

Extending business automation with RPA

300-level live demo script



Introduction

Today we'll add robotic process automation (RPA) to a quoting process that has already been automated with workflow. I'll show how replacing a manual task with RPA shortens turnaround times, while reducing back office work.

I'll show how RPA bots are easily created in a drag-and-drop, low-code environment. I'll also show how the same tooling can be used to build RPA chatbots. We'll see how chatbots can be used in place of forms to interactively gather the information needed by an RPA bot. We'll configure the chatbot using an intuitive machine learning modeling tool.

We'll use an insurance policy quoting example, but the same pattern can be applied to numerous business scenarios — such as order entry, client onboarding or loan processing.

Let's get started.

1 - Existing quoting process - without RPA

1.1 - Introduce the quoting process workflow without RPA

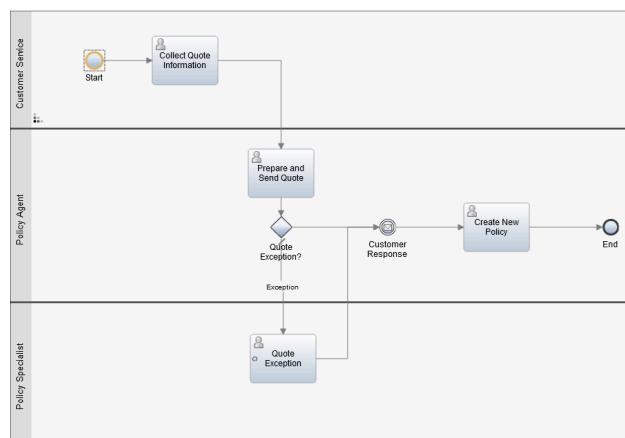
Narration

Future Corp is a traditional auto insurance provider that has a goal of improving customer experience by making it easier to provide new insurance policy quotes to its customers.

Let's look at how the company currently creates insurance quotes. In the existing process, every request for a new insurance policy must be routed to a policy specialist.

Action 1.1.1

- Show the process diagram for Future Corp's current quoting process (without RPA) in Process Designer, which you opened during the demo preparation.



Narration

We are looking at the process diagram for Future Corp's quoting process. Process diagrams are created in Process Designer. Process Designer is used to design and implement the quoting process. Within this low-code environment, the process diagram will control the execution of each new quote. The process diagram adheres to the Business Process Modeling Notation (BPMN). We use drag-and-drop to build the process diagram from the palette on the right. This allows us to model the process steps and flow. From there, you can drill down to complete the implementation and testing of the process application.

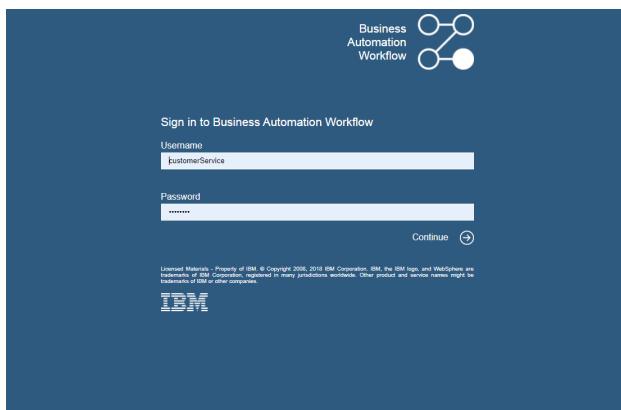
1.2 - Execute the quoting process workflow without RPA

Narration

The Process Portal is used by customer service agents to launch new quote requests and work on assigned tasks.

Action 1.2.1

- Go to the **Process Portal** tab, which you opened during the demo preparation. Log in as **customerService** (password is **password**).



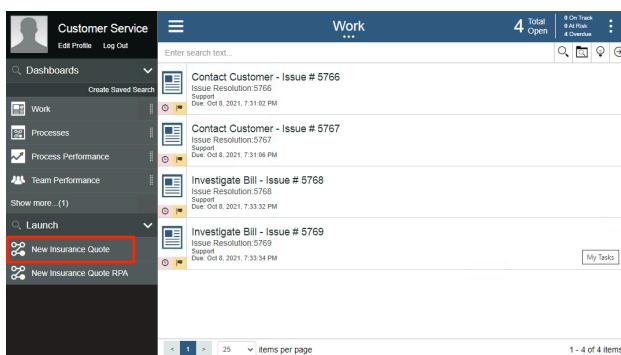
Narration

The Process Portal is highly customizable to fit your organization's look and feel. The responsive user interface provides flexibility to get work done anywhere, at any time, on any device type, from a desktop device in the office to a mobile device at home or at a customer site. It can be tailored through a set of configuration options without having to customize the Process Portal application itself.

To request a quote, a customer service representative initiates a new quote request and enters the customer's policy data.

Action 1.2.2

- Under **Launch**, click **New Insurance Quote** to start a new quote.



Action 1.2.3

- Use the **Get Test Data** button to pre-fill in the form with some test data.

The screenshot shows a user interface for collecting quote information. At the top, it says "Step: Collect Quote Information". Below that is a section titled "Insurance Information" containing several input fields for selecting coverage types like Bodily Injury Liability, Uninsured Motorist, Collision Waiver, and Rental Reimbursement. At the bottom of this section are two buttons: "Get Test Data" (highlighted with a red box) and "Get Quote".

Action 1.2.4

- **Optionally**, change the customer name and the make of the car to make this request unique.

This screenshot shows the "Step: Collect Quote Information" form again. It includes sections for "Applicant" and "Vehicle". In the "Applicant" section, fields for First Name (John), Last Name (Smith), Date of Birth (4/8/1985), Address (10 Elm Street), Phone (512-340-2012), and Email (jsmith@gmail.com) are shown. In the "Vehicle" section, fields for Vehicle Make (Toyota), Vehicle Model (Tundra), Vehicle Year (2021), and Vehicle VIN (STFUWSF14EX379984) are shown. Several fields in both sections are highlighted with red boxes.

Action 1.2.5

- Click **Get Quote** to close the task and submit the new quote request.

The screenshot shows the "Step: Collect Quote Information" form one last time. The "Get Test Data" button from the previous screen has been replaced by the "Get Quote" button, which is now highlighted with a red box at the bottom right of the "Insurance Information" section.

Narration

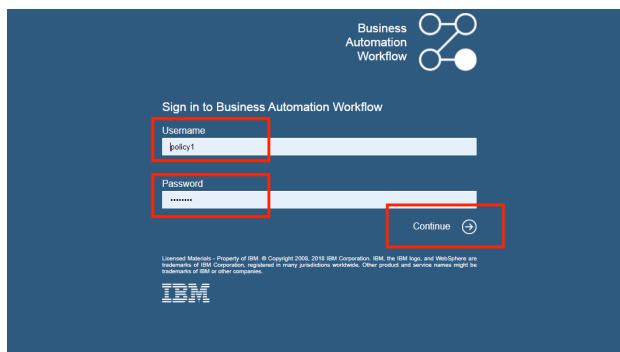
Policy specialists enter the customer data into the policy system and create the quote. They use the Process Portal to organize their tasks and work on the tasks assigned to them. Our specialist has received a new task to prepare the quote.

When the policy specialist receives the quote request, she needs to log into the quoting system to prepare a new quote, which involves manually entering a significant amount of information. This is both time consuming and error prone as the specialist must go field-by-field in order to move all the customer's data into the quoting system.

Behind the scenes, the quoting process is managed by workflow. Once the policy specialist completes this task, the system waits for the customer's response. If the customer accepts the quote, the policy specialist will again log into the quoting system to establish a new insurance policy for the customer.

Action 1.2.6

- (Still on the Process Portal) Log out (as **customerService**), and then log in as **policy1** (password is **password**).

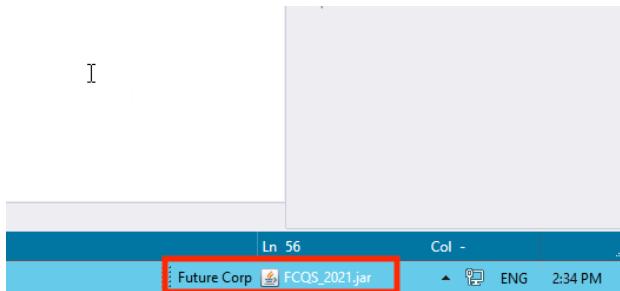


Action 1.2.7

- Run the most recent **Prepare New Quote** task by clicking the task name.

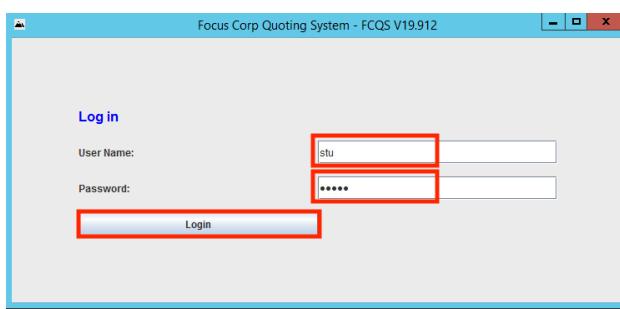
Action 1.2.8

- Open the legacy quoting app by using the shortcut in the bottom right of the taskbar to click **FCQS_2021.jar**.



