries and
external
providers

2018
JUN

> 3.5 M interactions
> 65 robots



first robots
made by
employees

2018
Q3

Process improvement
Frontline
Robotization

2017
SEP
4

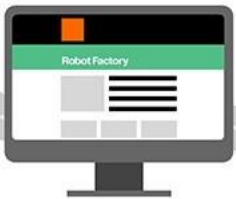
Kick - Off
Robot Factory

2018
Q1

Training
> 250 empl.

2017
DIC

17 Robots



robotfactory.orange.es

2018
Q1

Subsidiaries and
external
providers

2018
Q1

Initiatives in the
whole company

2018
JUN

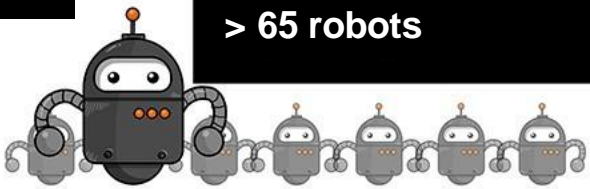
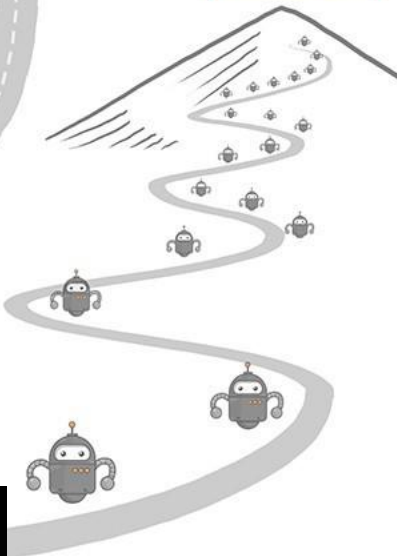
> 3.5 M interactions
> 65 robots

first robots
made by
employees

350 robots
(Q1)
2019

2018
Q3

Process improvement
Frontline
Robotization



RPA Operational Model: key drivers

Organization structure

Centralized

VS.

De-centralized

VS.

Hybrid

Defined Scope

Delimited

VS.

Wide

Chosen Delivery Model

Outsourced

VS.

Insourced

VS.

Co-sourced

RPA Deployment Maturity

Build

VS.

Run

VS.

Build + Run



1 Robot Factory

- Processes that save costs significantly.
- Core processes of the company.
- Processes with high execution volume.
- Processes that require a high level of traceability or securization.

2 Selfmanagement

- Small manual tasks of a person with impact on their daily work.
- Low volume of executions but large volume of robots.
- Transform the way we work and our capabilities.

3 Lanes

- Operational efficiencies for the area but without impact on Budget.
- Major projects that discourage the self-management model.
- The area pays the resources and RF provides methodology, HW, SW.

4 External Provider

- Prov develops with Uipath.
- The robots upload to Orange platform to keep them in the future.
- RF coordinates developments to avoid duplication.
- The area chooses how to reward the prov.

5 Subsidiaries

- Developments for the internal operations of the subsidiaries
- Development teams helps RF in certain developments.

Robot Factory: initial process information & saving forecast



Capture information

- **Internal (hours) or external process (hour cost)**
- **Volume (yearly/weekly/daily)**
- **Execution average time of manual process**
- **Other extra savings:**
 - Punctual
 - Recurrent
 - By event
- **% initial estimation: 50% (automated)**
- **Estimated date to have the robot**



How to measure savings

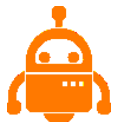
- **Saving forecast are calculated according to:**
 - ✓ Estimated deployment date for the robot.
 - ✓ Daily executions volume.
 - ✓ Cost by event (yearly cost/yearly volume)
 - ✓ % estimated of automation.
- **Real savings will be updated according the executions of deployed robots and the event saving.**



Different types of savings

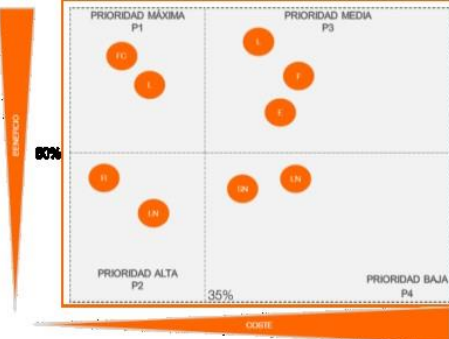
Depending on the nature of the process to automate we can have different types of savings:

- **Cost of a service.**
- **Internal FTE's.**
- **CAPEX Avoidance (Solution Option to DSI according the price of the DSI provider)**
- **Avoiding fines and penalizations.**
- **Negotiation to reduce prices of providers contracts due to robots.**
- **Revenue generation (Ej: new customers, client retention rate,...)**

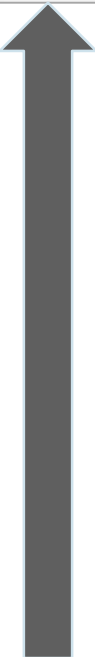


Prioritization

- It means to identify the process to be automated, evaluating a group of parameters and ranking them in their order of importance or urgency, according to the cost-benefits analysis.
- First of all it is nice to have the complete list of all the processes currently running in our operation. Then we can prioritize it as follows.



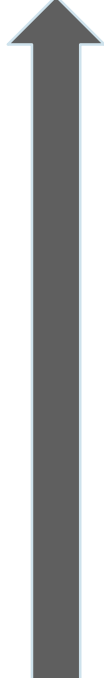
Expected Benefits



Weighing criteria

- Service annual cost for OSP
- Dedicated Headcount (external/ internal)
- Manual execution time (hour per year)
- Total/Partial Process replacement
- Possible human error in process.
- Confidential information manage.
- Execution volume.

Costs for Robot Factory



Weighing criteria

- #Executions (% Robot time consumption (licenses))
- Technical Difficulty:
 - Manual process average time
 - # Structured information (y/n)
 - Number affected applications
 - Not structured information
 - Existing user manual
 - Dependences with other process.
 - Affected by SLA
 - Process with frequent adjustments
 - Future process evolution



Robot Factory

Inicio **Procesos** Informes ▾ Panel de control Planificadores ▾ Mantenimientos Generador de comunicaciones

<  **Atención Bajas de Residencial + IEW**

SAG_001 **ON** UiPath

T4  05 / 12 / 2017

Puesta en producción 08 / 11 / 2017

KPIs y evaluación

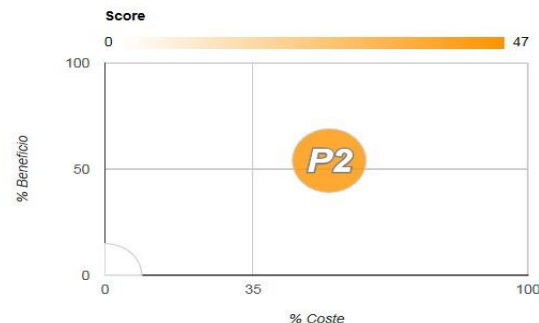
SCORE 47

PRIORIDAD **P2** Planificar a Largo Plazo

XL
SIZE

Evaluación

Beneficio compañía (60% del score)	54
- Gastos anuales (60%)	100,00
- Productividad y calidad (35%)	10,00
- Recursos dedicados (15%)	0,00
Coste Robot Factory (40% del score)	53
- Dificultad técnica (60%)	65.75
- Consumo de robots (20%)	0,00
Condicionantes	70
- Condicionantes (100%) (Hasta -10% del score)	70,00



Datos de entrada

Internos	0%
Externos	100%
Hora Externo	1.0E-5€
Ejecuciones día	899
Días semana	7
Ejecuciones semana	
Ejecuciones mes	
Ejecuciones año	
Ejecuciones bolsa inicial	
Costes extra puntuales	0
Costes extra anuales recurrentes	0
Costes extra por evento	1.41
Tiempo proceso	1.0E-7

Resultados

% Gastos Anuales	100
% Recursos dedicados	0
% Consumo Robots	0
% Dificultad Técnica	65.75
% Productividad y Calidad	10.00
% Condicionantes	70

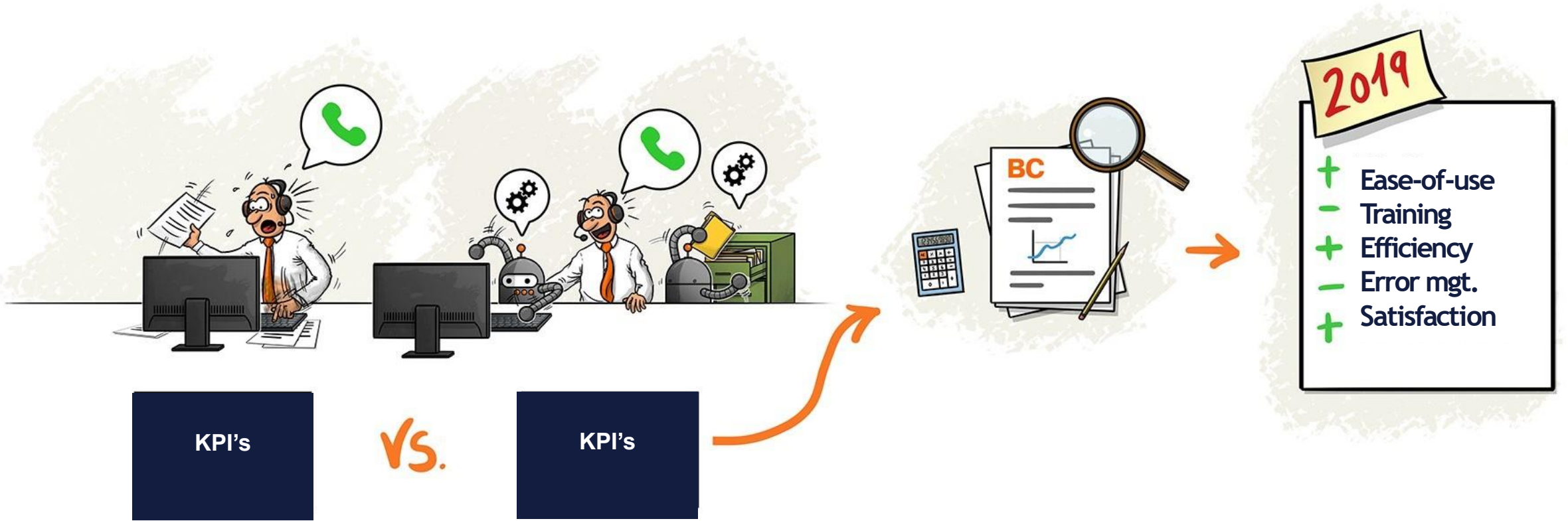
Más detalles...

Cálculos

Total Horas/Año	0
Total Horas/Mes	0
Licencias Robot	0
Ejecuciones anuales	327236
Coste Anual proceso	461402.76
FTEs necesarios	0.00

Más detalles...

Q4 2018 Project: Frontline approach

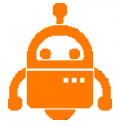


Orange UiPath Awards Ceremony: Transformation by RPA





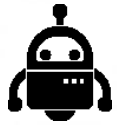
Learnings



The main key to success is sponsorship by the CEO.



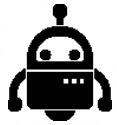
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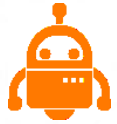
RPA is not a Technology Project. It's a Business.



The main key to success is sponsorship by the CEO.



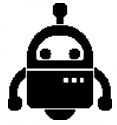
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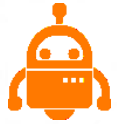
RPA must be an open platform for the whole company.



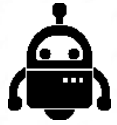
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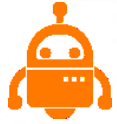
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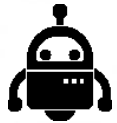
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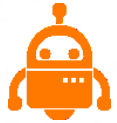
Mandatory internalize the knowledge.



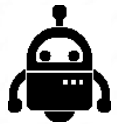
The main key to success is sponsorship by the CEO.



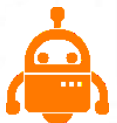
RPA is not a Technology Project. It's a Business.



RPA must be an open platform for the whole company.



Mandatory internalize the knowledge.



An ambitious internal communication plan will reduce fear & resistences.



Thanks !

javier.castellanos@orange.com

The "UiPathTogether" logo is centered in the middle of the image. It features the UiPath logo icon (a stylized orange and white symbol) followed by the word "UiPathTogether" in a white, sans-serif font. The background is a panoramic view of a city at dusk, with buildings illuminated by warm lights and a deep blue sky.

— SOUTHERN EUROPE —

AUTOMATION FIRST

The UiPathTogether logo, featuring an orange icon of a stylized path or network on the left, followed by the text "UiPathTogether" in a white sans-serif font.

— S O U T H E R N E U R O P E —

A U T O M A T I O N F I R S T

Intelligent Automaton and the Future of AI

DICK DIJKSTRA | Technology Partner Growth Lead



© Dolf Kruger / nfa, coll. Nederlands fotomuseum



Google



Google Search

I'm Feeling Lucky

The image shows a large, modern server room with a complex network of metal racks and server units. The lighting is a mix of cool blues and warm yellows from the server lights. The Google logo is superimposed in the center of the image.

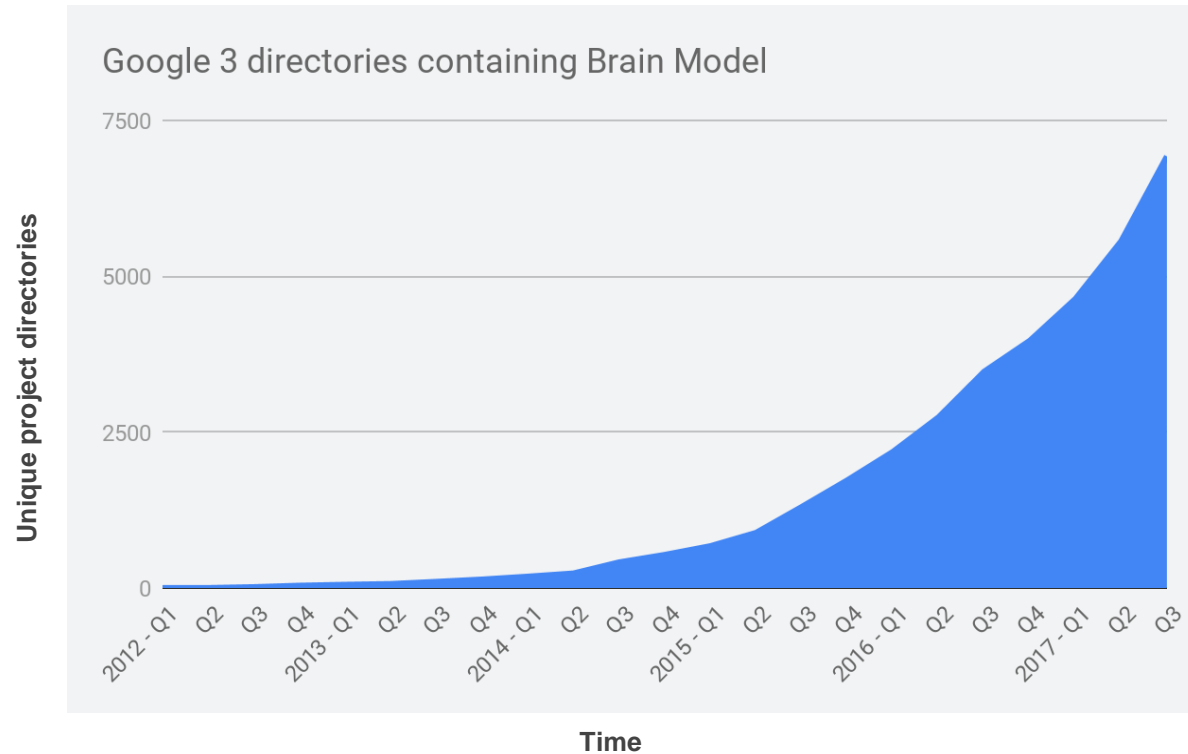
Google



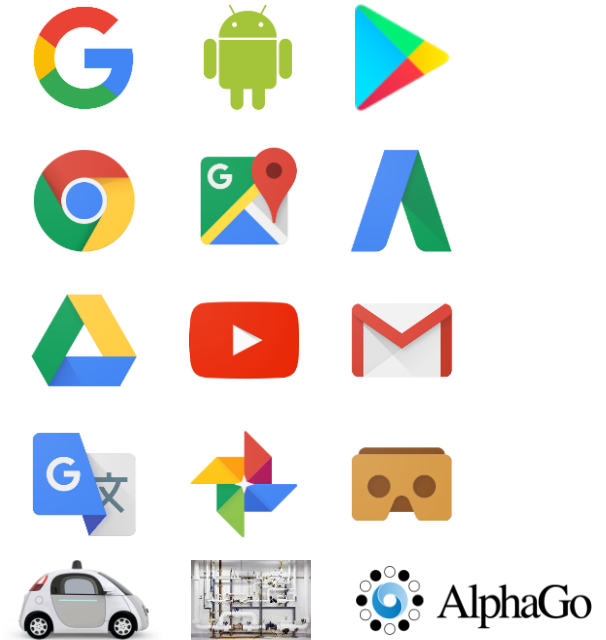
Google Search

I'm Feeling Lucky

Google is an AI first company



Used across products:



Seeing with Google Photos

[beach]



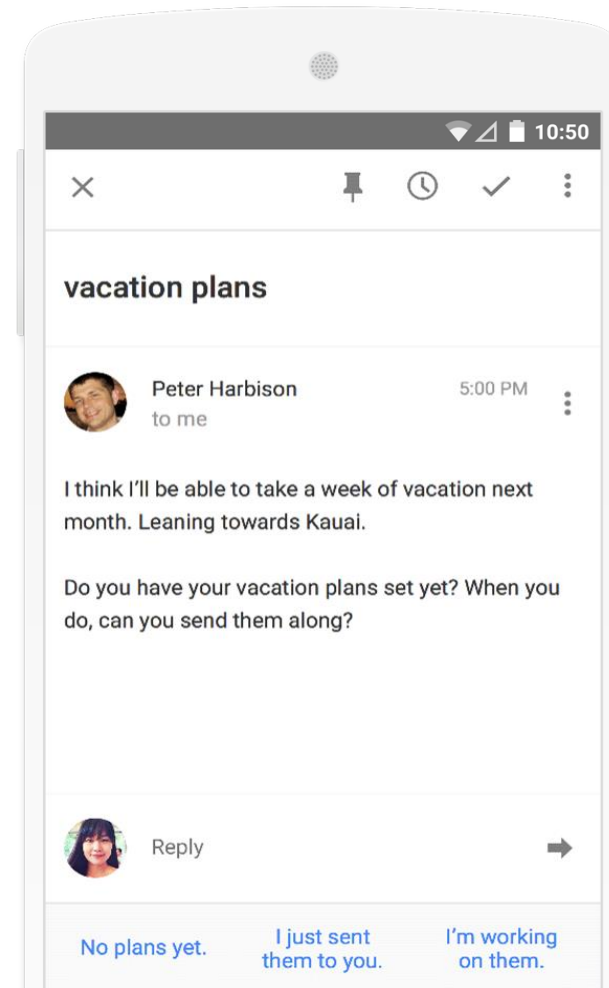
Speaking

AI now powers real-time audio speech translation for the top languages, allowing more humans to connect than ever before

