

The image is a promotional poster for the UiPath Fusion event in Madrid. It features a dark blue night sky background with a city skyline at the bottom. A large, colorful, wavy circular graphic in shades of blue, orange, and pink frames the central text. The text is white and reads: 'UiPath' with a small star icon above the 'i', 'FUSION' in a large bold font, 'Agentic AI Meets ROI', and 'MADRID'. The background is decorated with small white stars and orange and blue squares.

UiPath

**FUSION**

Agentic AI Meets ROI

MADRID

# From SAP transformation to Agentic ERP: our internal story (en inglés)



**Lior Eldad**

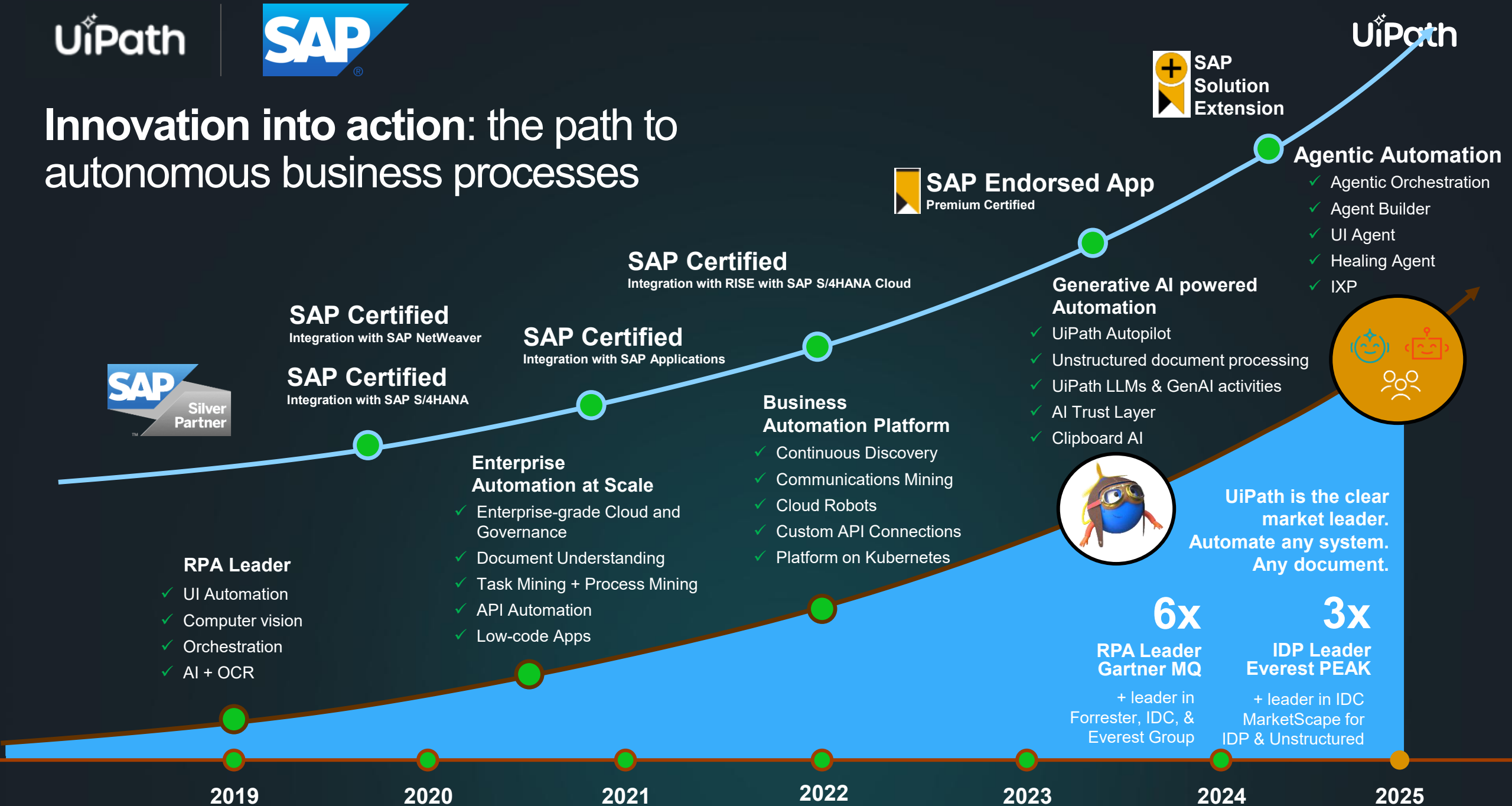
VP Corporate Technology, IT at UiPath



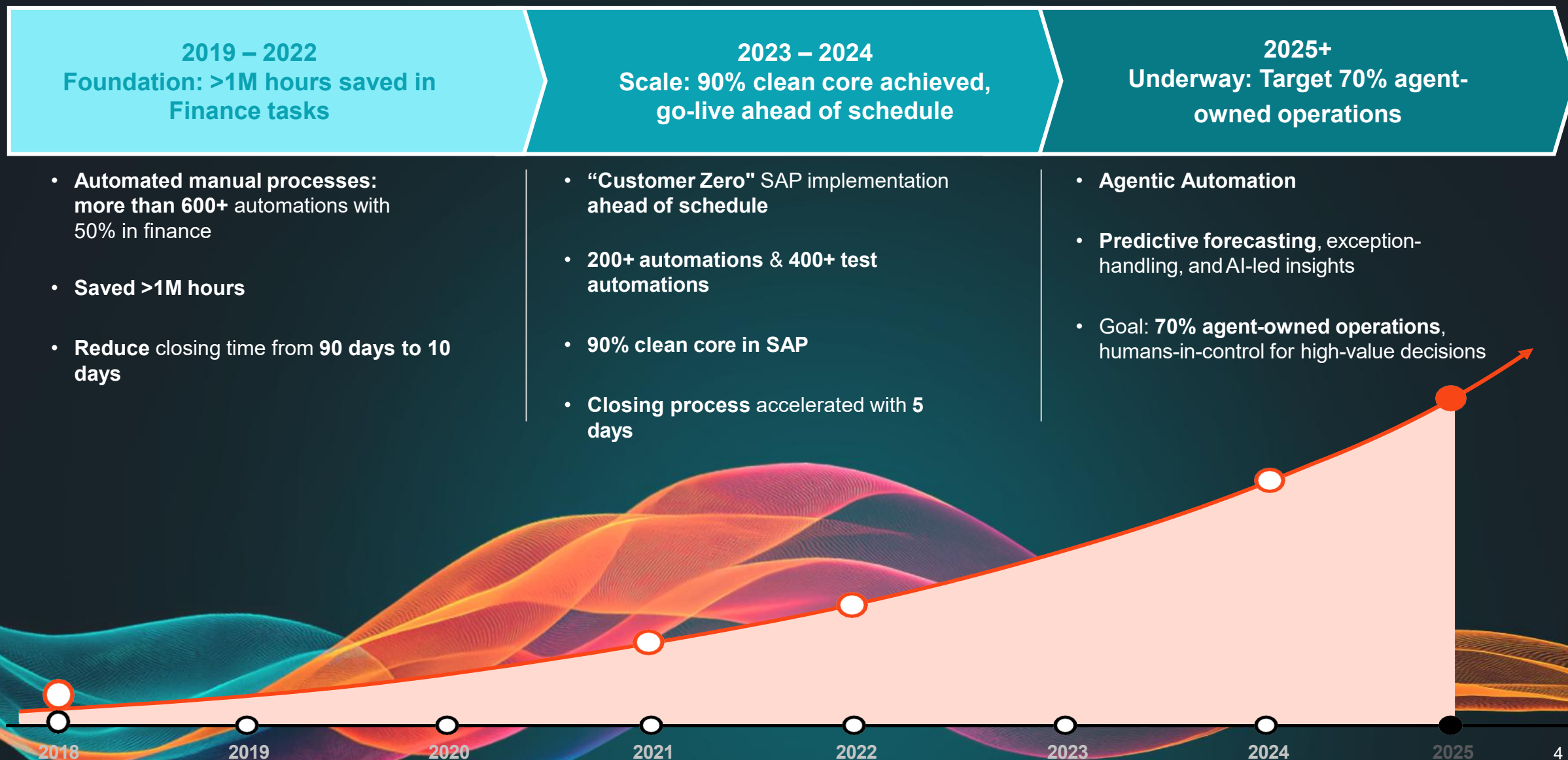
**Denisa Nine**

Agentic Automation CoE Manager at UiPath

# Innovation into action: the path to autonomous business processes



# Our Finance Automation Journey to an Agentic ERP



# SAP4/HANA Implementation Program



The Solaris Project marks our shift from NetSuite to SAP S/4HANA—driven by a first-of-its-kind collaboration between UiPath, Deloitte, and SAP to redefine large-scale ERP implementations.