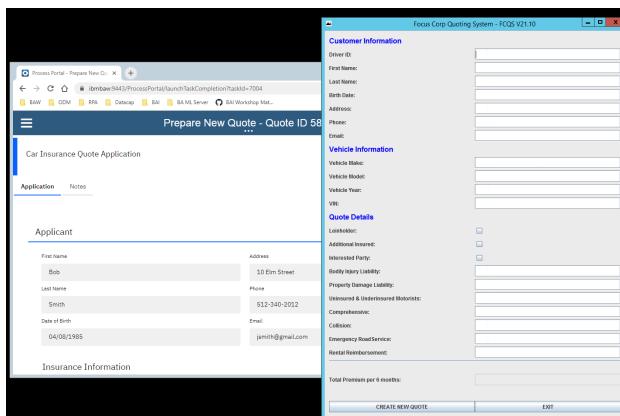
Action 1.2.9

- Log in to the quoting app (any username and password will work).



Action 1.2.10

- Show the task UI and the quoting app to make the point that the quote data must be manually entered into the quoting app.



2 - Adding an RPA bot to the workflow

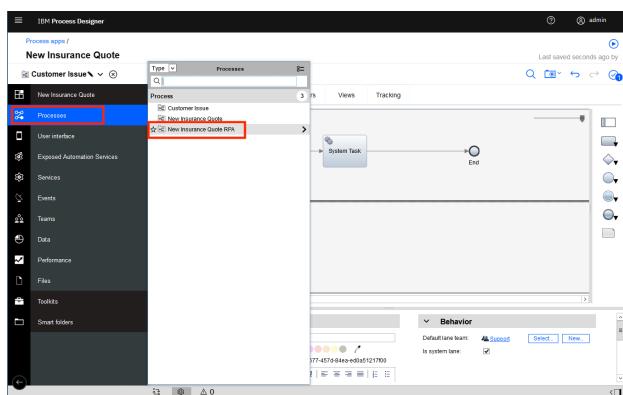
2.1 - Introduce the workflow process with RPA

Narration

Now let's look at how we can incorporate RPA to reduce that manual work. Here is a new version of the quoting workflow. The workflow is the same except we've modified the middle swim lane. Instead of assigning the tasks to a policy specialist, we route them directly to a bot for immediate execution. Just as with the original workflow, when there is a quoting exception, the quote request is routed to a policy specialist for resolution. For example, certain car models such as Audi and BMW require manual review to generate a quote.

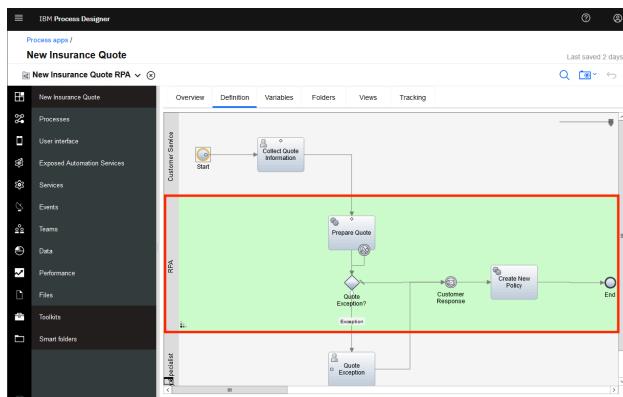
Action 2.1.1

- Open the process diagram for the quoting process with RPA in Process Designer.



Action 2.1.2

- You will see the following process diagram.



2.2 - Bot authoring: Launch the quoting app

Narration

Using the Pak's RPA capabilities, Future Corp was able to easily build and deploy software robots, or bots, that automatically enter customer data into the quoting system. This enabled Future Corp to automate repetitive tasks such as creating customer quotes.

Action 2.2.1

- Go to **RPA Studio**, which you opened during preparation, with the **Get Quote.wal** file opened to the **GetQuote** routine.

Narration

Using the Pak's low code bot authoring environment, Future Corp easily built and tested their bots. Hundreds of pre-built commands are available to assemble bots using intuitive wizards.

Without RPA, policy specialists would had to manually copy and paste customer data into the quoting system. With RPA, Future Corp created a bot to connect to the quoting system, fill in the extracted information and email the quote to the customer once it is available.

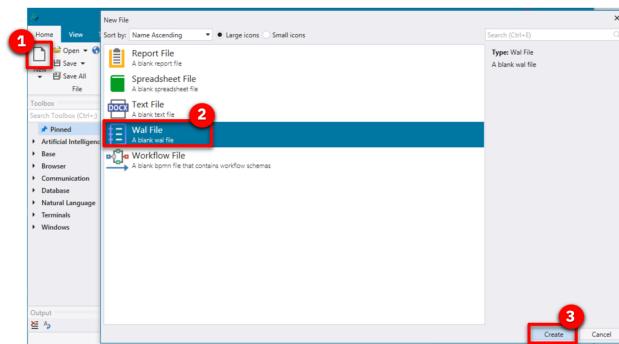
Here we see some of the bot commands they used. First, the quoting application is opened. Next, the username and password are entered. Commands were used to open the quoting application, enter user name and password, and generate a new quote.

Now let's see how to build the quote bot from scratch. First, we'll use the Launch and Attach Window command to open the quoting application.

NOTE: The following build from scratch steps are simple, but intricate. Be sure to practice these steps so you can master your demo delivery.

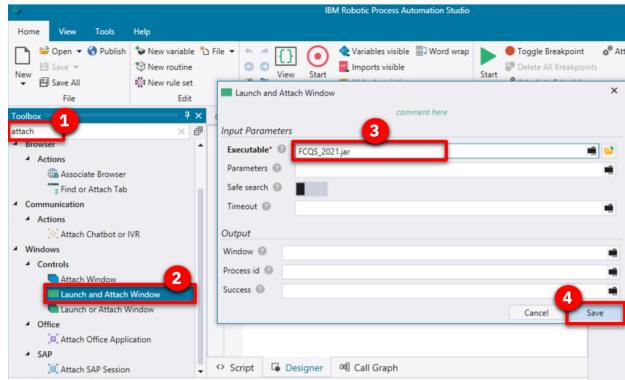
Action 2.2.2

- To start creating a new bot, click **New** (1) (not the down arrow). Select **Wal File** (2), and then click **Create** (3).



Action 2.2.3

- In the Toolbox search bar, type **attach** (1) and find the **Launch and Attach Window** (2) command. Drag it out to the script window. Set the executable parameter to the **FCQS_2021.jar** file (3) and click **Save** (4).

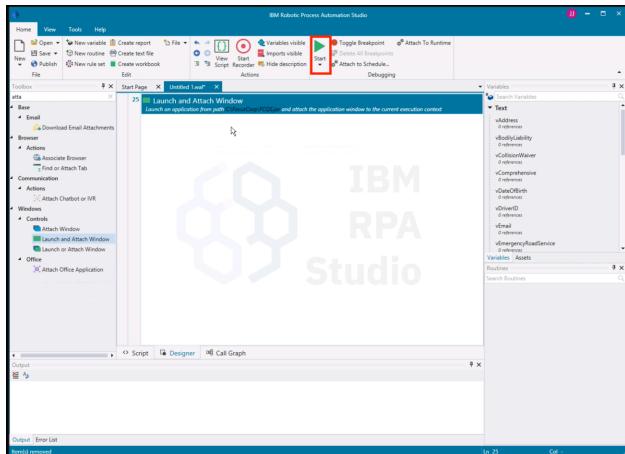


Narration

RPA Studio allows you to immediately run the bot commands. The debugging mode enables you to control the bot's operation, test commands, track variables, and debug scripts on remote computers.

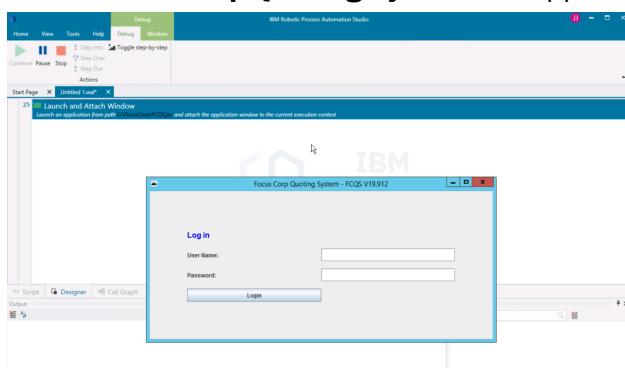
Action 2.2.4

- In the toolbar ribbon, click **Start** to run the bot.



Action 2.2.5

- The **Focus Corp Quoting System** will appear.



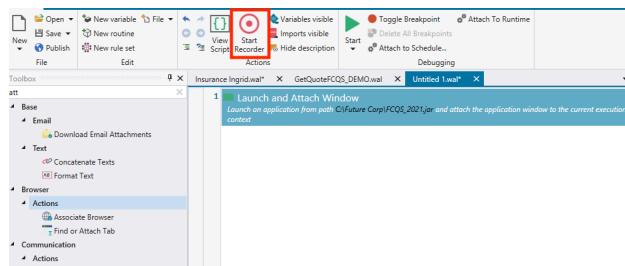
2.3 - Bot authoring: Log in to the quoting app

Narration

The recorder assists in creating your script. With the recorder, you can select user interface components to enter commands in your script. Let's build the commands to log into the quoting application. First, we'll record the user name field.

