Technology Manager
Document Understanding

UiPath Cluj Office

Why Automation?
Why A Fully Automated Enterprise?

UiPath | Reboot Work.™

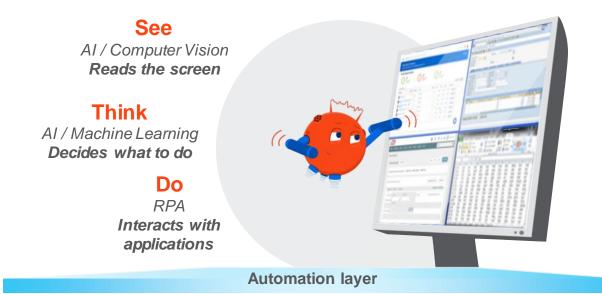# Every process uses multiple applications, and every company does it differently

Financial close and reporting   Patient registration   Vendor management   Performance management   Product information management   Security validation

Self-service automation   Chatbot integration   HR Recruiting   Customer on-boarding   Clinical trial and patient management   Customer communications

Automated testing   Campaign management   Health tracking   Know Your Customer   Contract management   Master data management

Loan processing

Order man...   Processing

E-discovery   management

Data proces...   es analytics

Billing   ...munications

Credit Checks   ...k and trace

CRM updates   ...anagement

Risk monitoring   Fraud detection   Data cleansing   Lead management   ERP exception processing   Customer management   Customer data integration   ...on-boarding

Supply Chain execution   Refund processing   Tax Reporting   Supplier validation   HR administration   Supplier validation

Deal analysis and execution   Payroll processing   Field dispatch services

FX and VAT reporting   Payroll automation   Legacy-system access   Employee management   Appointment scheduling   Logistics operations

Deal analysis and execution

- **Import financials**
- **Build financial model**
- **Respond to diligence requests**
- **Populate dataroom**
- **Review filings**

FACTSET   BamSEC

1NTRALINKS   X (Excel)   PitchBook

P (PowerPoint)   Bloomberg   S&P CAPITAL IQ McGRAW HILL FINANCIAL

UiPath automates processes using RPA and its end-to-end platform

UiPath robots **emulate** people

See
AI / Computer Vision
Reads the screen

Think
AI / Machine Learning
Decides what to do

Do
RPA
Interacts with applications

Automation layer

SAP · NETSUITE · PagerDuty · salesforce · aws · zendesk · P

Epic · alteryx · bill.com · EPICOR · zuora · X · now

ATLASSIAN · mongoDB · DocuSign · DATADOG · PAYCHEX · CONCUR · ADP

ORACLE · IBM · smartsheet · veeva · Symantec · CITRIX · medidata

---

Discover what to automate

Process discovery, task mining

Gamification

Build, manage, and run robots

Citizen and professional development studios
Drag-and-drop AI capabilities
Orchestration
Multi-cloud operations

Engage, measure, and govern users

Human in the loop
Apps and analytics

Broad set of capabilities, highly differentiated
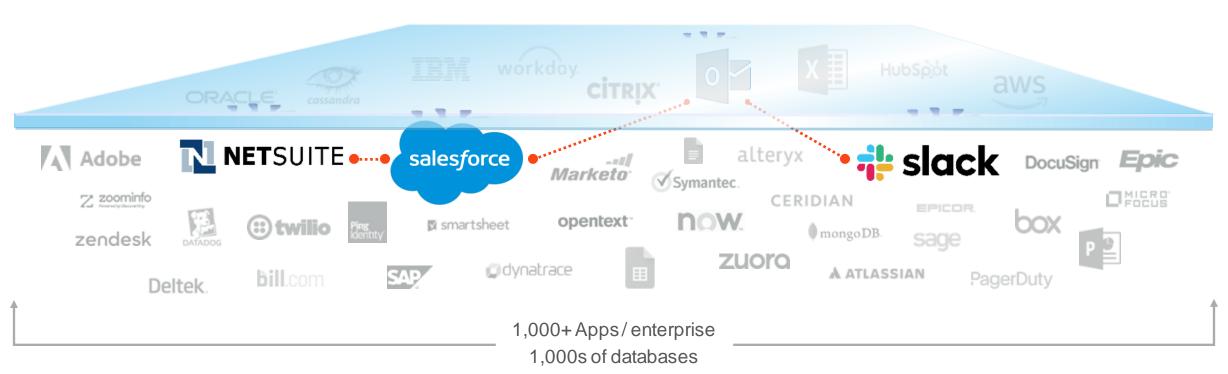
Enter the automation layer

