UiPath

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北京

AUTOMATION FIRST

欢迎及介绍

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Vice President of Sales APAC
亚太区销售总裁
UiPath

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SOUTHERN EUROPE
AUTOMATION FIRST

11月8日 | 马德里

#UiPathTogether
FUKUOKA
AUTOMATION FIRST

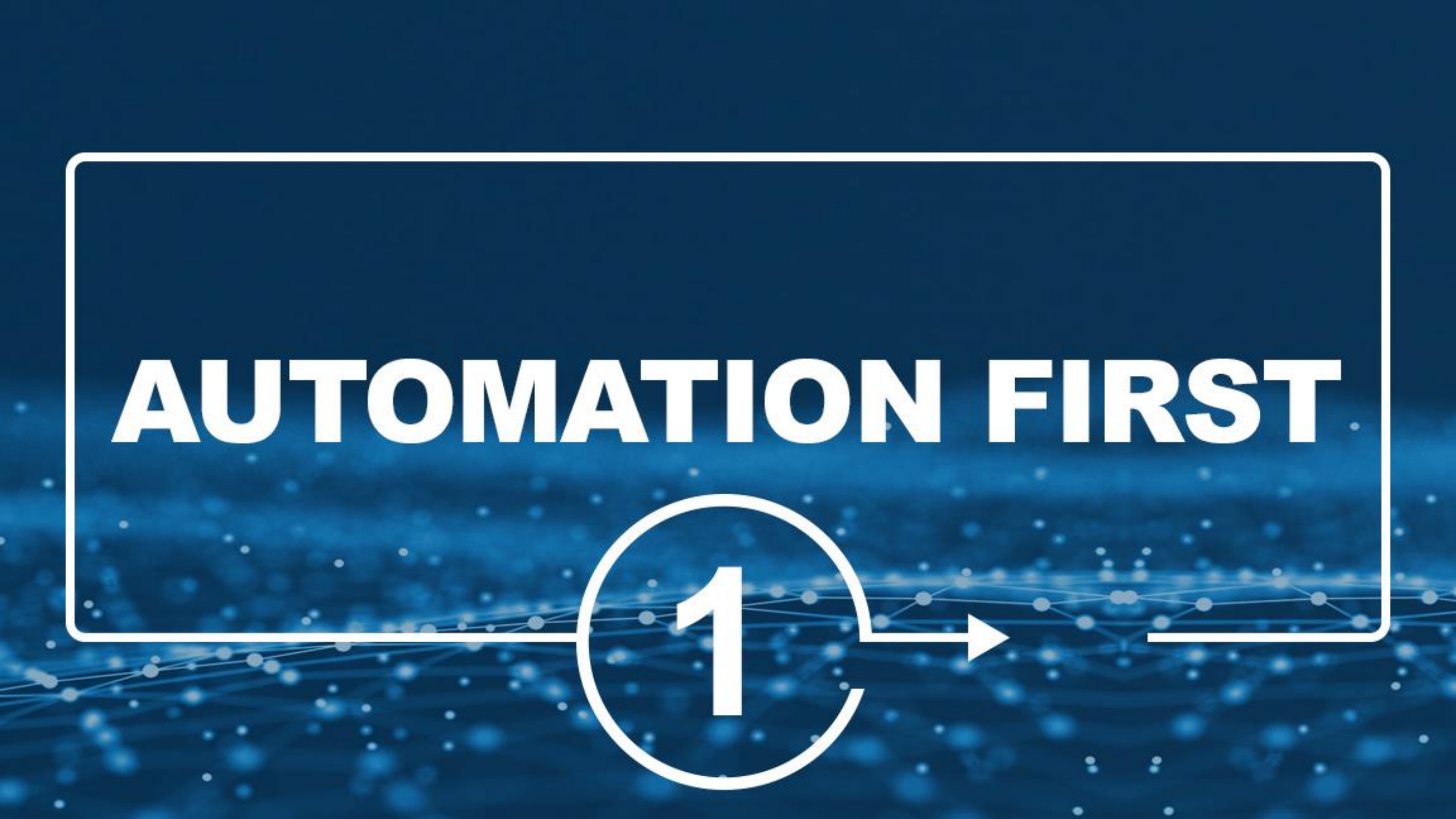
11月13日 | 福冈

#UiPathTogether
BEIJING
AUTOMATION FIRST

11月15日 | 北京

#UiPathTogether
MIDDLE EAST
AUTOMATION FIRST

12月12日 | 迪拜


AUTOMATION FIRST
1

1

B轮和C轮融资
1.53亿美元 + 2.65亿美元

2

1.5亿美元
年度经常性收入

3

500+ 个
亚太客户

4

150+名
亚太员工

5

分析师的
确定

6

发布Go!

7

在所有亚太国家
本地化

8

持续扩大
亚太业务

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UiPath首席营销官
主题演讲

Bobby Patrick

Chief Marketing Officer
首席营销官
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机器人流程自动化取得的早期突破

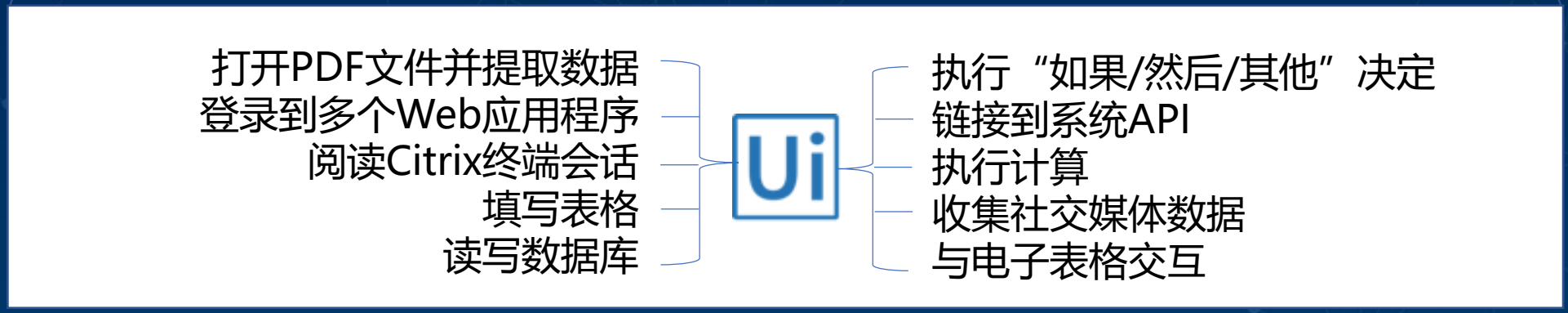
计算机视觉

- 通过用户界面完美模拟人工重复性任务
- 充当人类的手和眼睛... 但不是大脑
- 不用休息

拖放”自如、方便易用的设计师

- 内置录音机
- 序列可支持线性流程
- 使用流程图完成复杂的业务逻辑
- 状态机能支持非常复杂的流程

机器人流程自动化的实际应用



后勤部分

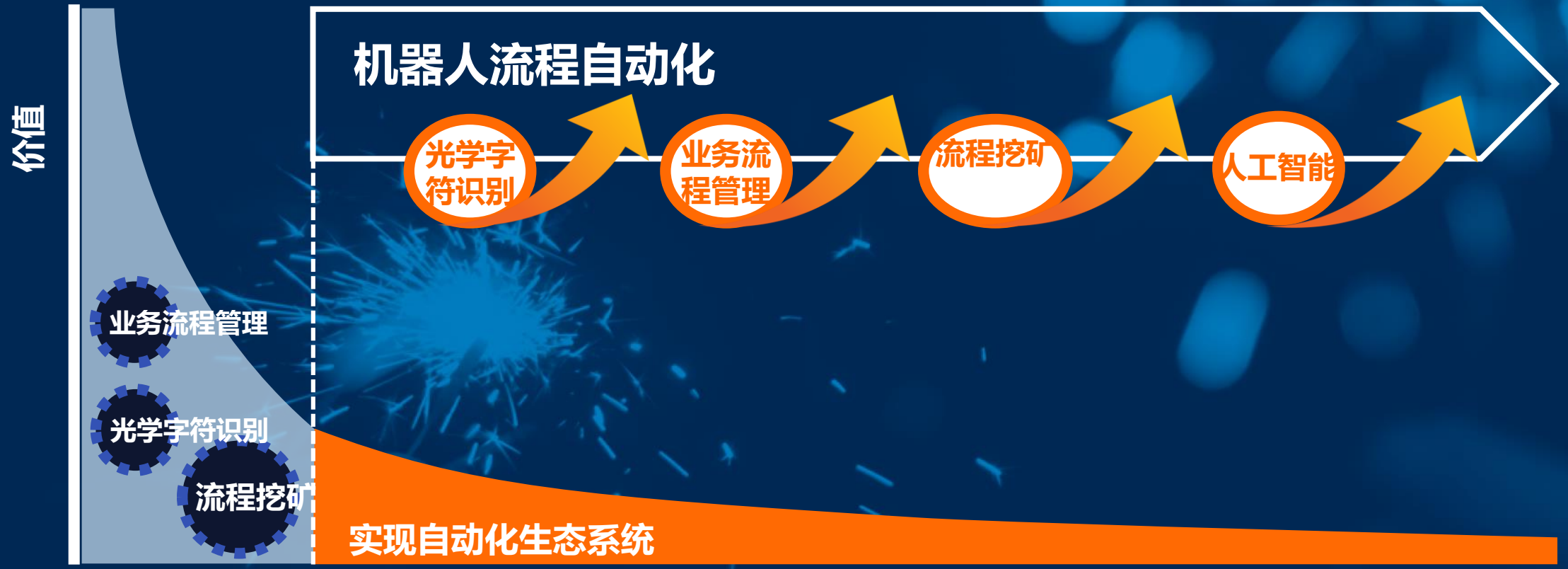
- 财务会计出纳
- 人力资源
- 法务
- 供应链管理
- 合规/欺诈识别
- 共享服务组织

混合RPA

管理部分

- 联系中心
- 客户服务
- 销售和营销
- 客户分析
- 物联网和预测分析

机器人流程自动化解决了
自动化“最后一英里问题”