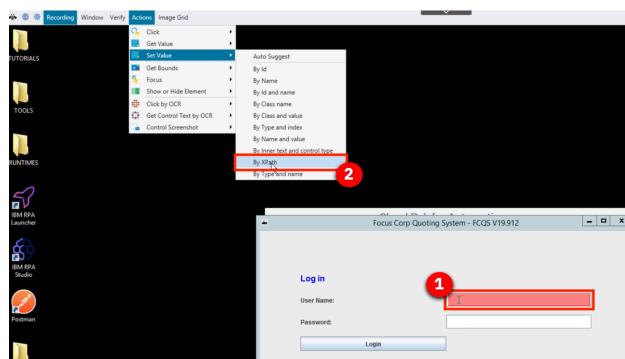
Action 2.3.1

- In the toolbar ribbon, click **Start Recorder** to capture keystrokes from the quoting app.



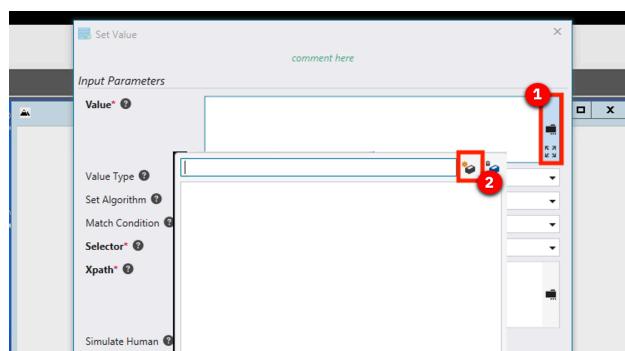
Action 2.3.2

- Hold the **control** key and mouse over the **User Name** field (1) in the quoting app. Release the control key once the field highlights in red. Then, from the **Recording** menu, select **Actions**, **Set Value, By XPath** (2).
- NOTE:** The red highlight box will disappear automatically.



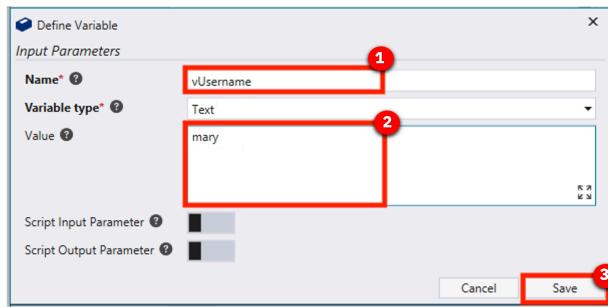
Action 2.3.3

- On the **Set Value** property page, click the **Select a variable** icon (1). Then, click the **Add a new variable** icon (2) to create a new variable.



Action 2.3.4

- Name the new variable **vUsername** (1). Give it a default value **mary** (2). Click **Save** twice (3).

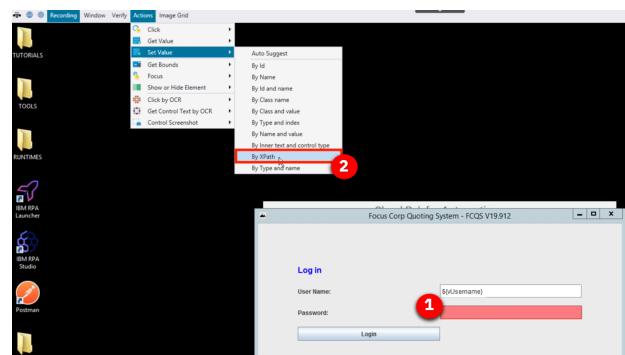


Narration

Next, we'll record the password field. (In real life, we would use our Vault for entering encrypted credentials.)

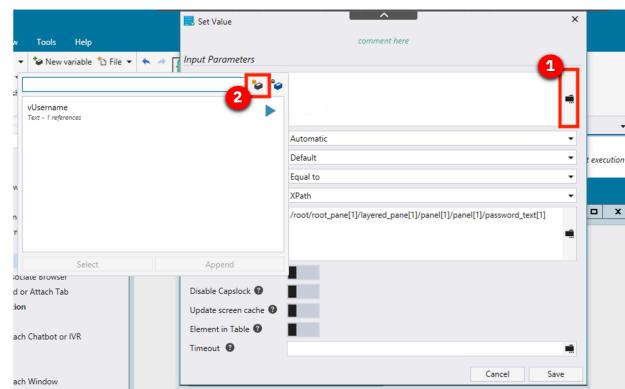
Action 2.3.5

- Hold the left control key and mouse over the **Password** field (1) in the quoting app. Release the control key once the field highlights in red. Then, from the **Recording** menu, select **Actions, Set Value, By XPath** (2).



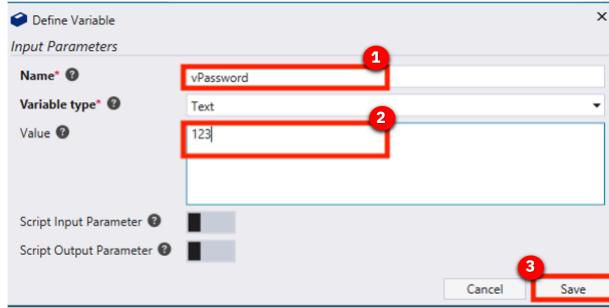
Action 2.3.6

In the **Set Value** property page, click the **Select a variable** icon (1). Then, click the **Add a new variable** icon (2) to create a new variable.



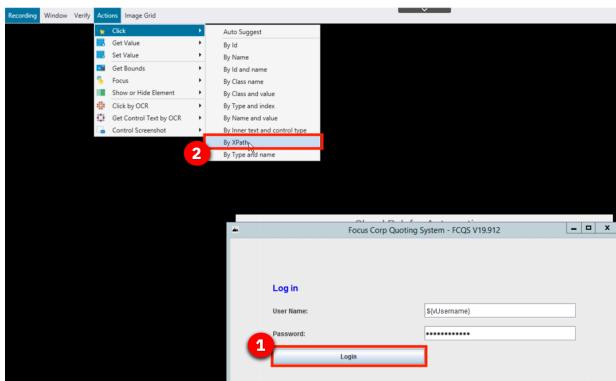
Action 2.3.7

- Name the new variable **vPassword** (1). Give it a default value of **123** (2). Click **Save** twice (3).



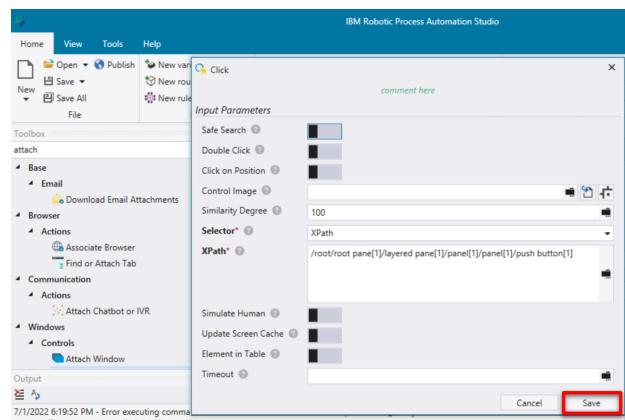
Action 2.3.8

- Hold the left control key and mouse over the **Login** button (1). Release the control key once the field highlights in red. Then, from the **Recording** menu, select **Actions, Click, By XPath** (2).



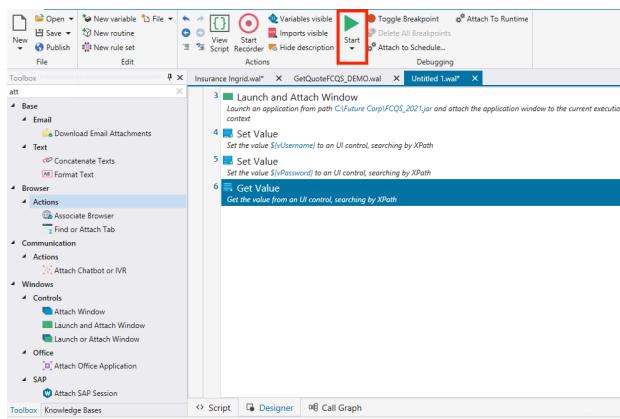
Action 2.3.9

- Click **Save**.



Action 2.3.10

- In the toolbar ribbon, click **Stop Recorder**.



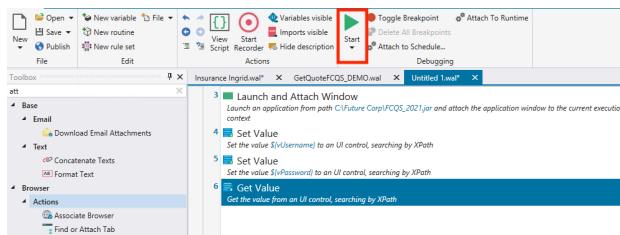
2.4 - Bot authoring: Verify the login commands

Narration

Let's use the Run command to playback the bot again and verify the commands. We will see the quoting app open, log in and move to the main screen.

