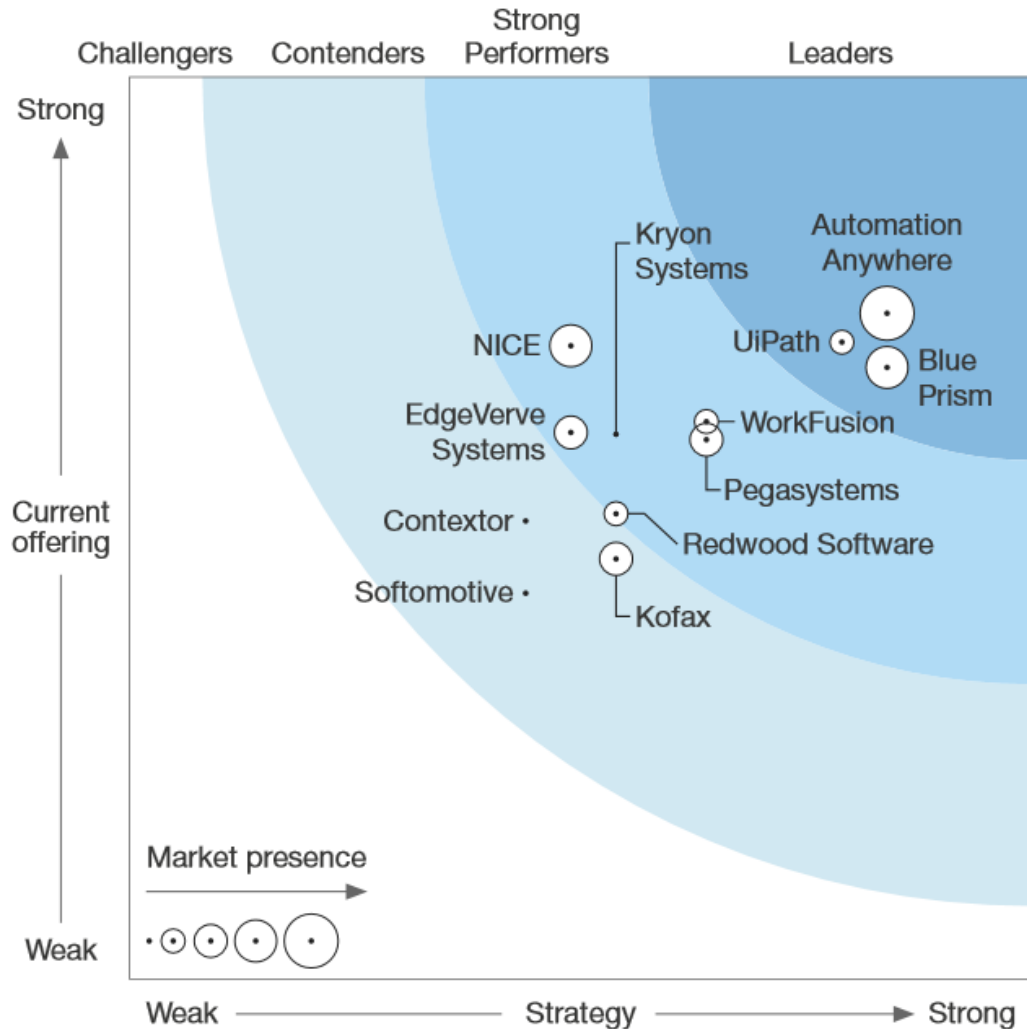


## TOP „Tools“

MSA with UI Path & Blue Prism  
features, Pros and Cons, Group standard for  
basic RPA



## RPA tools: CoE perspective



**UiPath**  
Robotic Process Automation

**blueprism**

### Pros & Cons

- Rated as the rising star in the RPA leader segment
- Better UI interface as part of the development studio for front-end automation
- Excellent “Kibana” dashboard functionality
- Strong support from the product vendor with service centers in Romania & India
- Areas of improvement include AI / cognitive capabilities and SLA based work distribution & scheduling.
- More established RPA player; especially in central Europe
- Strong integration with AI
- Proven track record in terms of deployment, & governance
- Automation leader in enterprise environments for server-based unattended use-cases
- Requires IT skills (C#) for configuration
- Higher licensing costs
- Support is via the integrators/resellers only
- Analytics and attended automation are areas of improvement

Source: The Forrester Wave™: Robotic Process Automation, Q1 2017

## Comparison of Vendor Pricing (outcome of RfP, Q4 2016)

RfP Parameters	
Users	30
Robots	30
Transactions per month	300,000
Cases	50,000
Sites	3

Criteria	UI Path	Blue Prism
License Scope	Robots (back office) 15 Robots (front office) 15 Studio 6 Orchestrator 1	User Robots 30
License rental p.a.	100,000 €	300,000 €
Installation/Maintenance	n/a	n/a
Consultancy/Support	Lump-sum; estimate 30,000 €	Per hour; hourly rates differ (expert, manager, senior m.)
<b>Total cost 5 years</b>	<b>500,000 €</b>	<b>1,500,000 €</b>

### Pricing for UI Path as a tool is vitally more attractive than for Blue Prism. Reasons:

- UI Path enables extensive self-configuration and maintenance through „Studio“ and „Orchestrator“ software. There is little need for system integration support and consultant services
- Blue Prism requires substantial provider and consultant support for both initial set-up and maintenance during the run phase; consultant services (service partners: E&Y, Accenture, HCL) are charged at high hourly rates on an as-needed basis