Abstracting the complexities of thousands of apps and databases

Millions of use case possibilities

1,000+ Apps / enterprise
1,000s of databases

Strong adoption trends driving all pillars

Assign automatable work to robots

Robots do the mundane and repeatable work

3.6 Trillion

hours of work each year are automatable in developed countries alone [1]

Provide a robot for every person in the company

Robot assistants augment and empower human workers

80%

of decision-makers who adopted automation provide workers with tools to help them automate their work [2]

Democratize development

Workers can automate simple tasks with low-code apps

30%

of U.S. workers [3] want to learn RPA skills

"Robotics Engineer"
"UiPath"
Top Emerging Jobs 2020 [5]

Unleash AI across every facet of work

Deploy AI to build smarter robots and spot every automation opportunity

75%

of executives believe they risk going out of business by 2025 if they don't deploy AI across their organizations. – Accenture [4]

The UiPath Platform
& Why We Are Different

UiPath **Reboot Work.**™

The UiPath automation platform enables the fully automated enterprise

UiPath Reboot Work.™

End-Users

Process Analysts	Automation & Citizen Developers	IT Operations	Business Users	Business Analysts

UiPath Automation Platform

Discover
Discover automation opportunities powered by AI and your people

Build
Build automations quickly, from the simple to the advanced

Manage
Manage, deploy, and optimize automation at enterprise scale

Run
Run automations through robots that work with your applications and data

Engage
Engage people and robots as one team for seamless process collaboration

Measure
Measure operations and performance to align with business outcomes
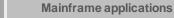
Existing Applications

Example Systems of Record: On-premises and SaaS applications

DocuSign · slack · alteryx · workday · Office 365 · servicenow · SIEBEL · salesforce · ORACLE · coupa · SAP · Epic

Mainframe applications

Homegrown applications

UiPath Platform for the fully automated enterprise

Robots

RUN

Run automations through robots that work with your applications and data

UiPath Platform for the fully automated enterprise

GOVERN

Build and test automations quickly, from the simple to the advanced

Discover automation opportunities powered by AI and your people

Robots
RUN

Engage people and robots as one team for seamless process collaboration

Manage, deploy, and optimize automation at enterprise scale

MEASURE

RPA & Citizen Developers

IT Operations

UiPath Platform for the fully automated enterprise

GOVERN

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Process Analysts

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UiPath Platform for the fully automated enterprise

UiPath Reboot Work.™

CoE Leads

Process Analysts

RPA & Citizen Developers

Automation Users

IT Operations

Discover automation opportunities powered by AI and your people

Build and test automations quickly, from the simple to the advanced

Engage people and robots as one team for seamless process collaboration

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GOVERN

MEASURE

Robots
RUN

AUTOMATION CLOUD

HYBRID

ON-PREMISES

UiPath Platform for the fully automated enterprise

CoE Leads

Process Analysts

RPA & Citizen Developers

Automation Users

IT Operations

GOVERN

DISCOVER
- Task Mining
- Process Mining
- Task Capture
- Automation Hub

BUILD
- Studio Family
- Document Understanding
- Marketplace and Integrations

ENGAGE
- Chatbots
- Action Center
- Assistant
- Apps

MANAGE
- Orchestrator
- Test Manager
- AI Center
- Insights

Robots RUN

MEASURE

AUTOMATION CLOUD   HYBRID   ON-PREMISES

14

How We Differentiate

UiPath Reboot™ Work.

Speed of innovation and rapid releases drive our market leadership

UiPath **Reboot Work.™**

"
UiPath innovates at an incredible pace, prioritizing our most important needs for success, from security to scalability.