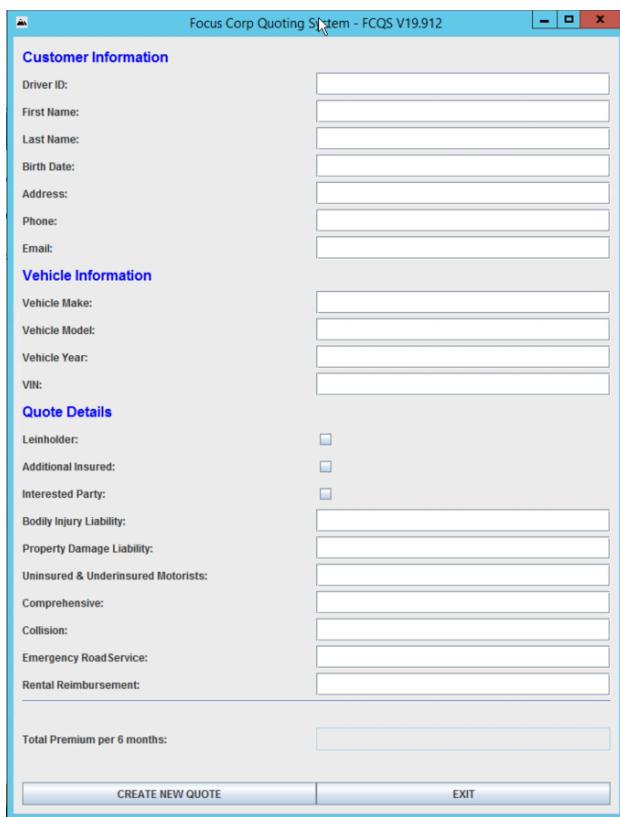
Action 2.4.1

- Close the quoting app. In the menu ribbon, click **Start**.



Action 2.4.2

- The quoting app will open and automatically log in.



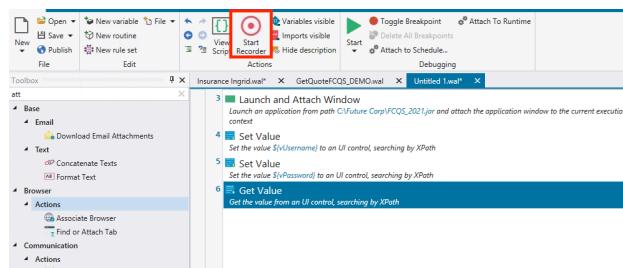
2.5 - Bot authoring: Enter the quote data

Narration

Now let's continue to build some additional commands to enter data into the quoting bot.

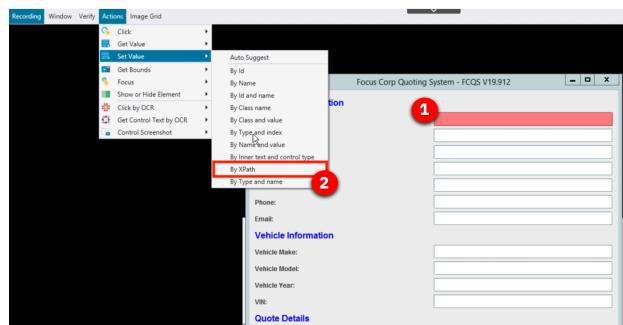
Action 2.5.1

- In the menu ribbon, click **Start Recorder** to capture more keystrokes from the quoting app.



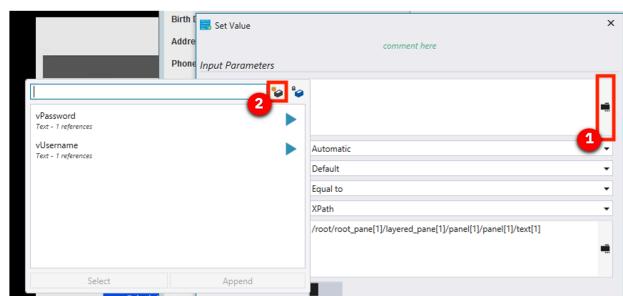
Action 2.5.2

- Hold the left control key and mouse over the **Driver ID** field (1) in the quoting app. Then, from the **Recording** menu, select **Actions, Set Value, By XPath** (2).



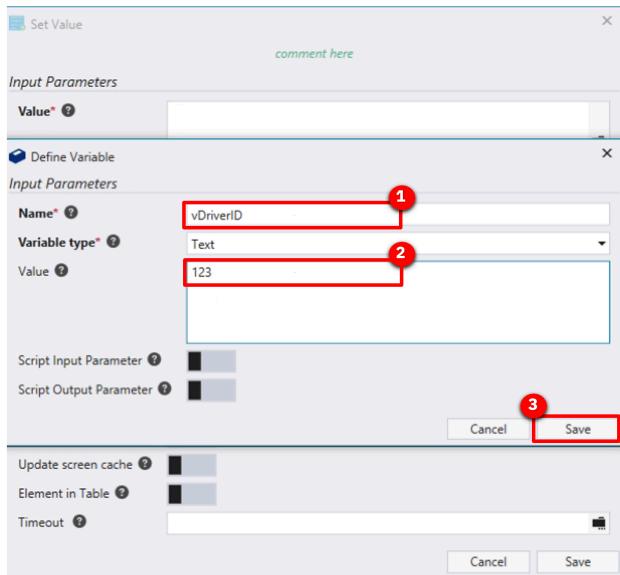
Action 2.5.3

- In the **Set Value** property page, click the **Select a variable** icon (1). Then, click the **Add a new Variable** icon (2) to create a new variable.



Action 2.5.4

- Name the new variable **vDriverID** (1). Give it a default value of **123** (2). Click **Save** twice (3).



Action 2.5.5

- Repeat for the rest of the text input fields (or stop there if you feel you've shown enough).

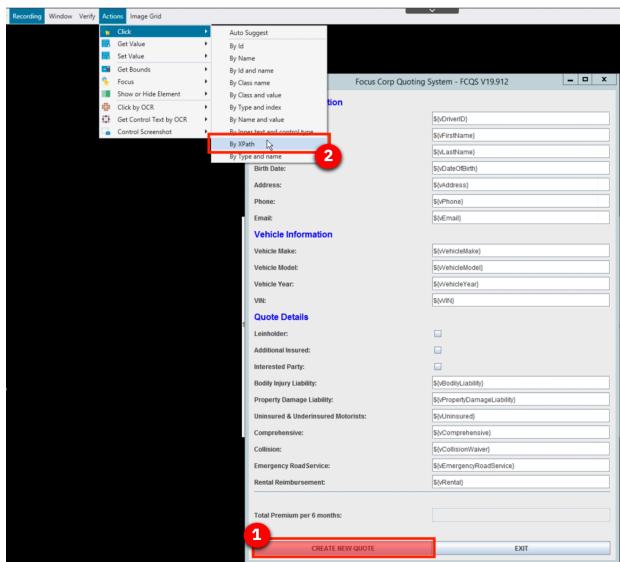
2.6 - Bot authoring: Finish up the bot

Narration

The bot will execute a final set of commands to generate the quote and then capture the quote amount, which is the output of this bot.

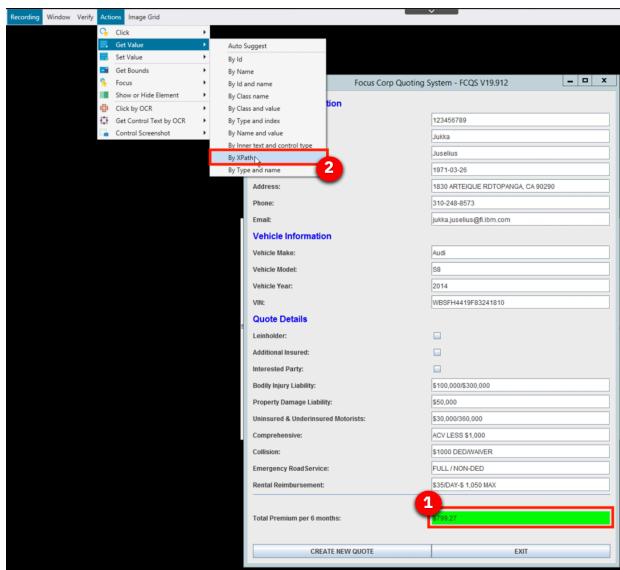
Action 2.6.1

- Hold the left control key and mouse over the **CREATE NEW QUOTE** button (1). Then, from the **Recording** menu, select **Actions, Click, By XPath** (2). Click **Save** twice.



