Intel® Al for Manufacturing Certificate Course

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

Name: Ayan Memon
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.