UiPath® on Tour

AI at Work

Building an intelligent enterprise: UiPath's automation journey

UiPath with SAP

UiPath™ – The automation software company

UiPath founded in Romania

Series A Investment

Headquarters in New York City

UiPath Enterprise RPA Platform

Our Vision: A Robot for Every Person

Series B & C investment

Leader in Gartner Magic Quadrant and Forrester Wave for RPA

Series D investment

#1 in all major independent user review sites for RPA

Series E investment

Series F investment

Public company

#1 in Gartner Magic Quadrant

Acquired Re:infer

The UiPath Business Automation Platform

| 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 | CLIPBOARD AI |

2005   2013   2017   2018   2019   2020   2021   2022   2023   2024

The Foundation of Innovation

Automation journey, primarily led by Finance

UiPath The Foundation of Innovation™

| Building basics | Automation launch | Attended / Unattended | Scaling platform | AI / ML |

REVENUE

$149M **$336M** **$608M** **$892M** **$1.2B+**

- Foundations of the Finance and Back-Office orgs: teams and systems
- ERP deployed w/ limited integrations
- ~2k customers & 2,200 FTEs

- Double the revenue
- No hires in Finance Teams but ~10 FTE cost avoidance
- RPA implementations in core F&A transactional processes
- ~6k customers & 2,900 FTEs

- Continue with ~25 FTE cost avoidance
- IFRS to US GAAP migration
- RPA used for sys integrations, Brute Force Rev Rec transition
- ~8k customers & 2,900 FTEs

- Increased to ~40 FTE cost avoidance
- Quarterly Public filings – 10Qs/10K
- ~10k customers & 4,000 FTEs
- Launched Cit Dev program

- More than 60 FTE cost avoidance
- SOX Controls & Audit Program
- ~12k customers & 4,100 FTEs
- Doubled Cit Dev program

<1% **7%** **15%** **20%** **30%**

DIGITAL WORKFORCE IN FINANCE

2018 **2019** **2020** **2021** **2022** **2023**
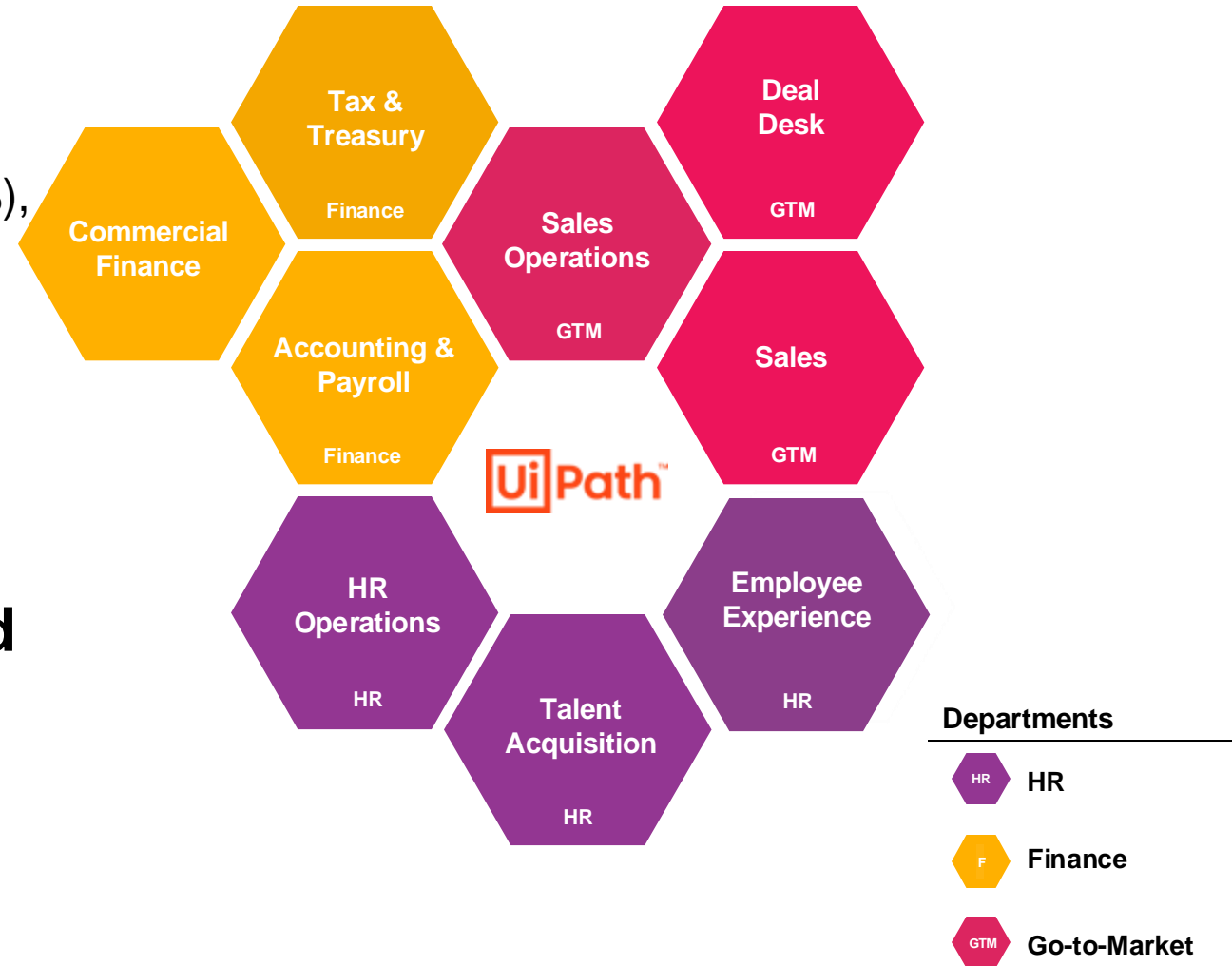
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UiPath using UiPath