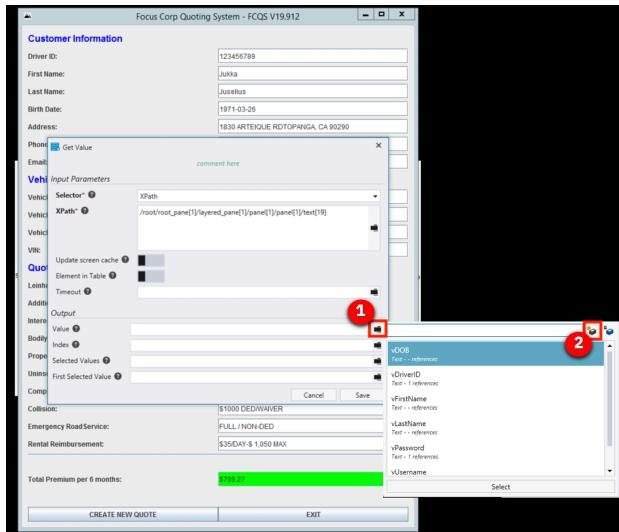
Action 2.6.2

- Finally, get the quote result. In the **Quote** app, hold the left control key and mouse over the **Total premium per 6 months** field (1). Release the control key once the field highlights in red. Then, from the **Recording** menu, select **Actions, Get Value, By XPath** (2).



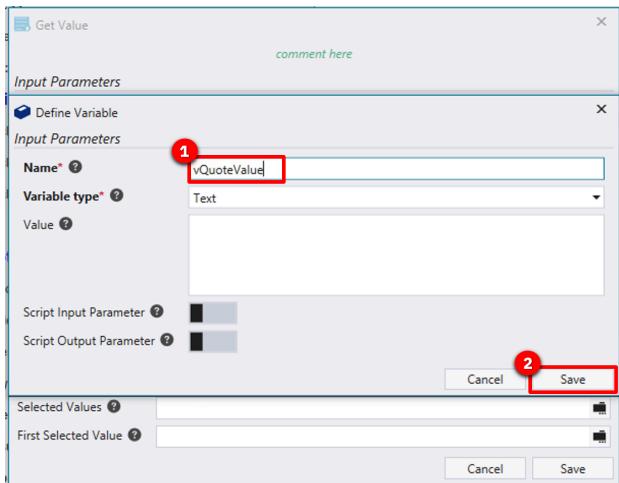
Action 2.6.3

- In the **Get Value** property page, click **Select a variable** (1). Then, click the **Add a new variable** icon (2) to create a new variable.



Action 2.6.4

- Name the new variable **vQuoteValue** (1), and click **Save** (2) twice.

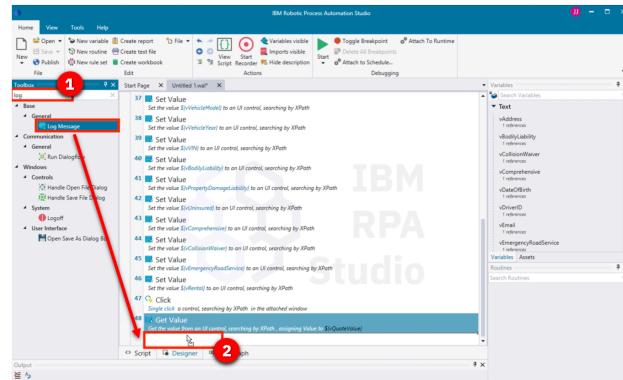


Narration

Now we will add a command to log the quote value to the **Output** window.

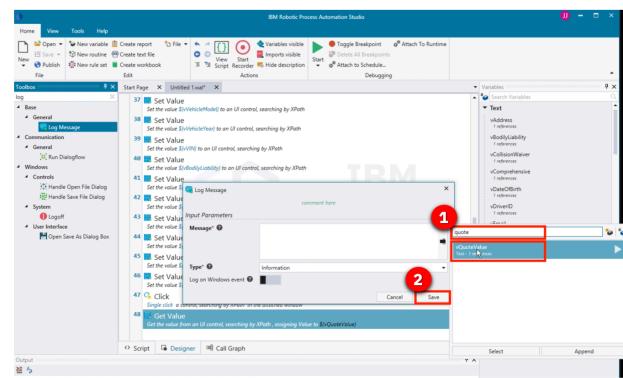
Action 2.6.5

- In the toolbox, search for **log** (1). Drag the **Log Message** command to the bottom of the bot script (2). In the toolbar ribbon, click **Stop Recorder**.



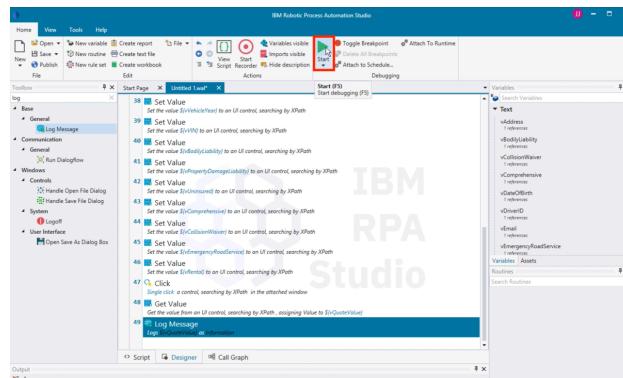
Action 2.6.6

- Complete the log command by searching for and selecting the **vQuoteValue** variable (1). Click **Save** (2).



Action 2.6.7

- Now let's do a last playback of the bot by clicking **Start**. The bot will create the quote, and the quote amount will appear in the **Output** window.



3 - Executing the workflow with RPA

3.1 - Execute the quoting process with RPA

Narration

Let's make a new request using the new RPA-enabled workflow. I'll log back in as the customer service representative and start a new quote. The RPA bot is set up to run on this same system. Now that I have submitted the new request, we will see the quoting app automatically launch and enter the quote request data into the quoting system.

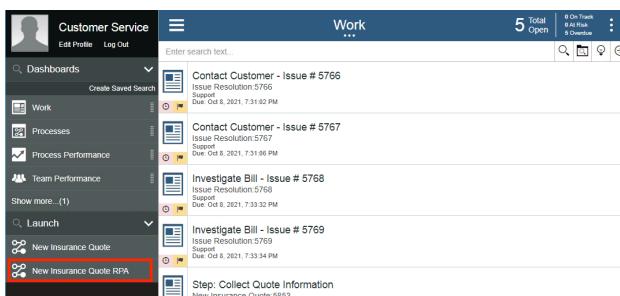
Action 3.1.1

- Go to the **Process Portal** tab, which you opened during the demo preparation. Log in as **customerService** (password is **password**).



Action 3.1.2

- Launch the **New Insurance Quote RPA** process.



Action 3.1.3

- Use the **Get Test Data** button to pre-fill the form with some test data.

Action 3.1.4

- **Optionally**, change the name and/or the make of the car to make this request unique.

The screenshot shows a form titled "Step: Collect Quote Information". Under "Applicant", fields include First Name (John), Last Name (Smith), Date Of Birth (4/8/1985), Address (10 Elm Street), Phone (512-340-2012), Email (jsmith@gmail.com). Under "Vehicle", fields include Vehicle Make (Toyota), Vehicle Year (2021), Vehicle Model (Tundra), and Vehicle VIN (STFUW5F14EX379984).

Action 3.1.5

- Click **Get Quote** to close the task and submit the new quote request.

The screenshot shows the same form as above, but the "Get Quote" button at the bottom is highlighted with a red box.

NOTE: In a few seconds, see the quoting app launch automatically and complete the quote.

Action 3.1.6

- Click the flashing **quoting app** icon in the taskbar.



- The bot will automatically enter the quote data.

The screenshot shows the quoting app interface with a quote summary. The total premium is listed as \$1,040.00.

Line	Description	Amount
1	Bodily Injury Liability	\$10,000,000
2	Uninsured Motorist	\$10,000,000
3	Comprehensive	\$10,000,000
4	Collision Waiver	\$10,000,000
5	Emergency Road Service	\$10,000,000
6	Rental Reimbursement	\$10,000,000
Total Premium per Insured	\$1,040.00	

4 - Adding RPA chatbots to further extend the automation

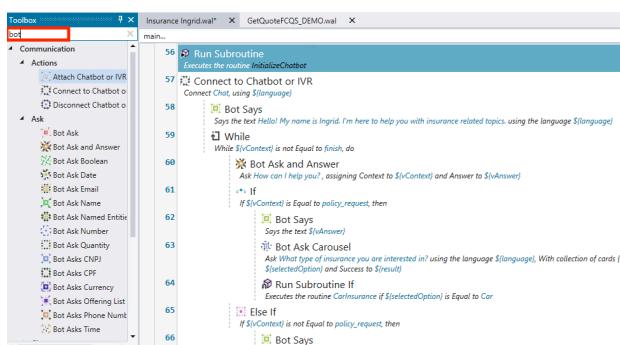
4.1 - Review the chatbot script

Narration

Next, let's look at the bot script for the Customer Agent chatbot. Just like the bots we've just built, Future Corp's chatbot is assembled by dragging and dropping commands and configuring them using pop-up property sheets. Since chatbot capabilities are fully integrated, Future Corp was able to build their bots and chatbots using one single tool. Chatbot commands can be inserted anywhere inside the bot script. For example, the Bot Ask and Answer command asks the user a question in a chat and recognizes the answer using a knowledge base prepared for the chat subject. The Bot Ask Email command asks for and acknowledges a user-entered email.

Action 4.1.1

- Open the RPA window, click on the **Ingrid Insurance.wal** tab, and search for the chatbot commands by typing **bot** into the toolbox search.