Smart reply

AI now helps to reduce the strain of the email inbox by predicting responses based on your personal email history

Twelve percent of all GMail responses are driven by AI





 **UiPathTogether**

— SOUTHERN EUROPE —

A U T O M A T I O N F I R S T

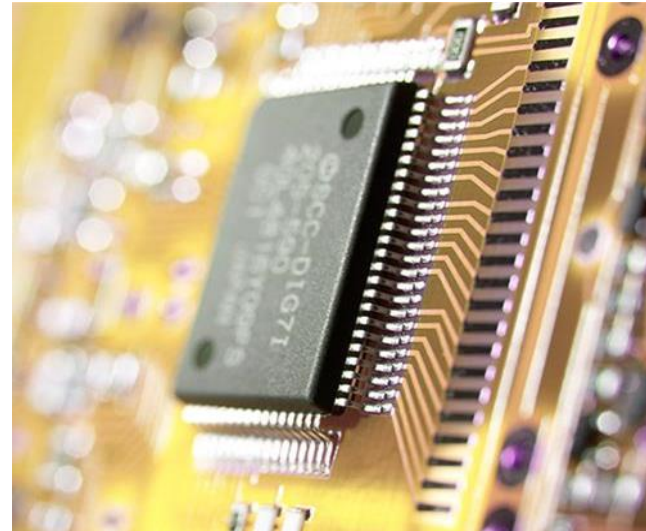
Democratizing AI



Inject AI into your systems







AI Building blocks









AI Platform

Comprehensive set of AI Building Blocks




Sight

-  Cloud Vision
-  Cloud Video Intelligence
-   AutoML Vision

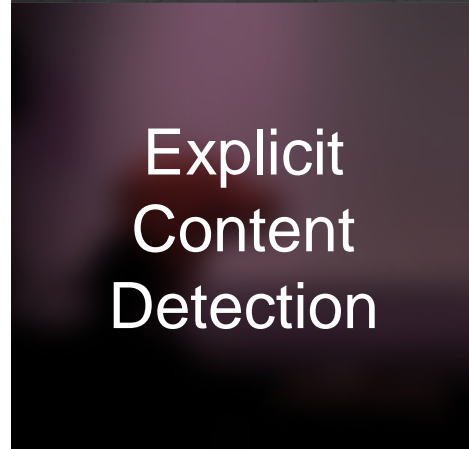
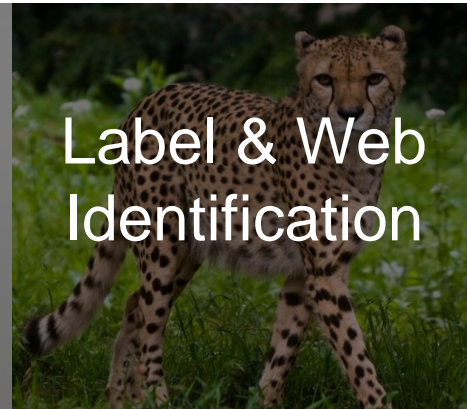
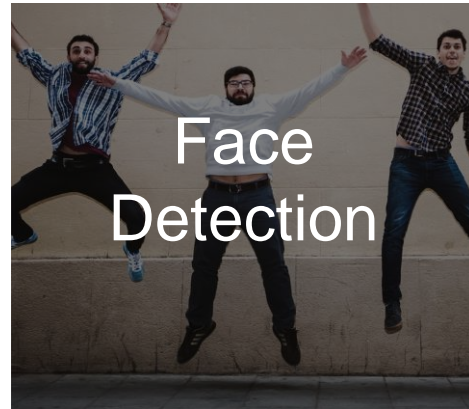
Language

-  Cloud Translation
-  Cloud Natural Language
-   AutoML Translation
-   AutoML Natural Language

Conversation

-  Dialogflow Enterprise Edition
-  Cloud Text-to-Speech
-  Cloud Speech-to-Text

Cloud Vision API



Try them in your browser

cloud.google.com/translate/

Enter a word or phrase: Translate from: Translate to:

cloud.google.com/vision/

Try the API

Drag image file here or
Browse from your computer

cloud.google.com/natural-language/

Try the API

Google, headquartered in Mountain View, unveiled the new Android phone at the Consumer Electronic Show. Sundar Pichai said in his keynote that users love their new Android phones.