– Chief Automation Officer
Global Media and Digital Communications Leader

Document Understanding
Automation Cloud
Apps
Data Service

The Fully Automated Enterprise

AI Center
Process Mining
Test Automation
Assistant
Human in the Loop
StudioX

Optical Character Recognition
Marketplace/Community
Developer Productivity
(Libraries, Upgrades, Reusability)
3rd-Party Integration Framework

Low-Code/No-Code
Workflow
API Automation
Orchestration

UI Automation
AI Computer Vision
Studio
Robots

Pre-2015

2020

Proprietary technology enhances the power of our platform

UI automation and AI Computer Vision

Accurate and robust emulation of human interaction with UI
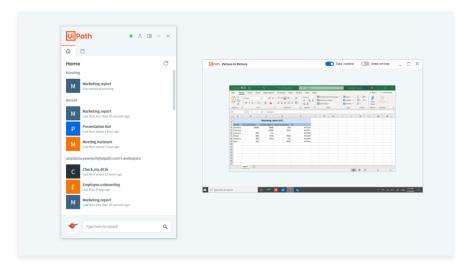
Reliably adapts to changing on-screen presentation

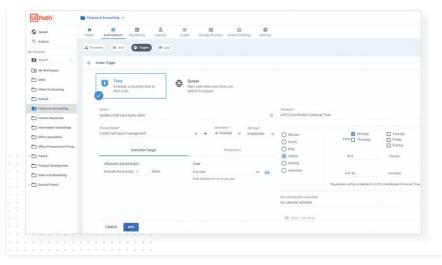Computer Vision enables our robots to automate virtually any UI

Attended Robots

Robots that work side-by-side with people via UiPath Assistant, handling workflow tasks as specified and running either on command or based on pre-defined triggers

Unattended Robots

Robots that work independently, can handle complex, long-running workflows and involve people as needed to validate information, handle exceptions or for simple notifications

Proprietary technology enhances the power of our platform

Developer experiences from low code to professional grade

Allows entire organization to build and deploy robots, from non-technical to expert users

Intuitive, low-code, visual experiences

Hundreds of pre-built automation activities to enable widespread development and rapid time to value
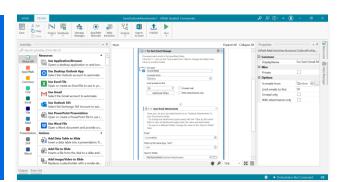
StudioX

Low-code, drag-and-drop development environment with familiar interfaces, common integrations, and pre-designed templates
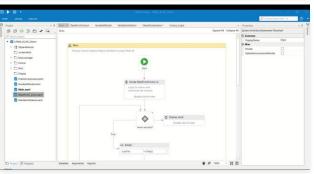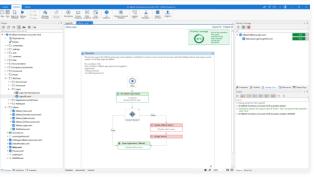

Studio

Drag-and-drop development environment designed for experienced developers with advanced features to build complex process automations

Studio Pro

Most advanced Studio offering designed for specialized developers and testers

Proprietary technology enhances the power of our platform

Infused with ML & AI

Powered by native models for document classification, data extraction, language understanding and others to drive automation of complex processes and tasks

Embedded MLOps platform for management and operations of ML & AI models

Open and interoperable enabling UiPath, customer and partner models

AI Center

Embedded MLOps platform for deploying, consuming, managing, and improving internal, third-party or UiPath ML models; inserted via drag-and-drop in UiPath Studio
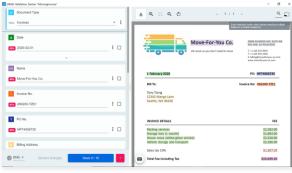
Document Understanding

AI-powered tool that enables software robots to extract, interpret and process from structured to unstructured data, with the ability to add custom ML models

Task Mining

Record user processes across an allowed list of apps to estimate savings potential and identify best candidates for automation