UiPath is the first to deploy SAP S/4HANA using its own automation—serving as “**Customer Zero**” to prove ERP transitions can be faster, simpler, and less resource-intensive.

Using UiPath, we achieved a 93% Clean Core in Release 1 for solution design and 90% overall—well above traditional benchmarks (80%). We have captured the approach into an **Automation Playbook** to guide others on their SAP automation journey.



# Automation Playbook for SAP 4/HANA

## WHAT WE'VE DONE

- **65+ automations ideas** implemented during Release 1 and 2 across **6 business workstreams**
- **80+** user stories tackled in the automations
- **180+ automations/orchestrator packages** built to cover the end-to-end automation ideas and user stories
- Built automations for complex use cases such as **Order Integrations, Revenue Recognition, or Invoice Creation**
- Achieved **90% standard design** by supplementing SAP capabilities with the UiPath platform

## WHERE WE ARE GOING

Transform SAP with AI driven automation solutions, while extending the focus towards more business process and workstreams

## FAST FACTS

**65+**

Automation Ideas implemented

**80+**

User Stories tackled

**180+**

Automations/Orchestrator Packages built

**8+**

UiPath products used

**90%**

SAP standard design

# Testing Automation Playbook for SAP4/HANA

## WHAT WE'VE DONE

- **6000+ UI elements** built in **Object Repository**
- **600+ screens captured** across all SAP User interfaces such as **SAP WinGUI, SAP WebGUI, and SAP FIORI**
- **417 highly complex E2E test scenarios** **E2E test cases automated**
- **350+ test executions** per week
- More than **6000 test executions** in **ITCs and UATs testing cycles**
- Build **Test Automation Mass Order Validation** that Process, Activates and Validate **more than 700 orders** for **QTC process**
- Build a **Test Automation Mass Order Creation** that autogenerate **Test data** for more than **300 orders**

## WHERE WE ARE GOING

Implement agentic testing with UiPath Test Cloud by reusing existing test automation and integrating with AI agents for a complete end-to-end solution

## FAST FACTS

**6,000+**

UI elements built

**600+**

Screens captured

**417**

Complex test cases  
automated

**623**

Order Accepted & Validated  
in SAP

**410**

Test Data generated – Order  
Created

# Internal Agentic Automation Program



## FAST FACTS

550+

Agentic Automation Ideas Submitted

130+

People Contributing

50+

In Development

50+

In Production



# Internal Agentic Automation Finance Use Cases

## Accounting & Payroll

146

All time Automations

- A/P Invoice Processing
- Accrual Reporting
- Month Close Insights
- Payroll reviews and reconciliations - Payroll reporting and posting of payroll Journal Entries
- Credit cards – reconciliations, processing, clearing
- Preparation and posting of bank transactions, bank reconciliation
- Automations to run Depreciation, pre-payments amortization schedule
- ESPP – contributions and reconciliation

## Commercial Finance

78

All time Automations

- Order Integration (end-to-end invoicing process): Order creation, generate invoice, close finance case, create credit memos, rebates
- Collections (prepare aging reports, assign customers to collectors, upload in ERP latest collection activities)
- Renewal monitoring
- Cash application
- Bad debt calculation and reporting
- Sales Compensation – reporting, compliance, sanity checks

## Tax & Treasury

42

All time Automations

- Equity Tax Reporting
- Transfer Pricing calculations
- SAF-T Reporting
- Withholding Taxes Automation
- Automated data extraction for Tax Modelling tool
- Country by Country Tax Reporting
- Indirect Tax Automation for VAT Reporting
- Data sharing for VAT compliance
- Intercompany License Fee Calculation
- Daily Cash Position automation

