

**#UiPathForward**

# **Enterprise RPA: Winning Together at Big Scale**

Daniel Dines | CEO and Co-Founder





What keeps  
me awake at  
night?



# Our Journey @ UiPath

2017

## GLOBAL EXPANSION

Leading Enterprise RPA vendor recognized by top industry analysts  
10 global offices / 540 customers / 500+ staff / 50% of Fortune 10

2016

## GROWTH

Global offices / 100 people / 100+ enterprise customers

2015



## TIPPING POINT

Enterprise RPA Partnerships with global BPO & Consulting Firms.

2013

## FIRST UI AUTOMATION

Desktop Automation product for Enterprise RPA

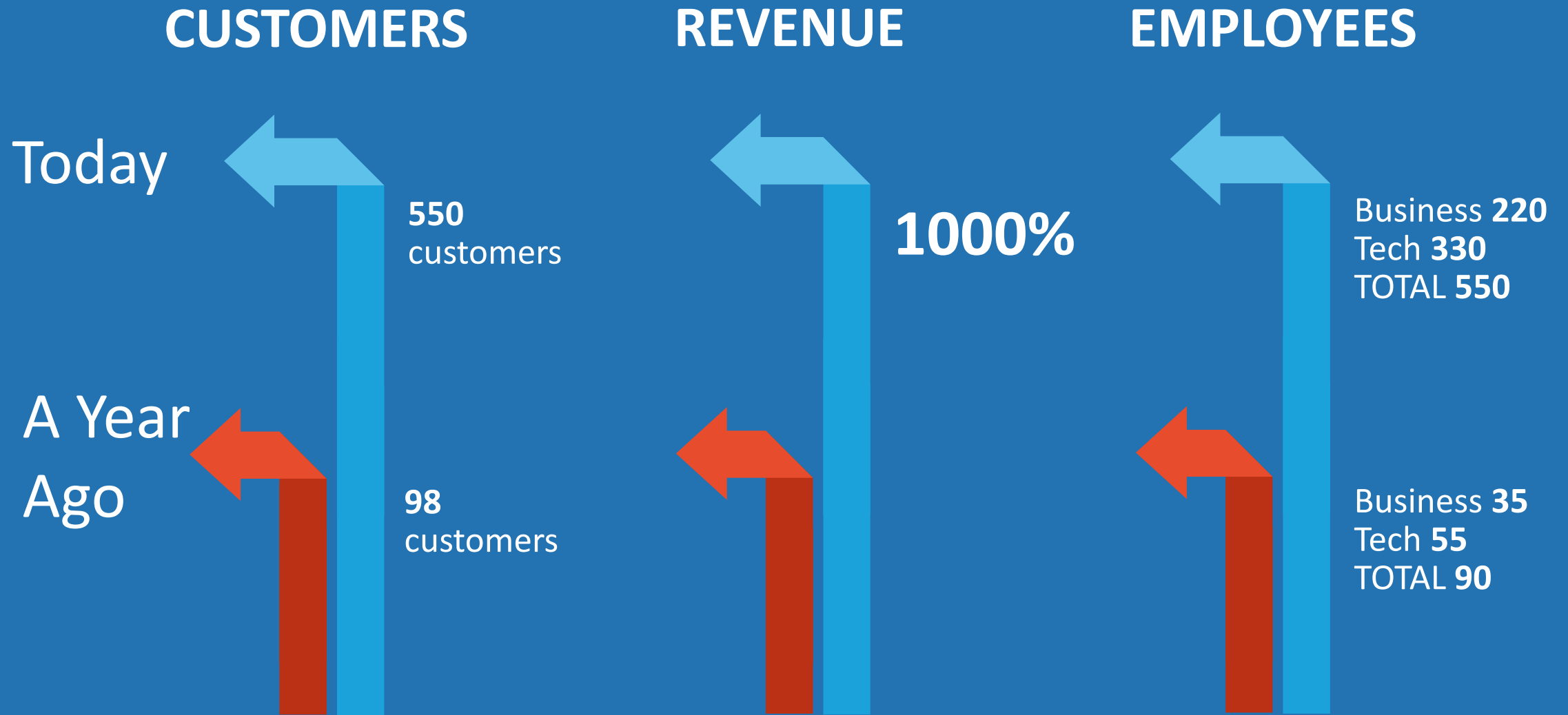
2005

## INFANCY

First automation libraries for developers worldwide

# We Are Just Getting Started

#UiPathForward



# Top Priorities in Enterprise RPA

**#UiPathForward**

## Big Scale



**One Robot for Every Employee**

Security, Control and Governance at Scale

## Cognitive



**Machine-Like to Human-Like**

Computer Vision, Machine Learning, NLP and Cognitive