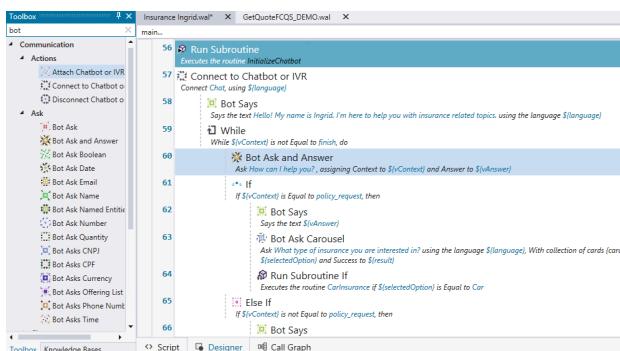


Narration

The Bot Ask and Answer command is used to have the bot ask the customer a question in a chat. The answer is recognized using a knowledge base prepared for the chat subject.

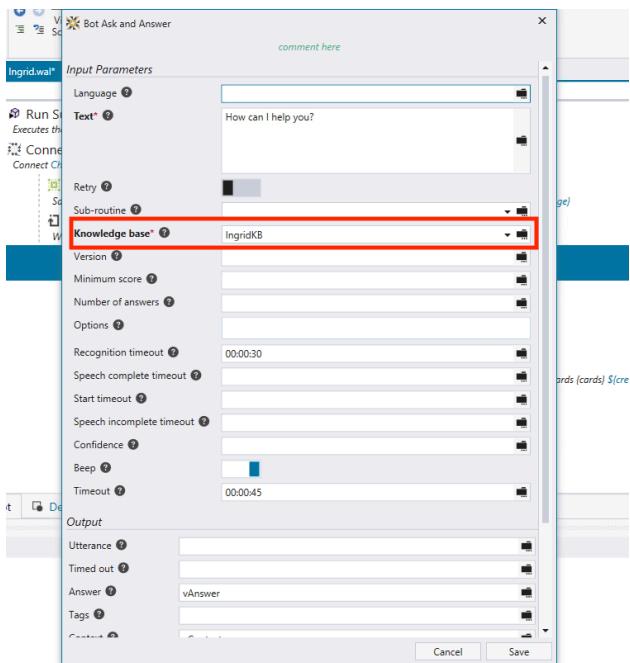
Action 4.1.2

- Open the **Bot Ask and Answer** command in the bot script.



Action 4.1.3

- Show how the command is connected to a knowledge base.



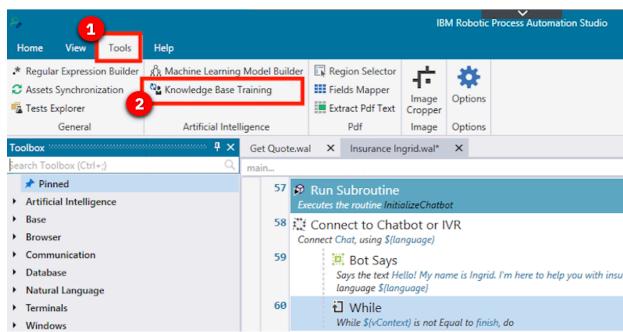
4.2 - Train a knowledge base

Narration

Bot Studio includes the machine learning model builder used by Future Corp for creating and training the knowledge base. Future Corp's RPA team found training the knowledge base to be very simple.

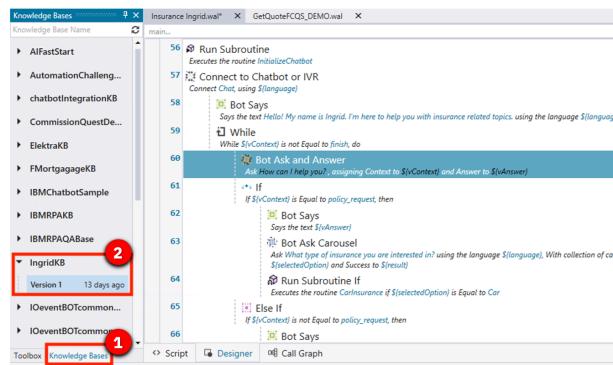
Action 4.2.1

- If the **Knowledge Bases** tab is not visible, click the **Tools** tab (1) on the menu ribbon, then click **Knowledge Base Training** (2).



Action 4.2.2

- Next, open the knowledge base definition. In the **Knowledge Bases** tab (1), click **IngridKB**, and then click **Version 1** (2).

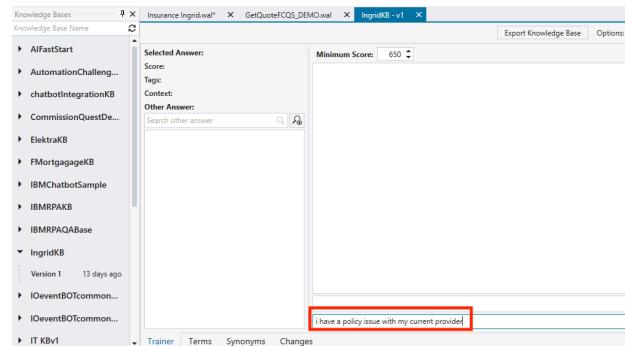


Narration

The knowledge base has been trained to respond accurately to variety of questions. To the right, the related questions window shows a list of similar questions which would result in a similar answer. To the left, the score for the currently selected answer is displayed. The knowledge base user can also search the knowledge base for another answer, edit the current answer, or add a new answer.

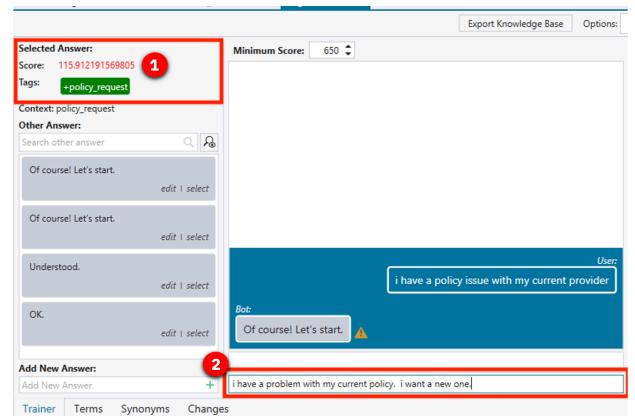
Action 4.2.3

- The Knowledge Base Training tool opens. Type the following: **I have a policy issue with my current provider.** Press enter.



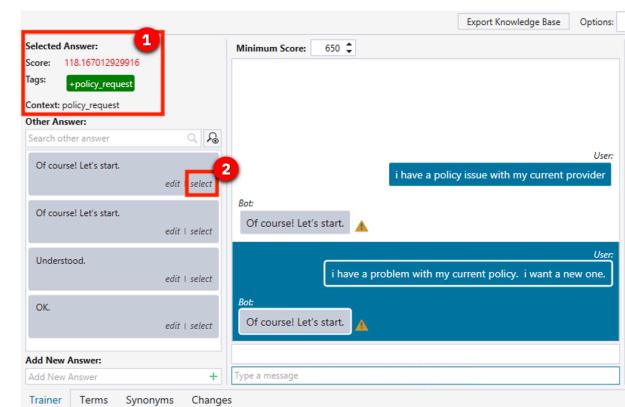
Action 4.2.4

- The maximum score is 1000. Note the low score displayed here, indicated with the red font (1). Type the following: **I have a problem with my policy. I want a new one.** (2). Press enter.



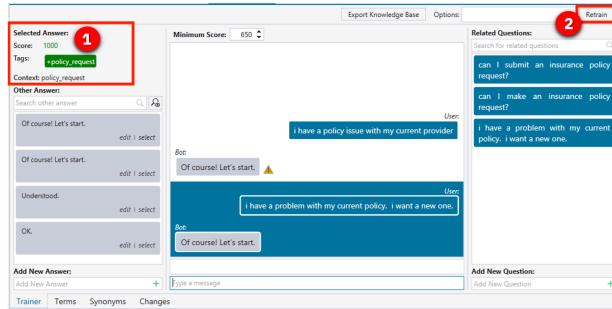
Action 4.2.5

- Again, this has resulted in a low score (1). In the **Of course! Let's start.** box, Click **select** to train the knowledge base.



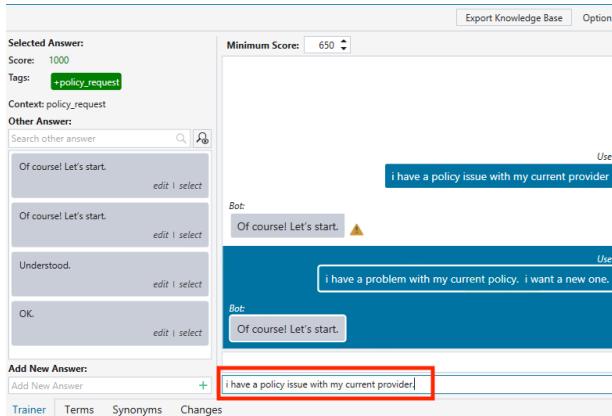
Action 4.2.6

- Since we have trained the knowledge base, the score now goes to a perfect 1000 (1). Click **Retrain** (2) to update the knowledge base.