We are well-positioned to win

	Automation-centric	Workflow / BPM-centric	Intelligent Automation point products	Large enterprise incumbents with RPA
Technology Approach	Automation-centric	Workflow / BPM-centric	Intelligent Automation point products	Large enterprise incumbents with RPA
Key Players	AUTOMATION ANYWHERE, blueprism	Appian, PEGA, servicenow	ABBYY, celonis, HYPERSCIENCE	Microsoft, salesforce, SAP
The UiPath advantage	✓ End-to-end automation capabilities ✓ Clear market leader ✓ Superior UI automation ✓ Open architecture ✓ Caters to all developer and end-user personas ✓ Built-in AI/ML models	✓ UI Automation capabilities ✓ Caters to citizen developers ✓ Rapid time to value ✓ Built-in AI/ML models ✓ Simple, intuitive, quickly deployed ✓ Robust community of automation developers	✓ End-to-end automation capabilities ✓ Caters to all developer and end-user personas ✓ Simple, intuitive, quickly deployed ✓ Robust community of automation developers	✓ Fully governed, end-to-end automation capabilities ✓ Automates cross-platform workflows ✓ Built-in AI/ML models ✓ Caters to all developer and end-user personas ✓ Robust community of automation developers
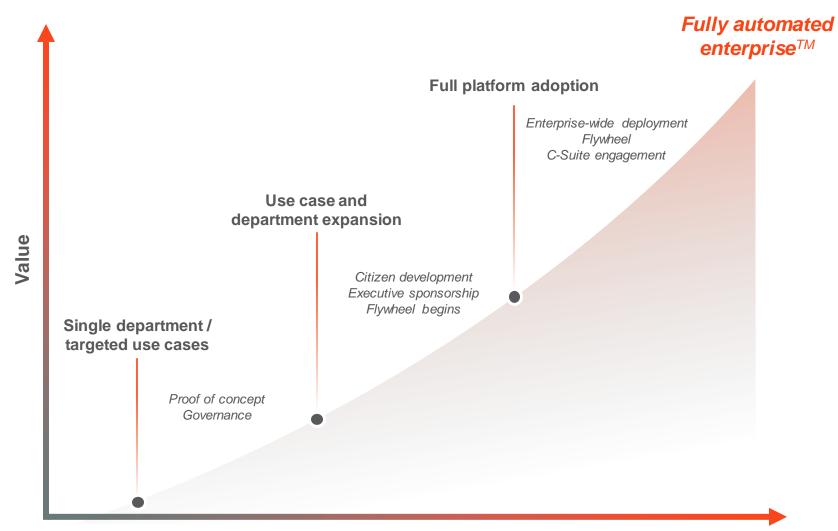
Where And How
Do You Start?

You're on a journey to long-term value

Fully automated enterprise^{TM}

Full platform adoption

Enterprise-wide deployment
Flywheel
C-Suite engagement

Use case and department expansion

Citizen development
Executive sponsorship
Flywheel begins

Single department / targeted use cases

Proof of concept
Governance

Value

Time

Deployment case study

> "We tell our employees, **don't be the glue; be the value**, and let the robots be the glue that connects the dots"
>
> *– Vice President,*
> *Global Digital Transformation*

Business problem

Delivering analysis to customers needed to be faster

Points of inefficiency:
- Vast amounts of data to collect & process
- Less time to improve value of analysis
- Volume of customers to serve timely

UiPath solution

Utilized unattended and attended robots monitored by Center of Excellence

New process:
- Robots collect, consolidate & process
- Knowledge worker reviews
- Robot sends to customers
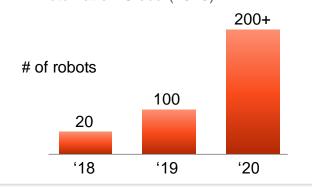
UiPath & Nielsen

A top 200 customer, with relationship with VP/SVP level

Products:
- Studio, Orchestrator, Unattended (2018)
- Attended, Automation Hub (2019)
- Automation Cloud (2020)

200+

# of robots

100

20

'18   '19   '20

Over 400,000 hours of work automated across 40 business units

What processes should you automate?