## Agility



**Ease of Design and implementation**

Built-in integrations, recorder, drag-and-drop, and low-code

## Together



**Growing Big Together**

Customers, Partners and UiPath

# Two of the World's Largest RPA Initiative are in Asia

#UiPathForward

## dentsu

- ▶ More than 10,000 hours saved already on a monthly base
- ▶ 400 implementations of UiPath RPA software processed by the end of 2017
- ▶ Usage of 300 automation activities tools



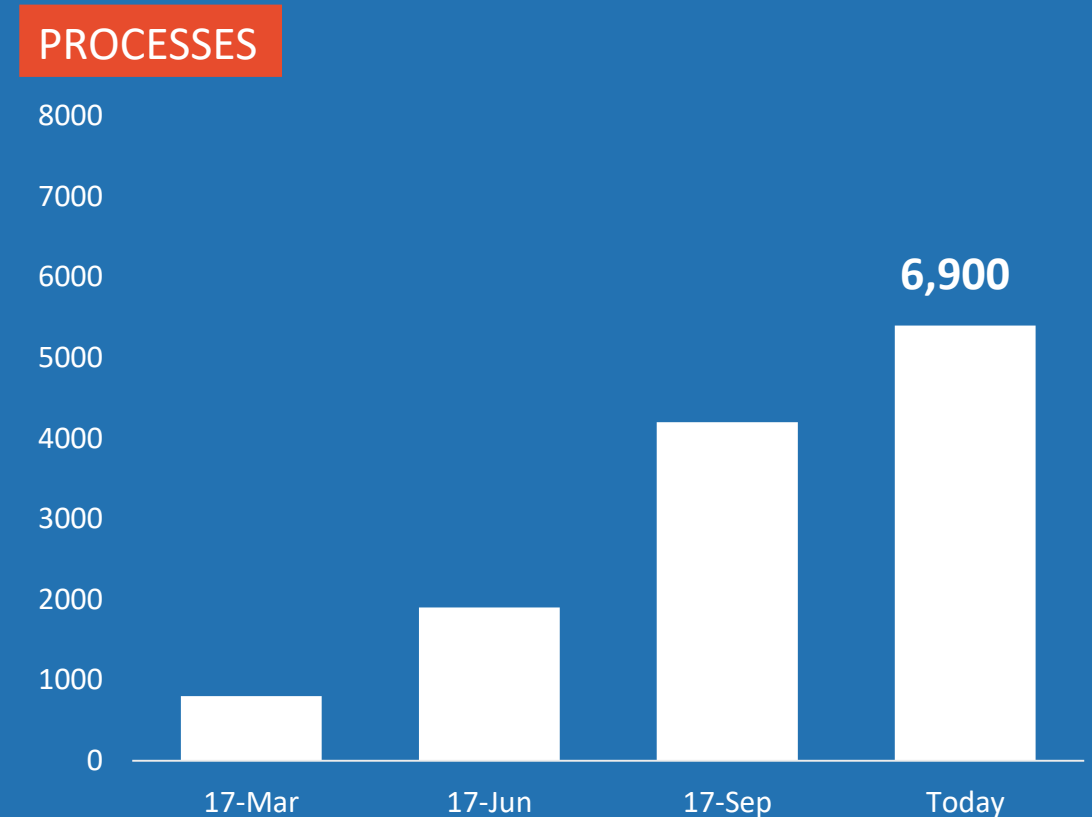
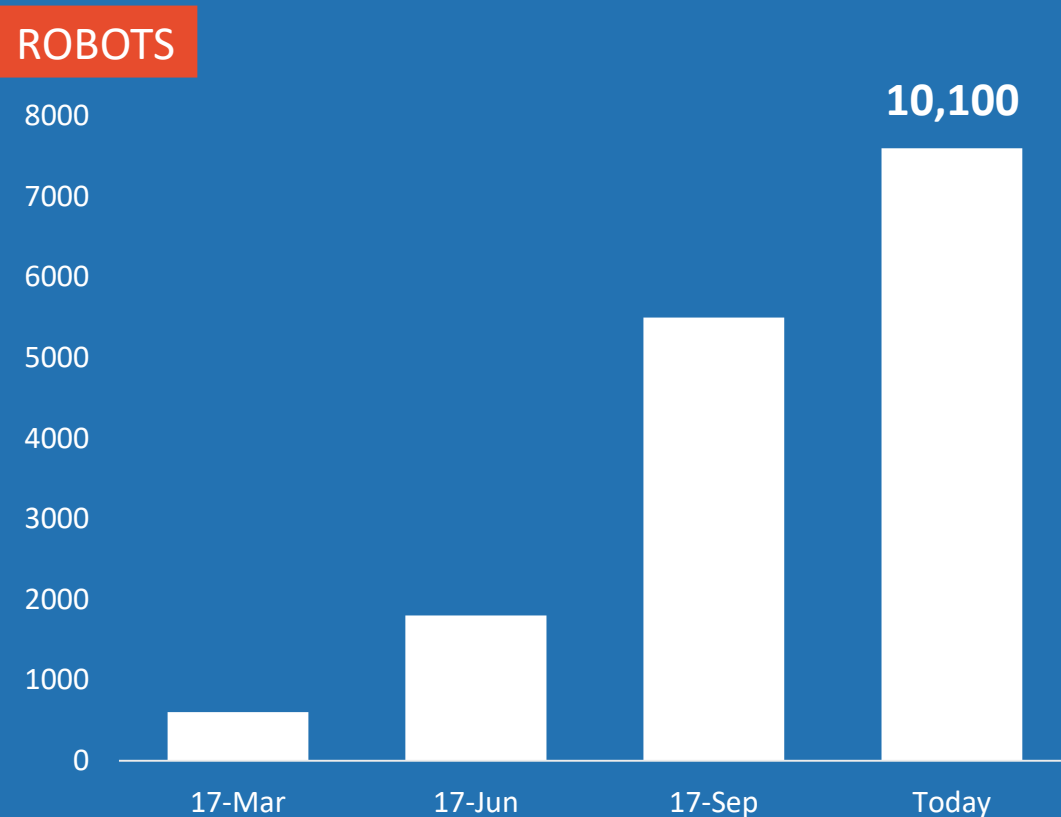
SMBC SUMITOMO MITSUI  
BANKING CORPORATION