UiPath的企业客户数量稳步增长

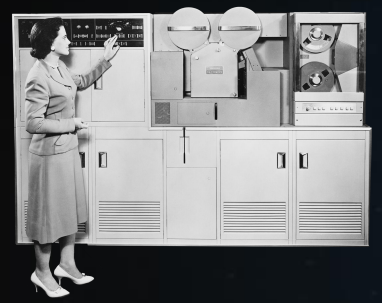
成功总是来自更好的路径

成功总是来自更好的路径

自从进入计算机时代，
技术改变了人们的工作方式

企业技术的六大方面

主机



个人电脑

图形用户界面

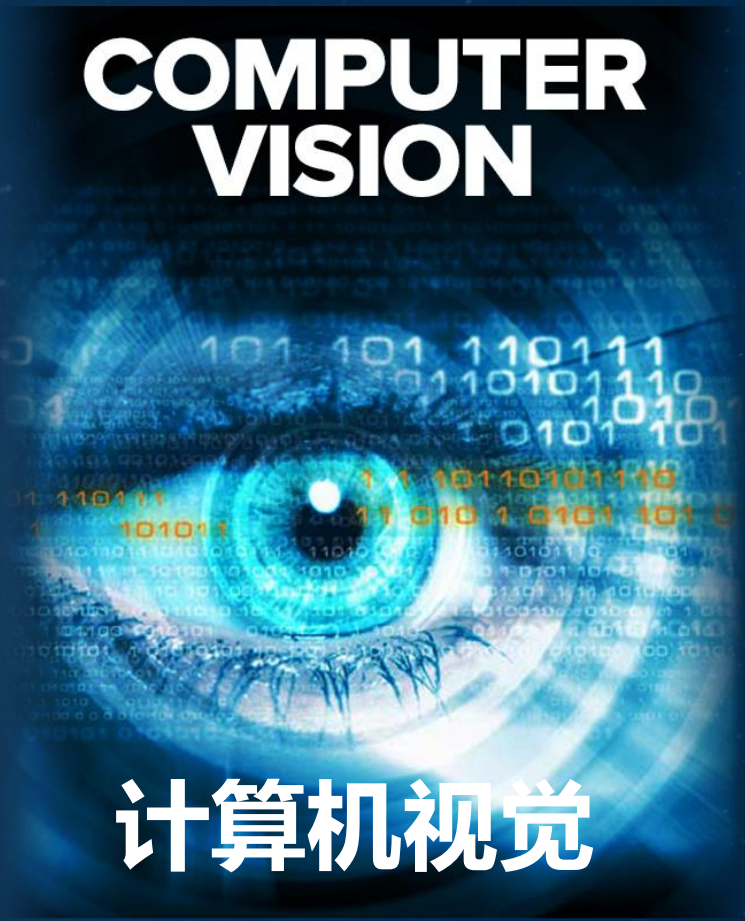
互联网

手机

云

当这些新技术出现时，企业鼓足了干劲

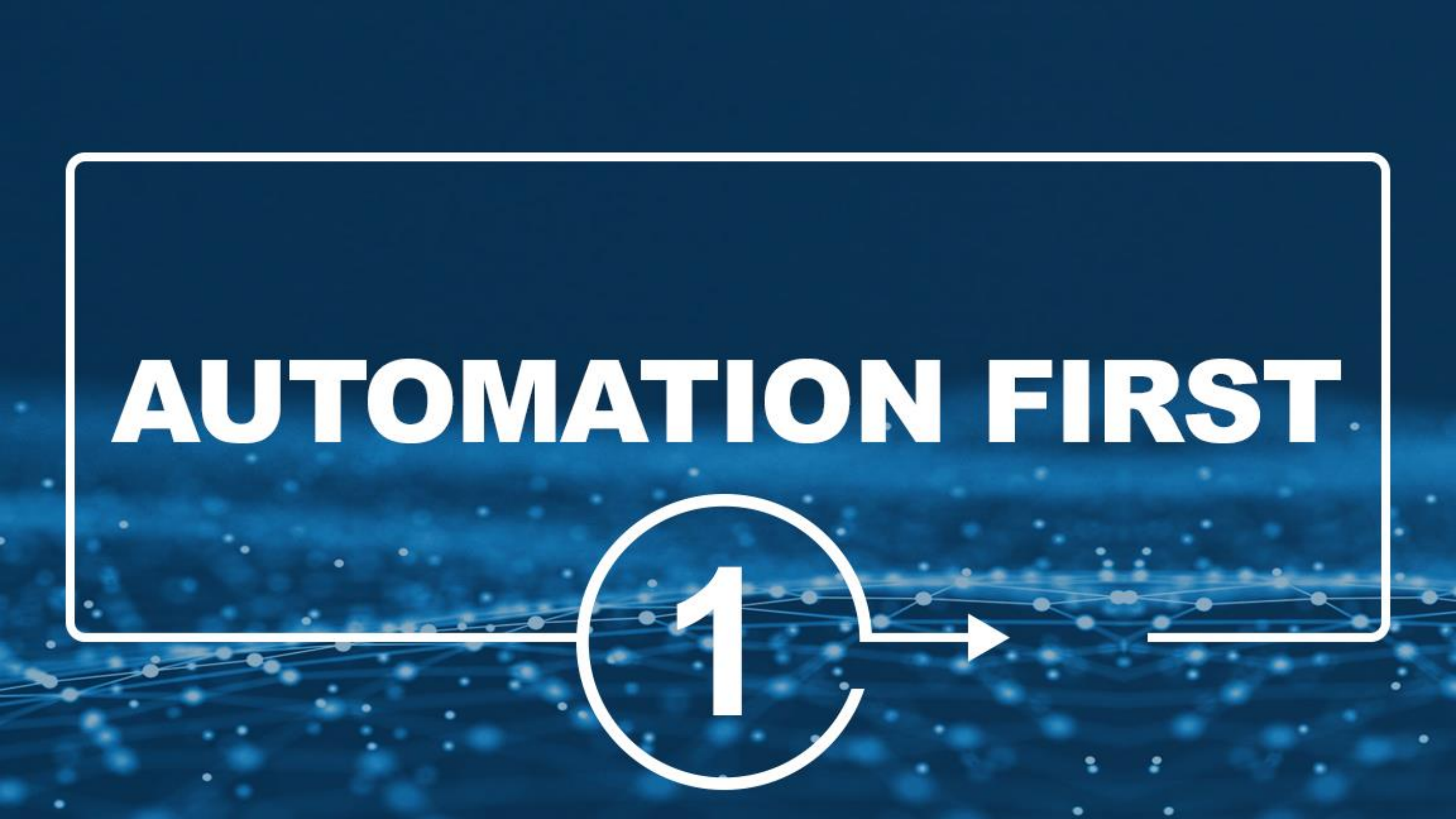
新趋势
的融合
催生了新型自动化



计算机视觉

人工智能的
春天

商业流程优化


AUTOMATION FIRST
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传统

思维

传统的科技生命周期

一切强调应用程序接口（API）互联

商业流程再造

商业流程外包

商业用户驱动要求

投资回报周期为1-3年

自动化优先

思维

商业主导自动化热潮

用户界面快速而准确

商业流程优化

机器人经济学

中小企业成为新的开发机构

投资回报周期为6-9个月

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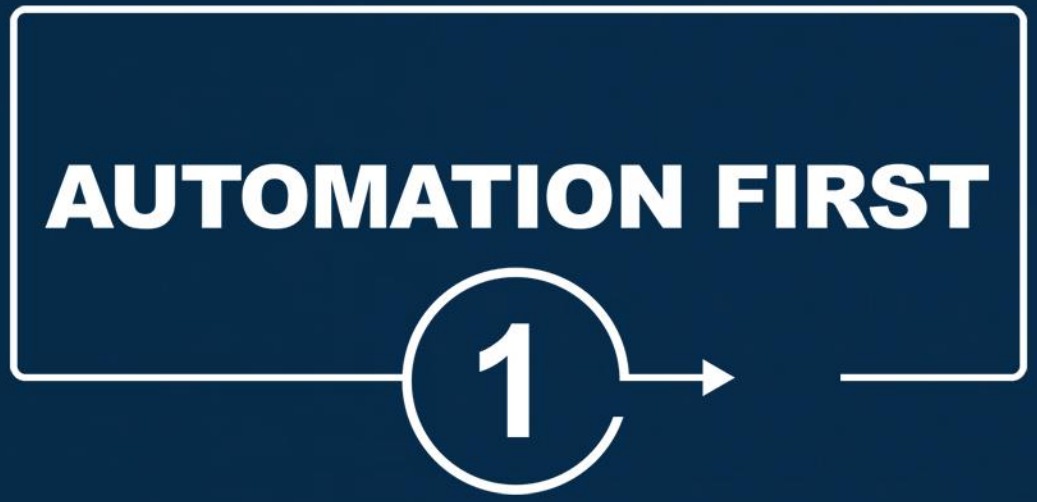
生产力提高

麦肯锡：《前途光明：自动化、就业与生产力》

全球
生产力
提升

75%



工作满意度提升

德勤：《自动化成为常态》

普通工作实现自动化

50%+

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人工劳动力增长

世界经济论坛，《工作岗位的未来报告》

自动化创造

60 MILLION

个净工作岗位

AUTOMATION FIRST

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能力扩展

麦肯锡：《前途光明：自动化、就业与生产力》

机器人相当于增加

23亿

全职工人


AUTOMATION FIRST
1
我们的使命是帮助企业在自动化时代蓬勃发展
一比一的人机配比
开放自由协作
机器人在学习新技能

机器人在学习新技能

模仿人类

基于规则采取行动

理解视觉图像

理解文档

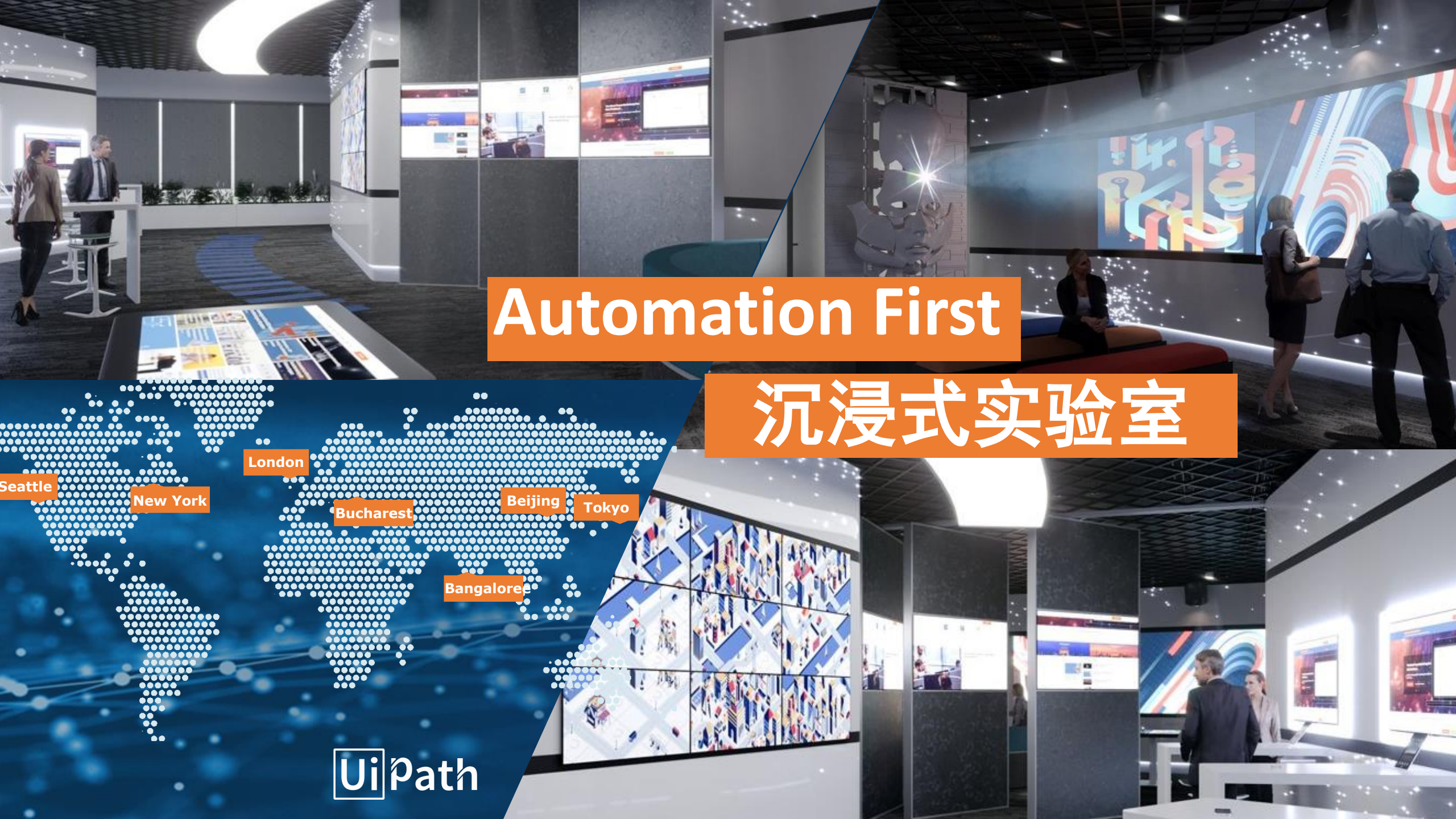
理解会话

自我维护

增强人类能力

做出预测性分析/决策

开展流程监测及发现


Automation First
沉浸式实验室
London
Seattle
New York
Bucharest
Beijing
Tokyo
Bangaloree
UiPath

合作伙伴

生态系统

200万

投资

横跨2个针对UiPath全球合作伙伴的基金

UiPath 创业投资基金

UiPath 合伙人加速基金

UiPath平台

UiPath
Academy

学习

UiPath
Studio 工作室

流程数据化
包括商业流程和工作流程

Digitize your process
Your business processes and workflows

DEPLOY
部署

UiPath
Orchestrator 协调中心

Manage and secure
Your digital workforce

管理并维持
数字化劳动力

大规模

执行
EXECUTE
Big Scale
MONITOR
监测

UiPath
Robots 机器人

Deploy and scale
Your attended *and* unattended robots

部署和增加
有人值守和无人值守的机器人数量

分享

UiPath
Go!

Executed with 100% accuracy

100%的执行精准率

自动化优先2019

能同时满足管理和后勤部门需求的唯一平台

有人值守

销售和营销

联系中心

价值链

客户服务

AUTOMATION FIRST

1

UiPath

共享服务

无人值守

财务会计

人力资源

法务

IT服务

网络安全

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UiPath首席战略官
主题演讲

Vargha Moayed

Chief Strategy Officer
首席战略官
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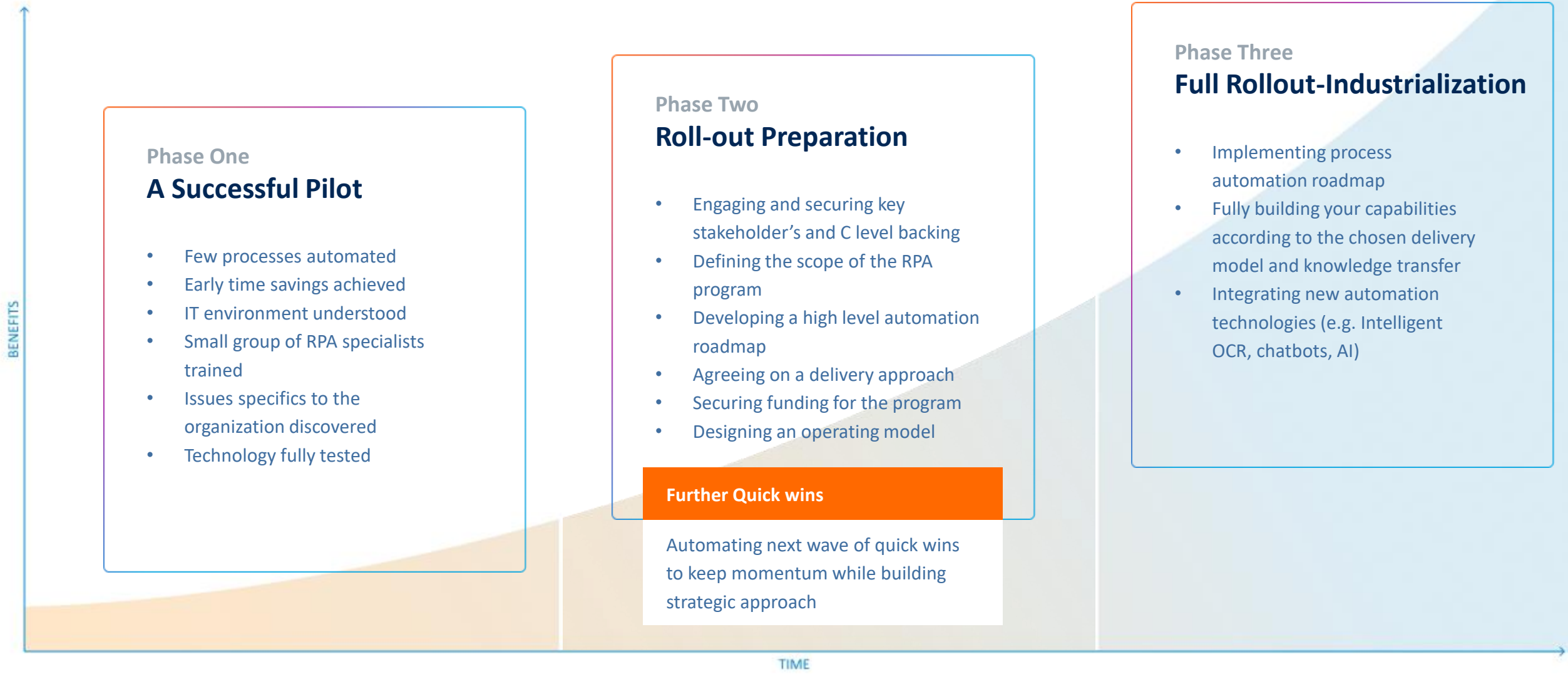
BEIJING