Processes with standard readable electronic input type

Highly manual and repetitive processes

Processes with low exception rate

Rule-based processes

High volume, low complexity

Stable processes and underlying applications

Processes performed by large teams

Mature, swivel chair processes

Open platform supported by a robust ecosystem

Technology Partners

ABBYY · Digital Reasoning · accusoft · Adobe · alteryx · aws · Google Cloud · Microsoft

APPLICA.AI · omni:us · SortSpoke · ORACLE · salesforce · SAP Silver Partner · workday. Access Partner

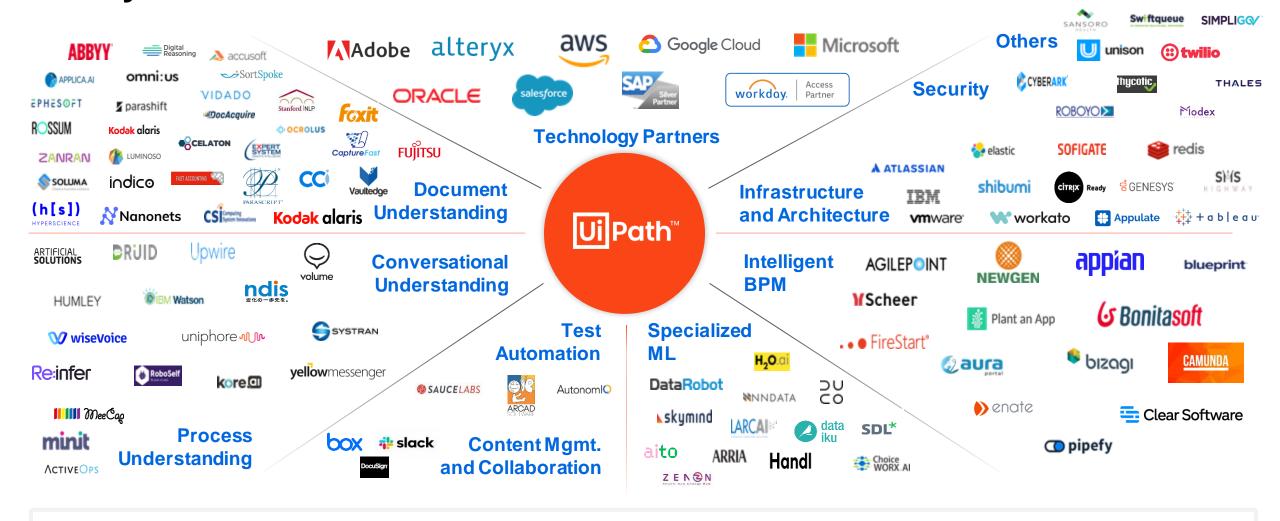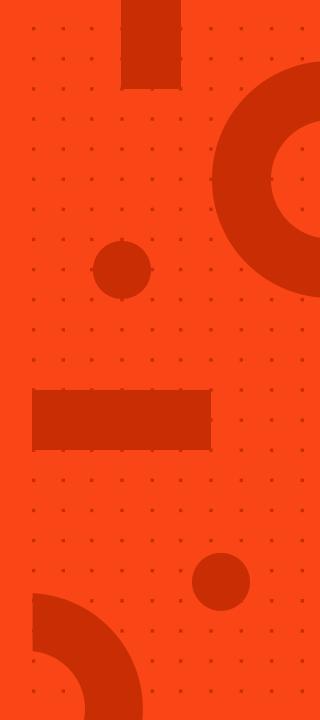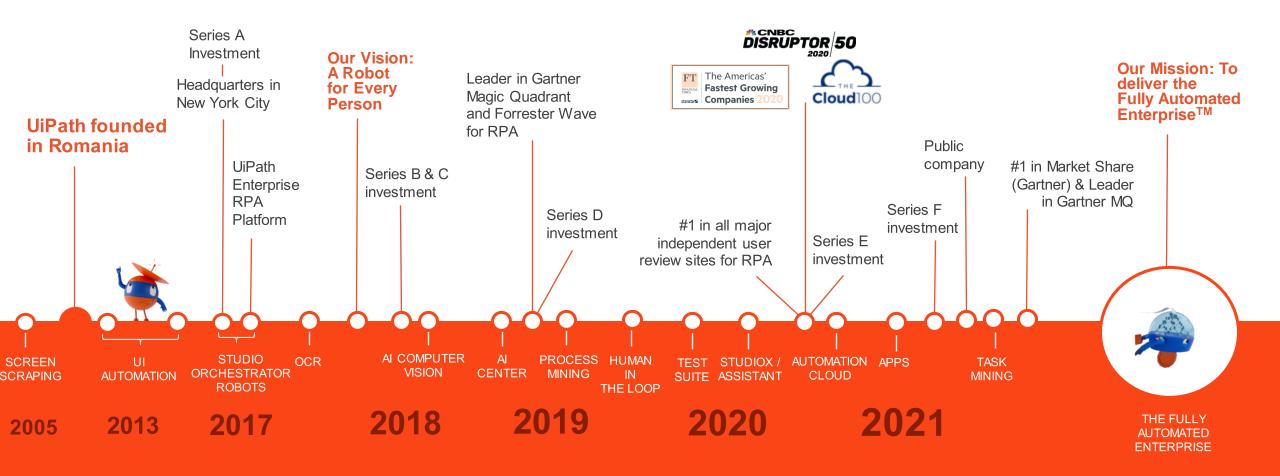EPHESOFT · parashift · VIDADO · DocAcquire · Stanford NLP · Foxit