- ▶ Full scale attended and unattended robots supporting multiple offices
- ▶ Over 1 million man-hour saved this year
- ▶ 3 Million Hours expected per annum from 2020, equivalent to 1,500 people
- ▶ Expected to reduce costs by \$450 million by 2020

# Testing Big Scale at UiPath

#UiPathForward

Over 10,000 Robots Live Today in a single environment –  
the UiPath Community Cloud





# Big Scale with Great Customers

**#UiPathForward**

**Kaushik Mitra**

Senior Vice President and  
Chief Data Officer

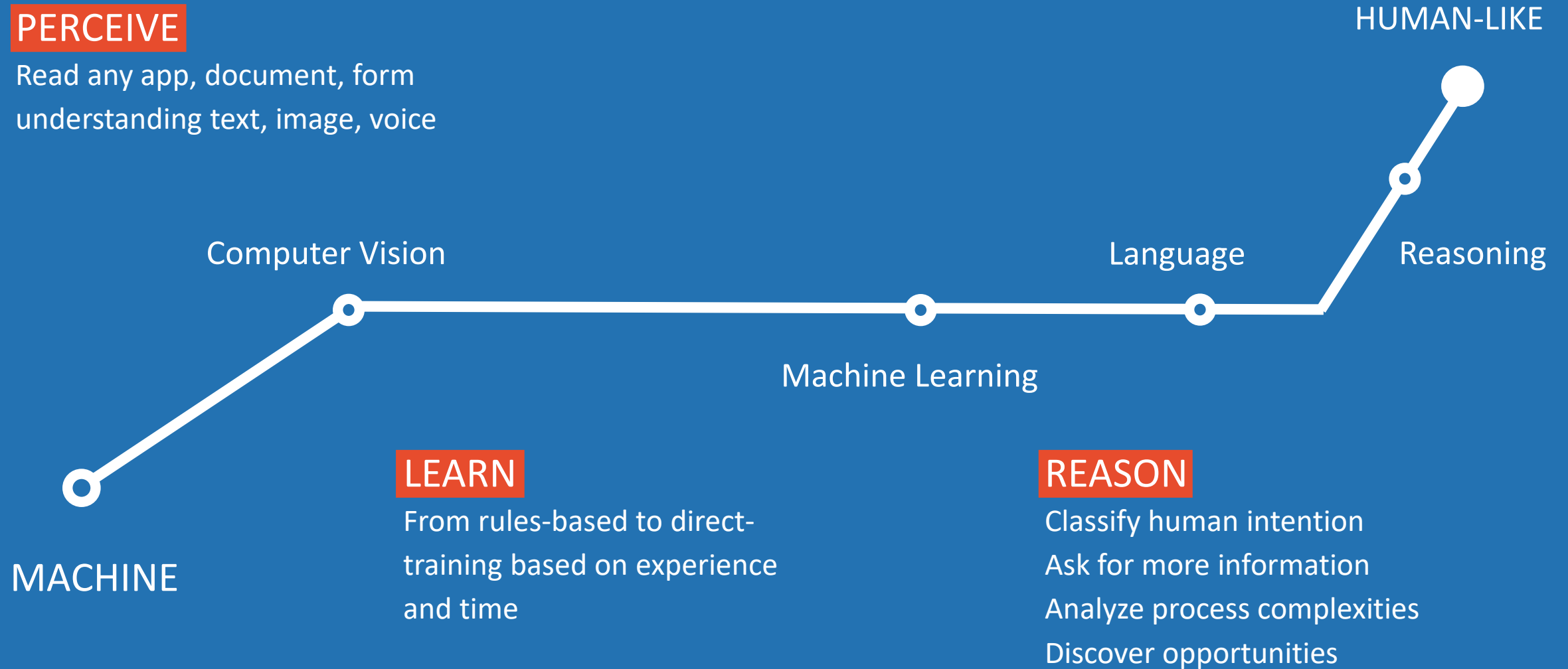


# The Path to Cognitive

#UiPathForward

## PERCEIVE

Read any app, document, form  
understanding text, image, voice



## LEARN

From rules-based to direct-  
training based on experience  
and time

## REASON

Classify human intention  
Ask for more information  
Analyze process complexities  
Discover opportunities

# Breakthroughs in Agility

#UiPathForward

## Deep Integrations

Broader API integrations e.g. SAP BAPI/RFC, Oracle, Dynamics, Office 365, Salesforce, Servicenow, Remedy

