

Task Mining Script

Slide 1: Introduction

English: Hi everyone and welcome to our UiPath Task Mining sales course.

I'm Sunil Tahiramani, Director of AI product marketing at UiPath and today I'm excited to introduce you to Task Mining – our newest solution in the Process Understanding category.

Slide 2: Learning objectives

English: In this course we're going to cover the main benefits and unique capabilities of Task Mining. Moreover, we'll talk about its positioning on a market and explore the main competitive differentiators. Finally, we'll talk about sales strategy and how this tool works with other UiPath products.

Slide 3: Unlocking Full Automation Potential:

English: Let's start with identifying key customer challenges during the process discovery phase

What we hear from customers is that after they start to benefit from early RPA initiatives and want to start scaling to the new level they face 3 main challenges:

- 1) they need to quickly identify a big scope of promising RPA opportunities to make sure they'll get a desired ROI
- 2) they want to have some data proofs to prioritize the best automation ideas
- 3) finally, they want to govern the whole discovery process and need a centralized tool for that.

Slide 4: Traditional Methods of Process Discovery

English: The traditional methods of process discovery don't enable to deal with these challenges since their usage typically means having a highly manual and time-consuming process to visualize and document all the processes. It also has a lack of consistent and accurate data to make efficient RPA decisions. Finally, it doesn't provide a consolidated approach to identify RPA ideas at the company level

Slide 5: Introducing UiPath Task Mining

English: UiPath Task Mining will help you solve these challenges. Our newest product applies AI to analyze employees tasks and uncover scientific automation ideas.

Task Mining allows our customers to quickly analyze and understand all the tasks happening at their company at large scale. Moreover, thanks to AI-driven automation ideas it enables you to identify ideas with the highest ROI potential. Finally, the tool offers secure and centrally managed way to analyze your employee activities with full visibility and control.

Slide 6: Task Mining Offering

English: As for the end-to-end platform, UiPath Task Mining belongs to the first stage of an Automation journey, enabling our customers to scientifically discover their automation ideas and maximize value from automation.

Slide 7: How Does It Work?

English: So how does the tool work?

Start with setting up a centralized capturing process from your admin panel and seamlessly share the installer with employees to start the discovery process. Once you've finished the capturing stage, the tool will use Machine learning to analyze captured data and determine repetitive processes, as well as present data-driven facts about them. Based on obtained results analytically identify and prioritize your RPA ideas and turn them into life using our end-to-end RPA platform.

Slide 8: Leverage a Low touch way to leverage employees workflows

English: Using Task Mining you'll be able to leverage a low-touch and scalable way to discover employee tasks.

We offer a fully controllable centralized capturing process that can be easily customized and set up according to company RPA program. Moreover, the admin will be able to whitelist needed applications while users can actively suggest what should be added or removed.

Also, Task Mining allows to collect screenshot for each step and smart data needed for further automation development. The whole capturing process will be conducted without any interruption to employee daily activities and tasks.

Slide 9: Use AI to get scientific process maps and true pulse on repetitive tasks

English: The Analyzer in Task Mining uses a sophisticated Machine Learning model to discover recommended automation candidates based on the data collected from the users. The Visualizer generates the scientific process map in the Admin console to understand your repetitive tasks.

The solution builds data-driven process maps that represent the whole workflow of each procedure, show a relative RPA score and needed process data to prioritize the pipeline. Moreover, thanks to one-click export to Process Definition document and UiPath Studio as a XAML file, you'll easily turn your chosen ideas into real-life automation.

Slide 10: Secure and Scalable Approach to analyze sensitive Data

English: Last but not least, UiPath Task Mining offers a secure approach to process discovery on each stage of your scientific analysis:

1. During the capturing process, data is only collected when admin has scheduled a study and the whole process is conducted according to the settings that are set up by organization
2. During the data processing, it's first analyzed locally in customer's storage server to remove non-essential information and encrypt info before uploading it to UiPath server
3. Finally during the analysis stage, all the data is downloaded and decrypted using customer specific key and will be destroyed after analysis.

More info about Task Mining security can be found in a dedicated Security whitepaper

Slide 11: 2 minute Demo Slide

12: Customer Value Drivers

English: Task Mining perfectly supports our 4 customer value drivers:

1. It helps accelerate growth and operational efficiency by first reducing costs related to process discovery and scaling your RPA benefits
2. It enables to improve customer experience by discovering more automation opportunities and letting your employees focus on streamlining the customer experience
3. Task Mining brings objectivity into the discussion with scientifically backed data
4. Finally, it uncovers new RPA opportunities to unburden your employees from mundane tasks and improve employee experience

Slide 13: How Task Mining works with other process discover

English: Let's zoom out and talk about all the UiPath products that fall in the Discover stage

Two ways to think about discovery –

1. Human –led
2. Technology –led

, Task Mining combines with Process Mining under a Technology-led process discovery section, while Automation Hub and Task Capture represent human-led discovery.

Only UiPath offers this comprehensive discovery

Slide 14: Task Mining & Process Mining

English: There's often this question on do customers need one or the other when it comes to Task Mining and Process Mining. The reality is that both of these solutions complement each other really well.

While Process Mining allows to uncover automation ideas by monitoring and analyzing your back-end IT system data and process logs, Task Mining leverages real employee data by capturing their front-end tasks. As you will notice, the KPIs mined by these solutions are actually quite different.

Together they enable our customers to get a complete business case about their automation potential.

Slide 15: The Difference between Process Mining and Task Mining

English: Here is an illustration of how these 2 approaches work together

Process Mining will provide you with an end-to-end process view based on back-end data resources. Then, UiPath Task Mining will enable you to deep-dive into a specific step of a process to see the actual activities performed by your employee.

Slide 16: Pricing & Availability

English: Task Mining is priced on a per user basis. Named user in this context is the data generating user. The minimum deal size is 50 users and includes an unlimited number of analysts looking at the results

For 20.4 release we'll have a limited GA with hybrid scenario. We'll enter full GA in October offering both Hybrid and On-prem solution, as well as pricing synergy with Process Mining.

Slide 17: Discover GTM Guidance

English: In terms of a sales strategy, here is a short visualization of how each product for process discovery fits into the maturity model. Task Mining becomes a perfect match for companies who wants to understand department and employee level task and get a start fast right from the beginning.

THANK YOU