## Controllership FP&A

36

All time Automations

- Month Close Financial Reporting Pack
- Analytics over Consolidated Trial balance
- Preparation of audit evidences as required by External Auditors
- Blackline Bank Reconciliation & upload of supporting documentation for GL accounts
- Financial Statement Consolidation
- Related Parties transactions search

## Procurement

22

All time Automations

- Procurement Chatbot
- Close PO's in Coupa
- Automated ordering for recurrent purchases
- Coupa Forecasting
- Vendor onboarding process
- Requisition assistant
- Vendor survey bot

## IT

27

All time Automations

- System integrations where Out-of-box solutions are not available or provide limited functionalities: NetSuite (ERP) with Workday, Coupa, Salesforce, Concur, Kyriba, Citi, Xactly, Klarity
- SaaS Reconciliations for users and licenses
- Zoom license allocation
- IT Chatbot

# Bad Debt Agentic Automation

## from Manual to Automation to Agentic Automation

### Objectives

Establish a consistent, automated, and auditable process for managing monthly/quarterly Bad Debt provisioning.

### Challenges

The key difficulty in Bad Debt analysis is to ingest and reconcile data from multiple sources while ensuring accuracy, consistency, and completeness. It also requires complex, large-scale calculations that can deliver timely, actionable insights for decision-making.

### ACT 1 – Automation

### ACT 2 – Agentic Automation



#### Idea Description

- Collect data from ERP and other working Excel files and prepare the draft Bad Debt Provision template. The file will be used as input and reviewed by the Collection Team to finalize the Bad Debt Analysis.

- Provide an exhaustive Bad Debt Analysis that combines autonomous reasoning with human oversight to efficiently and consistently classify and calculate General and Specific provisions.
- Financial Data used from SAP S4Hanna, Cash Collection Platform, Sharepoint and DataWarehouse.