EASY, FAST AND ADAPTABLE  
SOLUTION

Complexity

Integrations

User  
Enablement

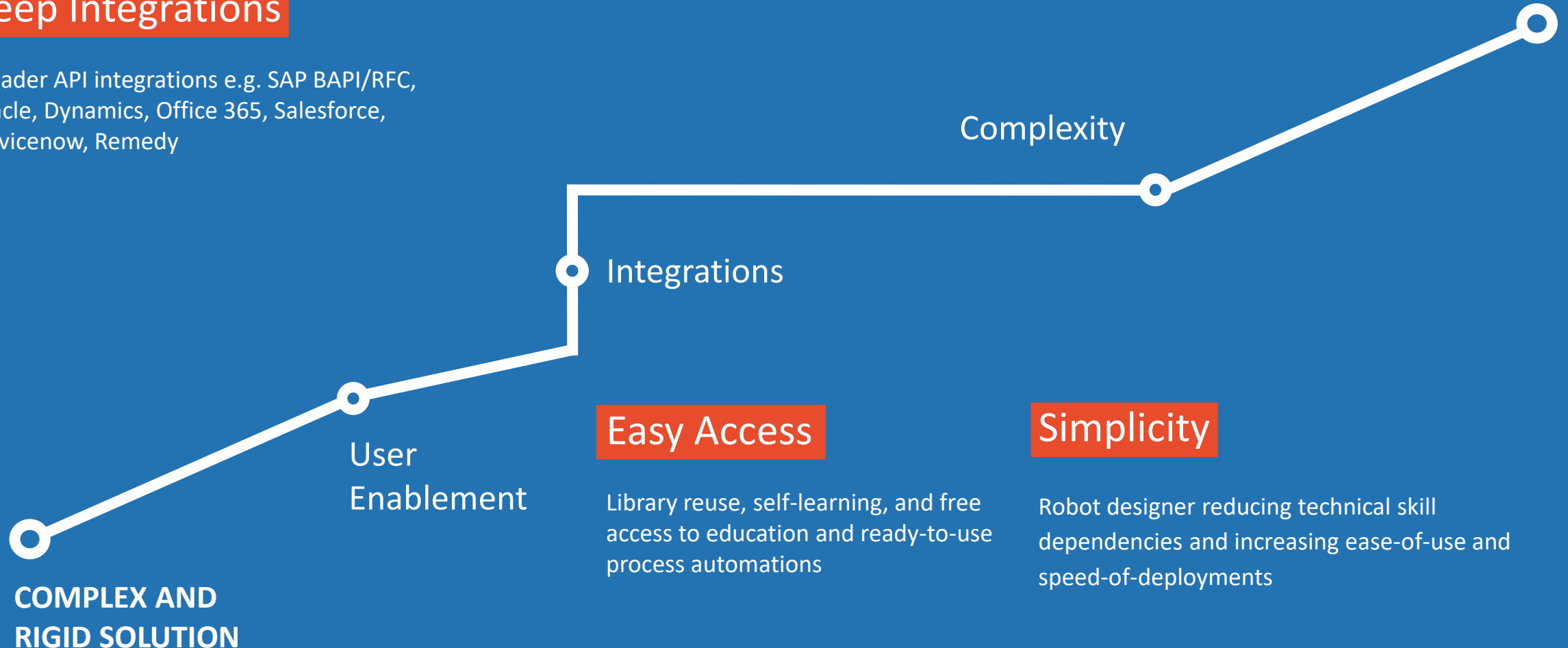
## Easy Access

Library reuse, self-learning, and free access to education and ready-to-use process automations