- **620+** production automations

  In every division, including Finance (more than 50%), Sales, IT, HR, etc.

- **1M+** hours automated

- **2700+** automation ideas submitted by employees

Tax & Treasury — Finance

Commercial Finance

Sales Operations — GTM

Deal Desk — GTM

Accounting & Payroll — Finance

Sales — GTM

HR Operations — HR

Talent Acquisition — HR

Employee Experience — HR

Departments

HR	HR
F	Finance
GTM	Go-to-Market

Customer Zero for an Automation-led SAP Transformation

UiPath is embarking on an SAP transformation journey, which will serve as the foundation for our alliance relationship. Our vision is to **empower intelligent enterprises** by unleashing SAP's power through UiPath agility and seamless automation, guided by Deloitte expertise.

Ui|Path™   Deloitte.   SAP

Through this journey, **UiPath will be "Customer Zero" for an automation-led SAP Transformation.**

Learnings and innovations will be packaged into an **automation playbook** to enable other companies to establish a **new way** of **accelerating implementations** and **driving business process** automation while maintaining a clean core ERP.

Customer Zero for an Automation-led SAP Transformation

Leveraging our AI-powered Business Automation Platform during the migration from old ERP to SAP:

2.   Pre-migration

Solution accelerators – use automation to streamline the migration prep by automating repetitive tasks within the existing SAP landscape.

Automate migration steps to reduce risk and build reusable components

4.   Post-migration

Drive efficiency by using **automation to integrate 3rd party data and documents** across SAP and non-SAP apps, streamlining routine tasks like invoice processing, intercompany postings, and revenue recognition.

6.   Advanced automation scenarios

Use AI capabilities like **document understanding** and pre-built solution accelerators in areas like **revenue recognition** to automate SAP processes involving unstructured data and reduce the manual effort for tasks like extracting information from vendor contracts.

1.   Discover

Leverage **Automation Hub** to collect **automation needs** identified during fit-to-gap assessments or during the implementation
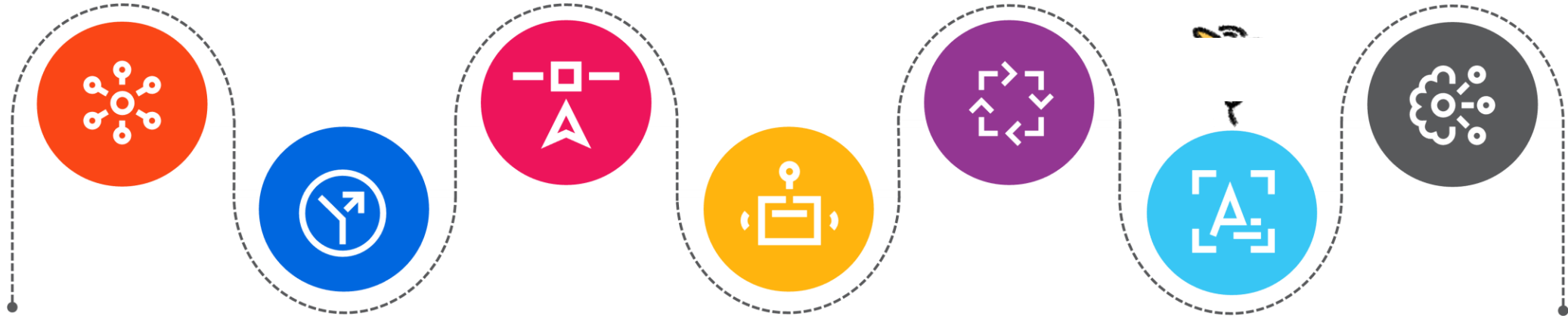
3.   Migration