Enter text in English, Spanish or Japanese

cloud.google.com/speech/

Convert your voice to text right now

Click on the microphone icon to start recording

Book a flight from Los Angeles to Hawaii for less than \$300

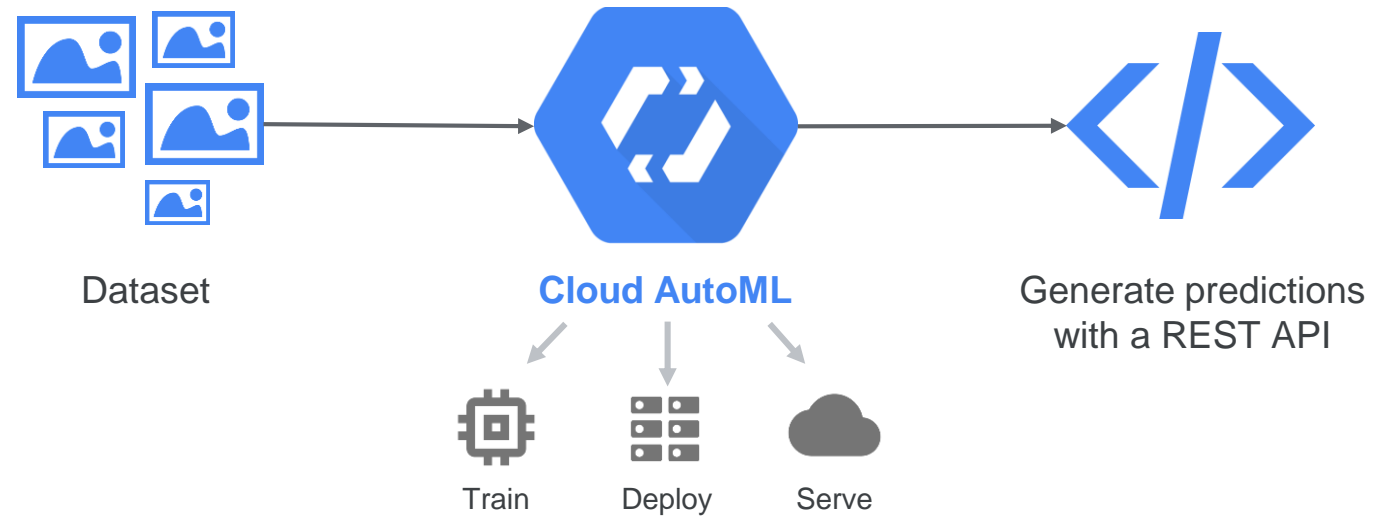
You got it!

```

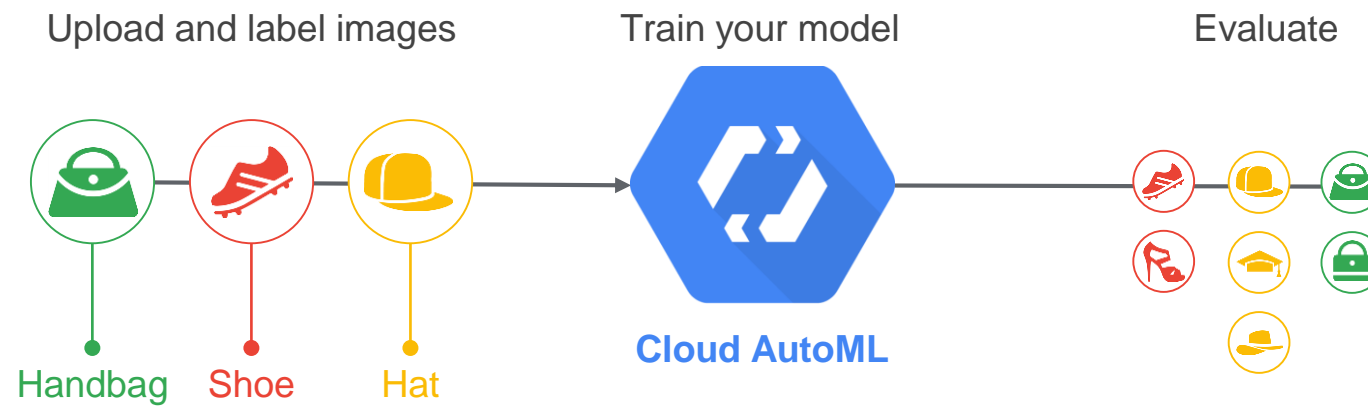
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```

<https://dialogflow.com/>

AutoML: a specific purpose ML service



AutoML: a specific purpose ML service



Cloud AI platform for advanced solutions

Easy model management

Managed training and prediction at scale through Cloud ML Engine, or manage it yourself using GCE or GKE

Multi-framework

TensorFlow, SciKit Learn, XGBoost, and more

Data insights

Quick data exploration with Datalab, BigQuery, Dataprep and easy pipelines (DataFlow, Dataproc, etc)

Easy hybrid deployment

Deploy on GKE or on premise Kubernetes through Kubeflow



Google Cloud AI - At a Glance

Cloud AI solutions

Cloud Job Discovery Contact Center (New) Document understanding

ML professional services & partners

ASL Professional services organization

Cloud AI building blocks

Sight			Language				Conversation		
Cloud Video Intelligence	Cloud AutoML Vision	Cloud Vision	Cloud Natural Language	Cloud AutoML NL	Cloud Translation	Cloud AutoML Translation	Cloud Speech-to-Text	Dialogflow Enterprise	Cloud Text-to-Speech

Cloud AI Platform

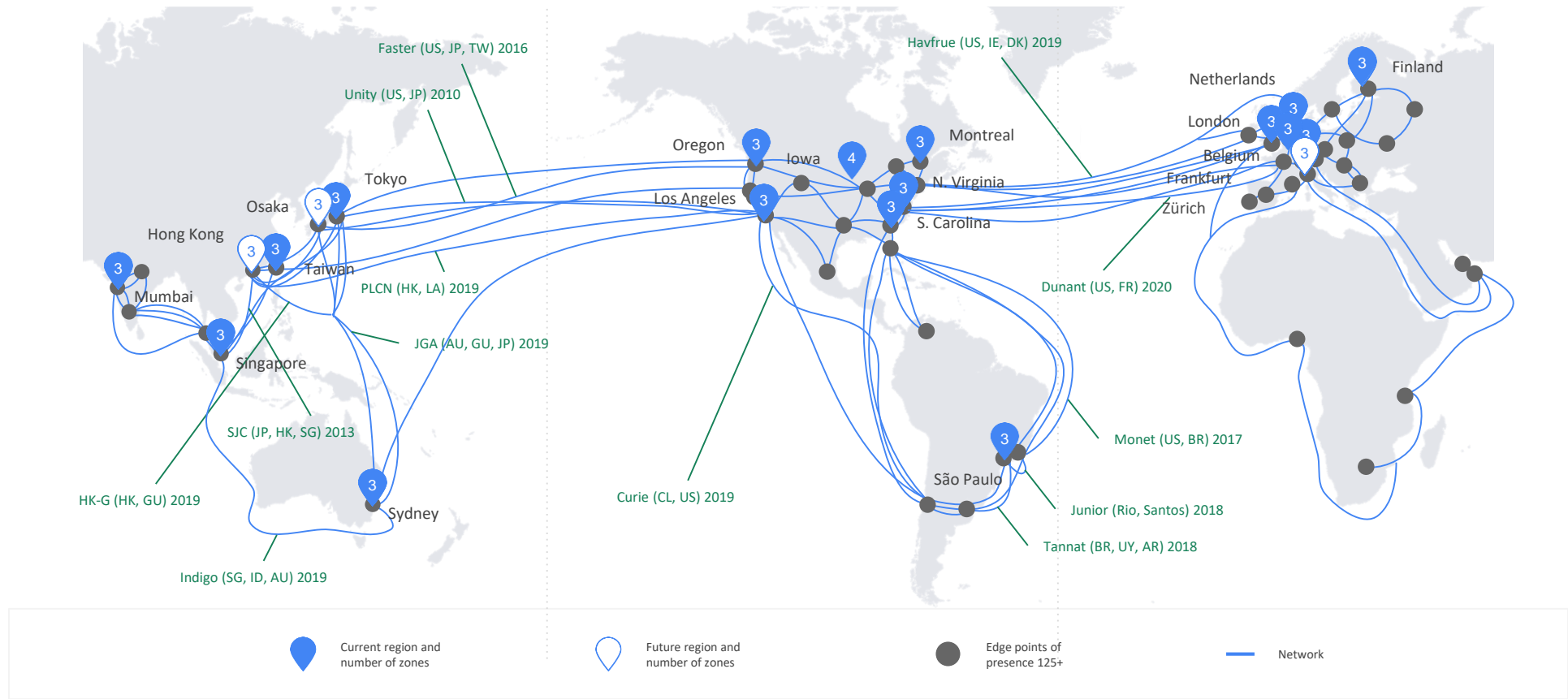
Machine and deep learning			ML accelerators		ML libraries								
Cloud ML Engine	Cloud Dataflow	Cloud Dataproc	Cloud GPU	Cloud TPU	Tensorflow	Kubeflow	Spark	beam	R	TORCH	K	Spark MLlib	learn

Kaggle / datasets

kaggle Datasets

Harnessing the power of the Cloud to supercharge your Robots

125+ points of presence and 11 subsea cable investments around the globe



UiPath & Google



Ready-to-Use ML Services into UiPath RPA Platform

Ready-to-Use Machine Learning Services



Cloud Translation



Cloud Vision



Cloud Natural Language



Cloud Speech



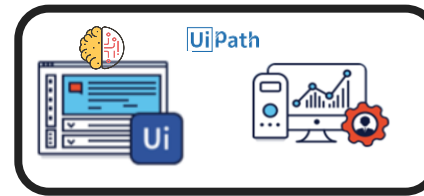
Cloud Video Intelligence



Dialogflow Enterprise Edition



RPA Platform



- Self-Record and build process definition flow automation
- Provide AI functions to robots
- Execute process flow on robot recognizing screen objects and mimicking user inputs

Drag & Drop Google ML Functions into Process Automation Flows

Inflight Use Cases



Automatic Email Translation:

Attended Robot detects Email in foreign language translates it and translates response.



Customer Service Emails Distribution:

Robot using NLP recognises type of content e.g. claim, complaint and distributes email to responsible recipient

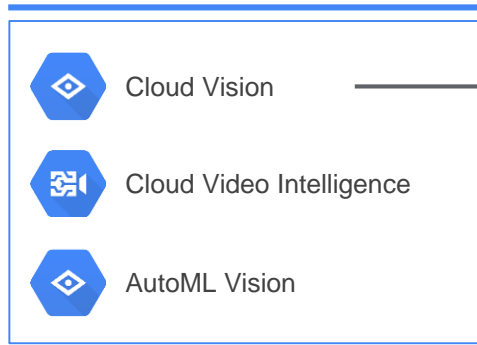


Automated Collection Object Tracking:

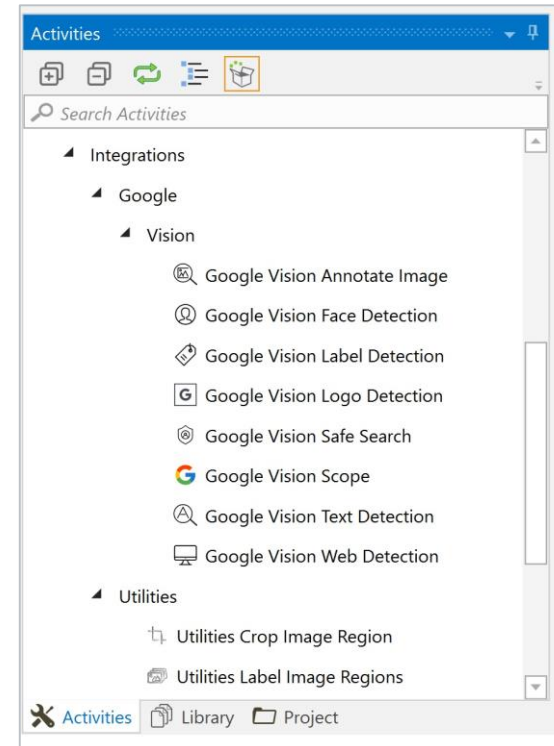
Automatic identification of specimen and changes in collection containers based on photos taken from mobile

Ready-to-Use ML Services into UiPath RPA Platform

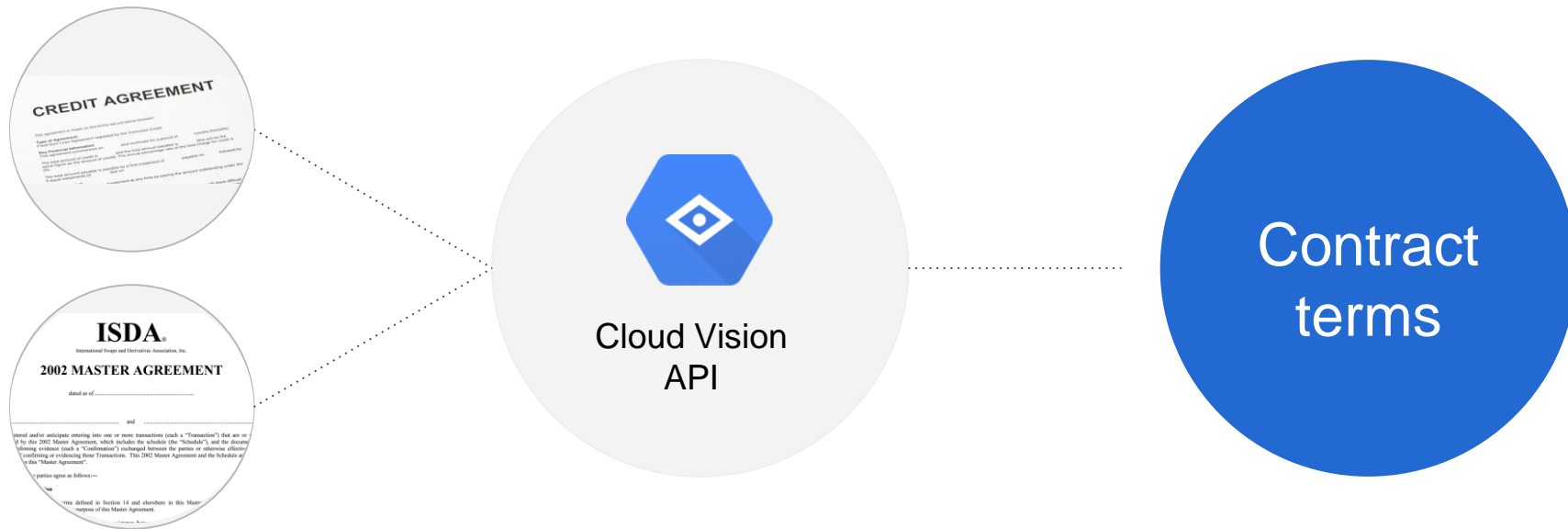
Sight



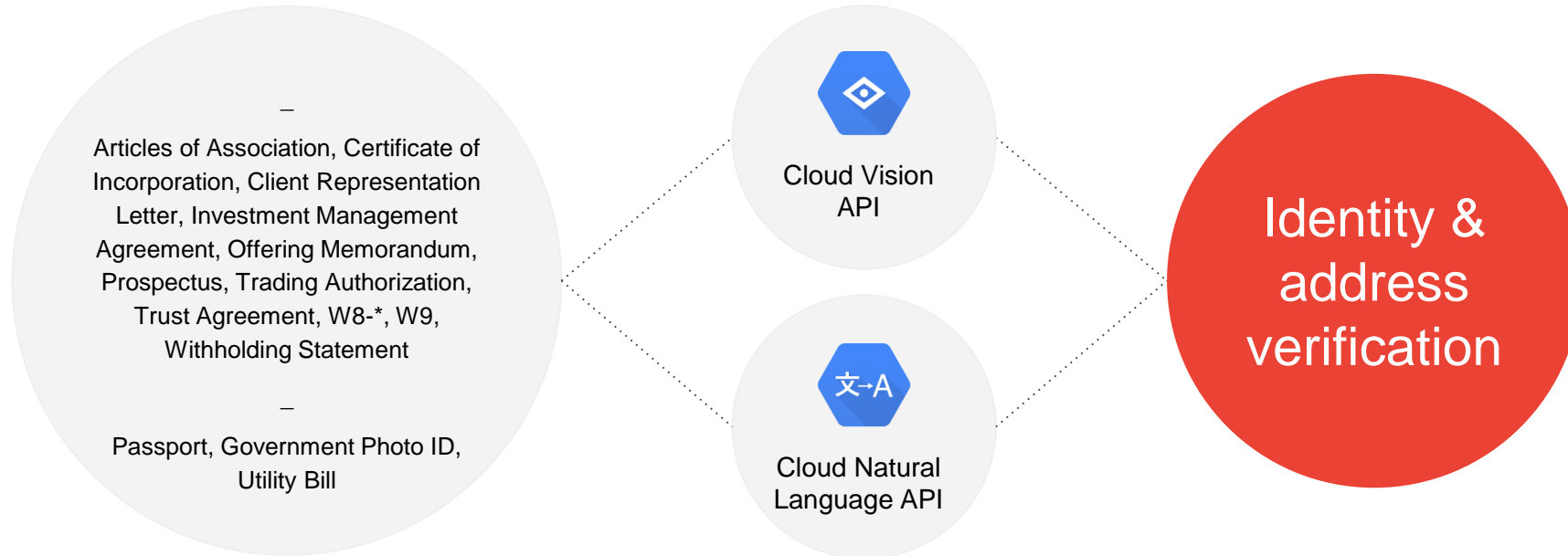
APIs mapped to Activities
in UiPath Studio



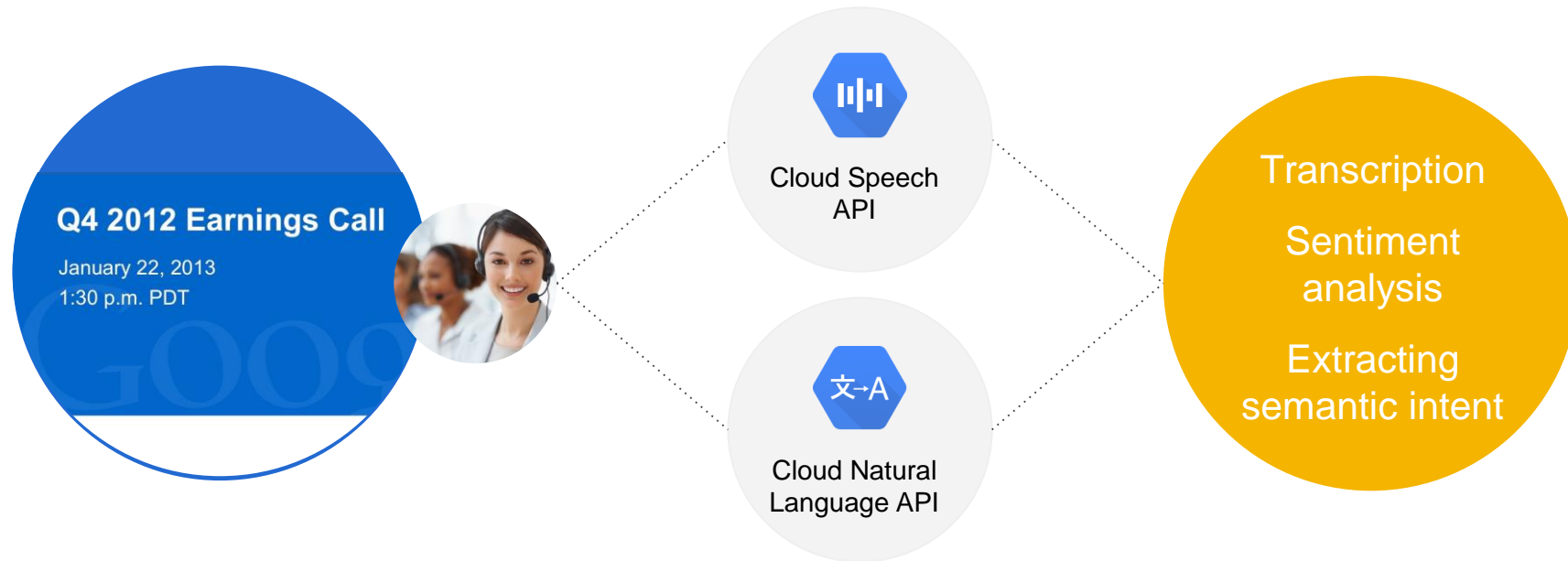
Document Insights



Know Your Customer



Voice Insights



Vehicle Damage Estimator

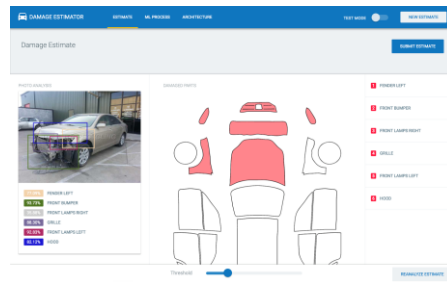
A breakthrough machine learning model that can transform your claim process, dramatically improves customer experience and cost

Customers report claims after an accident, right from their apps



Robust algorithm that works across various conditions, regardless of angle of view or reflections

Advanced ML algorithm assess the extent of damage and cost of repair



Flexible damage-estimation API that can be integrated into any damage estimation platform (third party tool)

Expedited claim decisions enabled by ML, leading to world-class customer experience



ML automation leading to reduced rental days and appraiser workload



Integrated with back-end claims system, & damage estimation platform

**You can inject AI in your systems, too.
Get started today and accelerate your business!**



The "UiPathTogether" logo is centered in the middle of the image. It features the UiPath logo icon (a stylized orange and white symbol) followed by the word "UiPathTogether" in a white, sans-serif font.