## Simplicity

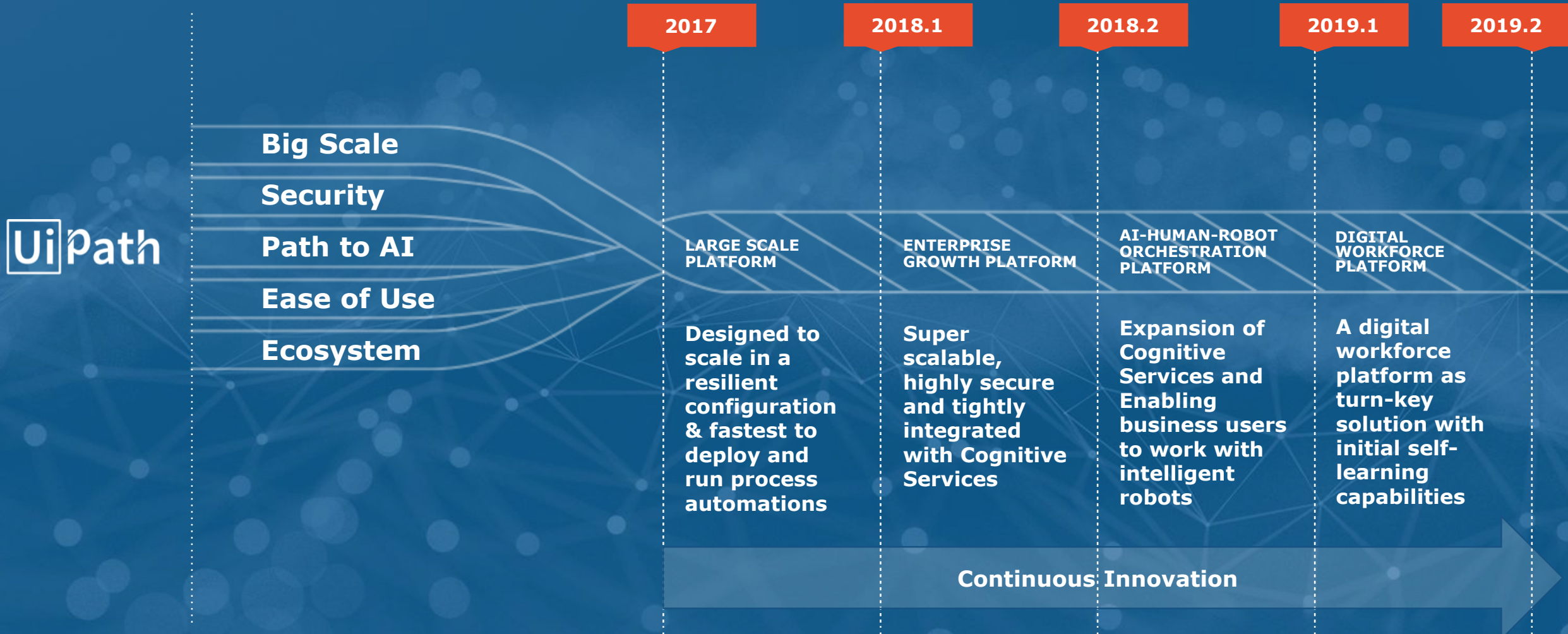
Robot designer reducing technical skill dependencies and increasing ease-of-use and speed-of-deployments

COMPLEX AND  
RIGID SOLUTION



# A Pipeline of Continuous Innovation: The UiPath Product Roadmap

The Leading Enterprise RPA Platform





# Committed to Supporting the Best Partners in World

## PARTNER TYPES

- Implementation Partners
- Technology Partners
- Training Partners

## OUR COMBINED COMMITMENT

- Continuous training and certifications
- Joint market development
- Access to UiPath expertise
- Aligned vision on RPA as the path to AI



