

UiPath Automation Trends Webinar: Slides & Speaker Notes

Slide 1 – Title

Automation Trends 2023:
What's New, What's Next,
and Your Path to Real Value

Slide 2 – Intro

Automation can do more than ever—if you let it.

Here's where we're headed,
and how to keep up.

SPEAKER BULLETS:

- If you're here, you already know automation drives value.
- Now, you want to maximize that value across your entire org.
- The good news is, today, automaton can do more than ever—if you can keep up.
- But, that's tough in an evolving landscape—always new tech, new strategies.
- We work closely with customers / industry experts—we see where automation is heading.
- Here are 7 big trends for 2023 and beyond—and what to do to take advantage.

Slides 3 & 4 – Trend 1 (Operating & Innovating)

TREND #1

Automation becomes the enterprise's
new way of operating and innovating.

In making enterprise-wide automation a strategic priority,
the C-suite sets the stage to get the most out of the technology.

A NEW WAY OF OPERATING & INNOVATING

- **Think strategic.**
- **Think enterprise-wide.**
- **Think automation-first.**

40% greater improvements in productivity and efficiency (vs. piecemeal automation)

SPEAKER BULLETS:

- The C-suite is really starting to get it—automation is the key to transformation and value.
- But we're way past piecemeal—it's time to think holistic and strategic.
- To get the most from automation, you need to do the most automation.
Across your entire org.
- Start thinking automation-first.
- Don't just automate what you have—consider how it can fit into larger strategies.
 - How you grow. How you operate. Opportunities for totally new products and innovations.
- This is foundational—this is where real automation success starts.

Slides 5 & 6 – Trend 2 (Economics)

TREND #2

Businesses ramp up automation to counteract growing labor and inflation pressure.

From driving down costs to attracting (and keeping) top talent, automation helps execs tackle tough financial challenges.

TACKLING TODAY'S ECONOMIC CHALLENGES

- **Fill in staffing gaps. Reduce turnover. Attract new top talent.**
- **Outwork inflation by doing more with what you've got.**

60% of execs can't staff key roles.

SPEAKER BULLETS:

- I don't think I need to tell you the economic challenges we're up against.
- Tightest labor market since WWII—hard to find people, hard to keep them.

- Inflation at a 40-year high—and expected to stay that way for years.
- Automation almost instantly helps take some of that pressure off.
- Don't have the staff you need?
 - Let robots take on those tasks. And empower the people you do have to do more.
 - Side effect: Create a better workplace people want to join and stay.
- And the best way to beat inflation? Outwork it.
- Optimize your processes. Optimize your costs. Get more out of what you have. That's what automation's made for.

Slides 7 & 8 – Trend 3 (Digital CIOs)

TREND #3

Digital CIOs step up their role—
and step up automation to meet new goals.

CIOs are building a new digitally focused foundation for growth across the enterprise—and automation is key to their plans.

AUTOMATION: THE CIO'S NEWEST TOOL

- **Automation joins cloud, data, AI, etc., as core tool for successful CIO initiatives.**
- **Build on existing tools—for faster, wider transformation and value.**

90% of CIOs say their role has expanded

into analytics, ESG, talent, sales, etc.

SPEAKER BULLETS:

- When we used to talk about a CIO's role, it was mostly keeping the lights on—day-to-day ops and maintenance.
- But today, digital success is business success. And CIOs are the ones expected to make it happen.
- Digital transformation means every team is looking for CIO support—sales, talent, governance, etc.
- The biggest change? CIOs are now expected to drive revenue.
- CIOs are rapidly building out their toolkit to meet these needs—cloud, data, AI, cybersecurity, etc.
- And now, automation is the next big weapon in the CIO's arsenal.
- Obviously automation has its own benefits—but it also optimizes and enables those other tools.
- That means bigger transformation—and more value from Day 1.

Slides 9 & 10 – Trend 4 (Process Mining & Testing)

TREND #4

Process mining and automated testing become “must-haves” in driving best-in-class, enterprise-wide automation.

Continuous automation-powered capabilities help organizations find new ways to automate—and make automations perform better than ever.

PROCESS MINING & AUTOMATED TESTING MATTER

- **Process Mining: Use AI to discover what your next automation should be.**
- **Automated Testing: Continually test and optimize, at scale—in production, pre-deployment, and live.**

82% of execs think process mining improves outcomes.

SPEAKER BULLETS:

- Holistic, enterprise-wide automation is the goal.
- But that means finding every possible automation—and making sure they work.
- The good news? Automation can help itself now, with automated discovery and testing.
- Process mining and task mining use AI to continually analyze worker data and behavior.
- They find the bottlenecks and opportunities where automations would add the most value.
- But, you also need to test your automations and apps, to ensure reliable performance.
- And manual testing can't keep up with the speed or scale needed today.
- Automated testing quickly, thoroughly, continuously evaluates automation and apps.
- Improve the quality of your initiatives—and help them keep improving.