ROSSUM · Kodak alaris · OCROLUS · CaptureFast · FUJITSU

ZANRAN · LUMINOSO · CELATON · EXPERT SYSTEM · CCi

SOLUMA · indico · FAST ACCOUNTING · PARASCRIPT · Vaultedge

(h[s]) HYPERSCIENCE · Nanonets · CSI Computing System Innovations · Kodak alaris

Document Understanding

Others

unison · twilio

Security

SANSORO HEALTH · Swiftqueue · SIMPLIGOV

CYBERARK · thycotic · THALES

ROBOYO · Modex

elastic · SOFIGATE · redis

ATLASSIAN · shibumi · CITRIX Ready · GENESYS · SMS HIGHWAY

IBM · vmware · workato · Appulate · tableau

Infrastructure and Architecture

ARTIFICIAL SOLUTIONS · DRUID · Upwire · volume

HUMLEY · IBM Watson · ndis 変化の一歩先を。

wiseVoice · uniphore · SYSTRAN

Re:infer · RoboSelf · kore.ai · yellowmessenger

Conversational Understanding

Intelligent BPM

AGILEPOINT · NEWGEN · appian · blueprint

Scheer

Plant an App · Bonitasoft

FireStart

aura portal · bizagi · CAMUNDA

Test Automation

SAUCELABS · ARCAD SOFTWARE · AutonomIQ

box · slack · DocuSign

Content Mgmt. and Collaboration

Specialized ML

H2O.ai

DataRobot · NNDATA · DUCO

skymind · LARCAI · dataiku · SDL*

aito · ARRIA · Handl · ChoiceWORX.AI

ZENON

enate · Clear Software · pipefy

MeeCap · minit · ACTIVEOPS

Process Understanding

Secure, certified integrations you can trust

Demo

UiPath Reboot™ Work.

About UiPath

Automation & us

Evolving with speed to accelerate human achievement

UiPath Reboot™ Work.