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AUTOMATION FIRST

The UiPathTogether logo, featuring the UiPath icon (a stylized orange and white grid) followed by the word "UiPathTogether" in a white sans-serif font.

— S O U T H E R N E U R O P E —

A U T O M A T I O N F I R S T

Robotics Centre of Excellence in Utilities with EDP Portugal
Nuno Chung | Board Member

Jacinta Carvalho | Head of Centre of Excellence



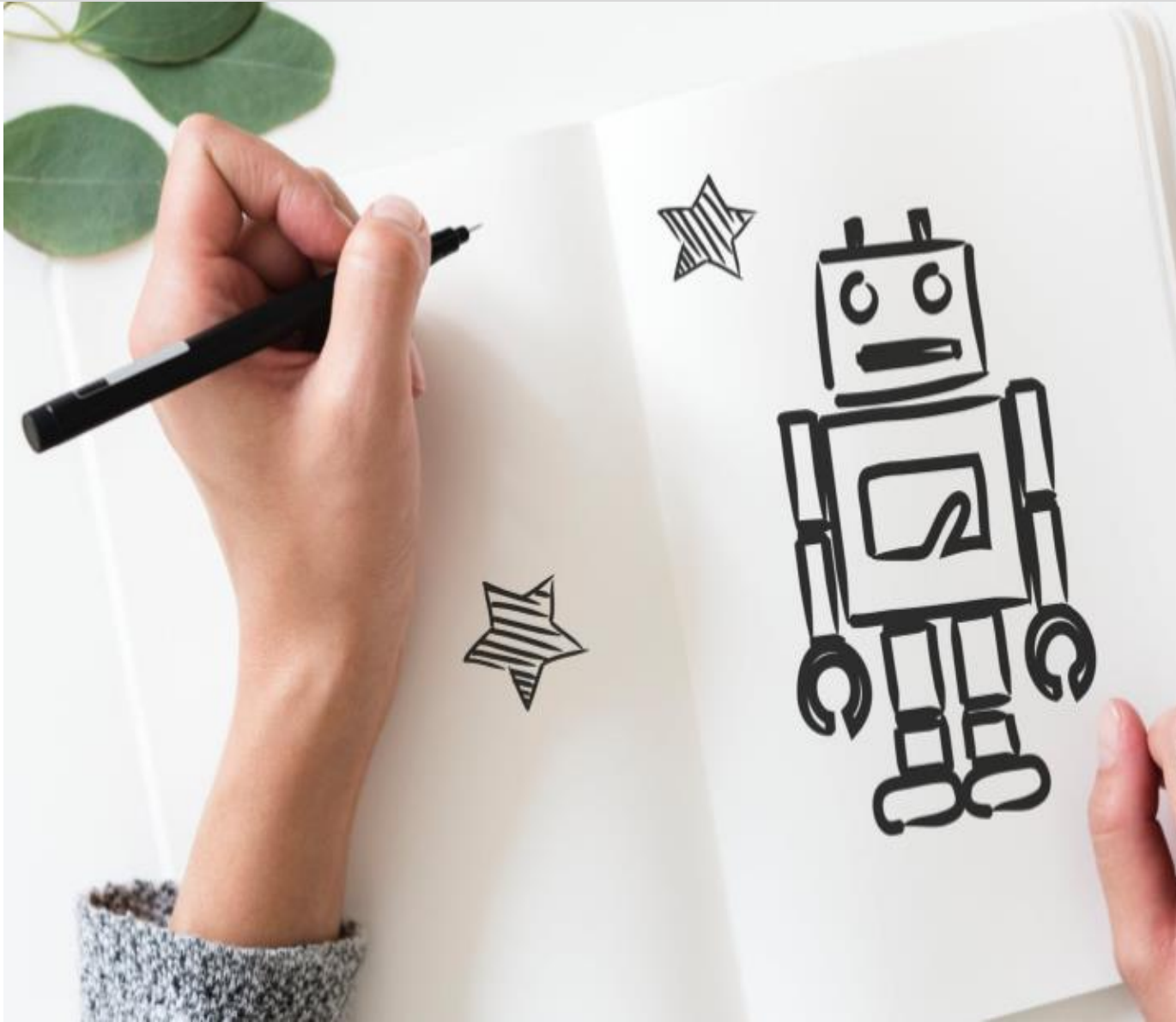
EDP Group
Robotic Process Automation



UiPathTogether Southern Europe

Madrid, 8th November 2018

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Who are we?



What was our journey like?



What lies ahead?

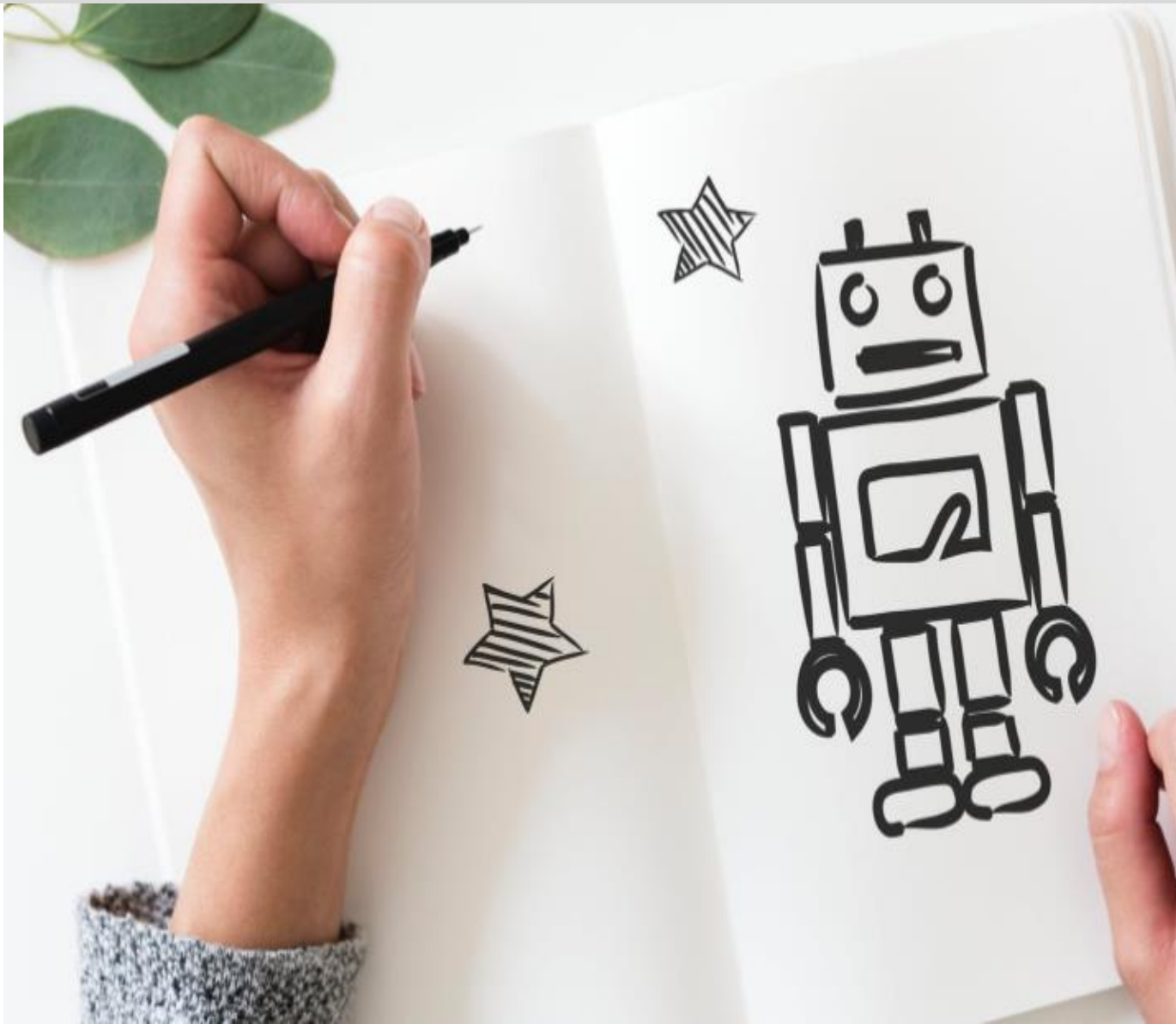


What we did really well and
you shouldn't forget



Q&A

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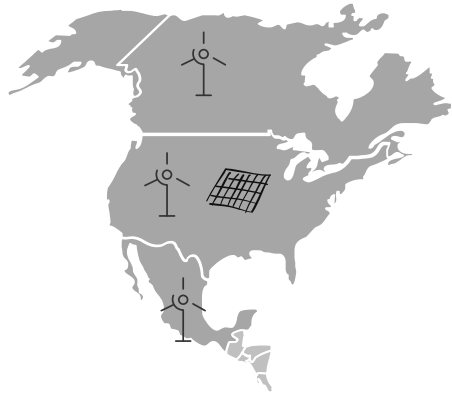
What we did really well and you shouldn't forget



Q&A

RPA CoE

Who we are – EDP Group

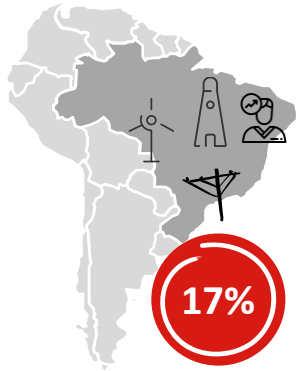
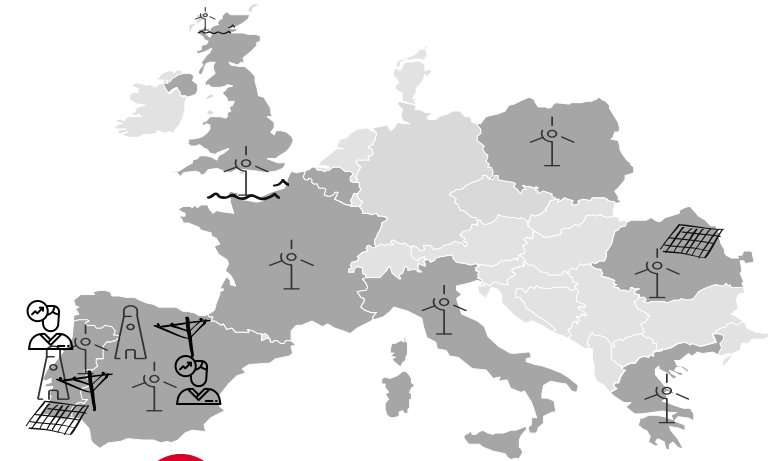


Wind & Solar Power



39%

17% North America; 9% Spain; 6% Portugal; 2% Brazil; 6% Other
Listed subsidiary: EDP Renováveis (EDP has 82.6%)
IPO in Jun-08
Wind & Solar Power: 10.7GW
A worldwide renewable market leader



EDP Brasil

17%

Listed subsidiary: EDP Brasil (EDP has 51%)
Presence since 1996
Power generation: 2.5 GW (hydro and coal)
2 electricity distribution concessions
5 transmissions lines (under construction)



Portugal

Privatisation in 1997 (IPO)
Single electricity distributor
Power generation: 10.1 GW
(ex-wind, of which 6.8GW is hydro)



Spain

32%

Presence since 2001
Power generation 3.5 GW
(ex-wind)

12%

Key figures: Installed Capacity | 26.8 GW EBITDA | €4.0bn Net Profit | €1.1bn Employees | 11.7m Customers⁽¹⁾ | 9.9m

Data as of Dec-17; (1) Electricity customers % Weight EBITDA

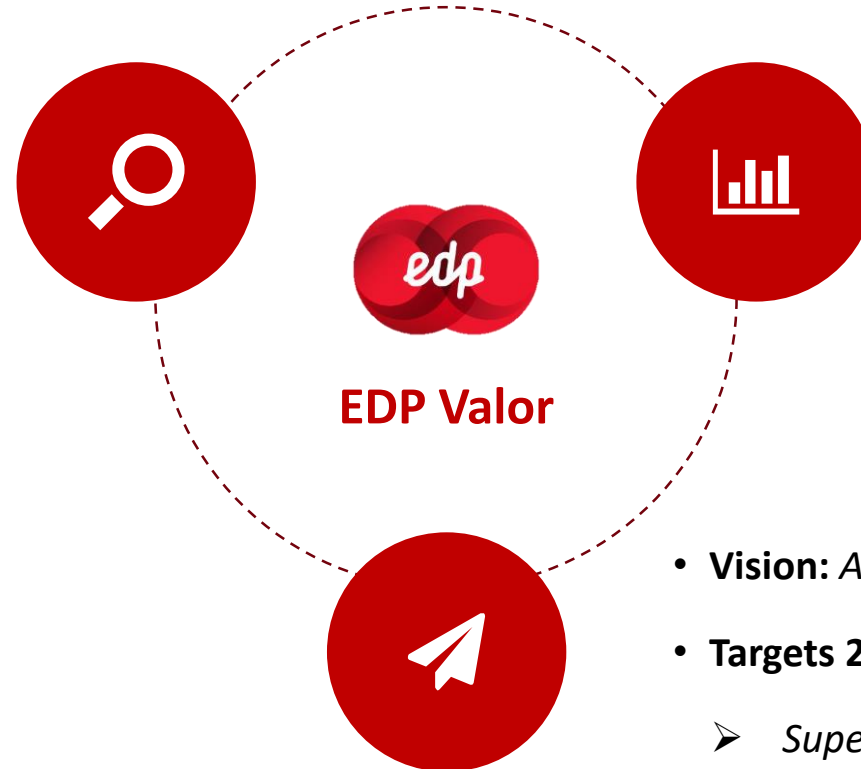


RPA CoE

Who we are – EDP Group

Scope

- **Multi-function SSC** with end-to-end processes:
 - Hire to Retire (Iberia)
 - Record to Report (worldwide ex-Brazil)
 - Strategic Sourcing and Procure to Pay (worldwide)
 - Insurance (worldwide)
 - Logistics, Fleet, travel, Communications, etc. (Portugal)



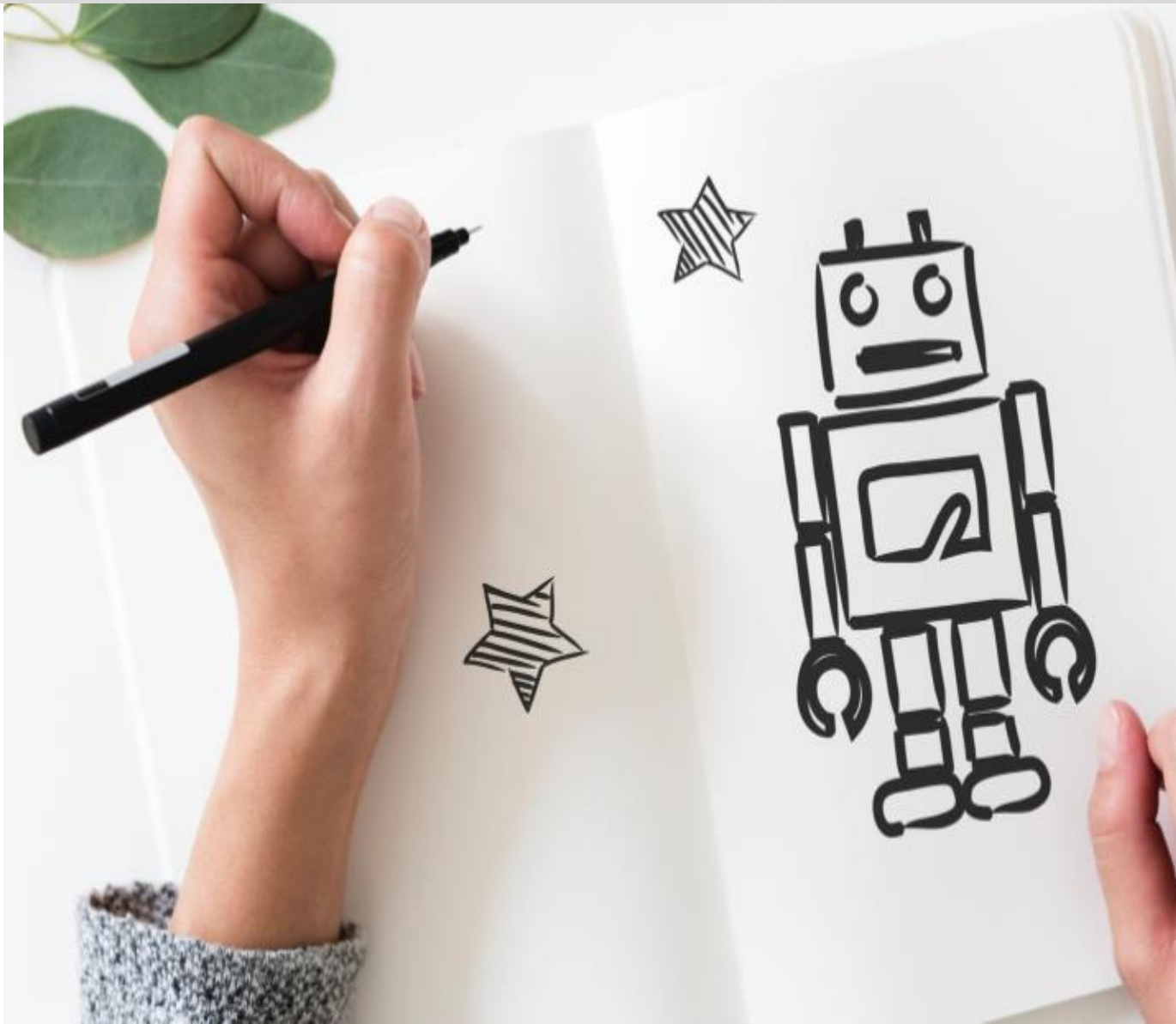
History

- **Captive Shared Services Center** based in Portugal
- Incorporated in 2001
- +800 employees transferred to SSC

Strategy

- **Vision:** *A Global Business Services company*
- **Targets 2022**
 - *Superior efficiency: ~300 employees*
 - *Customer satisfaction: +80/100*
 - *Growth: Single ERP worldwide*
 - *Employee Satisfaction: +75/100*

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What was our journey like?



What lies ahead?



What we did really well and you shouldn't forget



Q&A

RPA CoE

What was our journey like?



February 2017

The Beginning



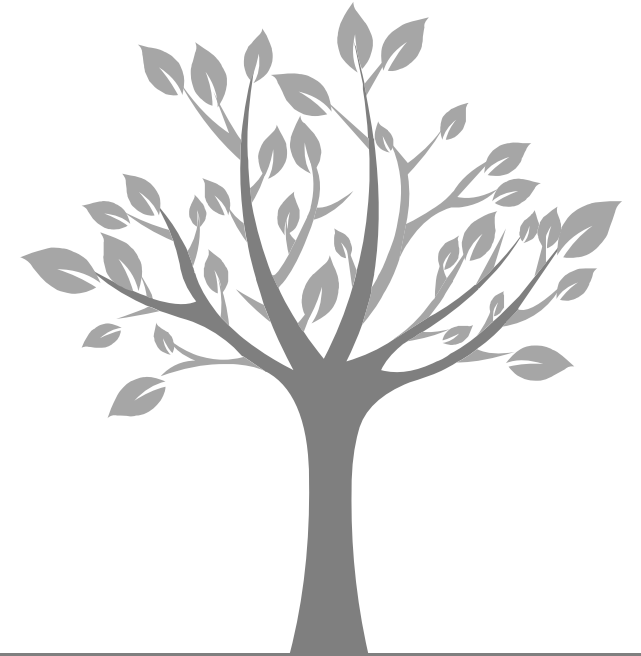
July 2017

Walking on our own



July 2018

The Growth Phase



November 2018

Where we are today

RPA CoE

What was our journey like?



February 2017

The Beginning



July 2017

Walking on our own



July 2018

The Growth Phase



November 2018

Where we are today

RPA CoE

Our journey – the beginning

We chose a **consultant** that could **provide training for our people and give support to their own automation** with the RPA vendor that we previously selected.

RPA training

- First weeks fully dedicated to training on the job
- 16 people applied and selected



Training feedback

Outcomes



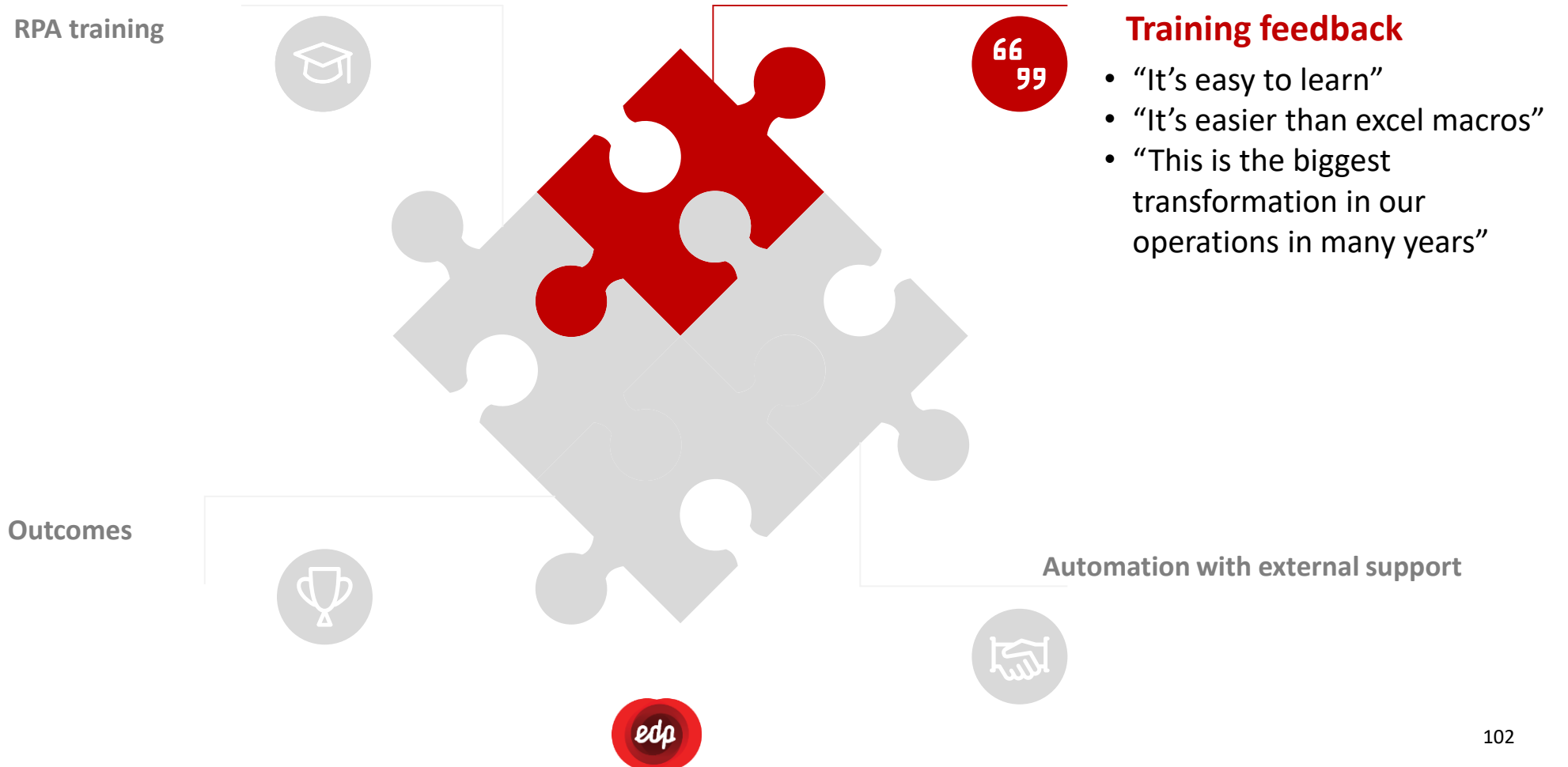
Automation with external support



RPA CoE

Our journey – the beginning

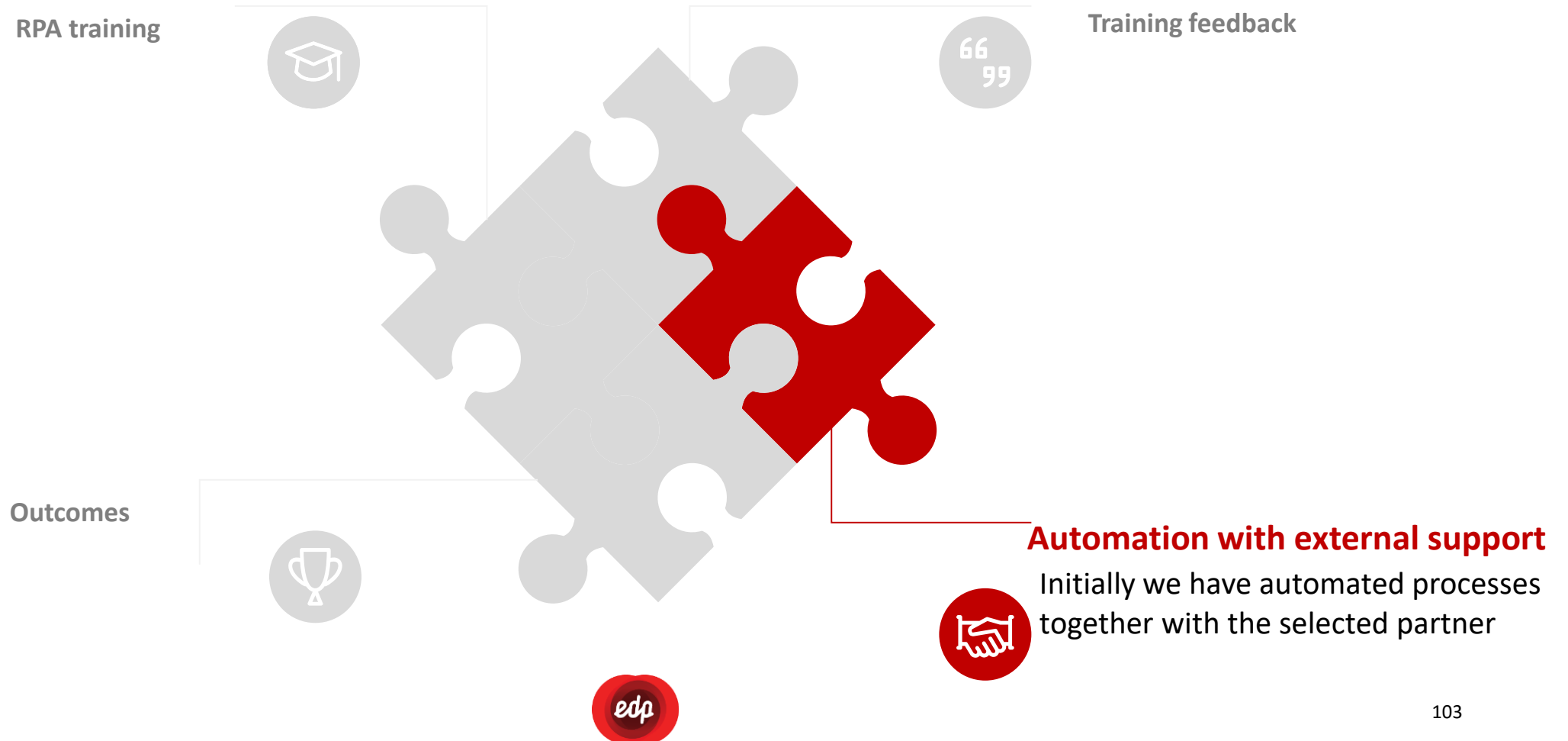
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RPA CoE

Our journey – the beginning

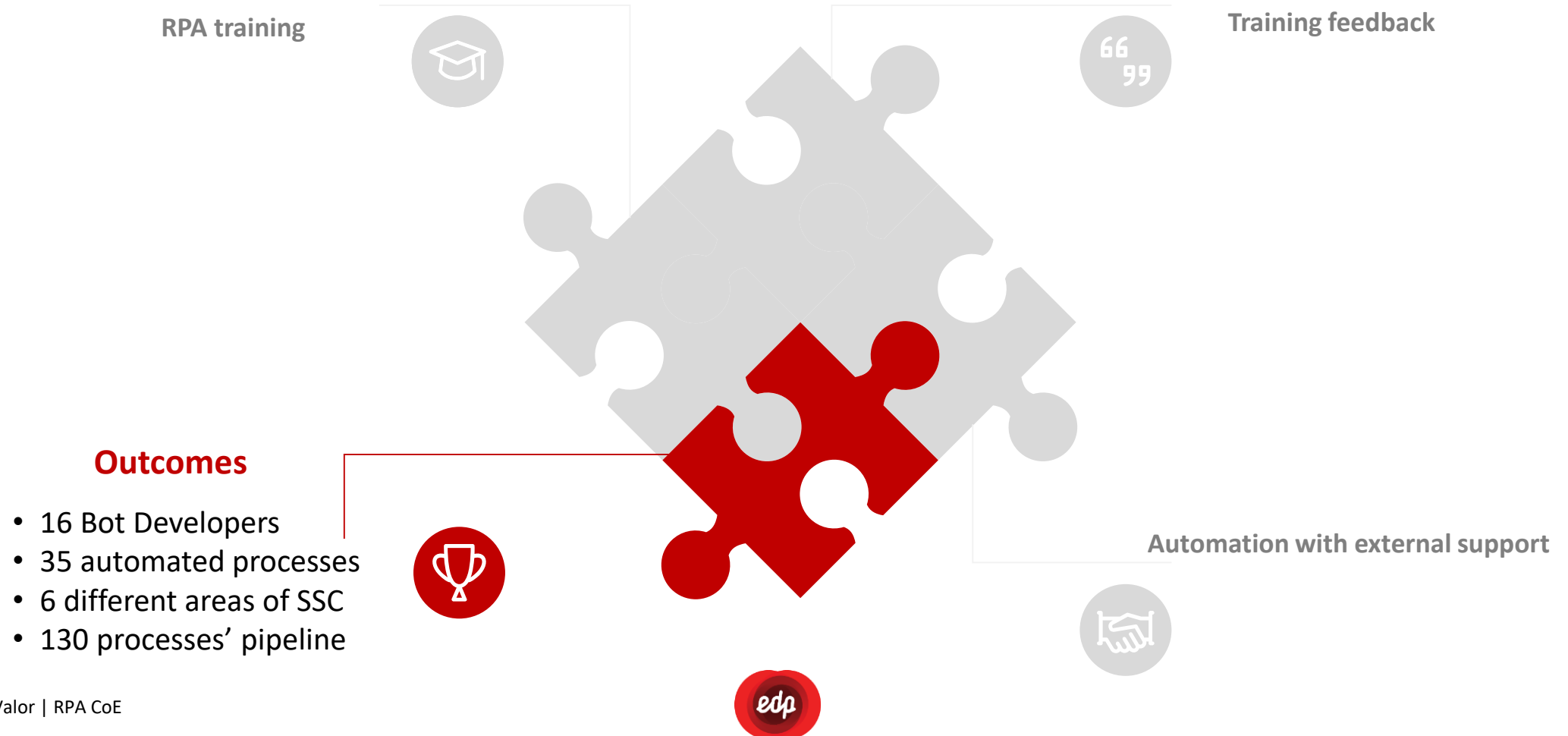
We chose a **consultant** that could **provide training for our people and give support to their own automation** with the RPA vendor that we previously selected.



RPA CoE

Our journey – the beginning

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RPA CoE

What was our journey like?



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November 2018

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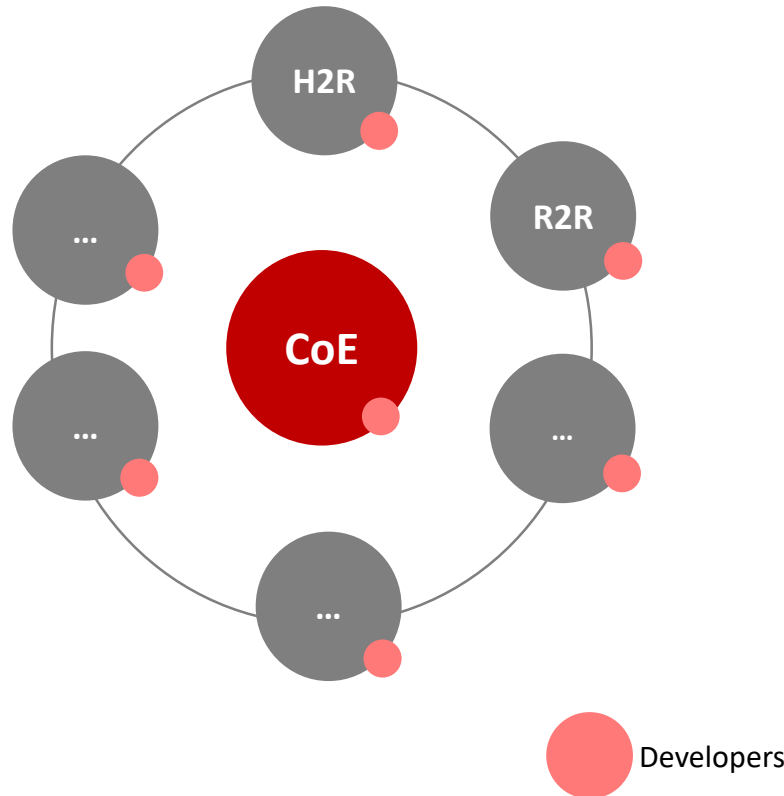
RPA CoE

Our journey – walking on our own