推出RPA的准备

PHASES OF AN RPA PROGRAM

Many organizations after a successful pilot struggle to define a path forward to a successful ramp-up of their automation program: a preparation phase is needed



Phase One

A Successful Pilot

- Few processes automated
- Early time savings achieved
- IT environment understood
- Small group of RPA specialists trained
- Issues specifics to the organization discovered
- Technology fully tested

Phase Two

Roll-out Preparation

- Engaging and securing key stakeholder's and C level backing
- Defining the scope of the RPA program
- Developing a high level automation roadmap
- Agreeing on a delivery approach
- Securing funding for the program
- Designing an operating model

Further Quick wins

Automating next wave of quick wins to keep momentum while building strategic approach

Phase Three

Full Rollout-Industrialization

- Implementing process automation roadmap
- Fully building your capabilities according to the chosen delivery model and knowledge transfer
- Integrating new automation technologies (e.g. Intelligent OCR, chatbots, AI)

MAIN TASKS OF A PREPARATION PHASE

During the preparation phase organizations need to secure the backing of the C level and build a realistic roll-out plan

A

Engaging key stakeholders and securing their backing

B

Defining the scope of the RPA program

C

Developing a high level automation roadmap

D

Agreeing on a delivery approach

E

Building a high level business plan & securing funding

F

Designing an operating model

A ENGAGING KEY STAKEHOLDERS

It is crucial to engage the C level and key stakeholders as soon as the early benefits of an RPA pilot are visible

WHO	WHY
CFO	It will become crucial to have CFO support to be able to properly fund the RPA roll-out program
Heads of major Business Units and departments	These are the ultimate beneficiaries of RPA, and their consent and support will be required to modify and automate processes
Head of support services	More often than not the head of support services (GBS) tends to be the early sponsor of an RPA initiative as quite often RPA is first deployed in back office functions
CIO	While RPA tends to be more business led, CIO and IT should not be ignored as IT's full backing is a pre-requisite to a successful RPA program
Chief Personnel Officer	The deployment of RPA will be a source of anxiety among staff and it is important to enroll the help of the HR department to create a communication and change program accordingly
IT Security	IT security specialists need to feel reassured that RPA will not be breaking any security rules and that it is in full accordance with the organization's security protocol
Chief Compliance Officer & Internal audit	As RPA will modify some processes and alter issues such as segregation of duties, it is important that an organization chief compliance officer and the internal audit team are involved and their concerns addressed upfront and that an ongoing collaboration is established with them

KEY DIMENSIONS OF SCOPE

Ideally, in agreement with key C level stakeholders, the first question to tackle is the scope and ambition of the program

Functions

Which functions will be covered by the RPA program: only back offices functions (e.g. finance, HR, procurement) or also front office functions (e.g. customer support, sales)

Entities

How many entities / business units should be covered?

Geographies

Should the program include all geographies or should be limited to only few locations?

The Scope and ambition of the program will have direct implications in term of:

Delivery Approach

Operating Model

Level of Funding

The scope can be staged and conditional to some milestones being met, but it is highly recommended that these are explicit and that the ambition of the program be known at the onset

HIGH LEVEL ASSESSMENT CRITERIA

Prior to engaging into a roll-out it is useful to have a “heat map” of the automation potential across at least a sub-set of the organization

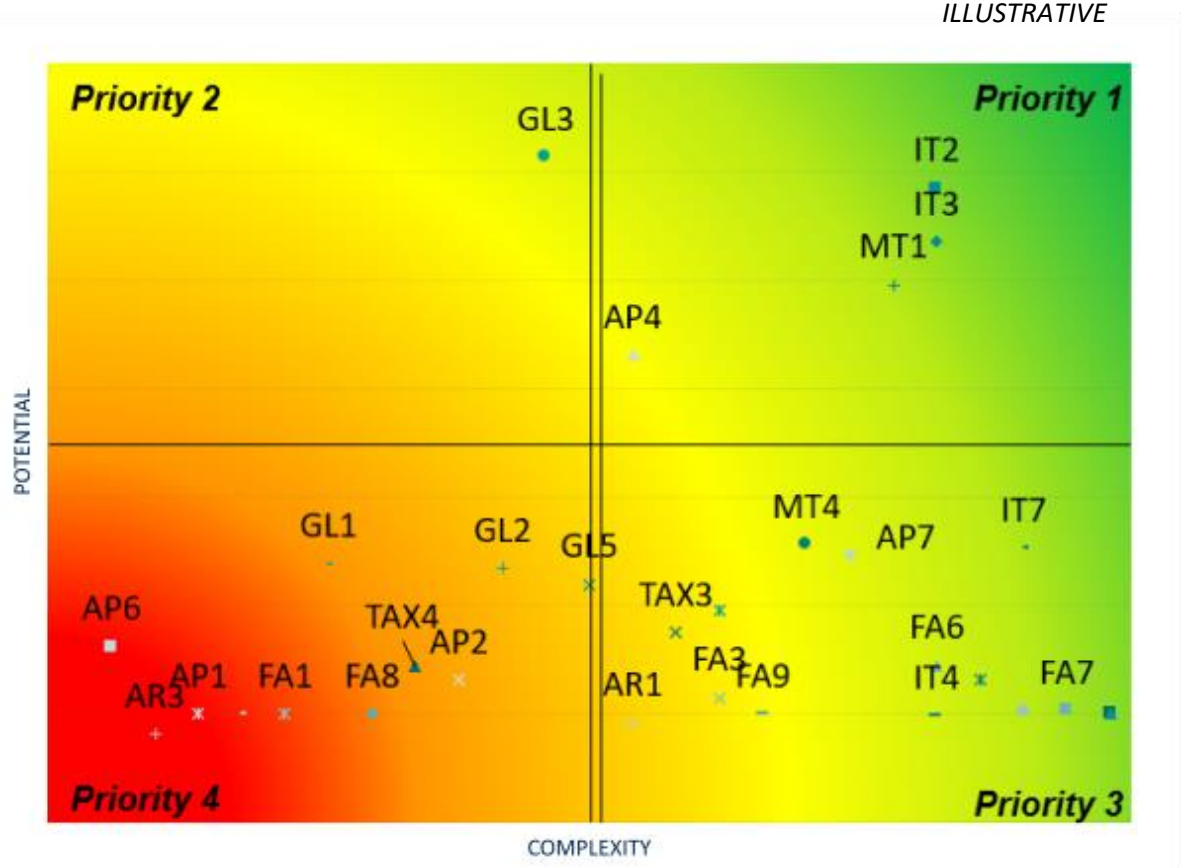
POTENTIAL

- Rule driven process
- Number of FTEs
- Electronic data availability
- Frequency
- Human judgement
- Error rates
- Process continuity
- Data sensitivity

COMPLEXITY

- Number of IT systems employed
- IT systems technology
- Process documentation availability
- Level of process standardization

ILLUSTRATIVE



D AGREEING ON DELIVERY APPROACH

THE 8 STEPS OF AUTOMATION

To determine the delivery approach, it is important to first understand the different stages of the automation life cycle and make the distinction between business and technical steps

Business Steps

Technical Steps

Step 1
Process identification

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

Step 2
Process assessment

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

Step 3
Process redesign

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

Step 4
User stories definition

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

Step 5
Development

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

Step 6
UAT

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

Step 7
Hyper-care

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

Step 8
Operational support

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

A mixed delivery model with in-house and external teams could be used throughout the automation cycle and evolve overtime

Insourced
Outsourced
Co-sourced

	Step 1 Process identification	Step 2 Process assessment	Step 3 Process redesign	Step 4 User stories definition	Step 5 Development	Step 6 UAT	Step 7 Hyper-care	Step 8 Operational support
Full in-house RPA team								
Mixed process assessment and automation teams internal process identification and support teams								
Mixed automation teams with in-house process assessment and maintenance teams								
Full outsourced RPA team								

Combining the results observed at the pilot stage and the high level roadmap with decisions about scope and delivery model, a business plan can be built as a foundation to secure funding for the program

INPUTS

Results from the pilot:
Reduction in time observed
Cost and length of automation

Scope:
Hypotheses about timeline
Overall benefits

High level roadmap:
Hypotheses about benefit to be expected

Delivery approach:
Hypotheses about costs of development & support

BUSINESS PLAN

ILLUSTRATIVE

	YEAR 1	YEAR 2	YEAR 3
# of Processes Developed	7	10	9
FTE repurposed	21.0	25.0	18.0
Quarterly FTE Savings for Capacity Repurposed	$600,287	$2,222,818	$3,257,250
Total # of Bots deployed	13.7	21.3	25.5
Total technology costs	$25,927	$36,858	$42,836
	IN HOUSE (S1 - S4) - DEVELOPMENT OUTSOURCED (S5 - S7)		
Total development cost	$480,846	$315,943	$224,743
Total operational support cost	$23,935	$53,090	$53,090
Total Quarterly Costs	$530,708	$405,890	$320,668
Quarterly Net Cash flow	$69,579	$1,816,927	$2,936,581

OUTPUTS

Cash flow

ROI

Total funding requirement

Milestones

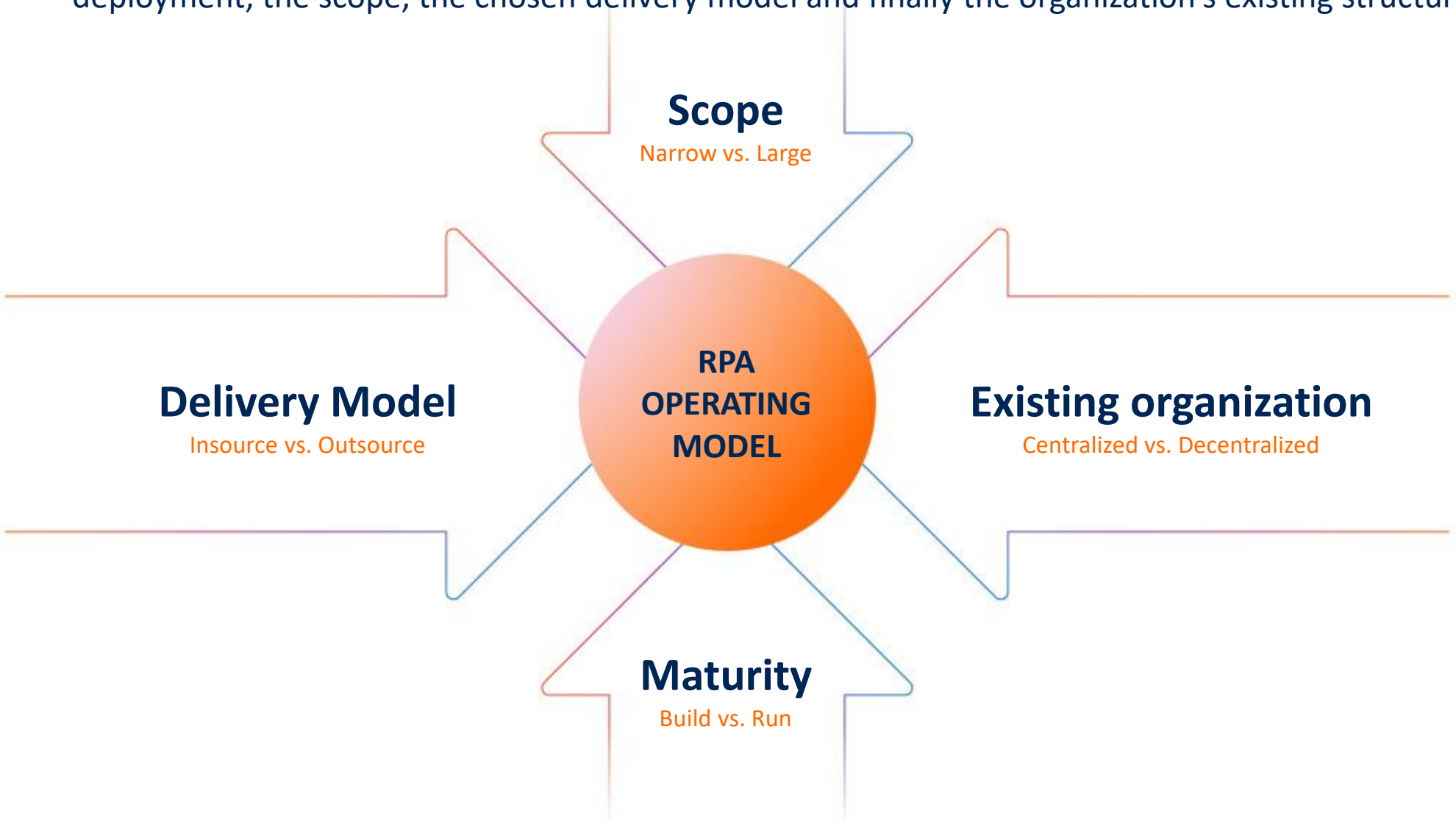
Understanding most sensible variables

Most organizations under estimate the cost of development and maintenance

Like with all new technologies the business plan will need to be revisited periodically as some hypothesis will be fulfilled or not

KEY DRIVERS OF AN RPA OPERATING MODEL

The operating model for RPA will ultimately be determined by four factors: the maturity of the RPA deployment, the scope, the chosen delivery model and finally the organization's existing structure



RPA PROGRAM MATURITY

The operating model will obviously need to evolve as an organization matures from the early stages of automation to a more mature run mode

