

#UiPathForward EMEA

LONDON, ROYAL LANCASTER HOTEL

Accelerate Everything

Bobby Patrick | CHIEF MARKETING OFFICER



THE EARLY RPA **BREAKTHROUGHS**

Computer Vision

- Perfectly emulates human worker repetitive tasks through the User Interface
- Acts as the hands and eyes... *not the brain*
- No coffee breaks

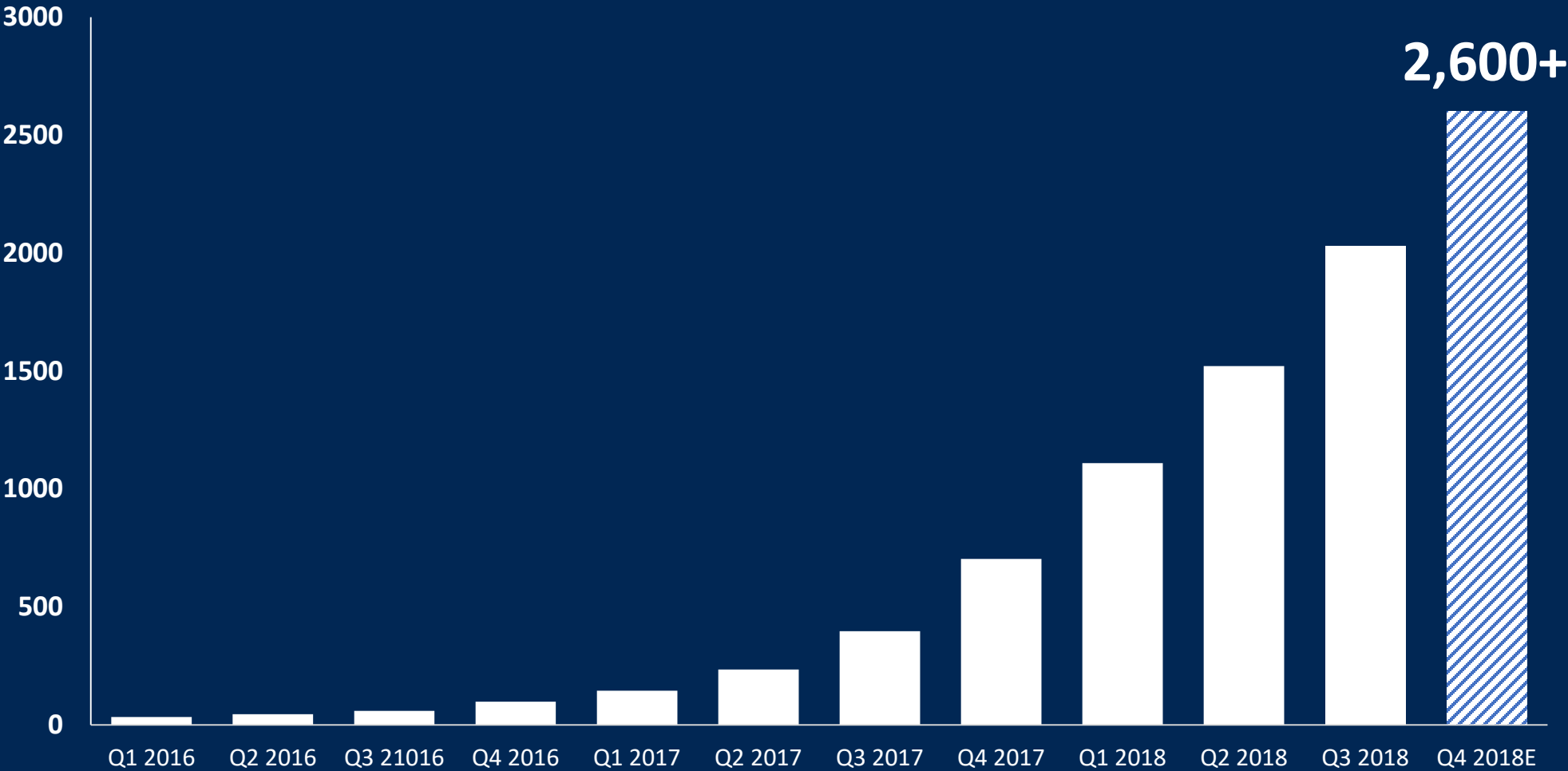
UiPath



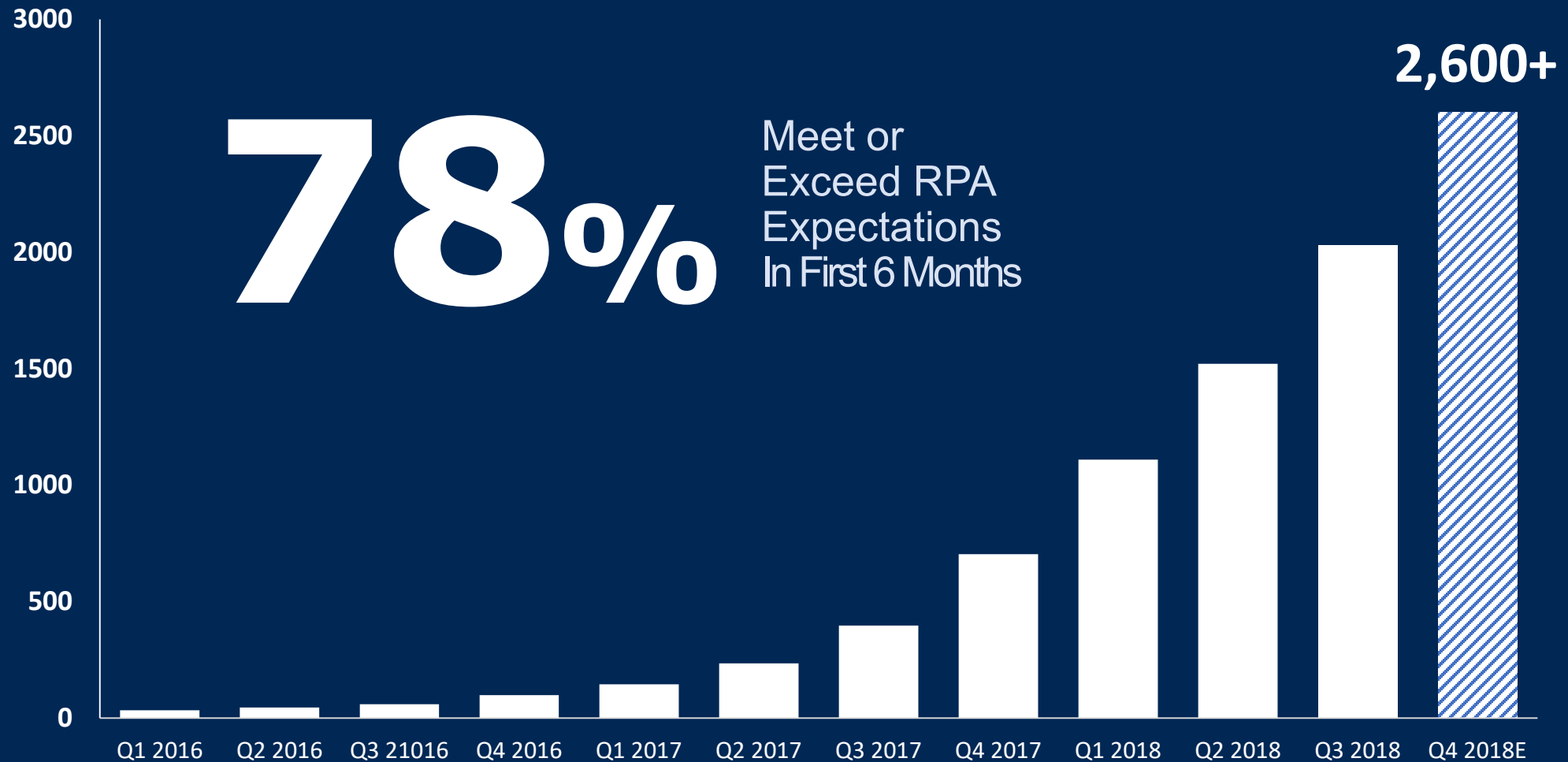
“Drag and Drop” Easy-to-Use Designer

- Built-in recorder
- Sequences support linear processes
- Use Flowcharts for complex business logic
- State machines support very complex processes

UiPath ENTERPRISE CUSTOMER GROWTH



SUCCESS ALWAYS TAKES THE BETTER PATH



SUCCESS ALWAYS TAKES THE BETTER PATH



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

MAKES A NEW STYLE OF AUTOMATION POSSIBLE

**COMPUTER
VISION**



**SUMMER
OF AI**



**BUSINESS
PROCESS
OPTIMIZATION**



AUTOMATION FIRST



CONVENTIONAL THINKING

Traditional tech lifecycle
API-to-API for everything
Business Process Reengineering
Business Process Outsourcing
Business User Drive Requirements
ROI 1-3 years

AUTOMATION FIRST MINDSET

Business-led enthusiasm
UI is fast and accurate
Business Process Optimization
Robot Economics
SMEs are the New Developers
ROI 6-9 months