# RPA + AI with Great Partners

**#UiPathForward**

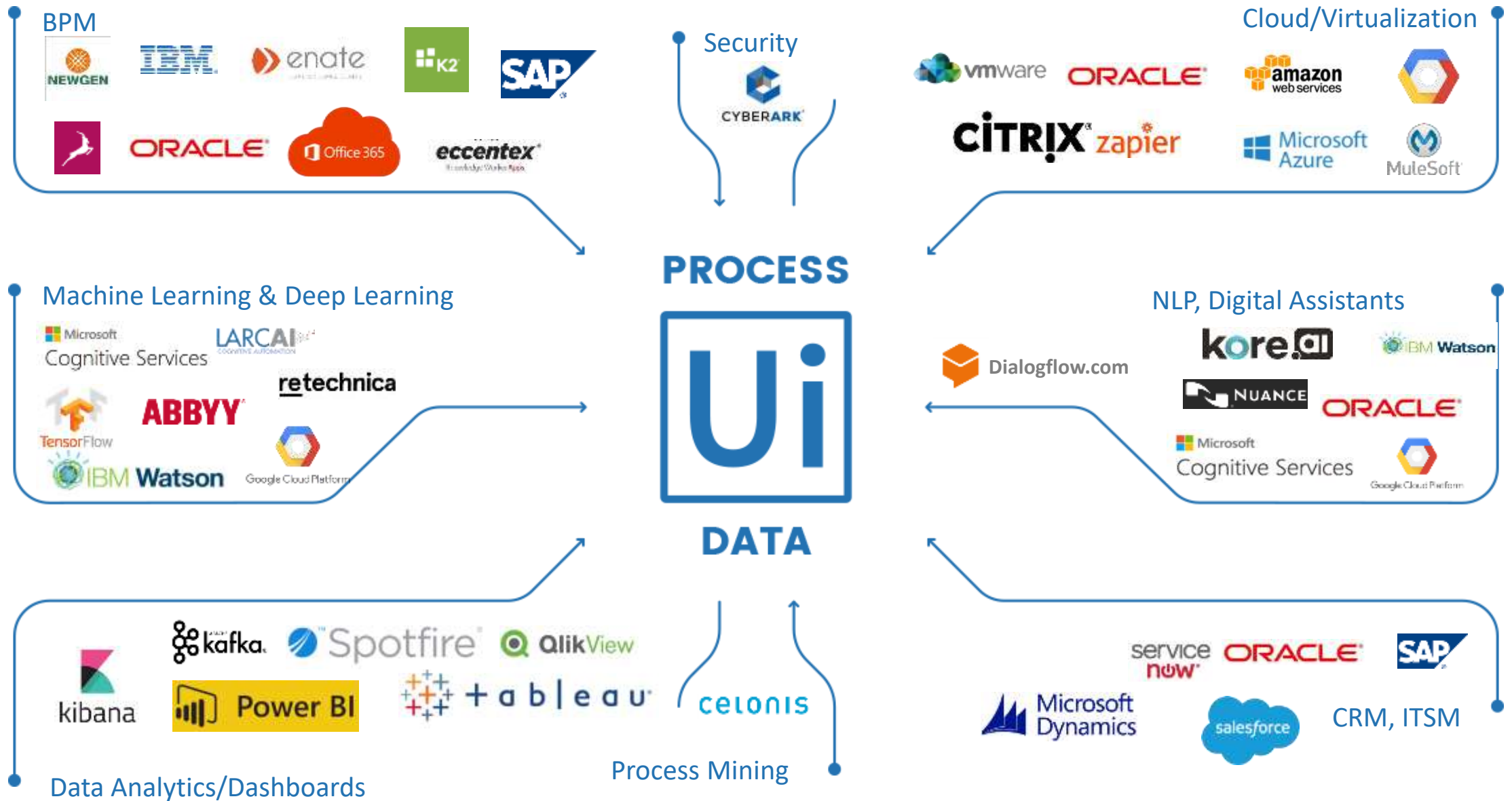
**Amitava Sharma**

Vice President, Global Automation –  
Cloud Application Innovation



# Growing The Largest Ecosystem In RPA

#UiPathForward



# Industry-Leading Commitment to RPA Adoption

Access, Knowledge and Training – Available to All

## Instant Access

Free and transparent access to  
UiPath anytime anywhere

**101,500+**

UIPATH COMMUNITY EDITION  
LIFETIME DOWNLOADS

**10,000+**

UIPATH COMMUNITY EDITION  
DOWNLOADS OCT 2017

## Crowdsourcing Knowledge

Free, on-line, living RPA  
expert community

**Jan 2017**

LAUNCHED FORUM

**7,500**

ACTIVE USERS

**96,000+**

USER VISITS

## UiPath Academy

Free, multi-lingual, on-line training  
program and certification

**April 2017**

LAUNCHED ACADEMY

**35,000+**

ENROLLED

**9,600**

ALREADY CERTIFIED



# Addressing Global RPA Skills Shortage



@ UiPath Forward NYC

## UiPath Academy 2



3x Larger Library



New UiPath Advanced  
Diploma Online



50% more productive  
immediately post-training



@UiPath Forward London

## UiPath Official Training Partners



Authorized UiPath Advanced  
Training Organization



# Building RPA Developers at Great Customers

**#UiPathForward**

**Peter Malek**


Director, Process Performance and  
Operational Excellence

**vmware**<sup>®</sup>




# Our Commitment to You in 2018


#UiPathForward



UiPath is committed to being the most innovative RPA leader in India and throughout Asia



We will continue to invest throughout the region combining local delivery and global support capabilities



We will invest in our partners to accelerate implementations, expand access to skills, and deepen high-quality training and certifications

**#UiPathForward**

**Thank You**