Series A Investment

Headquarters in New York City

Our Vision: A Robot for Every Person

Leader in Gartner Magic Quadrant and Forrester Wave for RPA

CNBC DISRUPTOR 50 2020

FT FINANCIAL TIMES statista The Americas' **Fastest Growing Companies** 2020

THE Cloud100

Our Mission: To deliver the Fully Automated Enterprise™

UiPath founded in Romania

UiPath Enterprise RPA Platform

Series B & C investment

Series D investment

#1 in all major independent user review sites for RPA

Public company

#1 in Market Share (Gartner) & Leader in Gartner MQ

Series F investment

Series E investment

SCREEN SCRAPING

UI AUTOMATION

STUDIO ORCHESTRATOR ROBOTS

OCR

AI COMPUTER VISION

AI CENTER

PROCESS MINING

HUMAN IN THE LOOP

TEST SUITE

STUDIOX / ASSISTANT

AUTOMATION CLOUD

APPS

TASK MINING

THE FULLY AUTOMATED ENTERPRISE

2005   **2013**   **2017**   **2018**   **2019**   **2020**   **2021**

A Forrester Wave Leader

Highest ranking in Current Offering, Strategy, and RPA Market Presence categories

"[UiPath]…offers an enterprise-grade and innovative RPA solution augmented by a large ecosystem of partners, making it a good fit for large, global enterprises with demanding needs for support and governance."

The Forrester Wave™: Robotic Process Automation, Q1 2021

Forrester Wave™: Robotic Process Automation, Q1 2021

A Process Mining Leader

Everest Group PEAK Matrix®
for Process Mining
Technology Vendors 2021

Everest Group PEAK MATRIX® LEADER 2021
PROCESS MINING PRODUCTS

Everest Group PEAK MATRIX® STAR PERFORME
PROCESS MINING PRODU
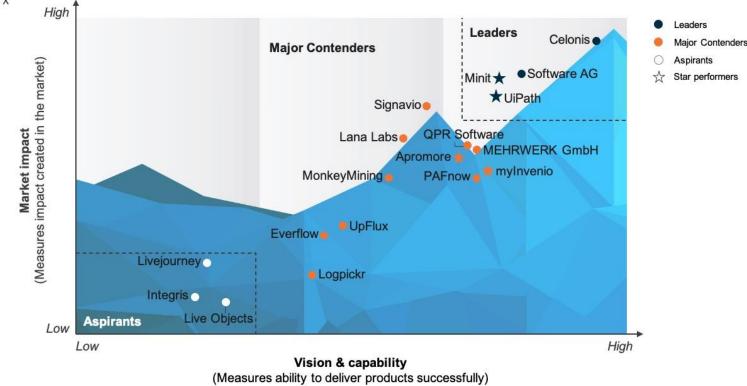
"UiPath's Process Mining offering augments its ability to help enterprises scale and accelerate th automation journeys by providing the much-nee process visibility and intelligence."

Amardeep Modi, Practice Director at Everest Group

Everest Group Process Mining Products PEAK Matrix® Assessment 2021[1]

Legend:
- ● Leaders
- ● Major Contenders
- ○ Aspirants
- ☆ Star performers

Vendors shown: Celonis, Software AG, Minit, UiPath, Signavio, Lana Labs, QPR Software, Apromore, MEHRWERK GmbH, MonkeyMining, PAFnow, myInvenio, Everflow, UpFlux, Logpickr, Livejourney, Integris, Live Objects

Axes:
- Market impact (Measures impact created in the market) — Low to High
- Vision & capability (Measures ability to deliver products successfully) — Low to High

1   Analyses for Signavio and myInvenio are based on their capabilities before they were acquired by SAP and IBM, respectively

Note: Star Performers are selected based on a relative comparison of vendors' performance on the market impact and vision & capability dimensions in the previous and latest PEAK Matrix® assessments. Vendors with the highest year-over-year improvement are designated as Star Performers. The Star Performer title does not reflect the overall market leadership position, which is designated through Leaders, Major Contenders, or Aspirants

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Full report: https://www.uipath.com/resources/automation-analyst-reports/everest-peak-matrix-process-mining

UiPath independent recognition

Global coverage, local expertise: 30+ offices

The most active and fastest growing Community in automation

Fastest growing skill for leading academic institutions… UiPath

The **"Robot for Every Student"** program at **William & Mary** teaches students in the Raymond A. Mason School of Business to apply automation to their daily lives.

At the **California State University, Fullerton**, hundreds of students have already learned the **RPA skills that prepare them for an automated future**.