Our **discovery phase** started with the **creation of the CoE** with a **decentralized operating model** aiming at covering all areas of the organization and **creating maximum RPA awareness**.



Decentralized Operating Model



Main Objectives

- Create RPA Center of Excellence (CoE)
- Implement a decentralized operating model
- CoE mainly as a coordinator and regulator
- Train additional people
- Automate with our own resources



Outcomes

- RPA Center of Excellence established
- 45 processes automated
- 3 FTE assigned to RPA CoE (fully dedicated)
- 32 Bot developers (partially dedicated)

RPA CoE

What was our journey like?



February 2017

The Beginning



July 2017

Walking on our own



July 2018

The Growth Phase



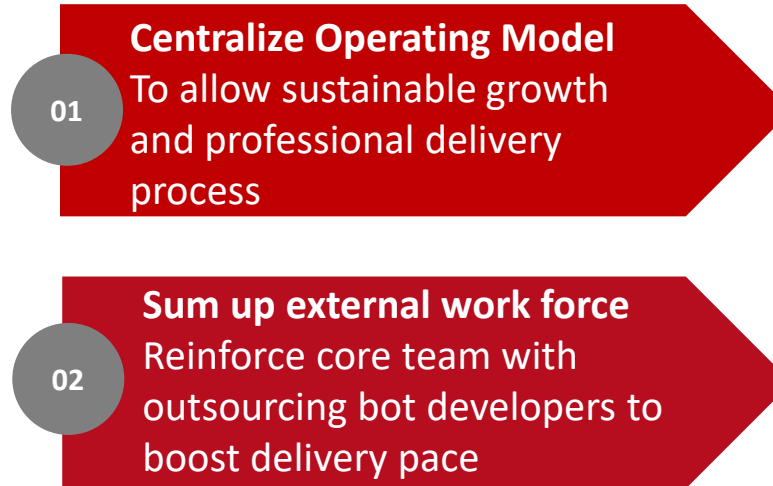
November 2018

Where we are today

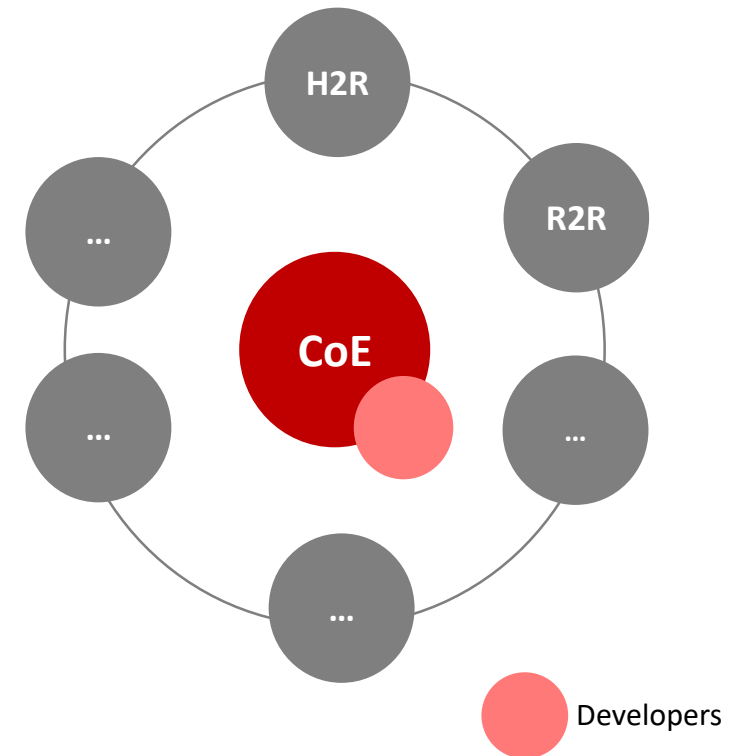
The **growing success** of the program led to a **governance model evolution** to allow **more control** and at the same time **more speed**

— Decentralized Model Downsides

- **Control** over processes being automated
- Robustness of **maintenance** and support activities
- Consistency & standard automation **practices**
- **Pace** of automation dependent on developers' spare time



Centralized Model



RPA CoE

What was our journey like?



February 2017

The Beginning



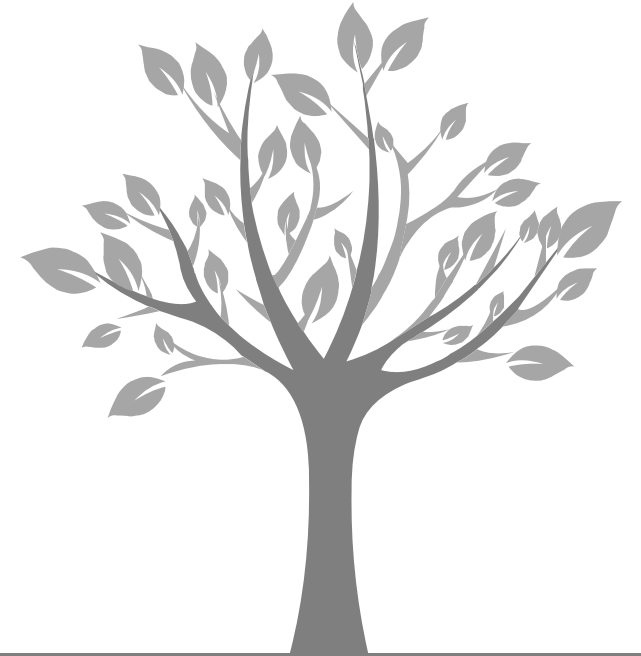
July 2017

Walking on our own



July 2018

The Growth Phase



November 2018

Where we are today

RPA CoE

Our journey – Where we are today

Examples of automation

Employee administration

Update employee data in Social Security platforms

Accountancy

Automation of accounting records

User Accesses

Automation of user access management

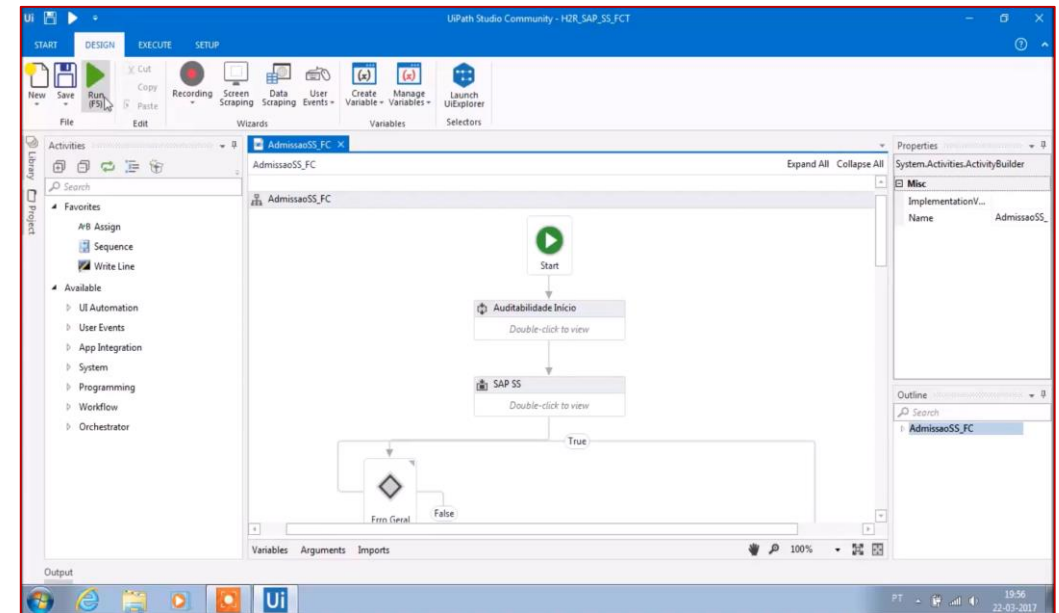
Purchases

Creation of purchase requests

Tax

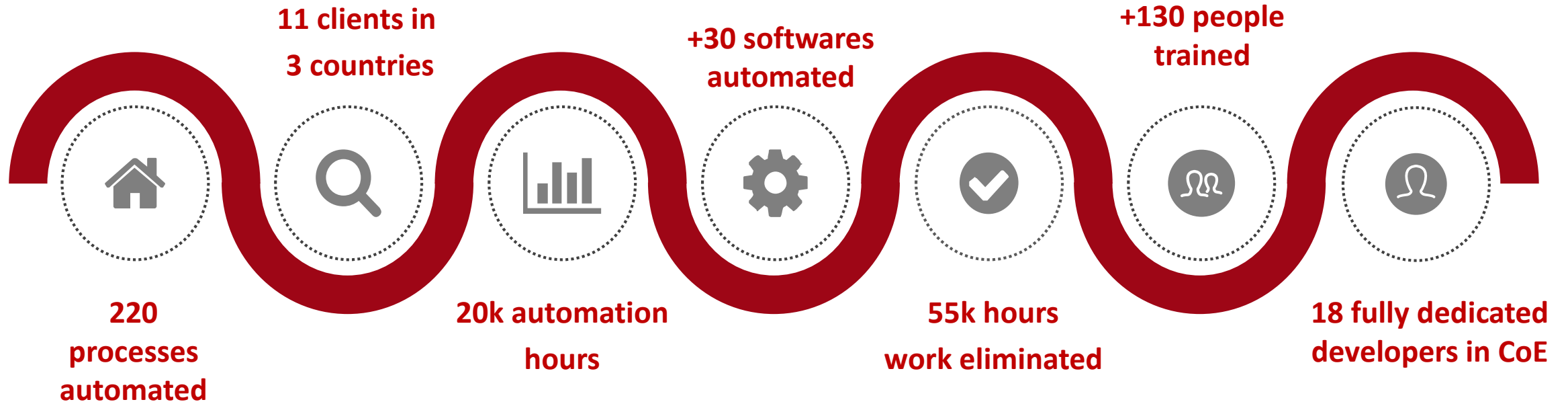
Automation of Tax and VAT periodic reports

Example

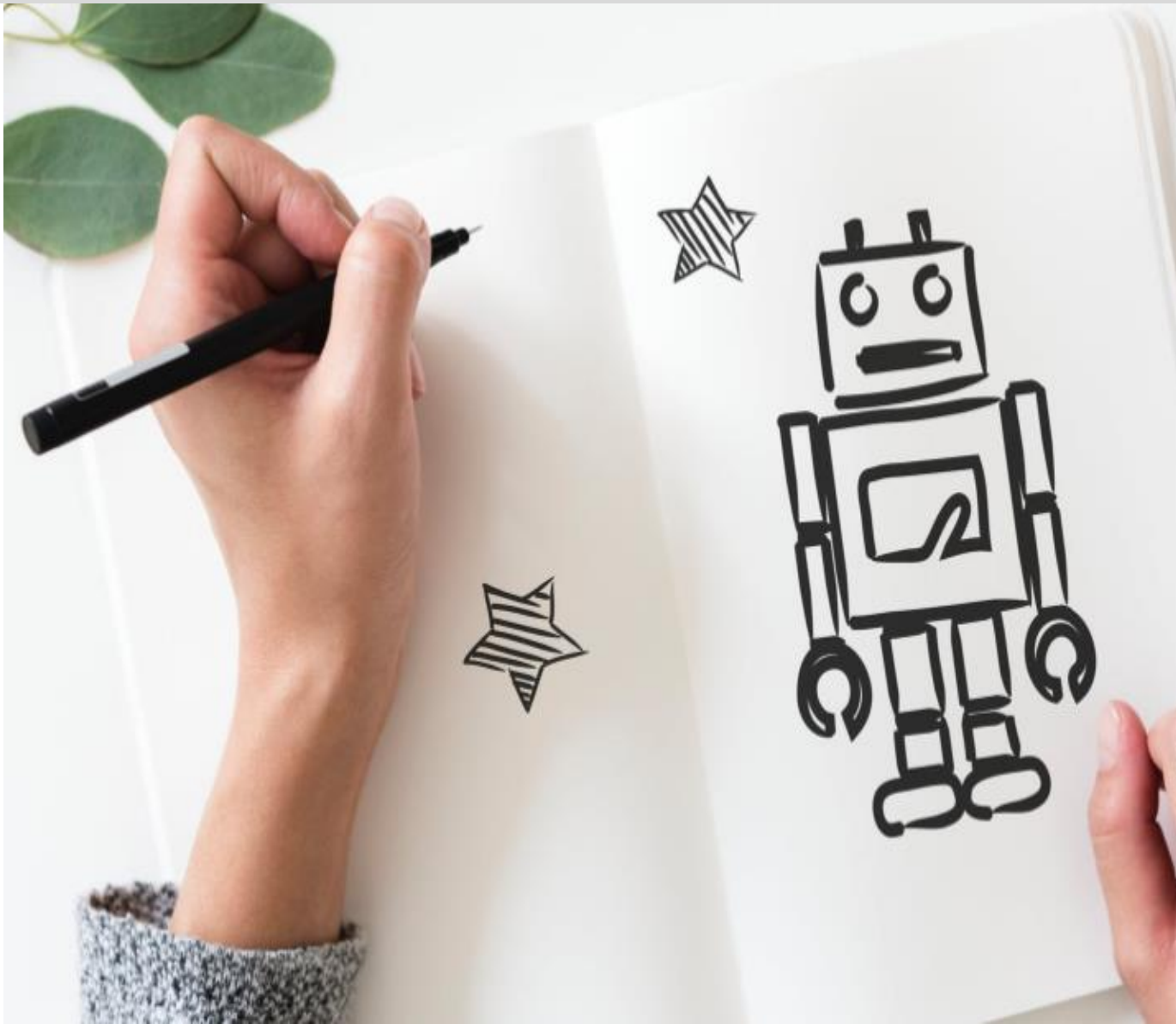


RPA CoE

Our journey – Where we are today



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What lies ahead?



What we did really well and you shouldn't forget



Q&A

RPA CoE

What lies ahead – cognitive technologies

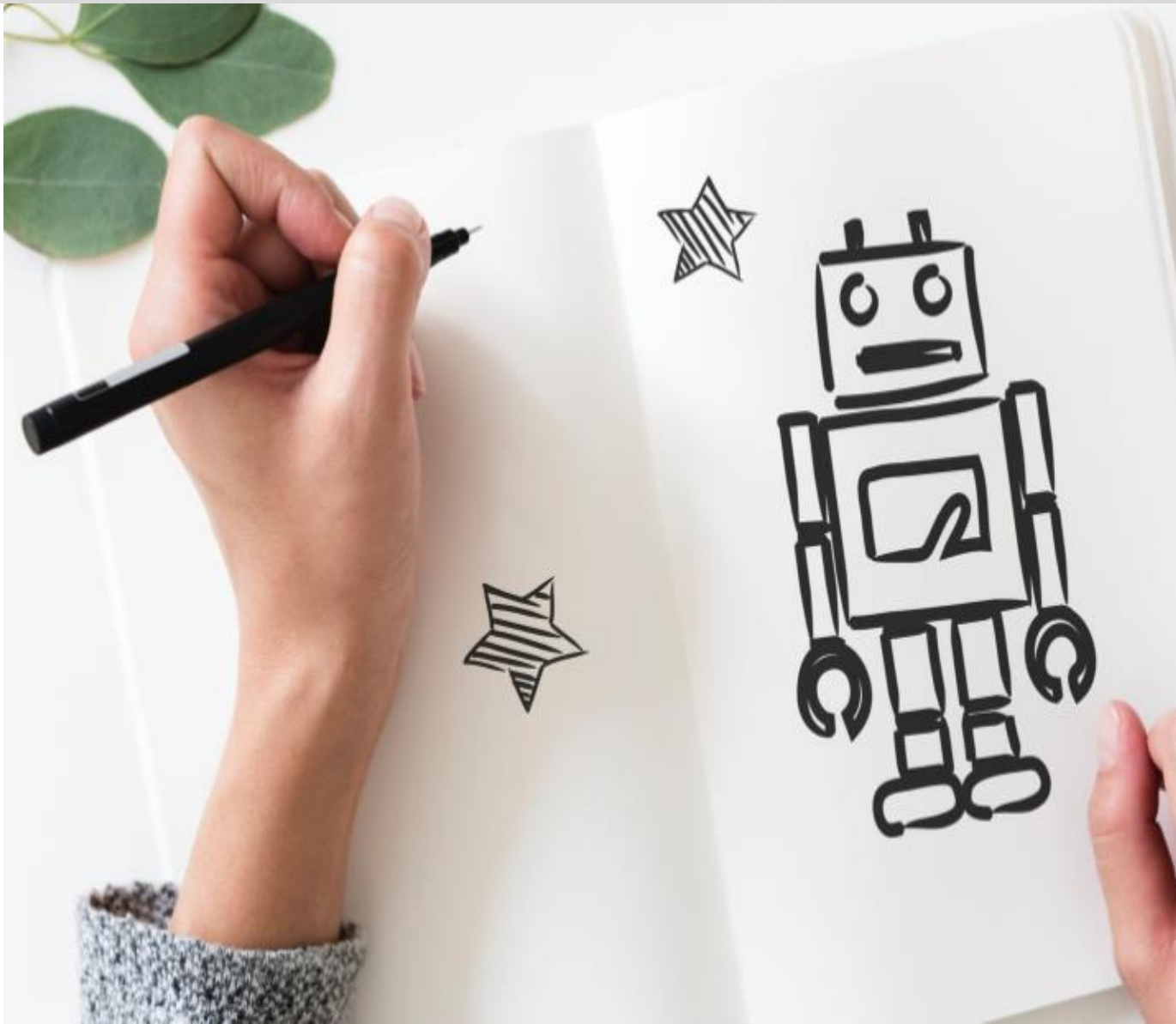
We see Robotic Process Automation as the **beginning of a long journey** and we have already started with **cognitive technologies**

Smart Automation

- Our first **chatbot** is now ready and combines RPA and cognitive technologies
- We had more than **30k thousand suppliers** calling our contact center about their invoices
- It is accessible through Skype and enables our suppliers to **instantly chat with the bot** in order to assess the **status of their invoices**
- Increased **supplier satisfaction** with 90% success rate
- **Payback** less than a year
- We aim to **internalize** chatbot development **competences**



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Who are we?



What was our journey like?



What lies ahead?



What we did really well and
you shouldn't forget

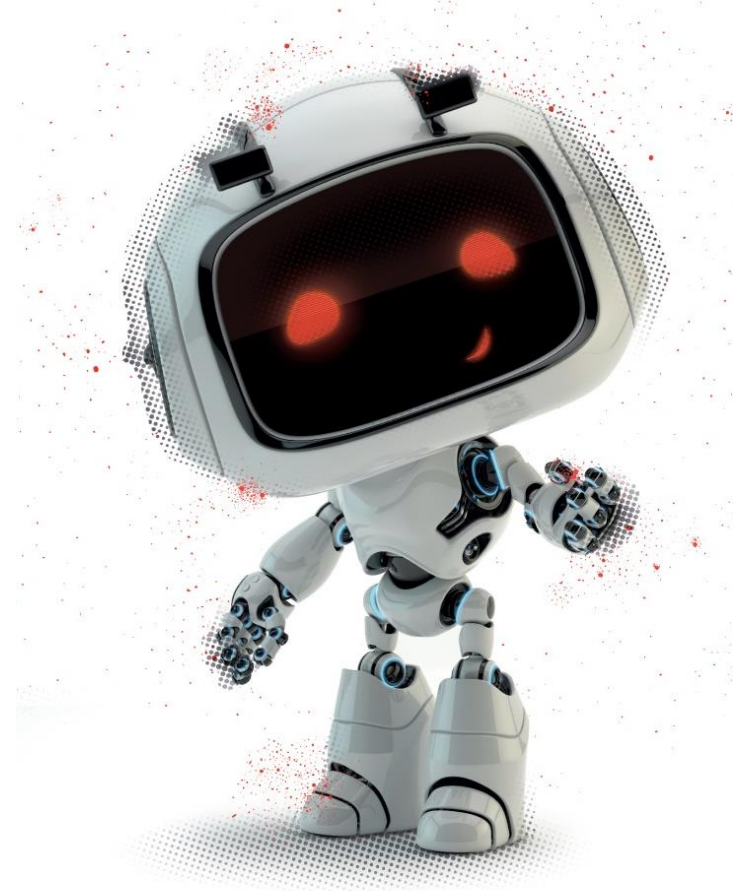


Q&A

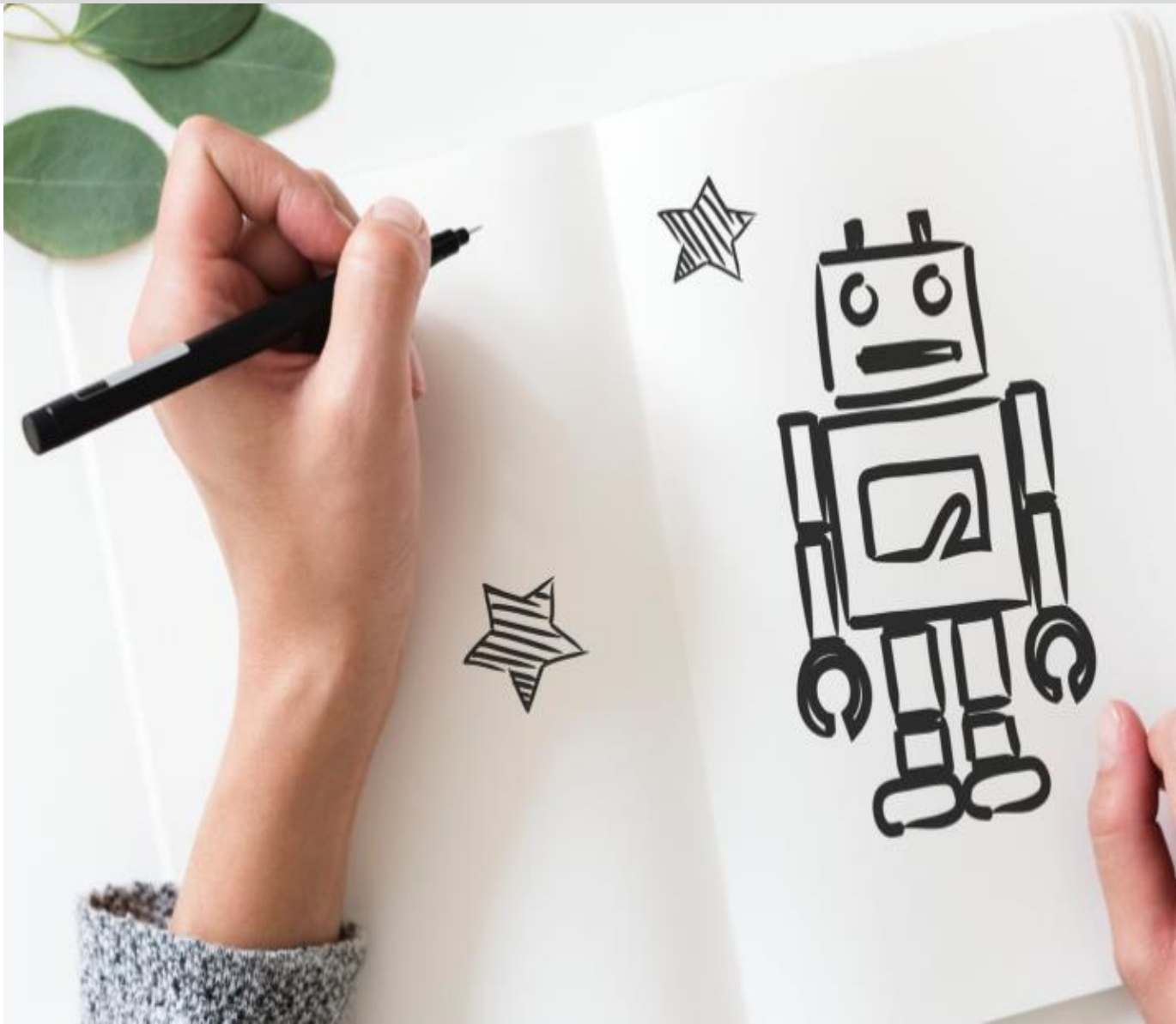
RPA CoE

What we did really well and you shouldn't forget

- 🔭 define a clear vision...and forget about Proofs of Concepts
- ⚠️ if you haven't started... do it today
- 🤝 align with IT early...you will need them but don't let them lead RPA
- 🧠 internalize the competences...you will do it sooner or later
- 💻 choose one and only one RPA tool...the easiest to learn
- ✅ Start with simple processes...and break up the big ones
- 🌀 involve everybody, specially...everybody. And don't forget Internal Audit
- ⚖️ don't try to grow by mandate...grow in your own
- 👤 hire the best leader of CoE ...we did it



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Who are we?



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What lies ahead?

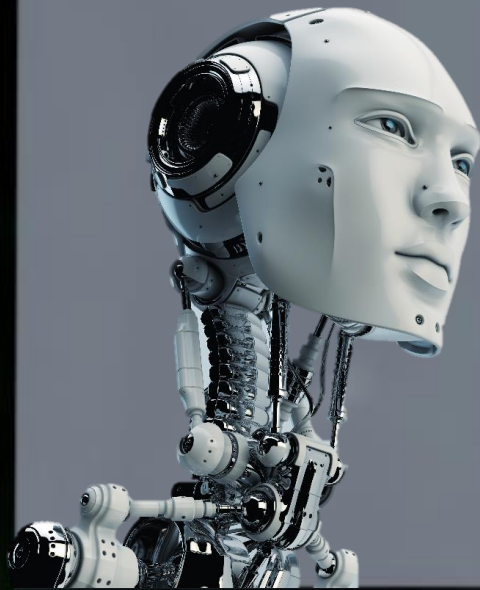


What we did really well and you shouldn't forget



Q&A

Questions & Answers



Madrid, 8th November 2018

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AUTOMATION FIRST

The UiPathTogether logo, featuring an orange icon of three horizontal bars with diagonal lines on the left, followed by the text "UiPathTogether" in a white sans-serif font.

— S O U T H E R N E U R O P E —

A U T O M A T I O N F I R S T