Center of Excellence
CoE

FROM BUILD

Main tasks
- Assess and prioritize few processes to be robotized
- Develop RPA and put into production robotized processes
- Further train people
- Set-up working model with IT organization
- Interact with RPA vendor

Modus operandi
- Project based
- Informal
- Agile
- Ad hoc
- Limited funding

TO RUN

Robotics Operation Center
ROC

Main tasks
- Ensure smooth functioning of existing robots
- Continue to automate new processes
- Manage changes (process change, application change, decommission etc.)
- Perform security / compliance functions
- Interact with the IT organization

Modus operandi
- Structured
- Defined budget
- Operational SLAs

KEY DIMENSIONS OF AN RPA ORGANIZATION

During the preparation phase all five components of the evolving and future operating model need to be tackled

- ROLE
- SKILLS
- STRUCTURE
- GOVERNANCE
- PROCESSES
- KPIs

LEVEL OF OPERATIONAL RESPONSIBILITY

The first issue to consider is the role or level of operating responsibilities an organization wishes to give to its RPA organization

The RPA unit as an advisory type of COE

- It acts mainly as the guardian of methods and tools for automation throughout the organization
- It may ensure that proper training are provided to the entities in charge of implementation
- It can act as the main interface with an outsourcing partner in case a managed service delivery model has been chosen. It remains the main point of contact with RPA vendor
- It has no responsibilities in terms of delivering or maintaining automation
- The responsibilities are within the IT organizations and/or business units or with third parties depending on delivery model chosen

The RPA unit as a strong operating center

- It has the main responsibility for delivering and maintaining the digital workforce
- It interacts with business units and IT organization to do so
- It has SLA with its internal clients
- It is fully staffed to cover all functions required to deliver on its mission
- It is the only interface with automation vendors and IT on automation issues

Multiple skills are required to develop and maintain an automation program

		Step 1 Process identification	Step 2 Process assessment	Step 3 Process redesign	Step 4 User stories definition	Step 5 Development	Step 6 UAT	Step 7 Hyper-care	Step 8 Operational support
Process Subject Matter expert	This is a process expert that will provide her input in step 1 to 3	✓	✓	✓	✓				
RPA Scrum Master	This is in effect an automation project manager using the agile approach		✓	✓	✓	✓	✓		
RPA Process Analyst	Her role consists of understanding in detail the process and business requirement and propose a new process design suitable to automation		✓	✓	✓				
RPA Solution Architect	Works hand in hand with business analysts and developers to ensure solidity of design and development work			✓	✓	✓	✓	✓	
RPA Developer	Develops the automation based on user stories, participates also in UAT and hypercare				✓	✓	✓	✓	
RPA Controller	Monitors and optimizes robots performance, performs root-cause problem analysis							✓	
IT Security Specialist	Interface with IT organization and ensures that all IT security best practices are followed					✓	✓	✓	✓
IT Infrastructure Specialist	Interface with IT organization to ensure that IT infrastructure is ready and compatible for robots deployment and maintenance						✓	✓	✓

DESIGNING AN OPERATING MODEL

In addition to the level of operational responsibilities the RPA organization will have, it can operate with different levels of centralization

1 DECENTRALIZED

- Deploy robotics resources embedded in global functions and/or geographies
- Standards and policies managed centrally and distributed across various initiatives

Most likely when:
- Organization itself is decentralized
- Resources are not scarce

Pros:
- Better knowledge of local business needs
- Closer to end-users
- Faster deployment

Cons:
- Less consistency in application of approach and tools
- Lower optimization of scarce resources
- More expensive Smaller units might not be served at all

2 HUB & SPOKE

- Centralizing most of the development and support functions while creating spokes of process assessment and redesign closer to end users

Most likely when:
- The organization has business units/geographies large enough to host a “spoke”
- The RPA ROC is willing to share some responsibilities with the end-users
- When a prior “lean” organization can be leveraged for RPA

Pros:
- Good balance between cost efficiency and speed

Cons:
- More complex organizational set-up
- Requires good collaboration
- Requires good common training to keep consistency

3 CENTRALIZED

- Centralizing all robotics resources and function into a single location.
- Deploying efforts locally on project by project basis and developing and maintaining remotely

Most likely when:
- The organization used to centralized functions (e.g. centralized IT department)
- Early days of RPA deployment if lack of resources
- If cost is a concern

Pros:
- Allows a more strategic approach of RPA deployment
- Builds skills and best and common practices faster
- Allows location in lower labor cost countries
- Less likelihood of variations across local functions

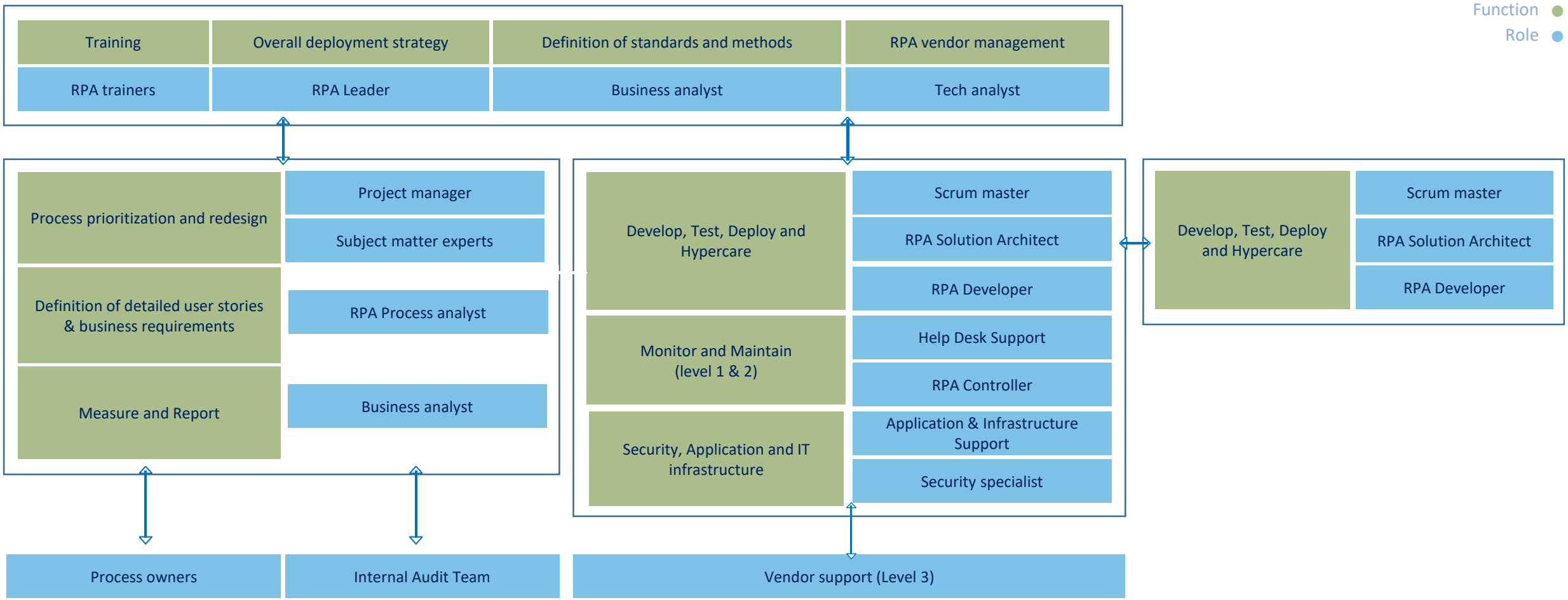
Cons:
- Slower RPA deployment
- Less responsive to end-user needs
- Requires developing remote management practices

DESIGNING AN OPERATING MODEL

DECENTRALIZED EXAMPLE

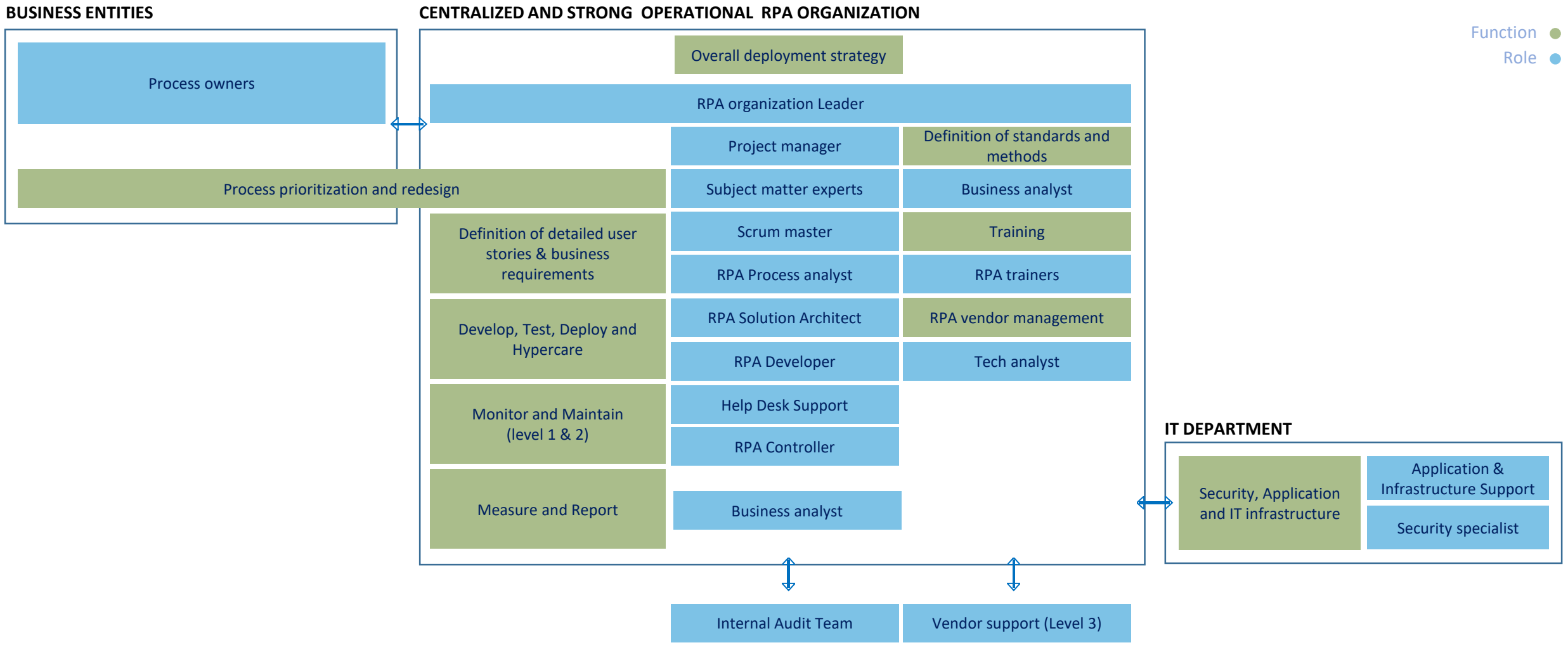
In a decentralized model, the RPA organization can be for instance a COE with the main role of defining standards and methodology, while business selects the processes and IT performs the automations

ADVISORY TYPE OF RPA ORGANIZATION



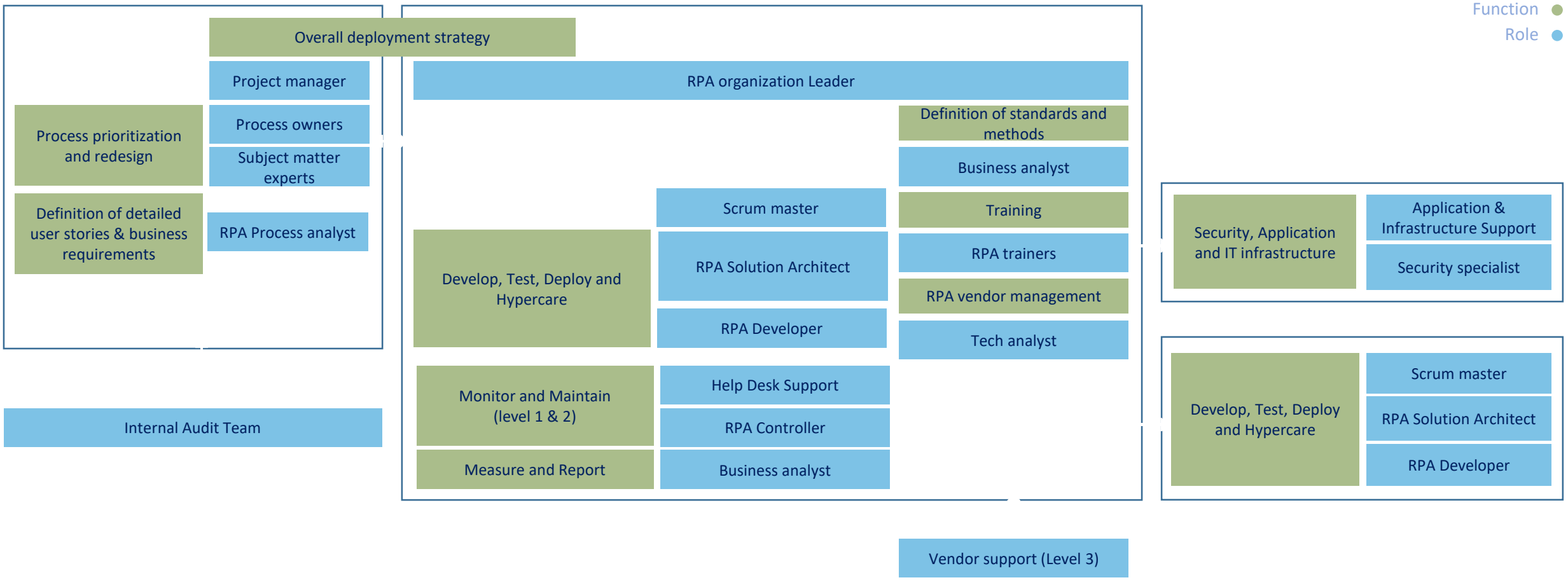
CENTRALIZED EXAMPLE

In a centralized and strong operational model, the RPA organization is a ROC that actually owns and delivers automation to business units while coordinating with IT and vendor. Most required skills are within the ROC



