

Intel® AI for Manufacturing Certificate Course

Week 9 – Assignment Report Pitch for Robotic Process Automation (RPA) Adoption

Name: Paresh Patil

Submission Date: 12 – 06 – 2025

1. Introduction

Robotic Process Automation (RPA) is transforming the manufacturing sector by automating repetitive, rule-based tasks. This report presents a strategic pitch for RPA adoption in a manufacturing organization and follows a structured six-step industry-ready approach to convince stakeholders of its value.

2. Selected Organization

Organization: Bharat AutoTech Pvt. Ltd.

Sector: Automotive Parts Manufacturing

Primary Challenge: Manual data entry, order processing delays, and frequent human errors in inventory management.

3. Benefits of RPA for the Organization

Here are five key benefits of RPA adoption for Bharat AutoTech Pvt. Ltd.:

- 1. Reduced Operational Costs:**
Automation of repetitive tasks reduces labor costs by eliminating the need for manual interventions.
- 2. Improved Accuracy:**
RPA bots perform tasks with high precision, significantly reducing human error in inventory tracking and reporting.
- 3. Faster Processing Time:**
Tasks like invoice generation, shipment updates, and supplier communications are executed instantly, improving efficiency.
- 4. Scalability:**
RPA can be easily scaled across departments, allowing the company to handle growing volumes without increasing workforce size.
- 5. Better Compliance:**
Automated logs and audit trails make it easier to comply with regulatory requirements and maintain transparency.

4. Six-Step Approach for Industry-Ready RPA Adoption

To prepare a persuasive pitch, the following six steps are followed:

ONE – Establish a Clear Scope:

Identify which repetitive and time-consuming processes are ideal for automation. For Bharat AutoTech, this includes invoice processing, order entry, and supplier notifications.

TWO – Find a Technology Partner:

Collaborate with an RPA solution provider such as UiPath or Automation Anywhere to design and deploy bots tailored to the company's processes.

THREE – Choose Specific Tasks and Processes to Automate:

Select high-volume, rule-based processes such as order confirmation emails, production scheduling updates, and inventory threshold alerts.

FOUR – Implement Your First RPA Bot:

Start with a pilot project that automates inventory stock alerts and replenishment requests to measure impact before full-scale deployment.

FIVE – Measure the Success of Your Initial Automation Project:

Track performance using KPIs like task completion time, accuracy rate, and resource savings. Use these metrics to build a case for broader RPA investment.

SIX – Expand Automation to Other Business Processes:

Scale automation to include procurement, logistics, HR onboarding, and quality assurance reporting.

5. Conclusion

Adopting RPA can offer a high return on investment for manufacturing organizations like Bharat AutoTech Pvt. Ltd. By following a systematic adoption strategy and targeting the right processes, the company can streamline operations, reduce costs, and enhance productivity. A well-prepared stakeholder pitch built on these benefits can support successful RPA investment and deployment.