UiPath Roadmap

ANDREW RAYNER | VP of Customer Success, EMEA

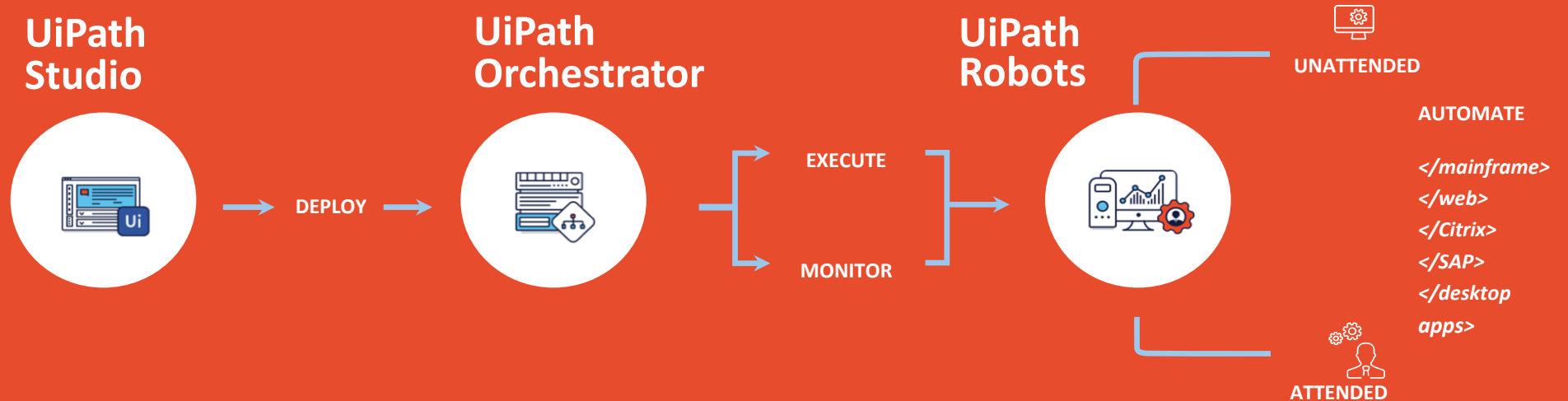


Economies grow with increases in labor, capital, and productivity

“The major problem with aging demographics is the labor factor can no longer be a factor of growth”

SEVIN YELTEKIN, Professor of Economics at Carnegie Mellon University

An Enterprise RPA Platform to build the *digital workforce* and assist staff to *raise productivity*



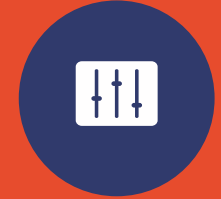
CUSTOMER EXPECTATIONS



Digitize without
disruption



Significantly boost
productivity and
Capability



Scale workers to
meet demand



Continuously learn
through experience



Increase customer
satisfaction



Higher job
satisfaction

Our Key Product Roadmap Priorities



Enterprise grade



Grow Productivity

Scale, control and ensuring Security and Risk Compliance levels

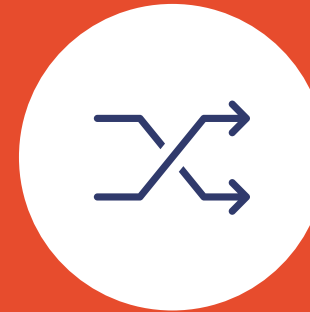
Path to AI



Machine-Like to Human-Like

Computer Vision, Machine Learning, NLP and Cognitive

Ease of Use



Ease of Use and Faster implementation

Built-in integrations, recorder, drag-and-drop, and low-code

Ecosystem



Innovate Together

Customers, Partners, Technology Alliances and UiPath

DIGITAL WORKFORCE OPERATION

Compliance

- More Security Certifications
- Vault Integrations
- Authentication & Encryption Enhancements
- Process Automation Protection



Orchestration

- Human-in-the-Loop
- Operational Analytics
- Auto Monitoring and Exception Handling
- SLA-Based Automations

RPA Platform

- Robotic-PaaS
- Flexible Licensing Services
- Localization
- Orchestrator Linux Support

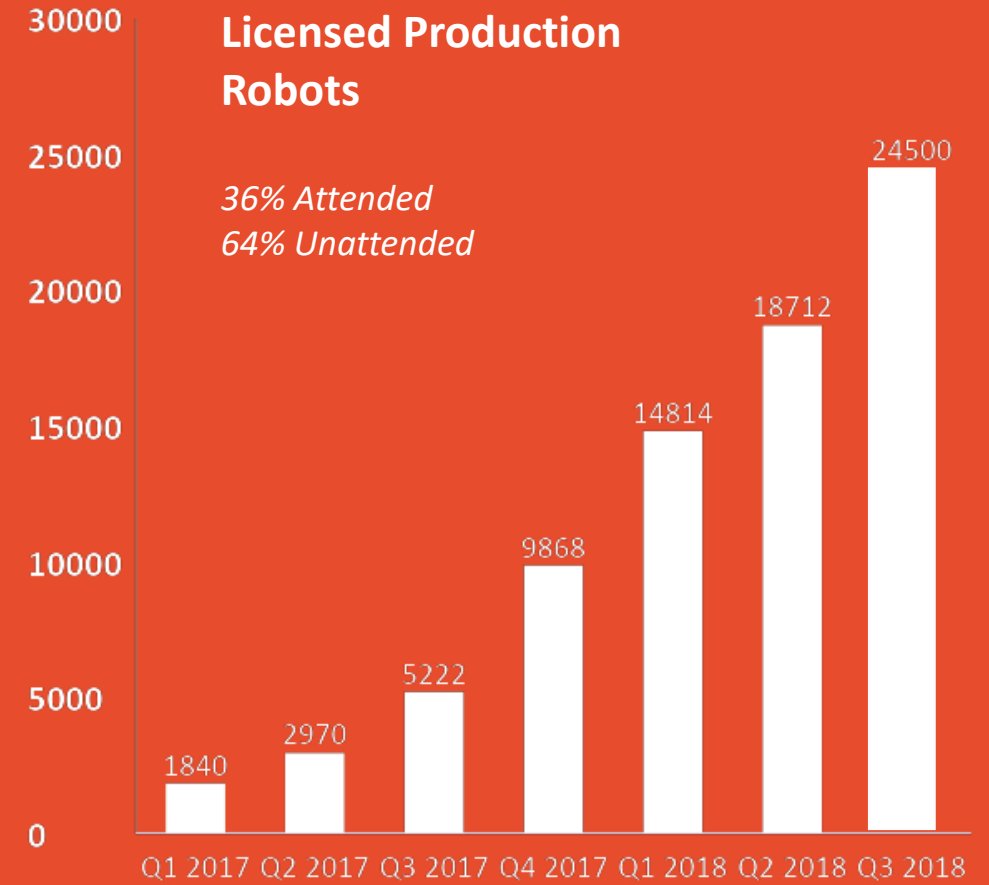
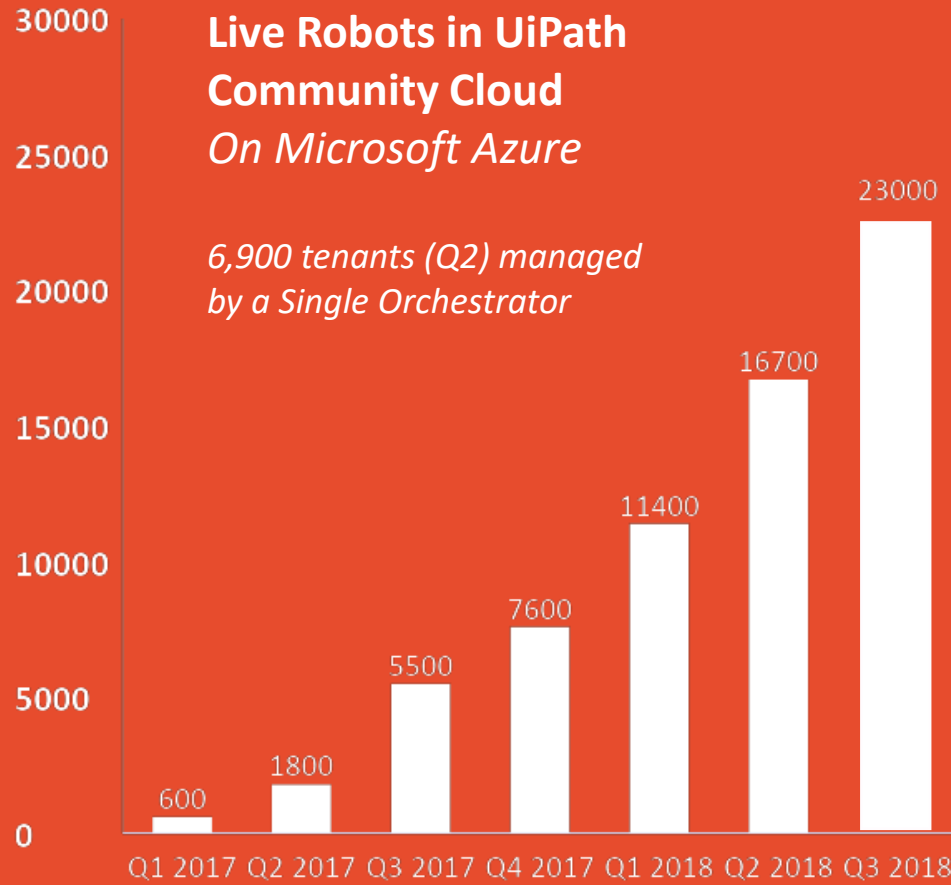


Large Scale

- Intelligent Workload Balancing
- Auto-scalable Robot Farms
- Fully Virtualized Infrastructure Support

TASK

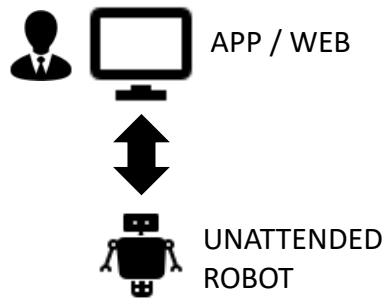
Robot Operational Statistics



Human-to-Robot Orchestration

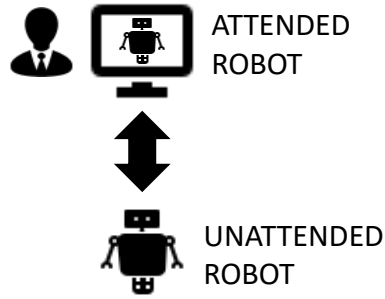
Introducing new ways of easier Orchestration of Business Users and Process Automation

Task Assistance



Application for
Tracking and
Managing Tasks

Hybrid RPA



Attended Robot as
Assistant out-tasking
parallel automations

Task & Case Management



Tasks and System of
Records Orchestration
or Collaboration

Digital Process Automation



End-to-End Business
Process Workflow
Automation

Planning for a new Robotic-PaaS



Easy Try & Buy

- 30 * 30 experience
- Per user and usage charging
- Self service portal
- Online payment



SaaS Readiness

- Multi-tenant core services
- Geo specific deployments
- Disaster Recovery Support
- Central role management
- Continuous Integration for dev ops



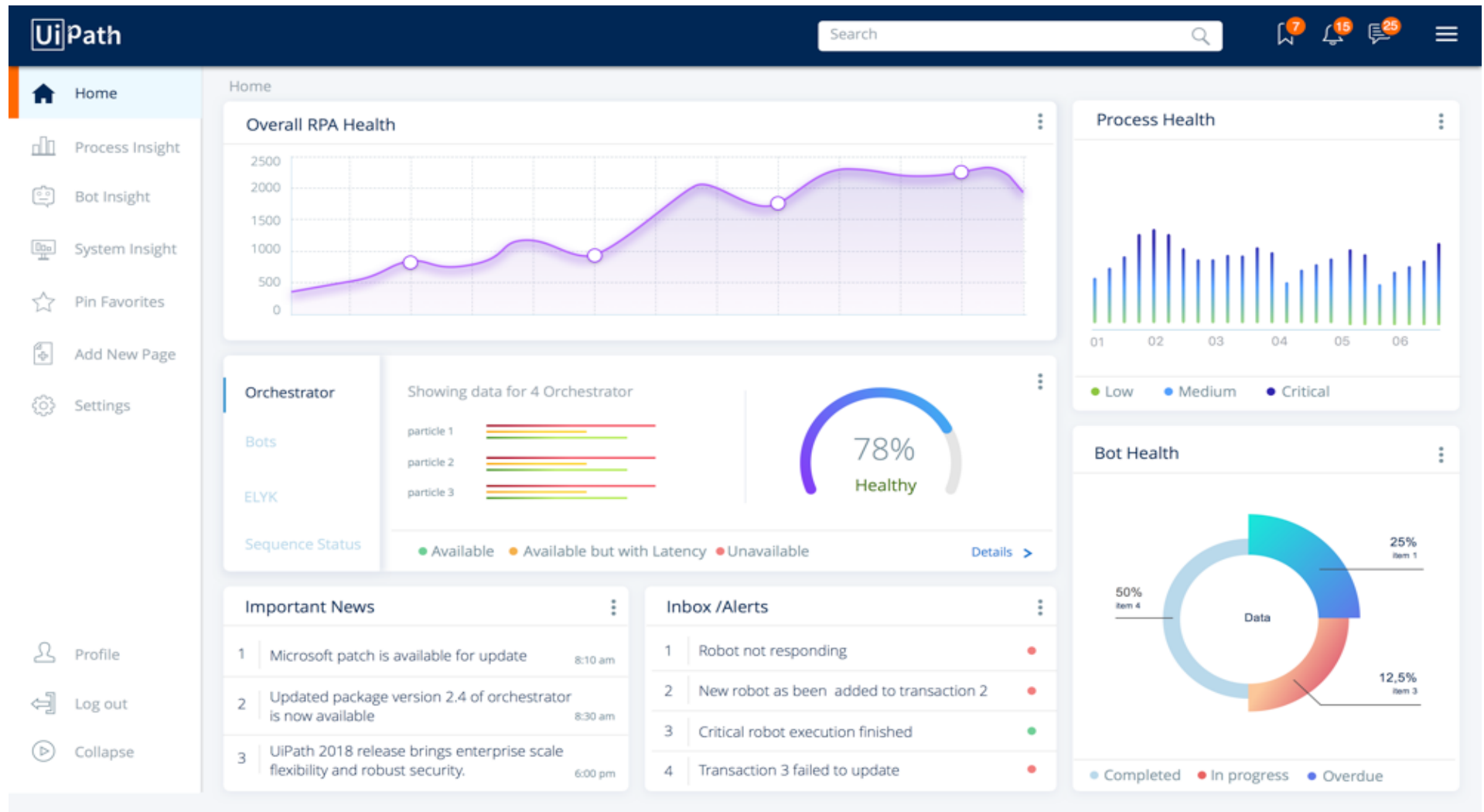
Core Product Features

- User based registration for Robots and Studio
- Robots and Studios On-premise or in Cloud
- Automated Upgrade Support
- UiPath Management UI provide user centric views
- Add-on services Analytics

Cloud Horizontals

- Standards and compliance (E.g., ISO 27001 and FedRAMP etc.,)
- Continuous Monitored
- Security considerations for data and process isolation
- Product telemetry and proactive support





Our Path to AI

HUMAN-LIKE

Machine Learning

Run Custom-Built Machine Learning Models
Ready-to-Use ML Services



Reasoning

Process Mining and Activity Recording
Machine Reasoning and Translation
Process Automation Generation

Computer Vision

Intelligent OCR Embedded
Screen Object Recognition with Machine Learning



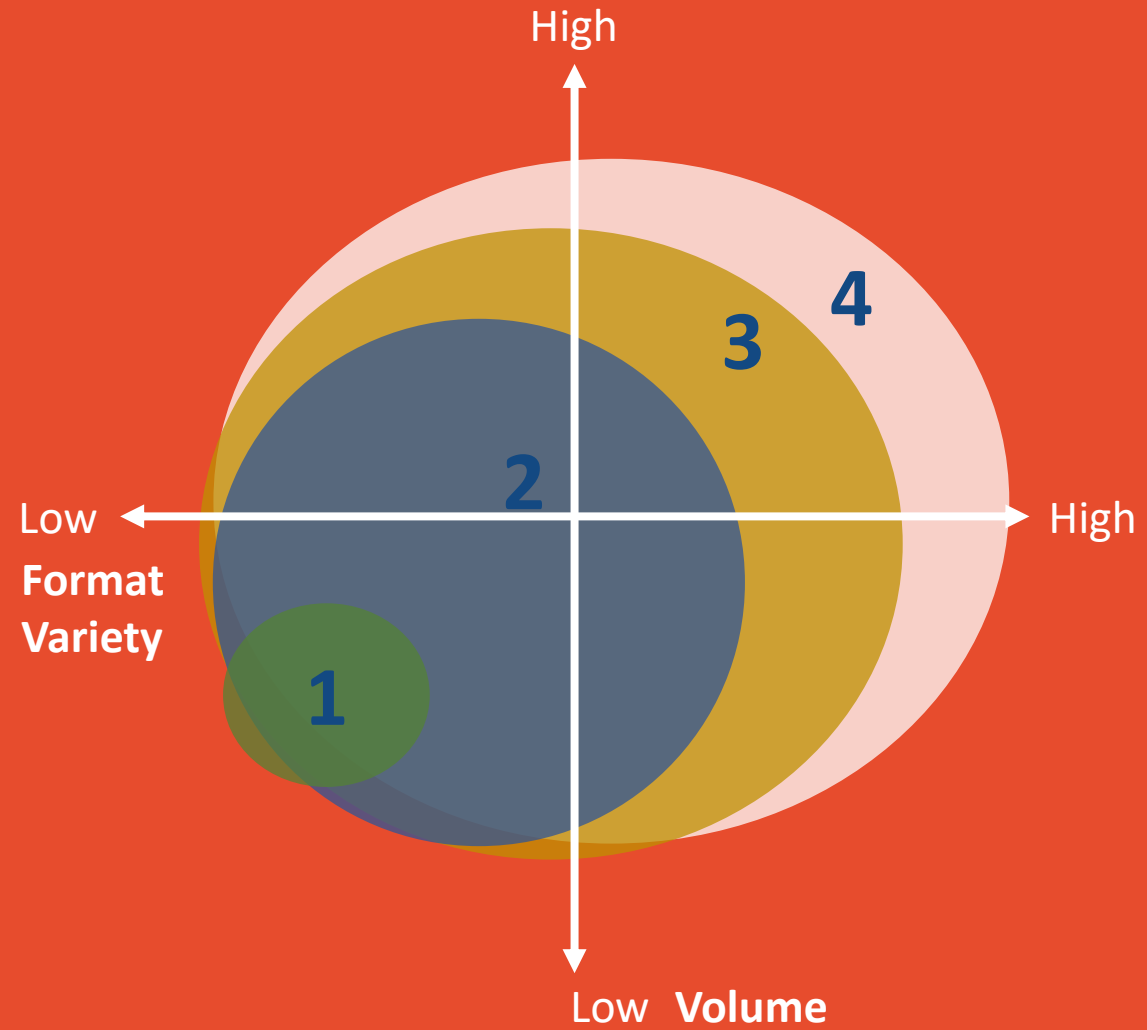
Language

NLP
Intent & Entity Extraction
Chatbots, Virtual Assistants

MACHINE

UiPath Intelligent OCR Add-On Products

- 1 OCR
- 2 **UiPath Intelligent OCR Template-based**
(powered with ABBYY)
- 3 **ABBYY FlexiCapture Platform with UiPath Activity Library**
(Self-Adjusting)
- 4 **UiPath Intelligent OCR**
(Machine Learning powered Technologies)



New Data Validation User Interfaces

TODAY

Verification Edit View

Confirm Field Postpone Field

Field: Designation

Winch (711-02)

Winch (711-02)

POS material displays

POS

6530

6530

Winch

POS

6530

NEXT

Demo Demo

Invoice

English

Invoice Date auto *Marked missing, Automatic*

Bill To auto ACME Ltd. 7 Rockfield Business Park, Old Station DR Cheltenham GL530AN

Ship To auto ACME Ltd. 7 Rockfield Business Park, Old Station DR Cheltenham GL530AN