Slides 11 & 12 – Trend 5 (Low-Code)

TREND #5

Low-code becomes a top priority for getting automation and AI in more people's hands.

Simple-to-use tools help both experienced and novice techies do more with more of their technology.

LOW-CODE BRINGS AUTOMATION TO THE PEOPLE

- **Low- or no-code platforms let users at all levels build automations with simple UI.**
- **These tools also let users leverage advanced AI-powered capabilities like data modeling.**

**Top automators
3X more likely to
use low-code.**

SPEAKER BULLETS:

- We keep coming back to it: To unlock automation’s full potential, we need to get it in as many hands as possible.
- Not everyone is a developer or data scientist, though. Shouldn’t they still be able to automate?
- The latest automation platforms take complex programming out of the picture.
- Using simple, visual, drag-and-drop UI, these *low-code platforms* let users at all levels build apps and automations.
- This takes the burden off IT to automate the entire business—and lets users automate how it best serves them.
- An HR worker will know what automations are most helpful to them better than a dev—and now they can create them at will.
- Plus, these simple tools can provide access to powerful capabilities users wouldn’t typically have—like using AI to run sophisticated data models.

Slides 12 & 13 – Trend 6 (AI-Powered Use Cases)

TREND #6

New AI-powered innovations push automation's boundaries even further.

From Communications Mining to NLP to Document Processing, AI and automation tackle entirely new realms of work.

NEW AI-POWERED CAPABILITIES

- **Communications Mining pulls unstructured data to drive Natural Language Processing (NLP)—and a bevy of new use cases.**
- **AI and NLP power Intelligent Document Processing, where robots “read” and “understand” content and context.**

**39% CAGR
for NLP**

**34% CAGR for
Document
Processing**

SPEAKER BULLETS:

- One of the newest, biggest game-changers in automation is complementing the tech with AI.
- Now, instead of simple, rule-following RPA, robots can “think,” “understand,” and solve complex problems on their own.
- Example: One common use case of automation is moving structured data around – e.g., numbers from this Excel sheet to that one.
- But, what about unstructured data? Customer calls, support tickets, contracts?
- Until now, that data was so big and so complex that only people could manage it.
- But, with Communications Mining, robots can use unstructured data to develop Natural Language Processing.
- And with NLP in place, the sky’s the limit:
 - A banking customer now automatically routs millions of customer emails.
 - An insurance client uses robots to assess accident photos and auto-process claims.
- AI and NLP also allow for Intelligent Document Processing—where robots “read” and “understand” content.
- And that’s not one-size-fits-all documents: We’re talking different formats. Different templates. Handwritten content.
- Even if you scan a document wrong, and it’s off-center or low-quality, robots can still process it. That’s a lot less paperwork.

Slides 14 & 15 – Trend 7 (Upskilling for Automation)

TREND #7

Rounding out digital skills becomes the next hot issue for HR and IT leadership.

As automation changes the nature of work, your workplace will need to change as well—with new roles, new expertise, and a new mindset.

HIRING & UPSKILLING FOR AUTOMATION

- **Automation means organizational change: New jobs. New work. New skills.**
- **HR & IT need to team up to hire and train a different caliber of worker—fast.**

34% of workers are seeing roles and work patterns change.

SPEAKER BULLETS:

- So, all this great new automation stuff sounds like a breeze, right?
- Well, automation really can change the way we work. But that means changing your workplace in kind.

- Like I said, automation must be completely rethought—enterprise-wide, from the ground up.
- That’s more than new tech or workflows. That’s cultural and structural change.
- Old roles will disappear. New ones will take their place. And every worker will need all-new skills.
 - When you take the mundane tasks out, it’s no longer just button-pressing.
 - You need management skills, communication skills. Critical thinking and leadership.
- Workers want these things. They want to get ahead. But the support isn’t always there yet.
- Automation hiring and training just became HR and IT’s top concern. And what’s going to support them?

Slides 16 – Conclusion / UiPath Pitch

UiPath Business Automation Platform
Strategic. End-to-end. A leader in innovation.

ROBOTIC PROCESS AUTOMATION	LOW-CODE / NO-CODE DEVELOPMENT PLATFORMS	CLOUD TESTING
 2022 Gartner® Magic Quadrant™ Leader Get the report →	 2022 Everest Group PEAK Matrix® Assessment Leader Get the report →	 2022 ISG Provider Lens™ Leader Get the report →
		 2022 IDC MarketScape Leader Get the report →

SPEAKER BULLETS:

- The type of automation I've been talking about today—the kind that delivers the most value in the most places—takes real change.
- It also takes a real partner, who's thinking about—and driving—automation the right way.
- The UiPath Business Automation Platform has been designed with this new kind of strategic, holistic automation in mind.
- We uncover these trends, so we can support you in making the most of them. A leader in technology and in strategy.
- Automate more. Automate faster and more productively. And get it in the hands out of more people.
- That's the path to growth, to savings, to better user experience, to new opportunities. To automation's full value.
- The trends will keep changing, but we'll be there to keep you ahead. Thank you.