Ensure **data integrity** by leveraging automation to migrate data from the legacy system to SAP S/4HANA

5.   Continuous improvement

Expand automation to continuously optimize business processes, identify new automation opportunities, and gain operational insights.
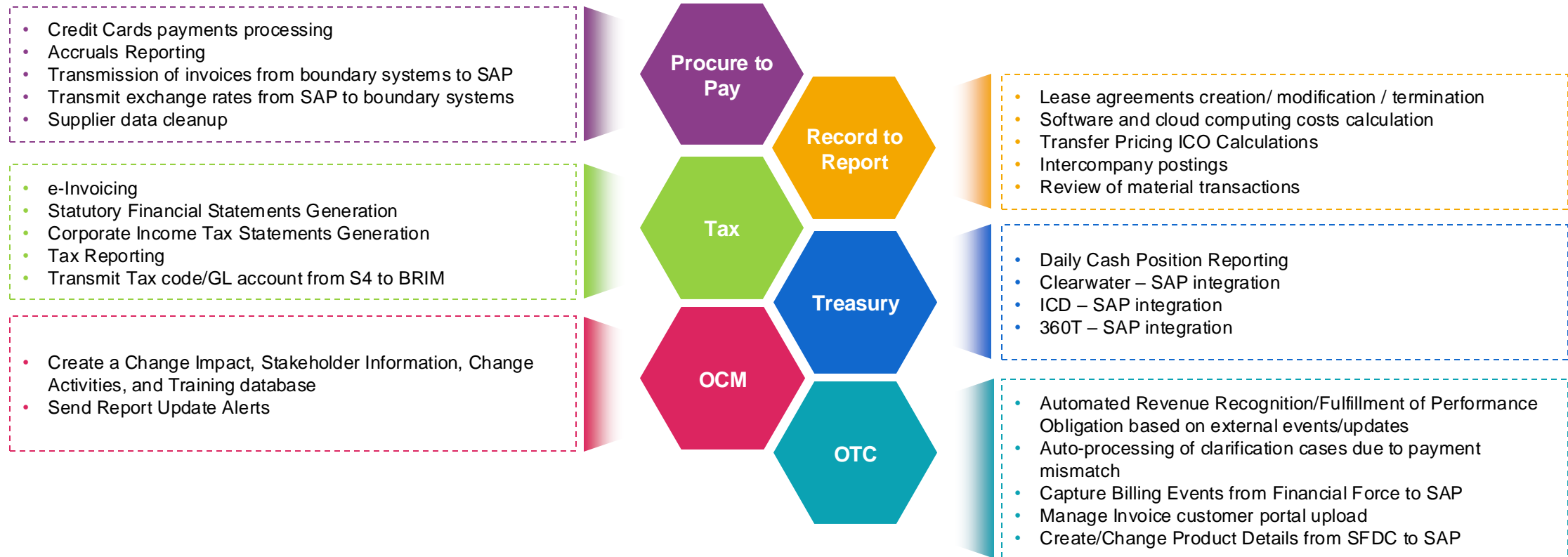
Automate to accelerate innovation.

7.   Future readiness

Leverage intelligent automation to deliver **machine learning models** and **predictive analytics** to future-proof our business.

Customer Zero for an Automation-led SAP Transformation

In addition to the migration process, our AI-powered Business Automation Platform is also leveraged to automate business process on top of SAP which will streamline the work of our finance team across various areas.