Total Due auto £600.00

Line Items auto

Description	Quantity	Unit Price	Total Price
Legal Services	1	£500.00	£500.00
		SUBTOTAL	£500.00
		VAT (20.00%)	£100.00

File size: 139.8 KB

Search (Ctrl + Q) View as text

BILL TO:
ACME Ltd.
7 Rockfield Business Park, Old Station DR
Cheltenham
GL530AN

SHIP TO:
ACME Ltd.
7 Rockfield Business Park, Old Station DR
Cheltenham
GL530AN

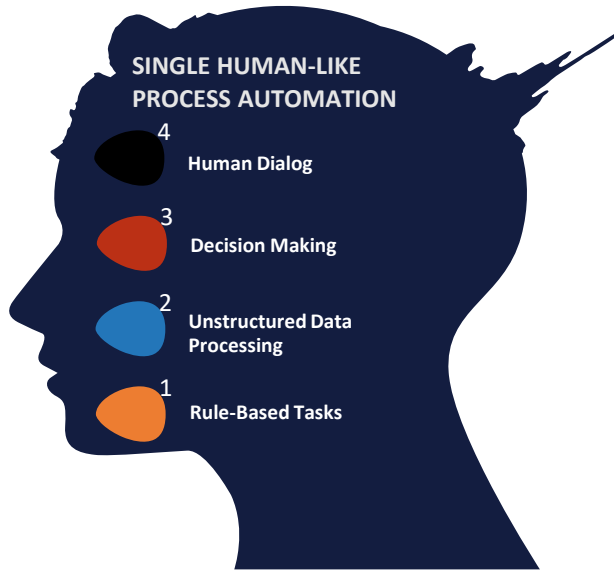
Currency: GBP

ITEM	DESCRIPTION	QUANTITY	UNIT PRICE	TOTAL
Legal Services	Legal Services – Stage 1	1	£500.00	£500.00
			SUBTOTAL	£500.00
			VAT (20.00%)	£100.00
			TOTAL DUE	£600.00

Bank: HSBC Bank, NA
Bank Swift: HSBCEK4B
Sort Code: 40-75-22
IBAN: GB32HSBC40752261493026
Account Name: Bevans Ltd UK
Account Number: 61493026

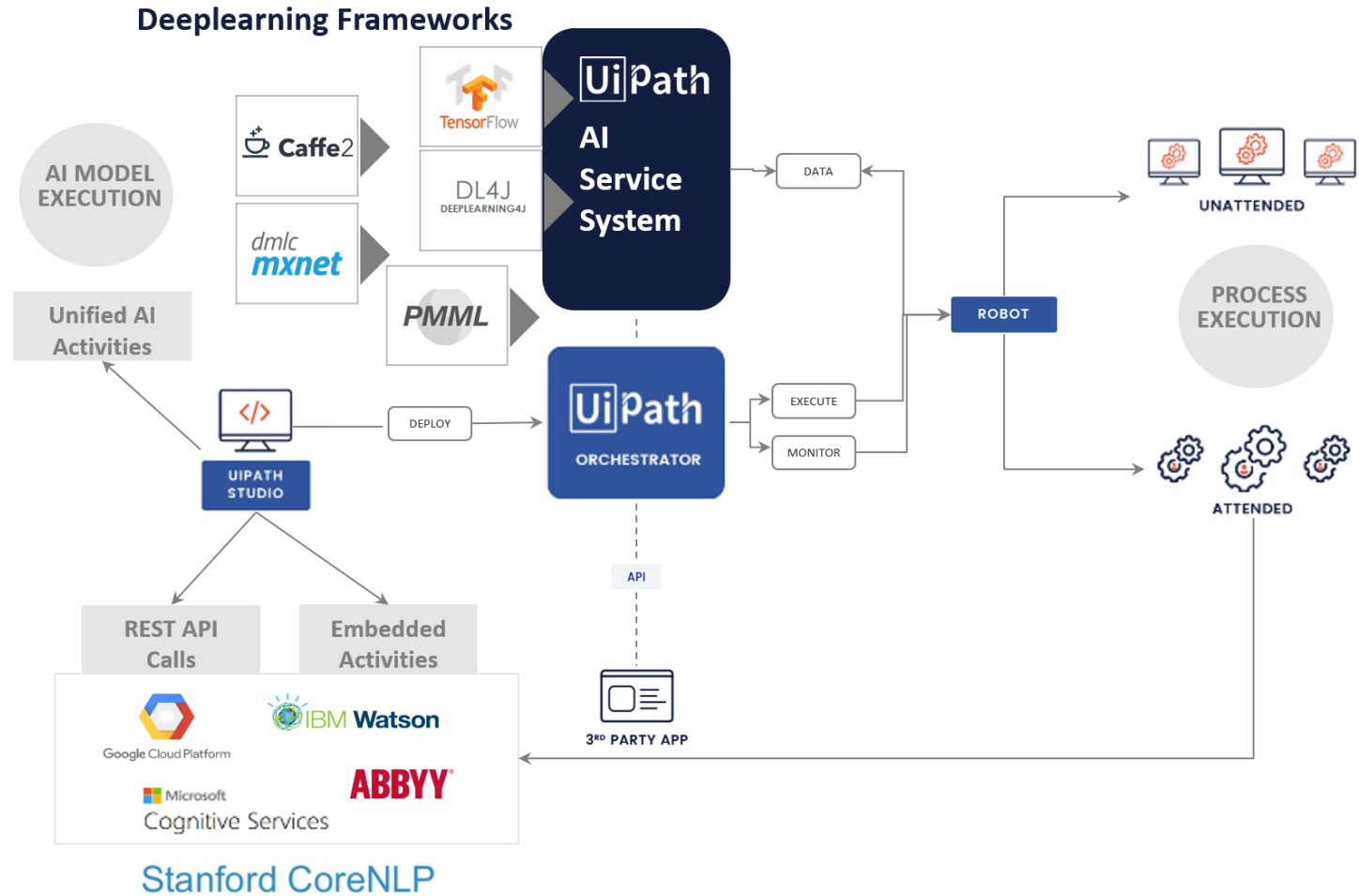
Machine Learning

Consume custom built machine learning models and integrated services

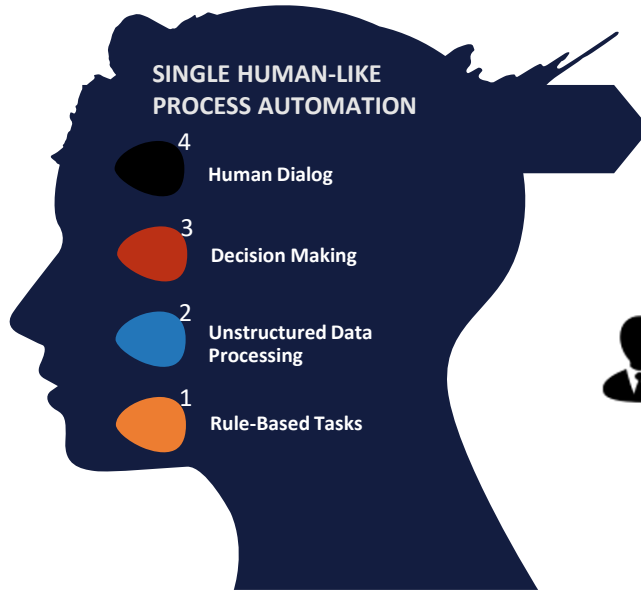


Direct AI Services access to most common Machine Learning Models of all AI Tools

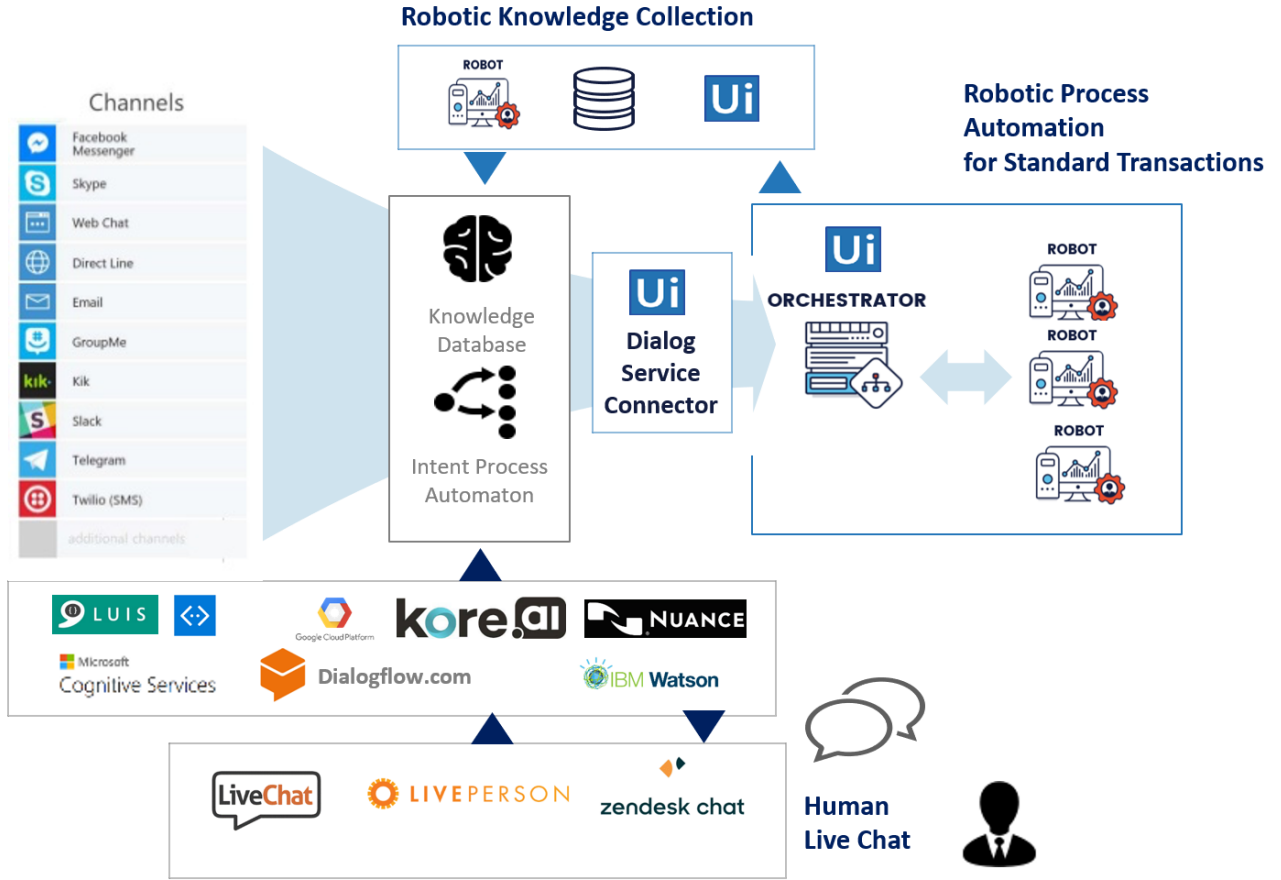
UiPath Deep Learning GPU for SW Robot



Virtual Assistants and Chatbot Integrations



Cognitive User Interface

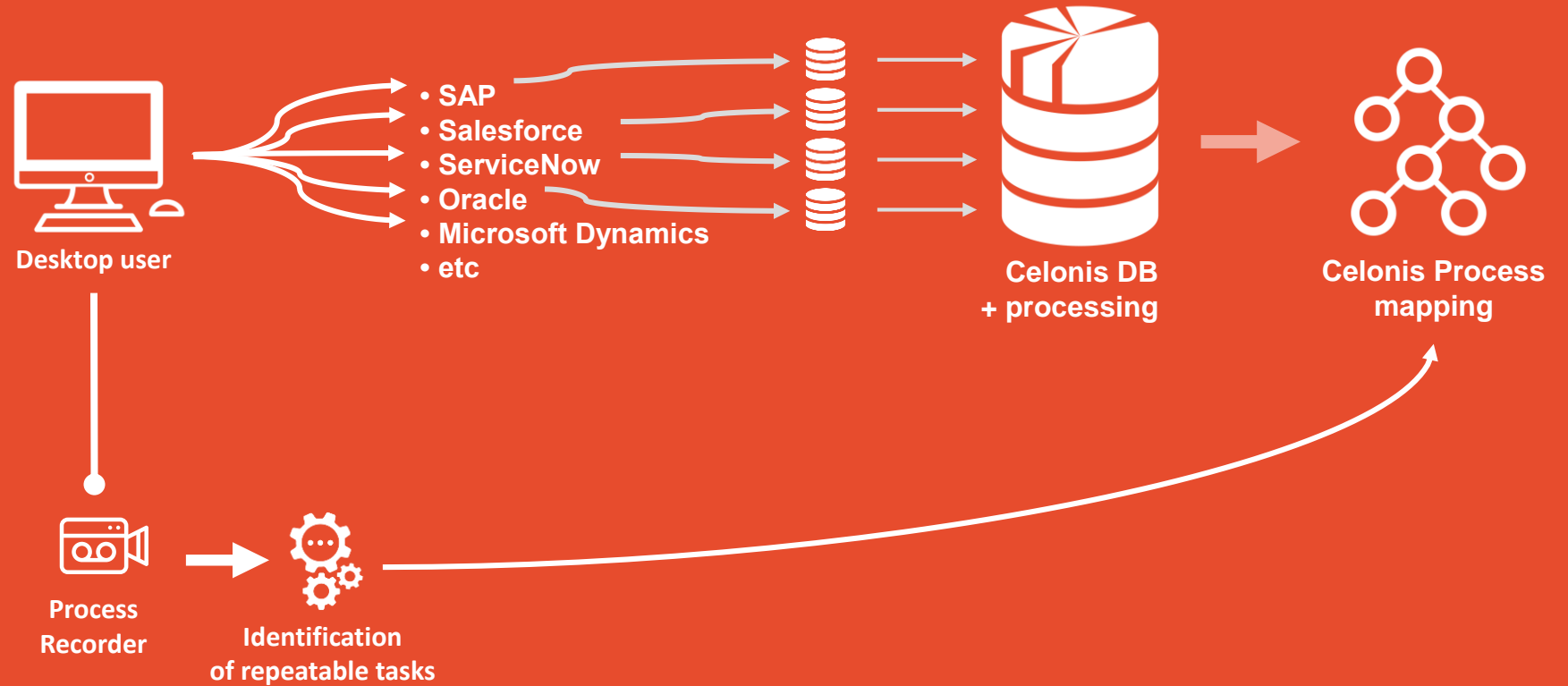


Integration of 'Chat based' NLP technologies such as:

- Microsoft Bot-Framework,
- Google Cloud and Dialogflow.com
- Other kore.ai, Nuance, Watson

Process Mining and Activity Recording

UiPath Smart Process Recorder and Celonis Process Mining



EASY
AND FAST
TO USE

User Enablement



StudioX – Easy Self-Generated Automation

Machine Learning Supported Computer Vision

Academy 360 – Certifications & Translations

UiPath Community - Educational Services

Localizations



Complexity

Library of pre-built automations and solutions (UiPath Go!)

Accelerating Studio Features (Debugging, WF Analysis, Plug-ins, etc.)

Enabling Technologies



Integrations

Event Management and Flows

Integration Wizards and Embedded Code

Solutions and Technology Ecosystem

HIGHLY
SPECIALISED
SKILL

Easy Self-Generated Automation

New way of working – Robot for every employee

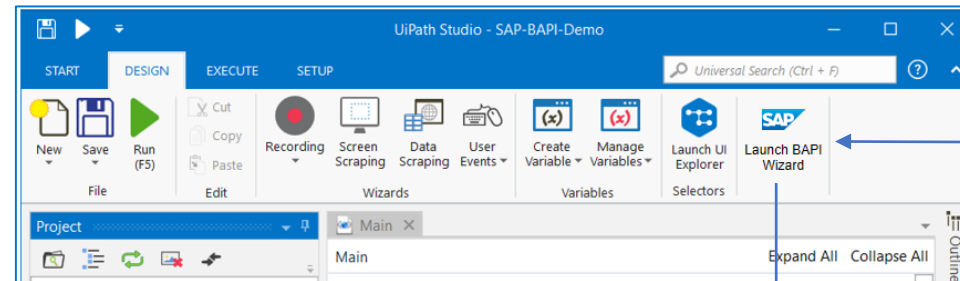
The screenshot displays the UiPath interface for automating the process of entering vendor invoices into SAP. The main workspace is divided into several sections:

- Menu Bar:** Home, Insert, Page Layout, Formulas, Data, Review, View, UiPath1, UiPath2.
- Toolbar:** Read In Invoices (P1), Login to SAP (P2), Lookup Vendors (P3), Run Process (P4), Build New Process, Create Chain, Record Task.
- Process Slides:** A sequence of 6 slides for the 'VerifyJobsInTerminal' process. Slide 4 is highlighted, showing the 'Enter Vendor Invoice: Company Code 1000' form in SAP. The form fields are mapped to Excel columns: 1 - Col E (Vendor), 2 - Col G (Posting Date), 3 - Col H (Amount), and 4 - Col G (Tax amount).
- Slide Properties:** Slide 4 of 9, Slide Title: Select Reports Tab, Interactions: 1 Click on Reports Tab.
- Excel Spreadsheet:**

	A	B	C	D	E	F	G	H	I
1									
2		1	INVOICE NUMBER	VENDOR NAME	VENDOR NUMBER	TERMS	SAP DATE	AMOUNT	
3		Invoice	13579	ACME Co	88899	30	02.03.2018	845,45	
4		Line Items	PRODUCT NUMBER	DESCRIPTION		QUANTITY	UNIT PRICE	AMOUNT	
5		Line Items	12345	Rocket Skates		2	340.00	680.00	
10							Total	\$	2,300.50

Integration Wizards and Embedded Code

SAP BAPI Automation: Create BAPI Automation



1. Launch BAPI Wizard

2. Select BAPI to automate

- Use the SAP BAPI Wizard in UiPath Studio to auto generate a wrapper workflow for selected BAPI.
- Package and deploy BAPI Automation Workflows in enterprise.

The screenshot shows the 'SAP BAPI Wizard' dialog box with the following configuration:

Connection	
Connection	S4H
User	DEMOUSER

BAPI	
BAPI	BAPI_ACC_DOCUMENT_POST
Arguments	...

Workflow	
File Name	BAPI Account Post Document.x

At the bottom of the dialog is a 'Generate' button.

3. Map Arguments*

4. Generate Workflow

Integration Workbench in Node.js

Orchestration Flows and Event Managements with UiPath for developers