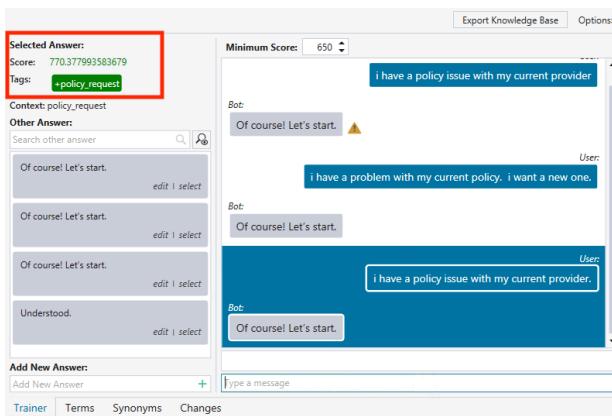
Action 4.2.7

- Now let's try the first interaction again. Type the following: **I have a policy issue with my current provider. I need a new one.**



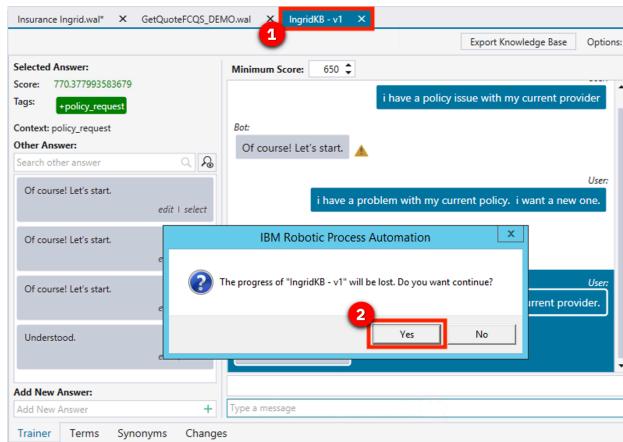
Action 4.2.8

- Press **enter** and see how the score improved with these updates to the knowledge base.



Action 4.2.9

- Click the X on the **IngridKB** tab (1). Then click **Yes** (2) in the pop-up box that appears.
- NOTE:** Whenever you close the knowledge base, **DO NOT SAVE** so this example works the next time you give a demo.



4.3 - Run the chatbot

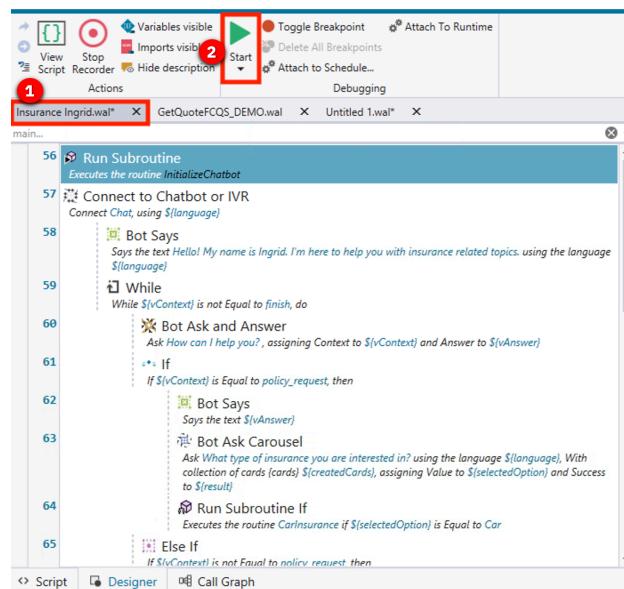
Narration

Now let's see how we have enhanced the customer's interaction with the quoting process. As an alternative to the web form that collects the customer's quoting data, Future Corp's intelligent RPA chatbot provides an interactive virtual agent.

The chatbot can understand and respond to customer inquiries. For example, a chatbot recognizes that phrases like "I would like to switch my insurance policy" and "I need insurance" both lead to initiating the quoting process.

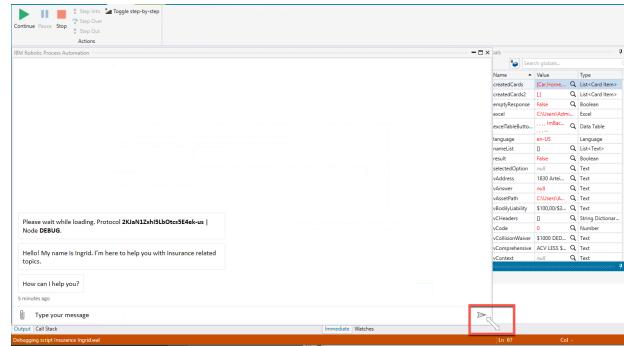
Action 4.3.1

- Select the **Insurance Ingrid** script (1), and click **Start** (2).



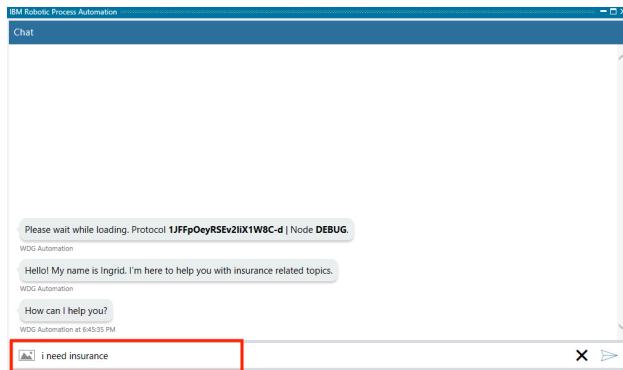
Action 4.3.2

- After the chatbot launches, resize the chatbot by mousing over the bottom right corner and dragging the corner of the chatbot window to make it larger.
- Otherwise, the insurance options will not display well.



Action 4.3.3

- Type the following: **I need insurance.**

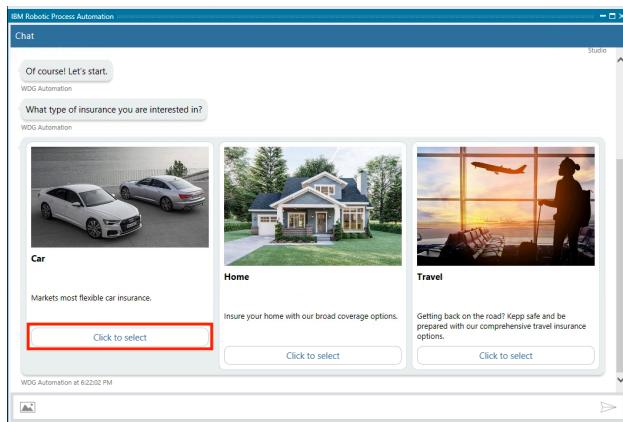


Narration

The chatbot engages the customer to collect all the information needed to provide a quote.

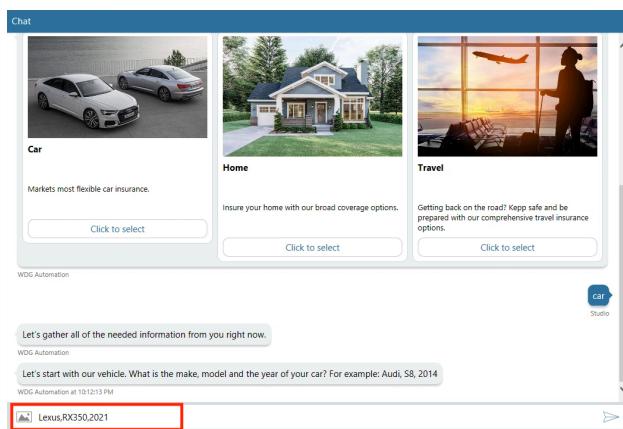
Action 4.3.4

- Select the **Car** insurance.



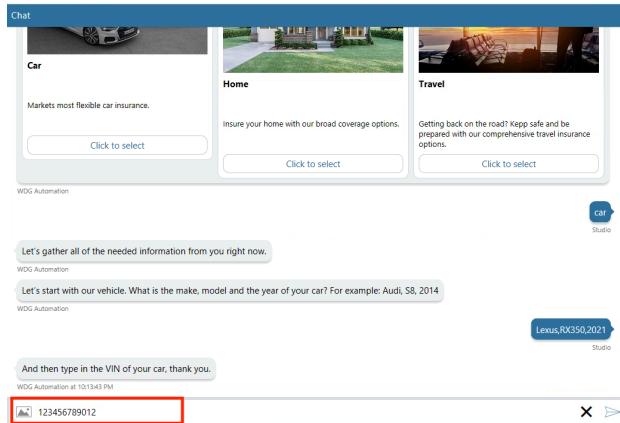
Action 4.3.5

- Enter **Lexus,RX350,2021**.