AUTOMATION FIRST

1

PRODUCTIVITY IMPROVES

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

**GLOBAL
PRODUCTIVITY
IMPROVES**

75%



AUTOMATION FIRST

1 →

JOB SATISFACTION INCREASES

Deloitte: Automation is here to stay

MUNDANE WORK BECOMES AUTOMATED

50%+

AUTOMATION FIRST

1 →

THE HUMAN WORKFORCE **GROWS**

World Economic Forum, Future of Jobs Report



AUTOMATION CREATES

60 MILLION

NET NEW JOBS

AUTOMATION FIRST

1 →

CAPACITY EXPANDS

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

ROBOTS ADD THE EQUIVALENT OF

2.3B



FULL-TIME WORKERS



AUTOMATION FIRST

1 →

**Our Mission is to help you thrive
in the Automation First era**

A ROBOT FOR EVERY PERSON

OPEN & FREE COLLABORATION

ROBOTS ARE LEARNING SKILLS



Automation First

Immersion Labs



UiPath

PARTNER ECOSYSTEM

\$20M
INVESTMENT

Across Two Funds Targeted
to UiPath Partners Globally

UiPath Venture Innovation Fund

UiPath Partner Acceleration Fund



Department
for Work &
Pensions

UK DEPARTMENT OF WORKS AND PENSIONS OUTCOMES

First

Process: New Pension Claims

Problem: Heavily manual leading to a
backlog over 30,000 claims

Solution:

12 weeks

From Concept to Deployment

3 minutes

To deploy a new robot

12

UiPath Robots

2,500 / robot / week

Cleared the entire backlog in 2 weeks

UiPath

UK DEPARTMENT OF WORKS AND PENSIONS OUTCOMES



Department
for Work &
Pensions

Today:

50

UiPath Robots

30

Automations

“Our experience suggests the return on investment is around 15:1.”