DESIGNING AN OPERATING MODEL

In a hub & spoke and hybrid model, the RPA organization takes on the responsibility for the technical steps of automation while the business steps are owned by the businesses themselves. The RPA unit also acts as a global coordinator of the automation process

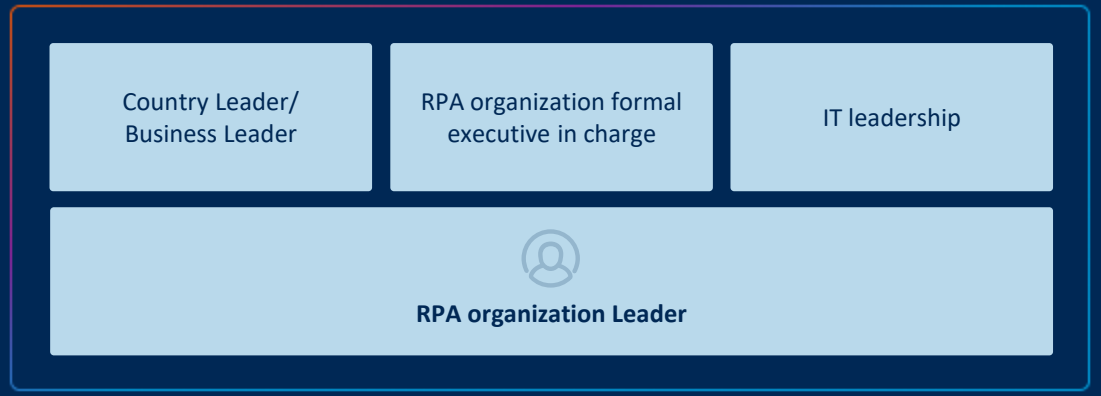


DESIGNING AN OPERATING MODEL

To whom the RPA unit reports will be the consequence of the type of organization chosen. Whatever the case may be, we suggest to establish an automation council with representatives both of business and IT

Potential Options for formal reporting of the RPA organization

The Automation Council



The Automation Council periodically reviews the activities and results of the RPA organization on a company wide basis to ensure alignment with company strategy and IT overall roadmap and strategy. It can also act as an escalation entity board for prioritizing automation opportunities when need be. It can also review and approve annual budget

KEY PROCESSES OF AN ONGOING RPA PROGRAM

There are several key processes that need to be defined for the proper functioning of the RPA program

What is the model for the **identification and prioritization** of processes for automation?

What is the process for **developing the automated workflow**, enclosing all business requirements?

What is the process for **deploying** a process into production?

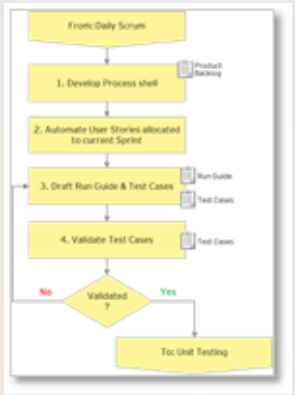
What is the process for **changing the workflow** of already automated processed?

DESIGNING AN OPERATING MODEL

Each process step must be carefully documented and responsibilities clearly assigned

ILLUSTRATIVE

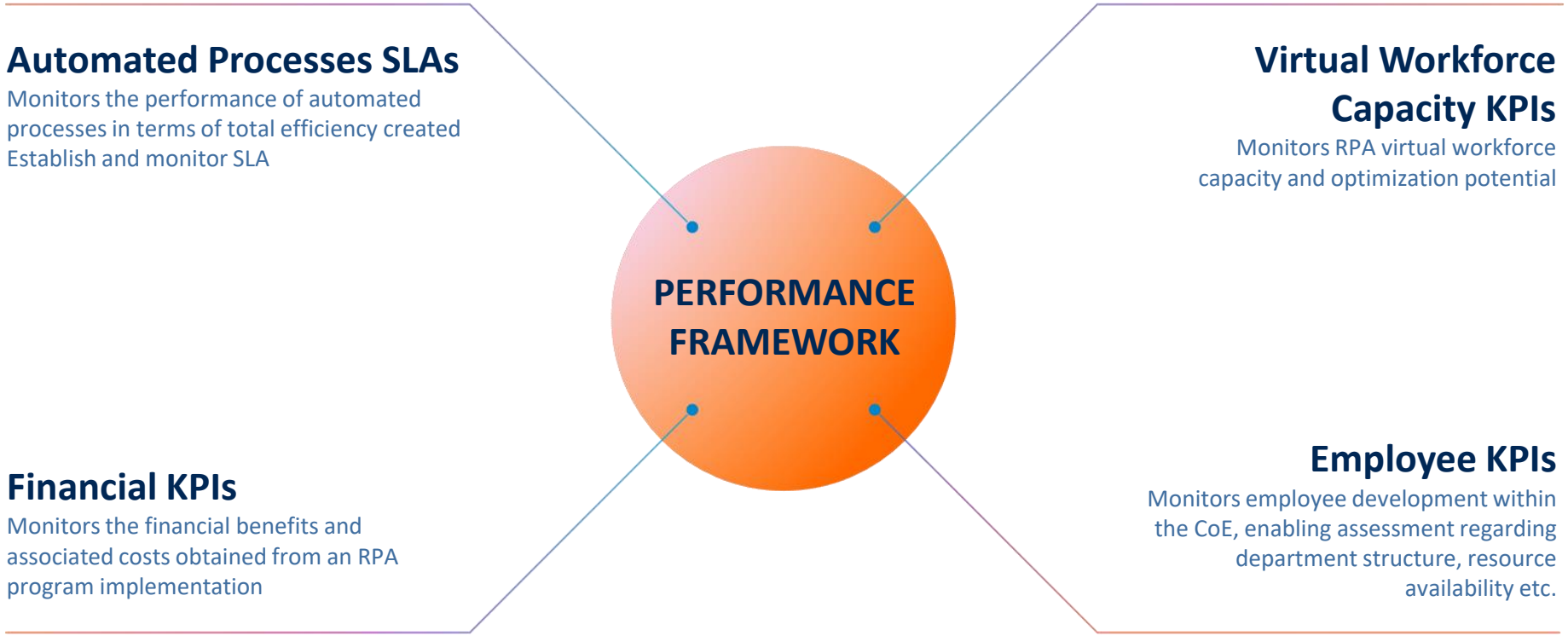
1. Process assessment, prioritization and redesign
2. Definition of detailed user stories & business requirements
3. Develop, Test, Deploy and Hypercare
4. Monitor and Maintain
5. Measure and Report



Process Steps (Detailed in Working Procedure Chapter 2.1.1.)	EC	Business	IT
1. CoE Leader and Division Leader agree to start division-wide assessment.	C	R, A	I
2. Assign RPA Process Analyst and plan assessment workshops.	R, A	I	
3. Process Owners assign Process Experts to attend assessment workshop and nominate Process Referral Owner.	I	R, A	
4. Conduct workshops to perform high-level process assessment using RPA process assessment template.	R	R, A	C
5. Perform analysis on selected processes for automation to confirm their selection status according to detailed deep-dive criteria	R	R, A	C
6. Perform cost-benefits analysis (CBA) for selected processes, using CBA template.	C	R, A	C
7. Complete RPA process roadmap using RPA Process Roadmap template to be presented in CoE Governance board as decision making support.	R, A	C	C
8. Prioritize RPA process candidates during monthly Governance board meeting, starting from RPA Roadmap previously defined and taking into account other strategic/business critical criteria.	R, A	C	C
9. Document decision in RPA Process Roadmap.	R, A	C	

PERFORMANCE MANAGEMENT FRAMEWORK

Finally a performance management framework should be defined in order to keep track of the overall RPA program performance



Thank you!

Vargha Moayed
Chief Strategy Officer
vargha.moayed@uipath.com

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北京

AUTOMATION FIRST

PREPARE FOR TOMORROW, AUTOMATE TODAY

Thomas Chin 金少陵
Vice President of Sales APAC
亚太区销售总裁
UiPath

Bobby Patrick
Chief Marketing Officer
首席营销官
UiPath

Vargha Moayed
Chief Strategy Officer
首席策略官
UiPath

Boris Krumrey
Chief Robotics Officer
首席机器人官
UiPath

Gabriel Wu 吴威
MD & GM Greater China Region
大中华区董事总经理
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UiPath

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BEIJING

PANEL DISCUSSION
小组座谈

UiPath

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北京

AUTOMATION FIRST

如何整合RPA与云?

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BEIJING

RPA 是否在加速数字化转型?

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为什么RPA与流程自动化和一体化息息相关?

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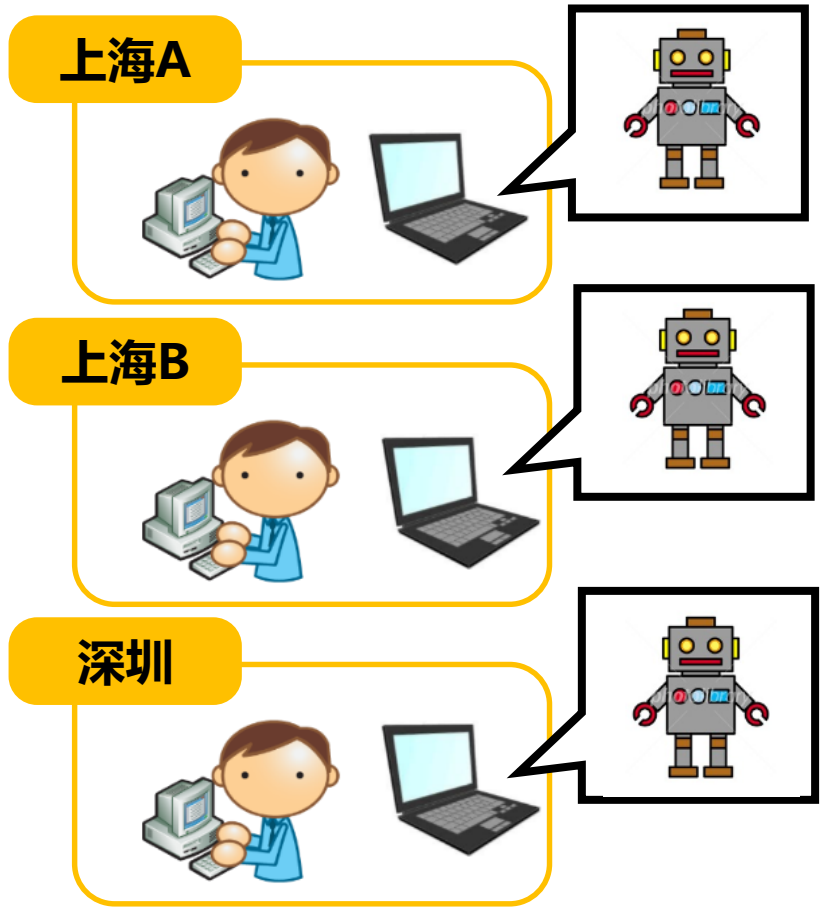
导入事例 8 （制造业D）　ASIS

公司：　制造业
使用部门：　IT部门（上海×２、深圳、大连・・・）
要求内容：

- 机器人开发者的开发学习
- 机器人开发的方法统一
- 多个据点的机器人运维的管理

提案内容

- 开发者培训
- 开发标准指南的制定
- Orchestrator的导入



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AUTOMATION FIRST

技术演示
及UiPath Go!介绍

Davy Chan 陈舒

RPA Technical Account Manager

客户技术经理

UiPath

UiPath

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北京

AUTOMATION FIRST

采用RPA的旅程

Boris Krumrey

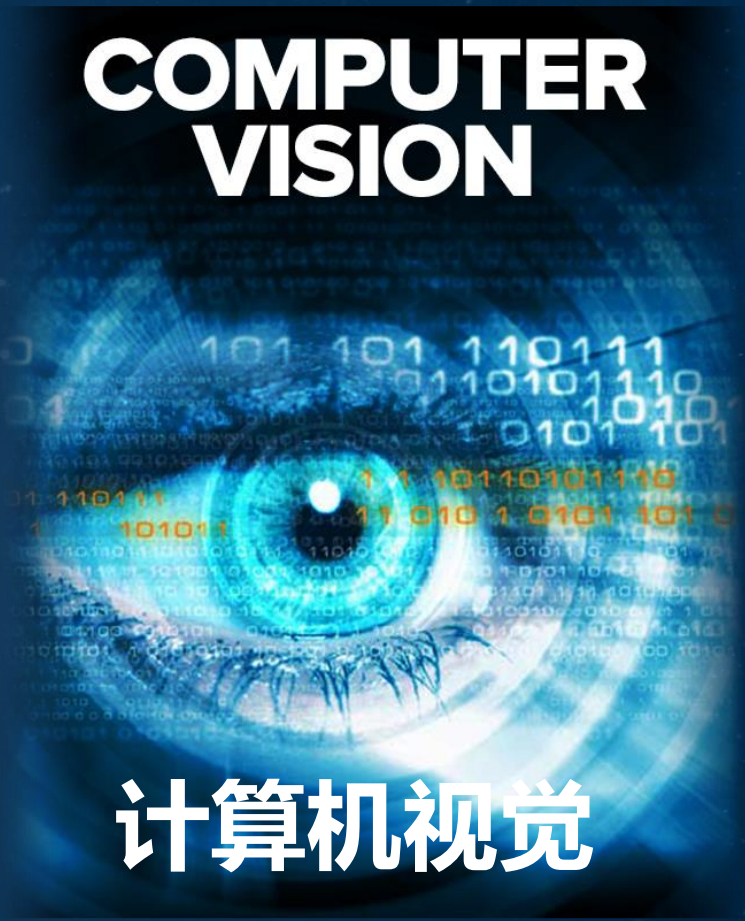
Chief Robotics Officer

首席机器人官

UiPath

新趋势
的融合

催生了新型自动化



计算机视觉

人工智能的
春天

商业流程优化

RPA使彻底的数字化成为可能
同时避免干扰正常运营

客户参与

员工赋能

运营优化

产品升级

企业 RPA *加速* 数字化转型

THE PILLARS OF ENTERPRISE RPA

企业RPA的五大支柱

发布

2018.3

2018.3主要亮点

UiPath

UiPath Studio 工作室

- 支持全球共享图书馆
- 提升关联性分析的能力
- 强化软件包管理
- 关联性规则
- 本地化支持

部署

UiPath Orchestrator 协调中心

- 半自动机器人集合
- 工作输入及输出参数
- 工作任务序列
- 管理者授权vs.租户授权
- 授权使用&效率工具
- 本地化支持

执行 **大规模** 监测

UiPath Robots机器人

- RPA辅助的HTML支持
- RPA辅助的Java支持
- 更多鼠标和键盘的半自动机器人控制
- 更多微软的Excel和Word操作
- 内存数据图表操作
- 加密强化
- 本土化支持