The screenshot shows the Node-RED interface in a browser window. The main workspace displays a flow named 'Flow 1' with nodes: 'inject 1', 'Launch!', 'JSON Input', 'Bad Input', 'Ui Assets: Get All', and 'catch (2)'. The 'Ui Assets: Get All' node is selected, and its configuration panel is open on the right. The configuration panel includes 'node properties' (Name: request, Category: Assets, Action: Get All) and 'Parameters' (one parameter: \$top, value: 2). A right-hand sidebar shows 'info', 'debug', and 'dashboard' tabs, with the 'info' tab active, displaying node information and help text.

node properties

- Name: request
- Category: Assets
- Action: Get All

Parameters

- \$top: 2

Information

Node	"55855ade.4c80c4"
Name	Assets: Get All
Type	request

Node Help

A direct line to UiPath's Orchestrator.

Details

You can instruct this node to contact Orchestrator in one of two ways:

- by filling in the node's properties OR
- by inputting a JSON structure with the appropriate fields for an API call.

Note that, if the properties are filled in, inputs will be ignored.

See the [Orchestrator API Guide](#) for a list of available calls.

Option 1: Properties

Open the node and fill in the following properties:

Category String

The Orchestrator element you wish to interact with. If **Http Input** is selected

UiPath GO! Launched



Content

- Reusable Functions
- RPA Templates
- Content from UiPath Labs / Freelancers / Technology partners / Customers / Sis

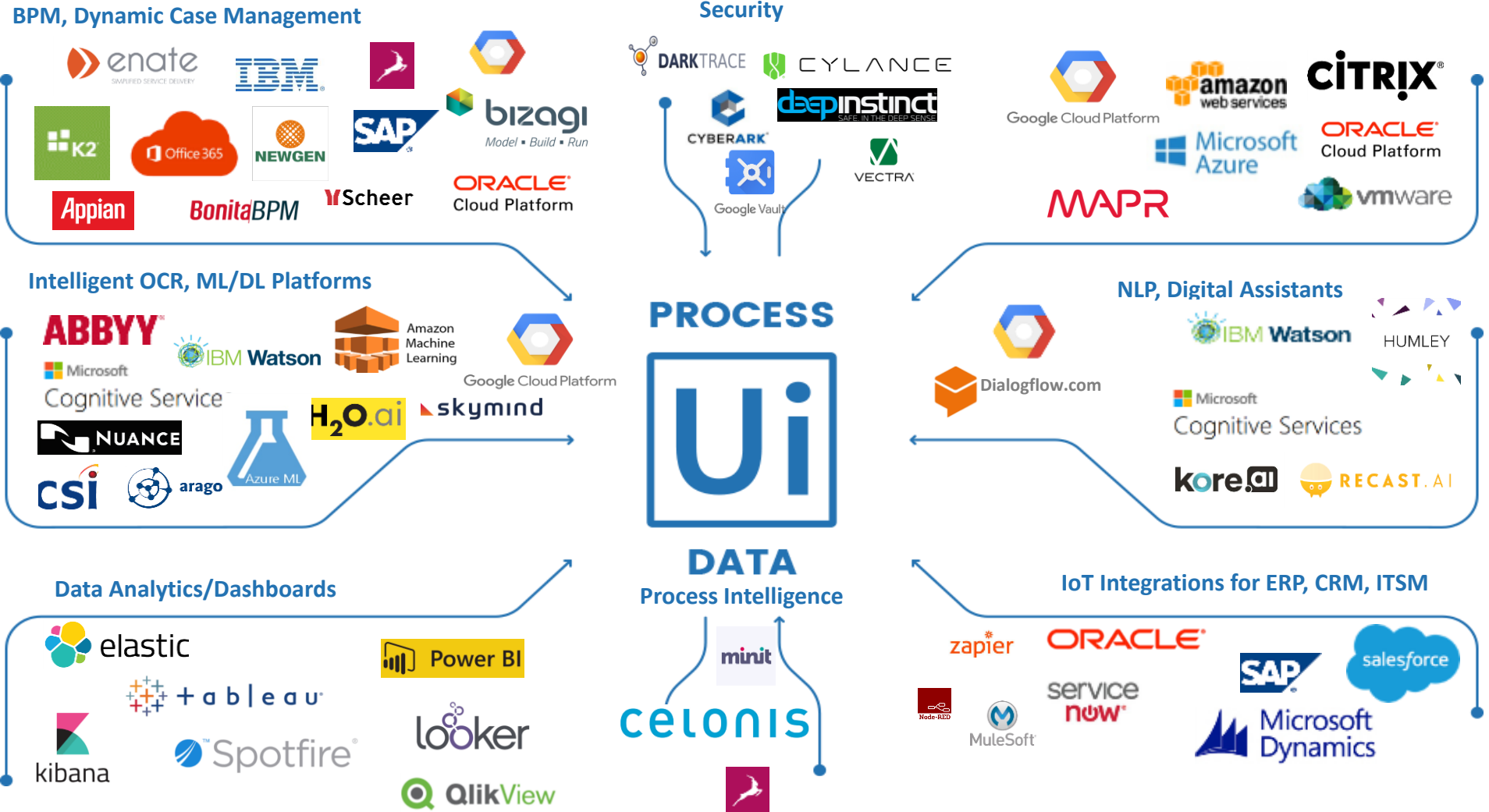
The screenshot displays the 'UiPath GO!' marketplace interface. At the top, there are tabs for 'PROVIDER TYPES' and 'COMPONENT TYPES'. Under 'PROVIDER TYPES', there are sections for 'Community Contributor', 'Business Partner', and 'Technology Partner', each with a brief description. The 'COMPONENT TYPES' tab is selected, showing a grid of components. A 'New & Noteworthy' section is also visible on the left side of the component grid.

Editor's Choice (ALL COMPONENTS)

Component Name	Provider	Price	Rating
SAP Freeze Handler Snippet	UiPath	Free	★★★★☆
Chatbot with Dialogflow Connector	UiPath	Free	★★★★☆
SAP Login (UI Automation) Snippet	UiPath	Free	★★★★☆
SAP Login (UI Automoc) Snippet	UiPath	Free	★★★★☆
Chatbot with Dialogf Connector	UiPath	Free	★★★★☆
Robot Status Window Activity	UiPath	Free	★★★★☆
PDF files Extensions Activity	UiPath	Free	★★★★☆
Robot Status Window Activity	UiPath	Free	★★★★☆
SAP Login-command line Snippet	UiPath	Free	★★★★☆

Our Network of Technology Partners

We are growing our Ecosystem of Technology Partners



WE HAVE A FASTEST GROWING COMMUNITY OF RPA DEVELOPERS

Academy

Free, multilingual, online training program and certification

55,000+
Enrolled

280+
Certified

Over 1,500
New Diplomas per Month

FILTERS

The screenshot displays a grid of training modules in the UiPath Academy. The top row includes: 'Biweekly RPA Q&A Webinar' (Webinar, ENROLL), 'Level 1 - Foundation Training' (E-Learning, PLAY), and 'RPA Developer - Advanced Learning Plan' (Learning plan | 7 courses, ENROLL). The bottom row includes: 'Business Analyst Training' (E-Learning, PLAY), 'RPA Awareness Training' (E-Learning, COMPLETED), and 'RPA Implementation Methodology Training' (E-Learning, ENROLL). Each module card features a distinct background image and a clear call-to-action button.



Forum

Free, online, living RPA expert community

15,000

Registered Users

3K

Daily User visits

3H

Time to first response

300

Posts per day



Key Highlights of the 2018.3 Release



UiPath Studio



- **Global Shared Library Support**
- **Upgrade Improvements**
- Enhanced Package Manager
- Dependency Rules
- **Localisation Support**

UiPath Orchestrator



- **Attended Robot Pools**
- Jobs Input and Output Arguments
- **Host Licensing vs. Tenant Licensing**
- **License Usage & Efficiency Dashboards**
- **Localisation Support**

UiPath Robots



- **RPA embedded HTML support** (Web forms for Attended Robots)
- **RPA embedded Java Support**
- More Attended Robot Controls for Mouse & Keyboard
- More MS Office Activities for Excel and Word
- **In-memory data tables operation**
- **Additional Encryption**
- **Localisation Support**

UiPath Marketplace

→ DEPLOY →

EXECUTE
Big
Scale
MONITOR

THANK YOU!

 **UiPathTogether**

— SOUTHERN EUROPE —

AUTOMATION FIRST

The "UiPathTogether" logo is centered in the middle of the image. It features the UiPath logo icon (a stylized orange and white symbol) followed by the word "UiPathTogether" in a white, sans-serif font.

— SOUTHERN EUROPE —

AUTOMATION FIRST