– Shaun Williamson
Senior Product Manager

UiPath



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

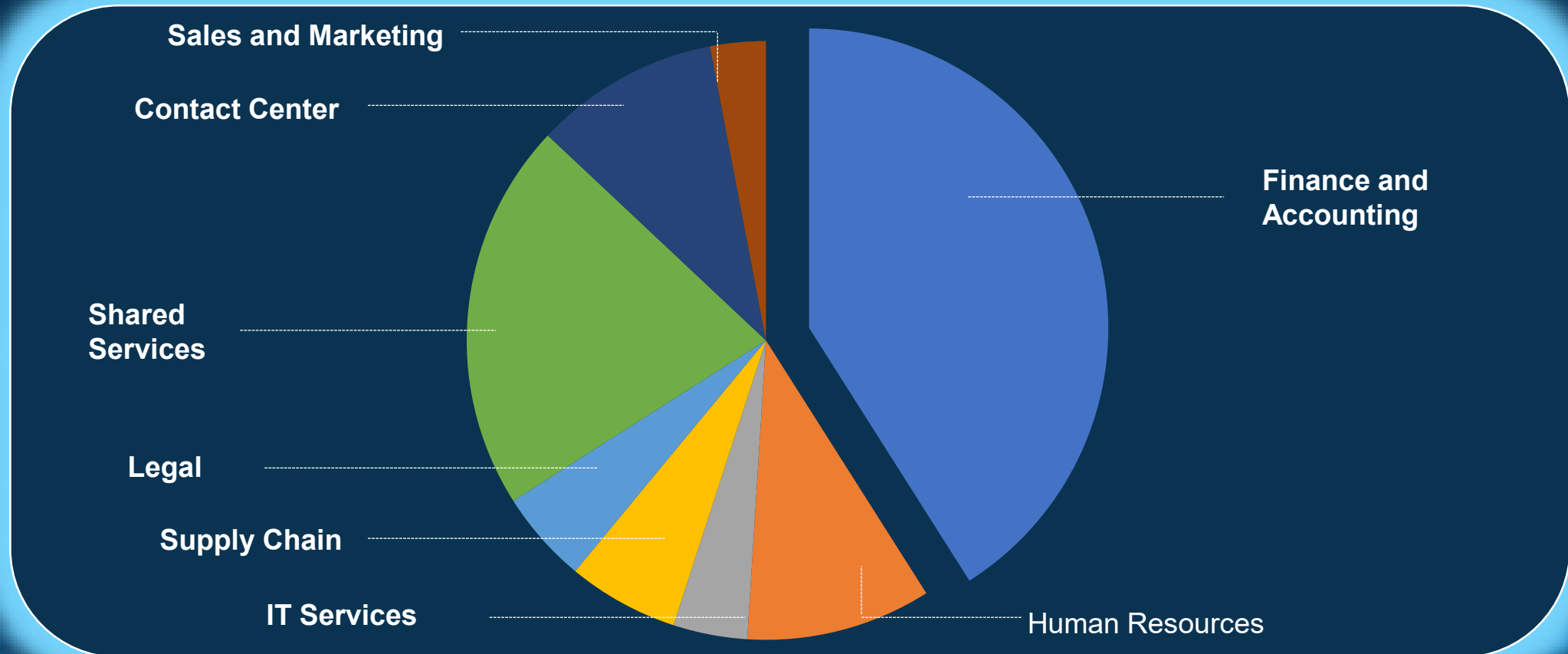
Top Comments ▼

Likes



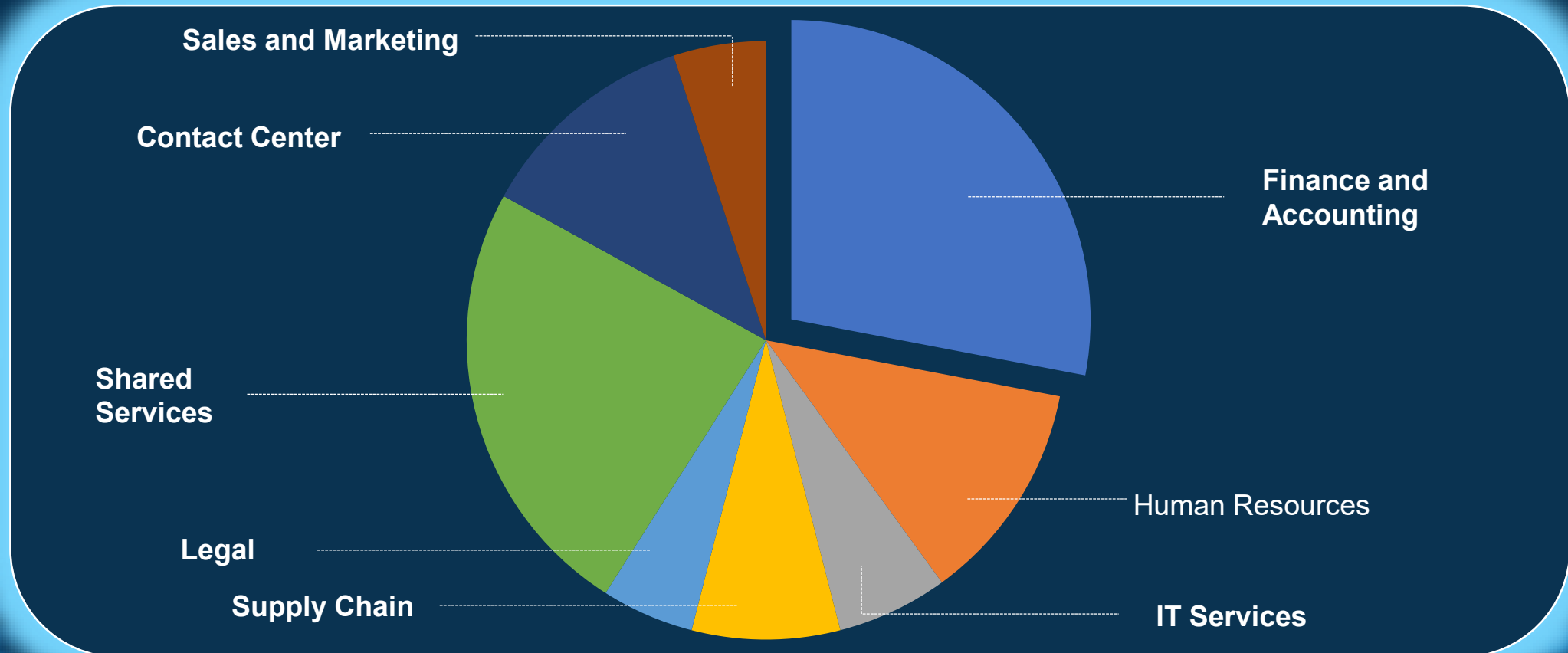
AUTOMATION FIRST TODAY

BACK-OFFICE IS A SMART ENTRY POINT



AUTOMATION FIRST 2019

FRONT-OFFICE IS GAINING FAST



AUTOMATION FIRST 2019

THE ONLY PLATFORM FOR BOTH
FRONT AND BACK-OFFICE

Attended

Sales and
Marketing

Contact
Center

Value Chain

Customer
Service

AUTOMATION FIRST

1 →

UiPath

Shared
Services

Unattended

Finance and
Accounting

Human Resources

Legal

IT Services

Cybersecurity

Thank you!

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