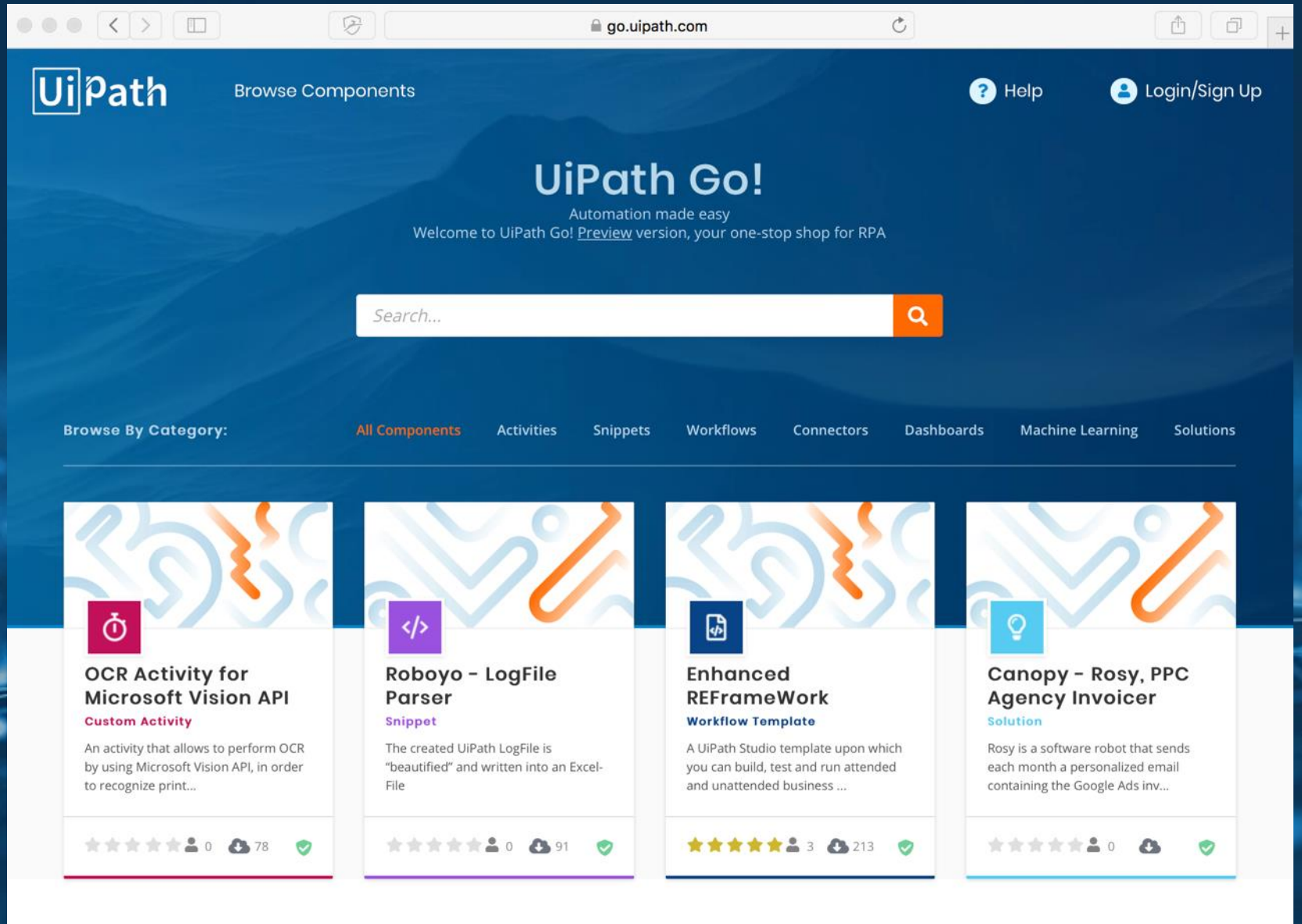
UiPath Go!