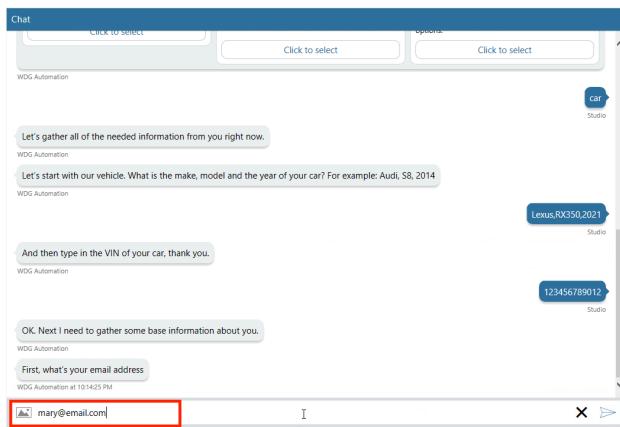
Action 4.3.6

- Enter the vehicle identification number (VIN), which typically consists of 12 characters (for example, enter **123456789012**).



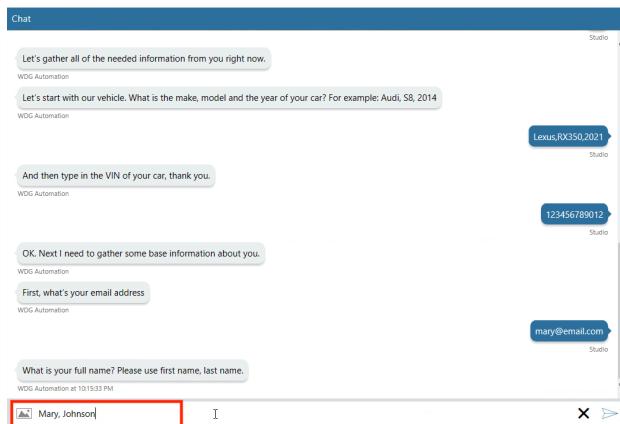
Action 4.3.7

- Enter the following: **My email is mary@email.com**.



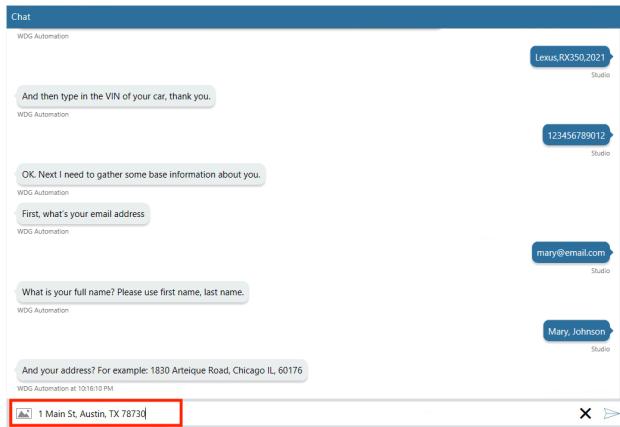
Action 4.3.8

- Enter the following: **Mary, Johnson**.



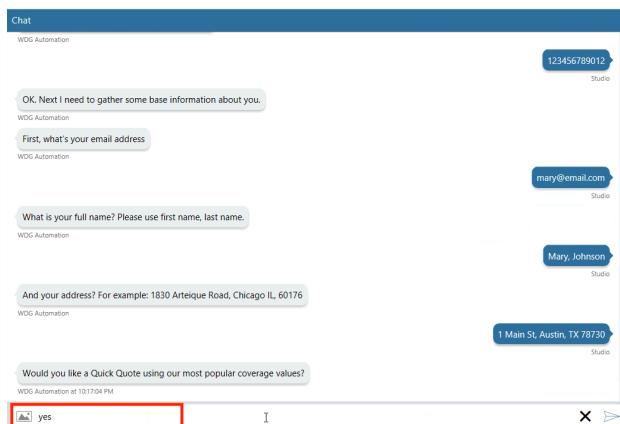
Action 4.3.9

- Enter an address such as **1 Main Street, Austin, TX 78730**.



Action 4.3.10

- Enter **yes** for a quick quote.

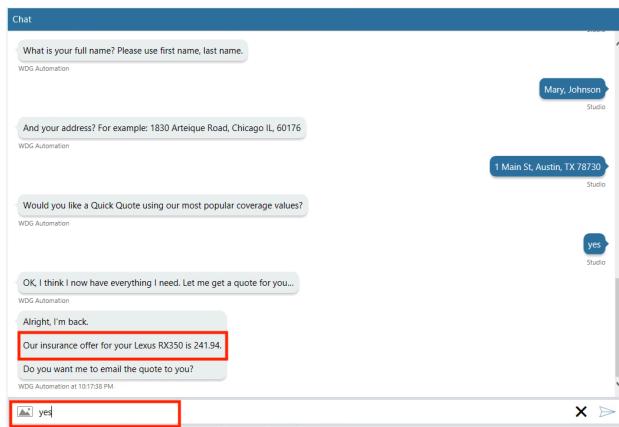


Narration

Now that all the information has been collected, the chatbot will invoke the quoting bot to generate the quote. The quote bot will enter all the customer information and retrieve the calculated quote amount. We see the quote amount in the chat response. The quoting bot will also initiate the New Insurance Quote process. In this case the quote will be emailed to the customer and the process will wait for the customer's response.

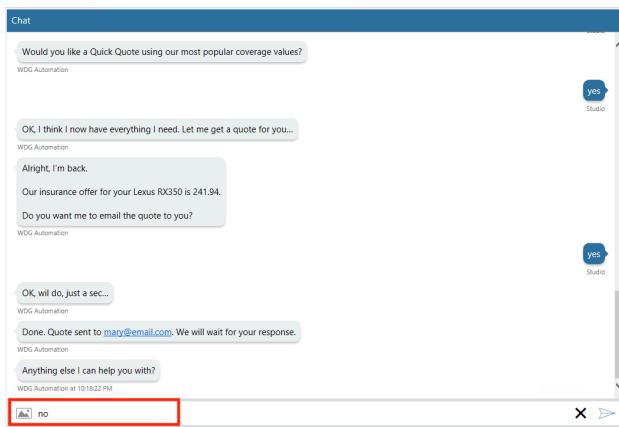
Action 4.3.11

- Enter **yes** for a follow-up contact.



Action 4.3.12

- Enter **no** for anything else.



4.4 - View the quote status

Narration

Let's look in the workflow to see the process the bot initiated. We do that from the Process Portal. When we open the Quote Status dashboard, we see the new quote for Mary at the top of the list. Workflow will continue to manage the quote process.

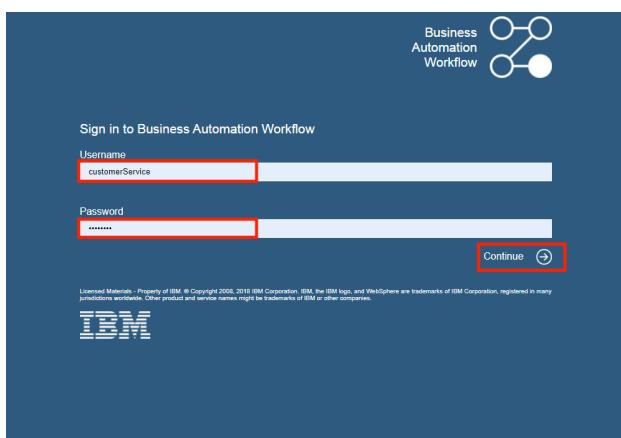
Action 4.4.1

- From **Chrome**, open the **Process Portal**.



Action 4.4.2

- Log in as **customerService / password**.



Action 4.4.3

- Under **Dashboards**, click **Show more....**

Action 4.4.4

- Click to open the **Quote Status** dashboard.

The screenshot shows the Customer Service application interface. On the left, there is a sidebar with various navigation options: Dashboards (Work, Processes, Team Performance, Show less, Quote Status), Launch (New Insurance Quote, New Insurance Quote RPA). The 'Quote Status' option is highlighted with a red box. The main content area is titled 'Quote Status' and displays a table of quote information. The columns are: Quote Id, First Name, Last Name, Vehicle Make, Vehicle Model, Vehicle Year, Quote Amount, and Status. The data in the table is as follows:

Quote Id	First Name	Last Name	Vehicle Make	Vehicle Model	Vehicle Year	Quote Amount	Status
6105	Mary	Johnson	Lexus	RX350	2021	241.94	Waiting for Customer
6103	Stu	Smith	Toyota	Camry	1999	251.51	Waiting for Customer
6053	Steve	Sweeny	Toyota	Tundra	2021	267.66	Waiting for Customer
6003	John	Smith	Toyota	Tundra	2021	926.97	Waiting for Customer
5953	Mary	Johnson	BMW	X7	2021		Quote Exception
5903	John	Smith	Lexus	RX450h	2021		Entering Quote
5805	Stuart	Leibowitz	Audi	S8	2021		Quote Exception
5804	Alice	Smith	Toyota	Tundra	2021	282.69	Waiting for Customer
5781	John	Smith	Volvo	Tundra	2021	880.26	Waiting for Customer
5778	Mary	Smith	Buick	Tundra	2021	887.15	Waiting for Customer

Summary

Using the Cloud Pak for Business Automation, Future Corp had everything they needed to extend their automation with RPA. They used a low-code bot authoring environment to create bots and chatbots to improve their policy quoting process.

The enhanced solution continues to use workflow to manage and monitor the end-to-end quoting process while using RPA to automate manual tasks and to engage directly with customers using intelligent chatbots. This combines the ability of workflow and the abilities of RPA.

Thank you for attending today's presentation.