- Credit Cards payments processing
- Accruals Reporting
- Transmission of invoices from boundary systems to SAP
- Transmit exchange rates from SAP to boundary systems
- Supplier data cleanup

Procure to Pay

- Lease agreements creation/ modification / termination
- Software and cloud computing costs calculation
- Transfer Pricing ICO Calculations
- Intercompany postings
- Review of material transactions

Record to Report

- e-Invoicing
- Statutory Financial Statements Generation
- Corporate Income Tax Statements Generation
- Tax Reporting
- Transmit Tax code/GL account from S4 to BRIM

Tax

Treasury

- Daily Cash Position Reporting
- Clearwater – SAP integration
- ICD – SAP integration
- 360T – SAP integration

- Create a Change Impact, Stakeholder Information, Change Activities, and Training database
- Send Report Update Alerts

OCM

OTC

- Automated Revenue Recognition/Fulfillment of Performance Obligation based on external events/updates
- Auto-processing of clarification cases due to payment mismatch
- Capture Billing Events from Financial Force to SAP
- Manage Invoice customer portal upload
- Create/Change Product Details from SFDC to SAP

SAP implementation expected outcome

Our customer-zero journey will deliver accelerators and an automation playbook that will power innovation in SAP transformation for our clients.

| Faster Move to SAP S/4HANA	Integration beyond SAP	Fast and Proven Pathways to Value
Accelerating the delivery of migration activities, reducing potential risks at go-live and optimizing ongoing business processes. Replace custom code and establish a future-ready platform through automation.	Allowing for **automation across third party applications and ingestion of documents outside of SAP**, with native integrations and connectors for the most widely-used systems.	Providing **pre-built solution accelerators and integration capabilities**, which can help customers implement automation solutions quickly and efficiently.

Mark Darbyshire

Senior Director,
Technology Strategy Ecosystem, EMEA
UiPath

UiPath and SAP: Automating Business Processes, End to End
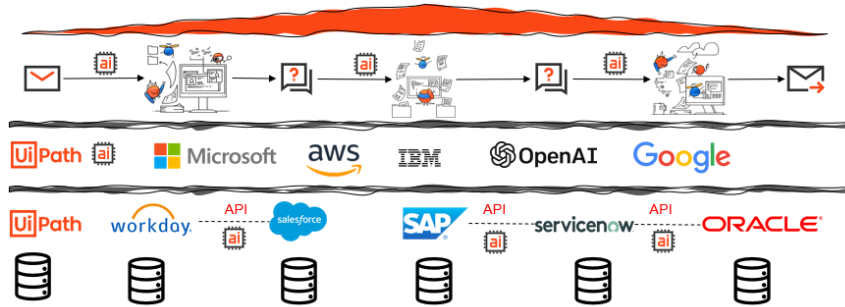
1 **Signavio Process Mining and UiPath Task Mining**
Discover **new automation candidates** by gathering and analyzing application usage data using the latest machine learning technologies. Identify the steps that make up business processes. Make the case for automation with your own business processes' data.

2 **SAP-to-SAP Automation**
Use the data from Process and Task Mining to start automating the manual tasks and sub-processes discovered.

SAP Build Process Automation is recommended with default SAP application integration, large amount of pre-built content and available through RISE, CPEA, etc.

3 **Enterprise Automation**
Expand into heterogeneous workflow automation for complex, multi-system processes like **employee onboarding.**

Innovate faster with automation from UiPath that integrates seamlessly with non-SAP systems and applications.

4 **Intelligent Automation**
Build **AI-powered workflows** to automate the most challenging scenarios.

Robots that use AI can automate tasks like **reading contract terms from documents** at high scale, accelerating critical business processes and fueling transformation.