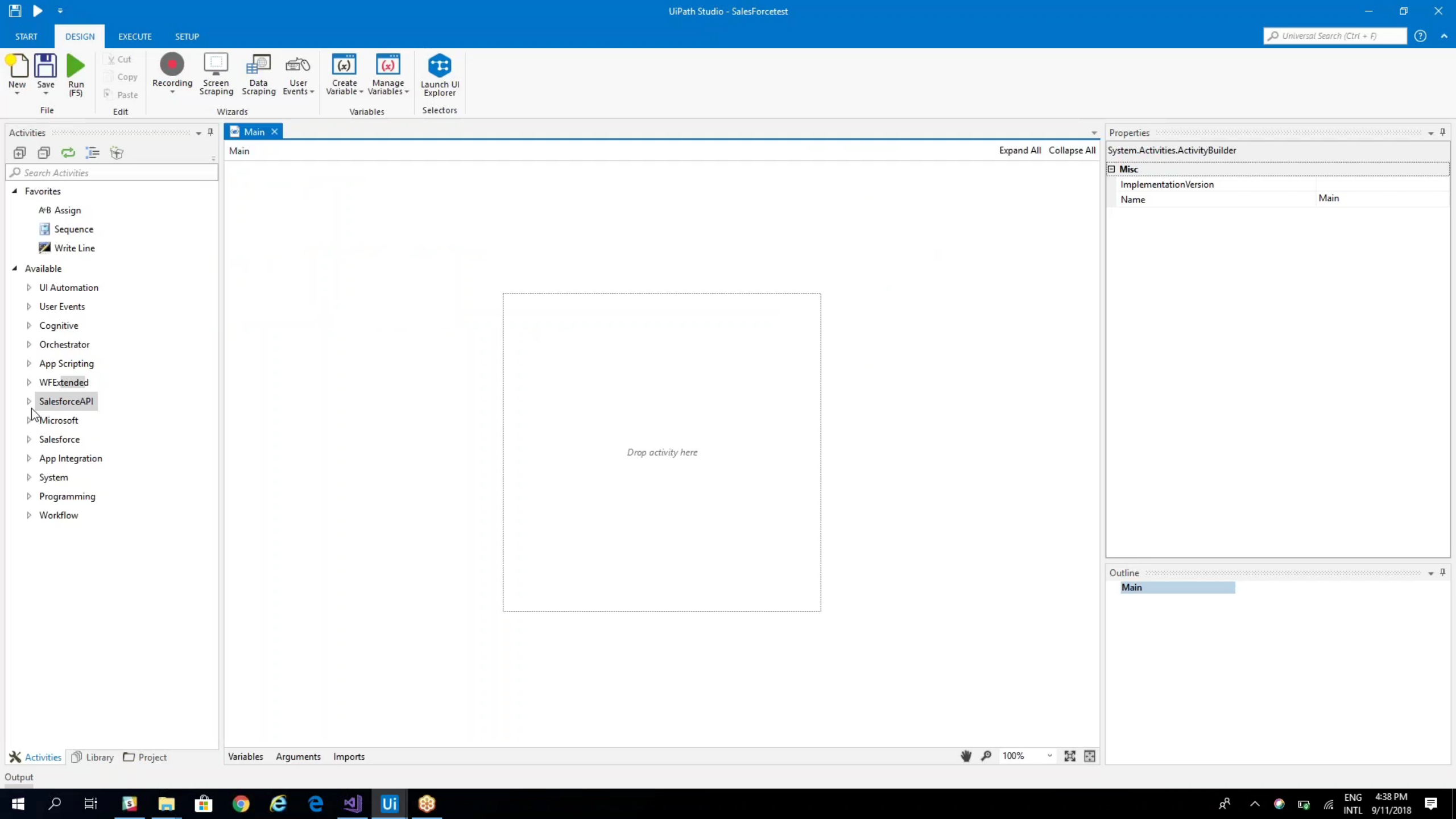
开放、自由的协作

用UiPath Go!
自由
分享自动化程序

执行速度
提升80%

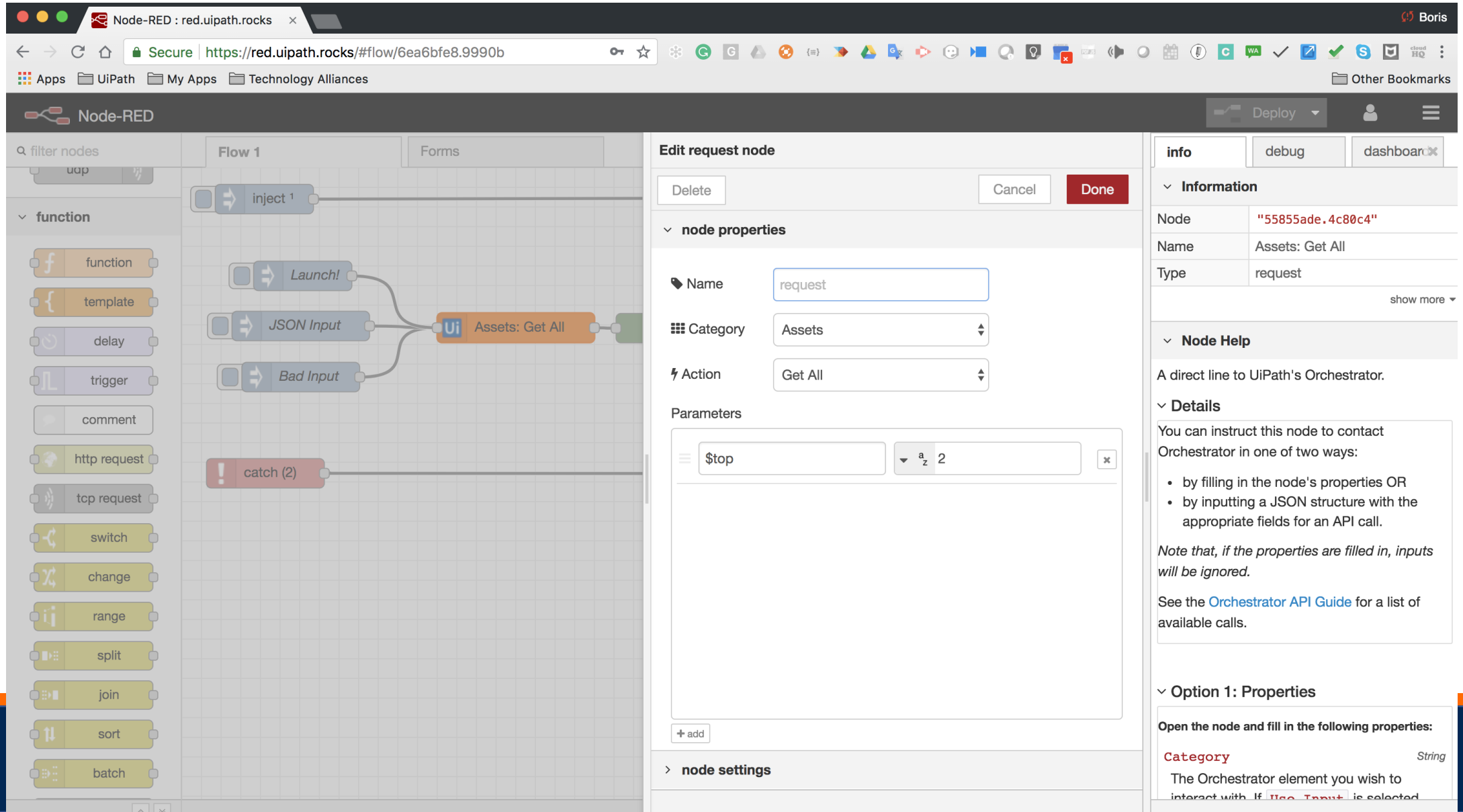
吸纳不同行业、
技术（如SAP）
及领域（如人力）
的新想法



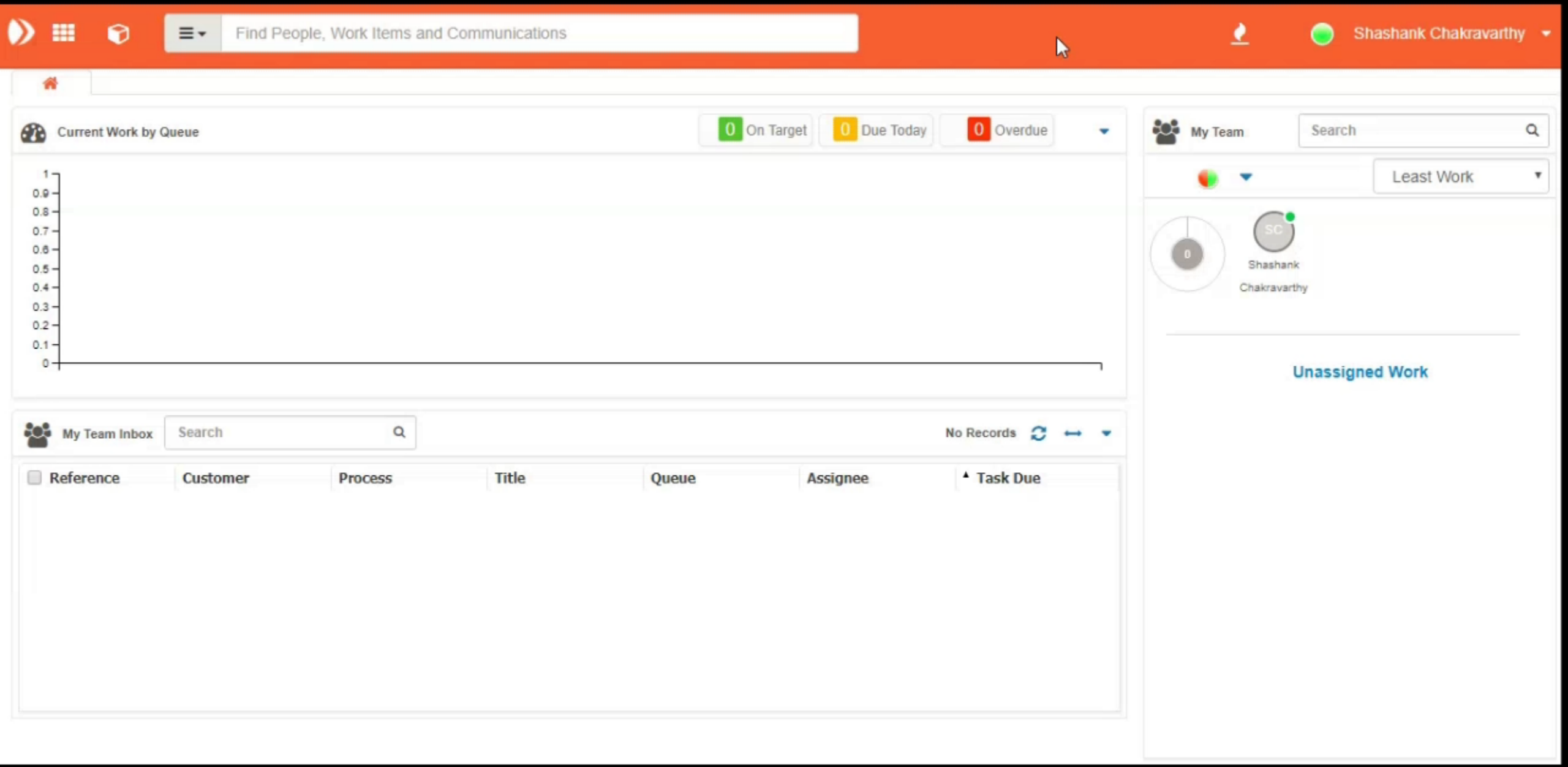

UiPath Studio - SalesForcetest
START
DESIGN
EXECUTE
SETUP
Universal Search (Ctrl + F)
New
Save
Run (F5)
File
Cut
Copy
Paste
Edit
Recording
Screen Scraping
Data Scraping
User Events
Wizards
Create Variable
Manage Variables
Variables
Launch UI Explorer
Selectors
Activities
Search Activities
Favorites
Assign
Sequence
Write Line
Available
UI Automation
User Events
Cognitive
Orchestrator
App Scripting
WFExtended
SalesforceAPI
Microsoft
Salesforce
App Integration
System
Programming
Workflow
Activities
Library
Project
Main
Main
Expand All
Collapse All
Drop activity here
Variables
Arguments
Imports
100%
Properties
System.Activities.ActivityBuilder
Misc
ImplementationVersion
Name
Main
Outline
Main
Output
ENG
INTL
4:38 PM
9/11/2018

开源整合编辑器

利用开发者UiPath进行流程协调和任务管理



配套技术创新者生态系统


Find People, Work Items and Communications
Shashank Chakravarthy
Current Work by Queue
0 On Target
0 Due Today
0 Overdue
1
0.9
0.8
0.7
0.6
0.5
0.4
0.3
0.2
0.1
0
My Team
Search
Least Work
0
SC
Shashank
Chakravarthy
Unassigned Work
My Team Inbox
Search
No Records
Reference
Customer
Process
Title
Queue
Assignee
Task Due

开放、自由社区

现在

自由、多语种的在线培训项目及认证

90,000+
参与者

1000+
学位

67,000+
学员

即将实现！

语言
日语、 法语、西班牙语、简体中文、俄语、韩语

新课程
课程更新、安全、授权、自定义活动、ABBYY、技术支持

资格认证
RPA开发者、解决方案架构师、架构工程师

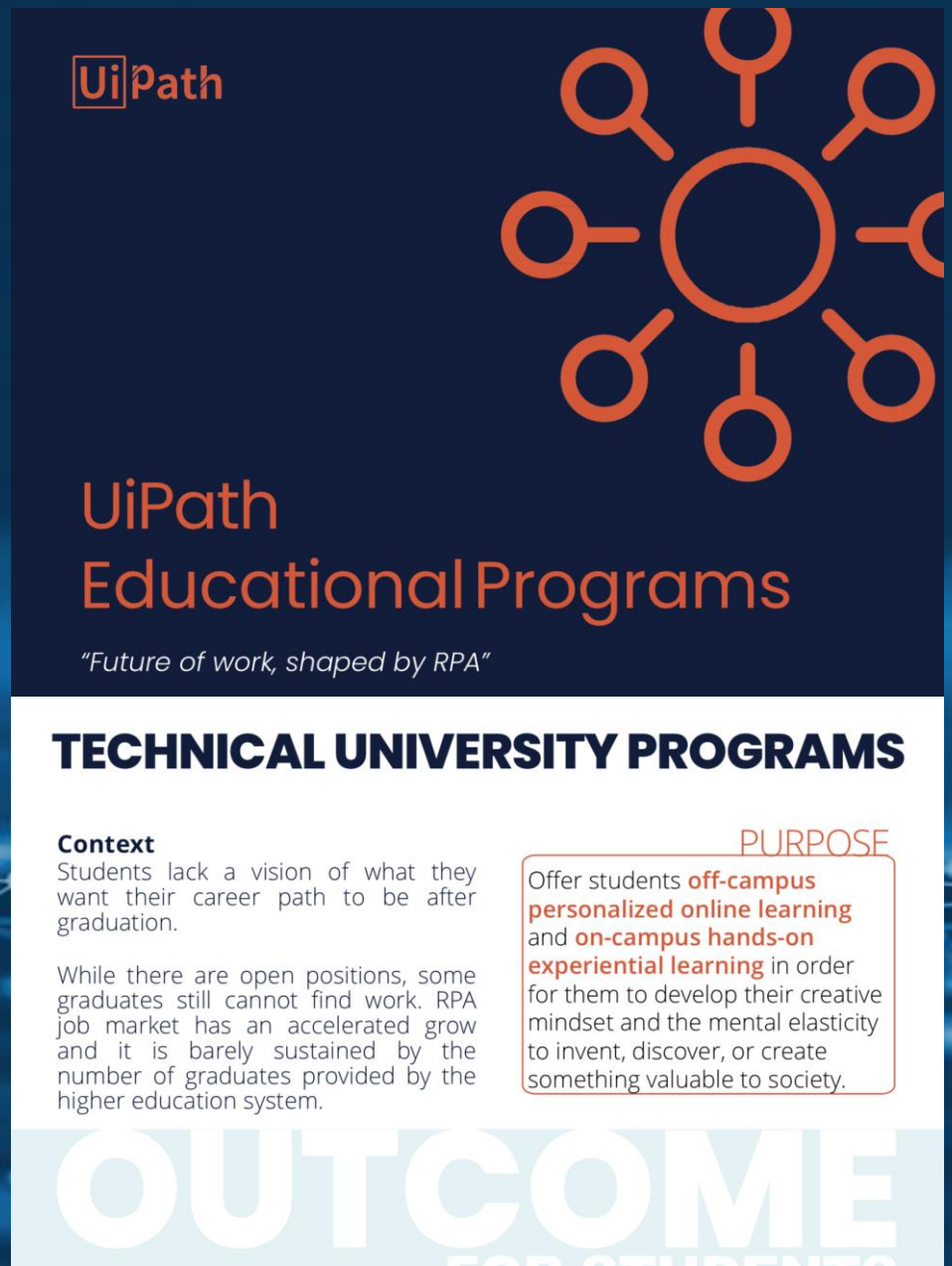
开放学术项目

大学
意识培养课程、先锋课程、认证课程

更多平台
Udemy, Code Academy, Udacity

儿童 & 高中
教师培训、儿童暑期学校、微型学院

面向大众开放
无门槛技能提升及技能重塑项目、多元化及吸纳型项



UiPath界面

在人工智能游戏中

B轮及C轮融资主要用于研发

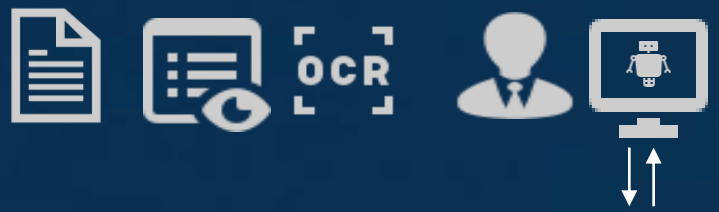
建设世界一流的AI企业

机器学习如何应用于RPA


UiPath

半自动化与深度学习

过程监控与非结构化数据，例如应用软件、电子邮件、文档



半自动RPA

结构化数据

输入\输出

基于域名且支持自定义

自然语言逻辑

分类

自然语言数据

提取、识别

深度学习模式

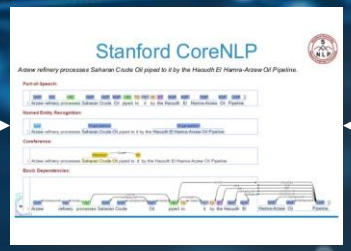
预测

这是什么?

它是谁?

谁会出现贷款违约?

