Keynote Session:
Why and How to Begin Automating the Automatable

'Automate the Automatable' Summit
‘Automate the Automatable’ Summit: Assign automatable work to robots

June 21
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June 22
BFSI: Towards Accelerated and Sustainable Automation

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Automating Finance and Accounting: From Quick Wins to End-to-End Automation

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How to Find Automatable Work in Procurement and Order Management Processes
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How to Find Automatable Work in Procurement and Order Management Processes
Customers.

Partners.

Product.

UiPath Summits
We are pioneering the automation industry
The four pillars of the fully automated enterprise

Assign automatable work to robots
Robots do the mundane and repeatable work

Provide a robot for every person in the company
Robot assistants augment and empower human workers

Democratize development
Workers can automate simple tasks with low-code apps

Unleash AI across every facet of work
Deploy AI to build smarter robots and spot every automation opportunity

The UiPath Platform delivers the fully automated enterprise
3.6 trillion hours of work each year are automatable in developed countries alone

McKinsey & Co

Let your robots do the repetitive tasks to free your people to do more valuable work.

Unleash your robots to:
• Process transactions
• Read and work with documents
• Collect and enter data into systems
The UiPath Platform enables the fully automated enterprise™

End-Users
- Process Analysts
- Automation & Citizen Developers
- IT Operations
- Business Users
- Business Analysts

UiPath Automation Platform
- **Discover**: Discover automation opportunities powered by AI and your people
- **Build**: Build automations quickly, from the simple to the advanced
- **Manage**: Manage, deploy and optimize automation at enterprise scale
- **Run**: Run automations through robots that work with your applications and data
- **Engage**: Engage people and robots as one team for seamless process collaboration
- **Measure**: Measure operations and performance to align with business outcomes

Existing Applications
- **Example Systems of Record**: On-premises and SaaS applications
- **Mainframe applications**
- **Homegrown applications**

- Documents
- slack
- Workday
- Salesforce
- Oracle
- Coupa
- SAP
- Epic
- Alteryx
Special guest

Deloitte.

Partner of the year
UiPath Partner of the Year - Empowering Customer Resiliency

Deloitte and UiPath work together to deliver cognitive advantage and help enterprises modernize and digitize their workforce with robotic process automation.

Anthony Abbattista
Principal, Strategy & Analytics
Robust **reusable objects library** enables Deloitte to accelerate UiPath implementations.

Dedicated **joint investment** in assets and access to an extensive set of technical and functional UiPath resources.

Streamlined support for organizations across the **automation lifecycle**.

<table>
<thead>
<tr>
<th>APPROACH</th>
<th>TALENT</th>
<th>EXPERIENCE</th>
<th>INDUSTRIES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>2000+</strong> L-3 Trained Practitioners</td>
<td><strong>1200+</strong> Automations developed for clients across multiple industries</td>
<td>Financial Services</td>
</tr>
<tr>
<td></td>
<td><strong>1100+</strong> Certified developers, architects, and engineers</td>
<td><strong>250+</strong> Automations internally to transform Deloitte’s finance operations</td>
<td>Technology, Media &amp; Entertainment</td>
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<td><strong>Critical Partner</strong> Jointly developed real-world solutions to help the <strong>COVID response initiative</strong> in 2020</td>
<td>Lifesciences and Healthcare</td>
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<td>Government &amp; Public Sector</td>
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</tbody>
</table>
The State of Intelligent Automation Survey

441 Executives surveyed from 29 countries globally

- 20% respondents Exec Head of Automation
- 19% respondents CFO or finance director
- 17% respondents CIO or IT director
- 13% respondents shared services leaders
- 6% respondents COO or Ops director
The State of Intelligent Automation Survey

73% Execs say their organization has started the journey

58% Increase vs same results in 2019

13% Of respondents have reached scale (51+ automations)
The State of Intelligent Automation Survey

FIGURE 1

Technology portfolio of respondents to support intelligent automation strategy

- Already implementing
- Plan to implement in the next three years
- Currently no plans to implement

<table>
<thead>
<tr>
<th>Technology</th>
<th>Already Implementing</th>
<th>Plan to Implement</th>
<th>Currently No Plans</th>
</tr>
</thead>
<tbody>
<tr>
<td>RPA</td>
<td>78%</td>
<td>16%</td>
<td>6%</td>
</tr>
<tr>
<td>OCR/ICR</td>
<td>51%</td>
<td>30%</td>
<td>18%</td>
</tr>
<tr>
<td>BPM</td>
<td>36%</td>
<td>29%</td>
<td>34%</td>
</tr>
<tr>
<td>AI</td>
<td>34%</td>
<td>52%</td>
<td>14%</td>
</tr>
<tr>
<td>Process monitoring</td>
<td>33%</td>
<td>44%</td>
<td>23%</td>
</tr>
<tr>
<td>Orchestration</td>
<td>32%</td>
<td>27%</td>
<td>41%</td>
</tr>
<tr>
<td>Low-code</td>
<td>24%</td>
<td>29%</td>
<td>47%</td>
</tr>
<tr>
<td>Process mining</td>
<td>20%</td>
<td>42%</td>
<td>38%</td>
</tr>
</tbody>
</table>