e.g. Payment Approval

e.g. Employee Onboarding

e.g. 3-way Matching

Fully Automated End-to-End Business Process

5 **Repeat**

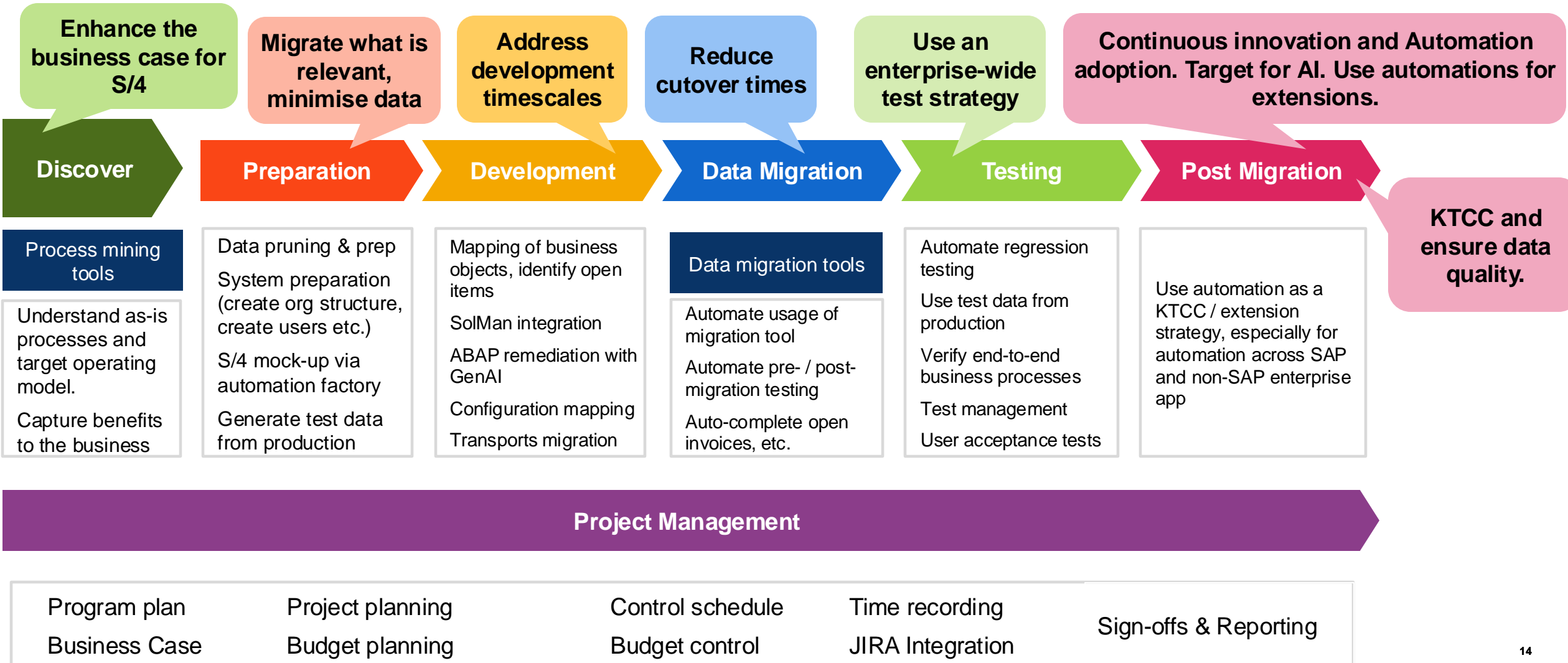Enterprise Application

SAP Applications

Enterprise Application

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UiPath and SAP: Accelerating the S/4 Migration

UiPath | The Foundation of Innovation™

| Enhance the business case for S/4 | Migrate what is relevant, minimise data | Address development timescales | Reduce cutover times | Use an enterprise-wide test strategy | Continuous innovation and Automation adoption. Target for AI. Use automations for extensions. |

Discover → **Preparation** → **Development** → **Data Migration** → **Testing** → **Post Migration**

KTCC and ensure data quality.

Process mining tools	Data pruning & prep	Mapping of business objects, identify open items	Data migration tools	Automate regression testing	
Understand as-is processes and target operating model.	System preparation (create org structure, create users etc.)	SolMan integration	Automate usage of migration tool	Use test data from production	Use automation as a KTCC / extension strategy, especially for automation across SAP and non-SAP enterprise app
Capture benefits to the business	S/4 mock-up via automation factory	ABAP remediation with GenAI	Automate pre- / post-migration testing	Verify end-to-end business processes	
	Generate test data from production	Configuration mapping	Auto-complete open invoices, etc.	Test management	
		Transports migration		User acceptance tests	

Project Management

Program plan	Project planning	Control schedule	Time recording	Sign-offs & Reporting
Business Case	Budget planning	Budget control	JIRA Integration	

Upcoming Global Events

UiPath FORWARD | MGM Grand, Las Vegas

October 21st – 24th, 2024

Transform with AI

We created FORWARD for the pioneers, innovators, and change-makers. The ones who are always asking, "Why not?". Join your tribe and help us chart the course of the future of AI-powered automation.