反馈与再培



全自动RPA

DataRobot

skymind

AI Computing Platform

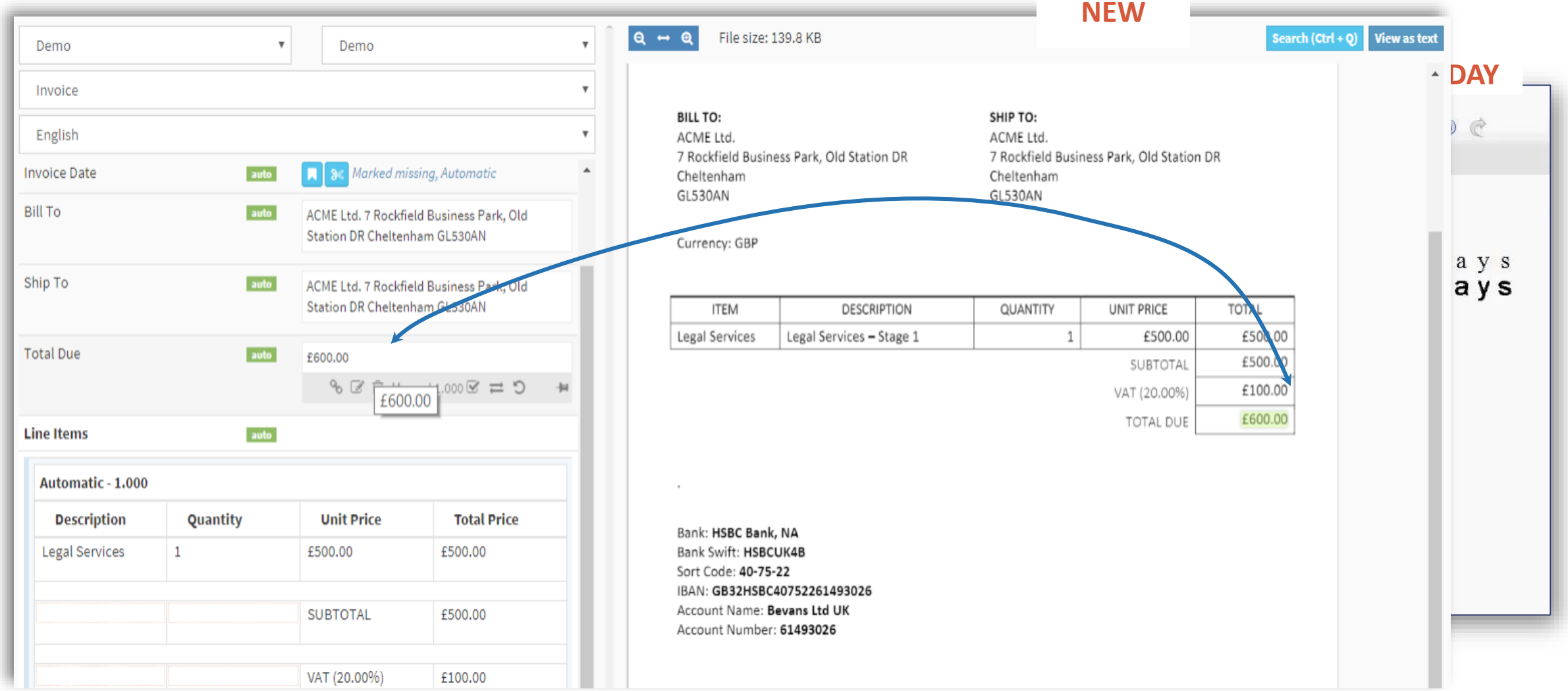
我们的智能OCR战略

我们的开放融合战略支持企业层面的多种技术融合

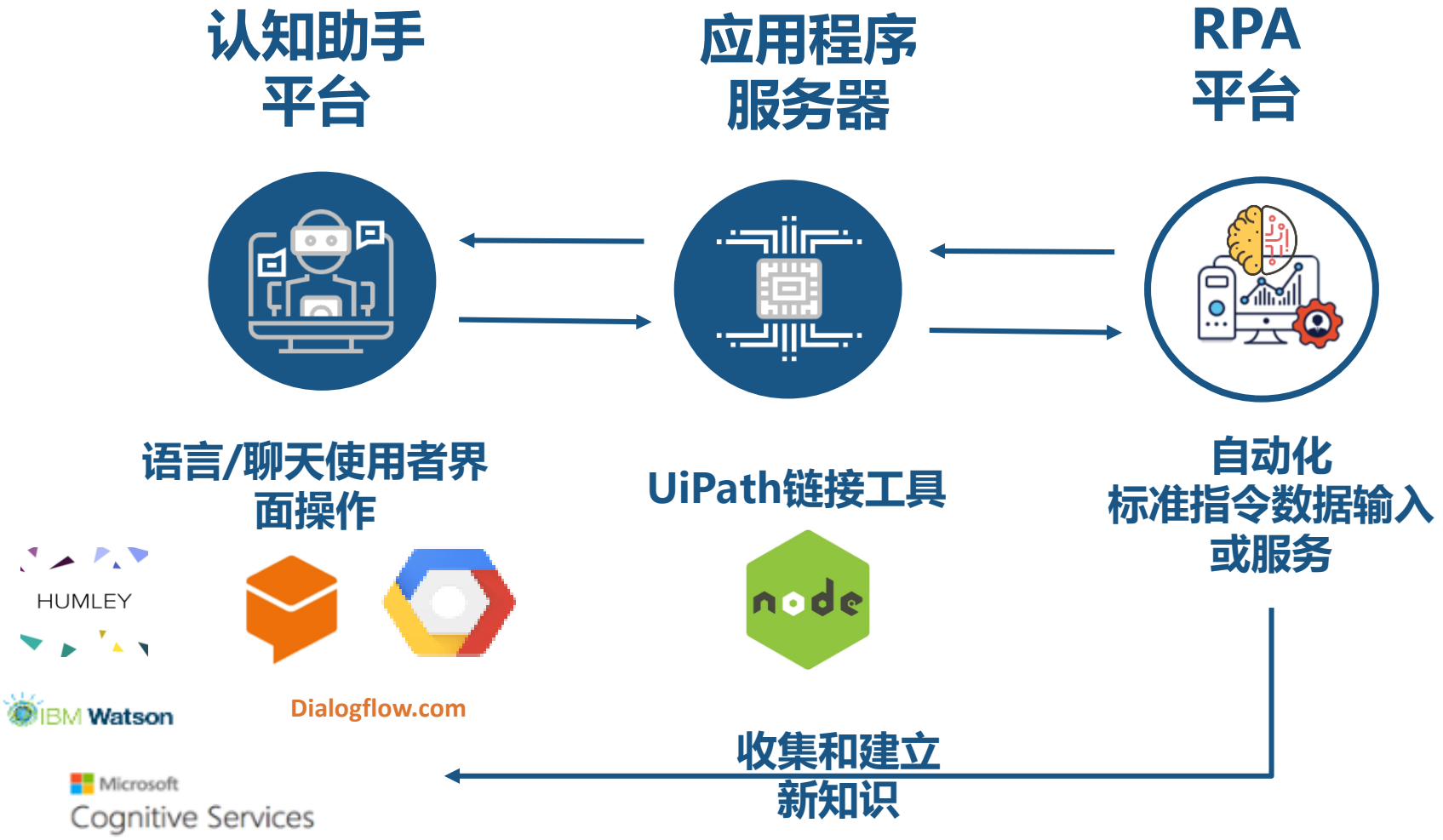
1. **OCR + RPA (谷歌、微软、 ABBYY)**
2. **RPA + OCR平台 基于模板**
3. **RPA + OCR平台 基于模板 并有机器学习分类**
4. **RPA + OCR + 多种融合机器学习及深度学习的技术**

新数据验证用户界面

NEW



虚拟助手及聊天机器人融合




UiPath

机器人在学习新技能

模仿人类

基于规则采取行动

理解视觉图像

理解文档

理解会话

自我维护

增强人类能力

做出预测性分析/决策

开展流程监测及发现

流程检测与流程构建人工检测下的自动化程序

UiPath

流程挖矿制图

桌面用户

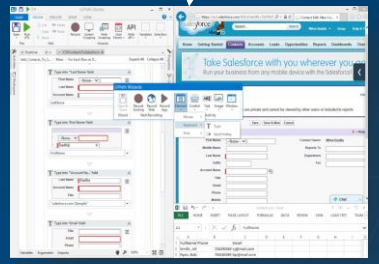
- SAP
- Excel
- ServiceNow
- Oracle
- 微软 Dynamics
- 等等

流程挖掘数据库

UiPath流程记录流程

识别重复任务

构建Unipath RPA代码骨架



UniPath流程挖矿示意图

与生态系统伙伴共同构建的新一代流程智能化与半自动化程序

WHAT'S COMING NEXT

即将呈现

人类与机器人协作

智能捕捉

智能图表制作与分析

复合型智能

自主服务授权

服务型机器人平台


WHAT'S COMING NEXT
即将呈现
Automation First
沉浸式实验室
London
Seattle
New York
Bucharest
Beijing
Tokyo
Bangaloree
UiPath

结语

机器人正变得越来越智能化

快来试用2018.3！

UiPath Go!已经上市

快把机器人带回家

UiPath

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北京

AUTOMATION FIRST

UiPath大中华区的回顾及前瞻性思维

Gabriel Wu 吴威
MD & GM Greater China Region
大中华区董事总经理
UiPath

Tommy Fung 冯思捷
Sales Director for the Greater China Region
大中华区销售总监
UiPath

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BEIJING

吴威 | 大中华区董事总经理

1

客户

5 ~ 170+

2

机器人

20 ~ 1000+

3

员工

1 ~ 25+

4

办事处

0 ~ 5

北、上、深、港、台

5

合作伙伴

0 ~ 90+

6

社区

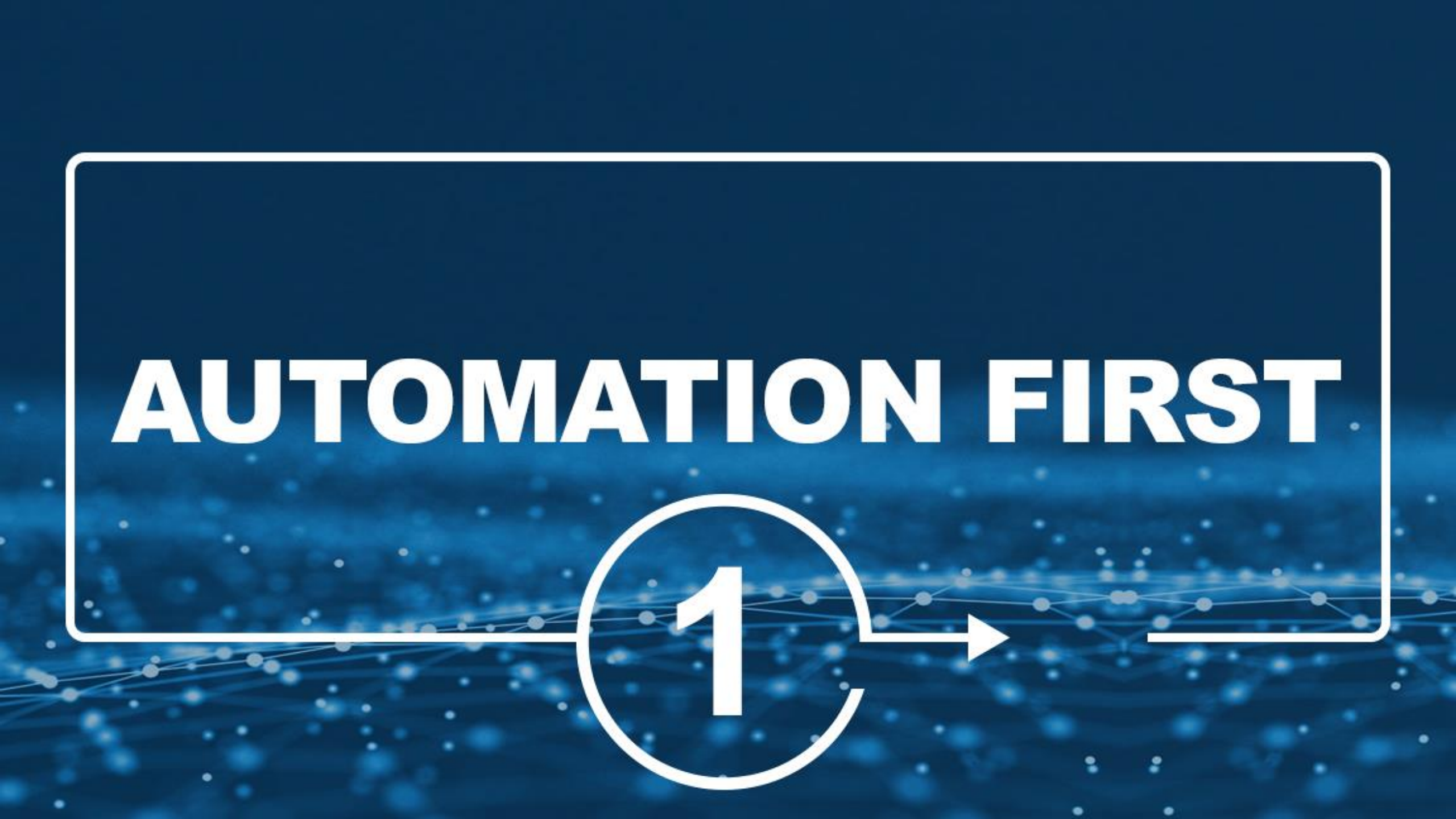
< 50 ~ > 1000

7

发布Go!

8

GC继续扩张：更及时的本地支持、中文论坛、丰富的本地市场推广、R&D


AUTOMATION FIRST
1

一些观察结果

UiPath

过去

2017

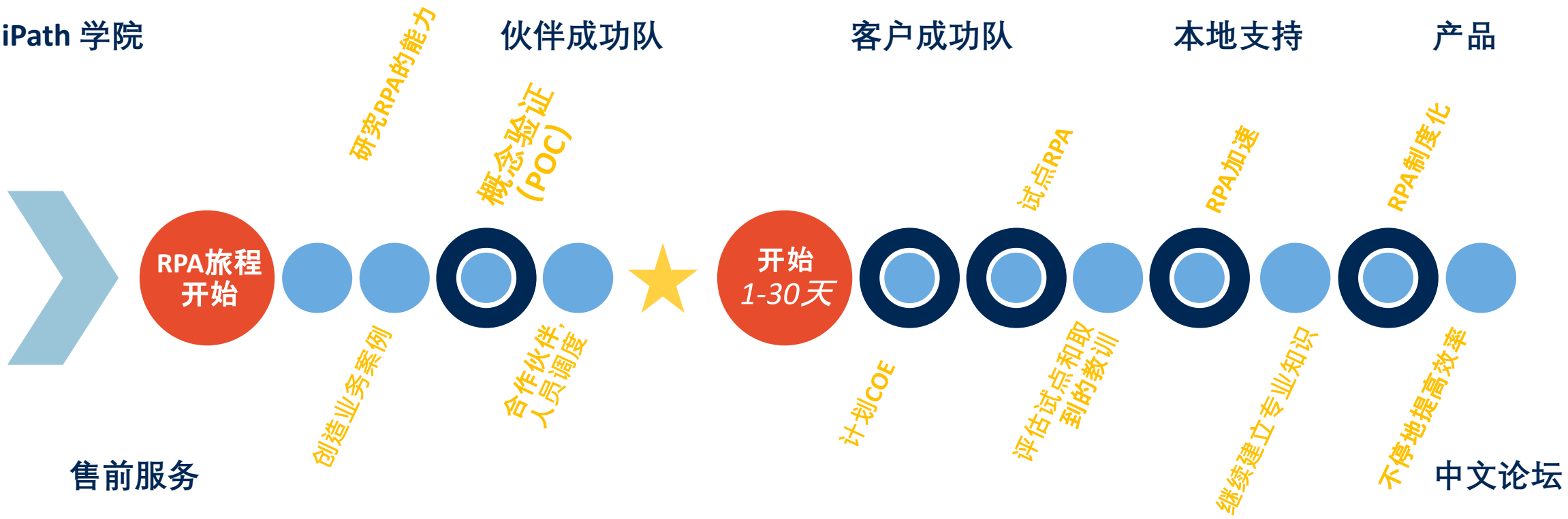
- 削减成本
- 主要是财务会计
- 动用外部资源
- 由部门部署
- 机器人有人值守

2018 及未来

现在

- 创收和运营稳定
- 财务会计、人力资源、供应链、IT.....
- 混合办法 – 内外资源相结合
- 整个企业部署
- 全套RPA流程

RPA旅程路线图



RPA不是一个项目，而是一个**旅程!**

人机配比： 1:1

开放免费的合作与教育

开源社区

25万+
独特免费的下载资源

2.4万+
活跃论坛会员

学院

11.4万
来自训练有素的开发人员

139
个国家

20万
学院成员

GO!

1000+
意见

150+
获批组件

用时不超过一个月

开放免费的
合作与教育

开源社区

超过
25万+
独特免费的
下载资源

2.4万+
活跃论坛
会员

ACADEMY

11.4万
来自
训练有素的
开发人员

139
个国家

20万
ACADEMY
成员

GO!

1000+份
意见

150+
获批
组件

用时不超过
一个月

UiPath学术联盟

高等教育项目

自动化教育项目

自动化技能项目

反思、多元化和包容计划

青年自动化项目

目标 | 3年内覆盖100万+ 名学生

UiPath Culture 企业文化

UiPath

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BEIJING

谢谢大家

UiPath

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北京

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幸运抽奖

Thomas Chin 金少陵
Vice President of Sales APAC
亚太区销售总裁
UiPath

Bobby Patrick
Chief Marketing Officer
首席营销官
UiPath

Gabriel Wu 吴威
MD & GM Greater China Region
大中华区董事总经理
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