Source: Deloitte analysis.
Delivering automation value together

Sunway Group
13 business divisions: 30% reduction in processing time (25 FTE savings) & created 18 “Super Jobs”

EDP
>3 years: automated 450+ critical business processes and saved more than 200,000 total hours
Process Fragmentation & IT Readiness Still Hold Us Back
An integrated approach to overcome process fragmentation & IT readiness blockers

**Products**

UiPath™

Comprehensive automation tooling for end-to-end needs

**Programs**

Methodical approach to piloting, growing, and scaling business benefits

**Domain Expertise**

Customization for specific and long-tail needs + pre-built accelerators
Process Discovery in Action
An integrated approach to overcome process fragmentation & IT readiness blockers

**Products**

Comprehensive automation tooling for end-to-end needs

**Programs**

Methodical approach to piloting, growing, and scaling business benefits

**Domain Expertise**

Customization for specific and long-tail needs + pre-built accelerators
Next steps

Getting started

- Start with a doable area to get quick wins
- “Show me the money”
- Build your automation roadmap

Getting to scale

- Find your growth blueprint
- Develop your governance strategy
- Keep “showing me the money”
# Build your automation roadmap

## Process heatmap: finance and accounting

<table>
<thead>
<tr>
<th>Source to pay</th>
<th>Order to cash</th>
<th>Record to report</th>
<th>General accounting</th>
<th>Treasury</th>
<th>FP&amp;A</th>
<th>Tax</th>
<th>Fixed asset accounting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manage procurement activities</td>
<td>Customer setup and contract</td>
<td>Planning and management accounting</td>
<td>Manage policies and procedures</td>
<td>Manage treasury process and procedures</td>
<td>Reports &amp; analysis</td>
<td>Develop tax strategy</td>
<td>Perform capital planning and approval</td>
</tr>
<tr>
<td>Purchase goods and services</td>
<td>Assess and manage credit</td>
<td>General accounting and reporting</td>
<td>Perform general accounting</td>
<td>Manage cash</td>
<td>Budgeting &amp; forecasting</td>
<td>Process tax</td>
<td>Perform capital project accounting</td>
</tr>
<tr>
<td>Receive goods and services</td>
<td>Quote to order process</td>
<td>Fixed asset project accounting</td>
<td>Perform fixed asset accounting</td>
<td>Manage in-house bank accounts</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Process invoices</td>
<td>Order fulfillment</td>
<td>Payroll accounting</td>
<td>Perform finance accounting</td>
<td>Manage debt and investments</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Process payment</td>
<td>Invoice customer</td>
<td></td>
<td></td>
<td>Manage risk and hedging strategy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Generate reports</td>
<td>Process A/R and collections</td>
<td></td>
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<td></td>
</tr>
<tr>
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## Process heatmap: finance and accounting

**Source to pay**

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### Measure performance
- Create and submit requisitions
- Process receipts
- Manage invoice collection and entry
- Run payment process
- Generate standard reports

### Manage vendor master
- Create purchase orders
- Receive goods and services
- Manage electronic invoicing
- Complete initial payment review
- Distribute and manage reports

### Develop procurement strategy and process
- Submit purchase orders to vendors
- Manage discrepancies and returns
- Validate and handle invoice data
- Handle payment reconciliations
- Develop reporting process and policies

### Manage supplier and vendor relationships
- Manage requisition approvals
- Manage inventory
- Submit transactions for processing
- Manage payment exceptions
- Generate ad-hoc reports

### Manage matching discrepancies
- Complete initial payment review
- Distribute and manage reports
- Develop reporting process and policies
- Generate ad-hoc reports

**Highest Automation Potential**

- Attended Robot Potential

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Find your growth blueprint

Managed Health Care Provider
- "Back to Front" Began with unattended and expanded to attended

World's Leading Logistics Company
- "Business Group Scale Up" Expansion to country operations across four continents

Canadian Public Sector Agency
- "Higher value use cases" Adopted AI and Document Understanding To automate more

Leading Automotive Manufacturer
- "Discovery Powered" Automation Hub and Process Mining to accelerate expansion

Getting to scale
Coming up next:

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Questions
Thank You!