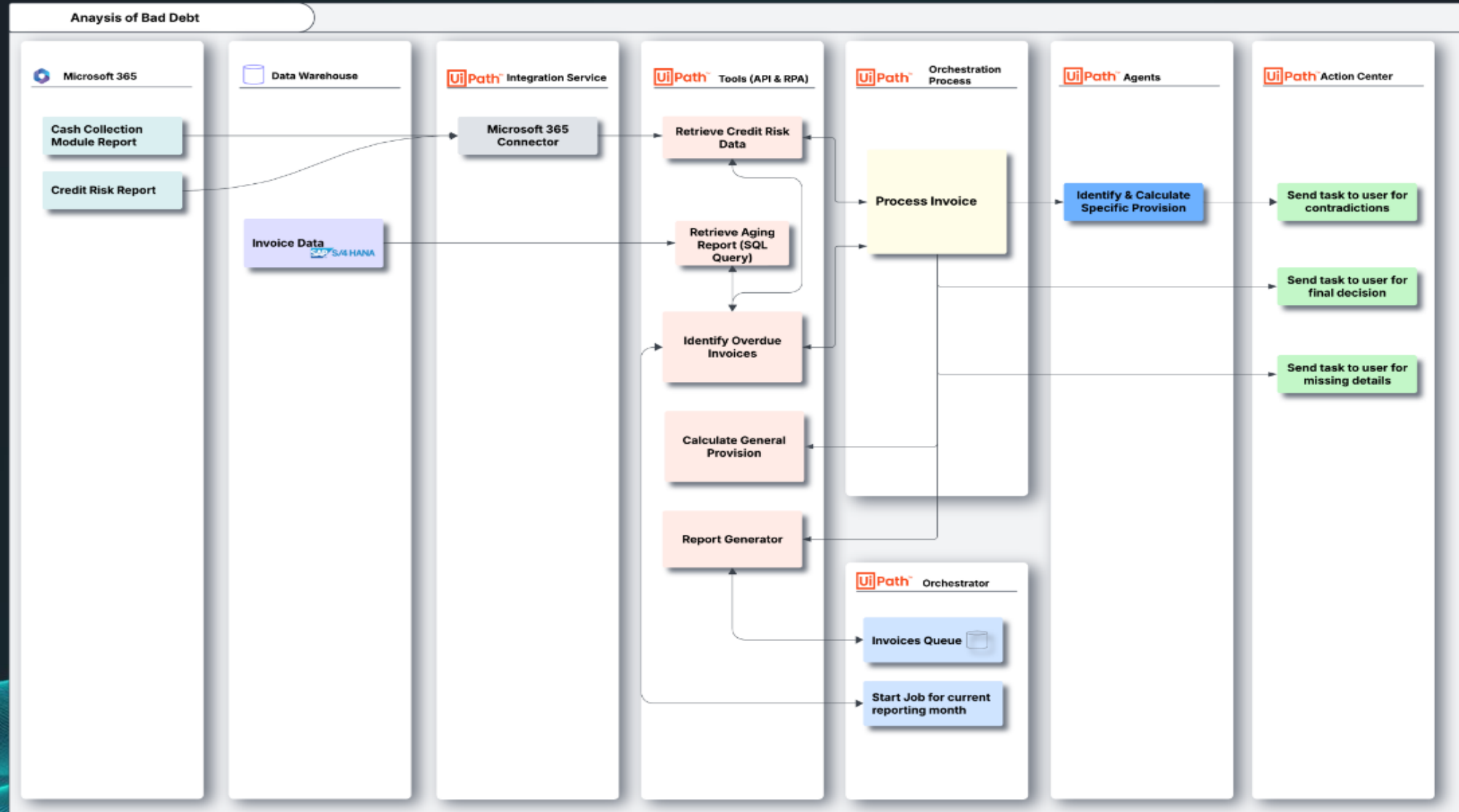
#### Benefits

- Increase the completeness of the Bad Debt Provision calculation to **100%** by eliminating human error and compliance risks.
- Save time and resources, while ensuring confident decision-making and a stronger financial future.

- **Operational efficiency:** Fully automate both recurring and ad-hoc reporting.
- **Financial Accuracy & Risk Mgmt.:** Consistent policy application, enable dynamic reassessment, and detect discrepancies in reporting.
- **Data-driven decision-making:** Leverage Agentic to analyze structured and unstructured data, delivering deeper insights for smarter decision-making

# Evolution of Bad Debt with Agentic Automation

## Solution diagram



# Reimagining SAP BAU (Business As usual) with UiPath Technology

## Intelligent Transport Automation

- 100% automated SAP Production deployments
- Scalable automation across environments
- Faster, error-free releases

### **520+ Hours Saved Annually**

- 3+ months of manual effort eliminated
- Accelerated delivery cycles
- Reduced operational overhead

## Clean Core + Automated Testing

- 90% Clean Core strategy
- 417 complex E2E test cases automated
- 600+ screens captured across SAP WinGUI, WebGUI & Fiori
- Automated regression testing for safer releases

 **Business Outcome: Faster delivery. Lower risk. Upgrade-ready SAP.**

# The Ultimate Transformation Partnership

## #1 Automation Platform for SAP

Year-over-year innovation

- **Highly reliable automation for SAP** GUI, Fiori, BAPI and S/4HANA
- **Enterprise accuracy for document processing** of any format in SAP workflows
- **Extensive library of prebuilt** solution kits & templates to accelerate ROI in Finance, Supply Chain, HR, and CX

## Natively integrated Solution Extension

Years of UiPath-SAP joint development

- **Supercharging BTP** with best-in-class UiPath automation forming a combined solution with SAP Build
- **Certified to SAP's highest standards** for quality, security, and reliability
- **Joint commitment to customer success** and co-innovation through strategic partnership

## Automate your full transformation

Helping customers at every step

- **Extend your ERP with automation**, keeping a cleaner core, reducing costs, and being prepared to migrate
- **Accelerate and de-risk S/4HANA** migration on an AI-ready foundation
- **Innovate with AI and automation** across end-to-end processes touching any system, any app, any document

**SAP Certified**

Integration with SAP NetWeaver

**SAP Certified**

Integration with SAP Applications



**SAP  
Solution  
Extension**

**SAP Certified**

Integration with SAP S/4HANA

**SAP Certified**

Integration with RISE with SAP S/4HANA Cloud

# Thank you

