UiPath
FUSION.
Summit
LISBON

From Internal Foundations to SAP Clean Core to Agentic Automation

UiPath

Alexandru Mihailciuc

SVP, Sales Engineering at UiPath

João Testa Santos

Senior Manager at Deloitte Portugal

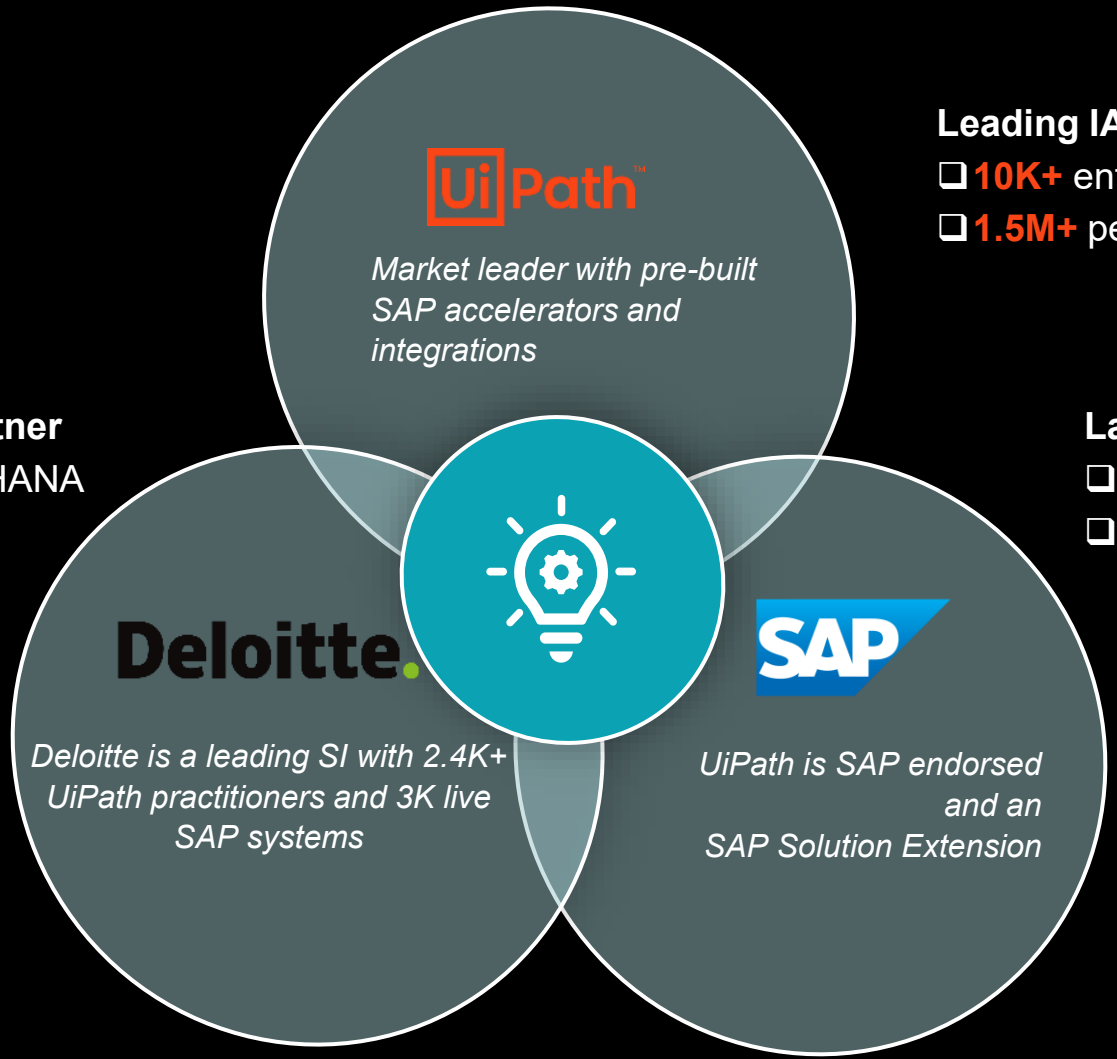
Agentic ERP

Deloitte. UiPath

Deloitte agentic automation and end-to-end process orchestration to modernize and optimize complex ERPs, powered by UiPath

Deloitte x UiPath alliance

Deloitte. UiPath



Leading IA Solution Provider

- ❑ **10K+** enterprise customers globally
- ❑ **1.5M+** person strong automation ecosystem

Leading AI and SAP Services Partner

- ❑ Successfully delivered **400+** S/4 HANA implementations globally
- ❑ **3K+** automations delivered with **$100M+** potential savings
- ❑ **35K+** AI practioners globally
- ❑ **3K+** dedicated technology consultants
- ❑ **AI Centre of Excellence** for EMEA

Largest ERP vendor and leader in Cloud ERP

- ❑ **77%** of global transaction revenue
- ❑ Connection to a broad range of applications through BTP and best-in-class APIs

The Agentic Enterprise journey

Deloitte. UiPath

2019 – 2022
Foundation: >1M hours saved in Finance tasks

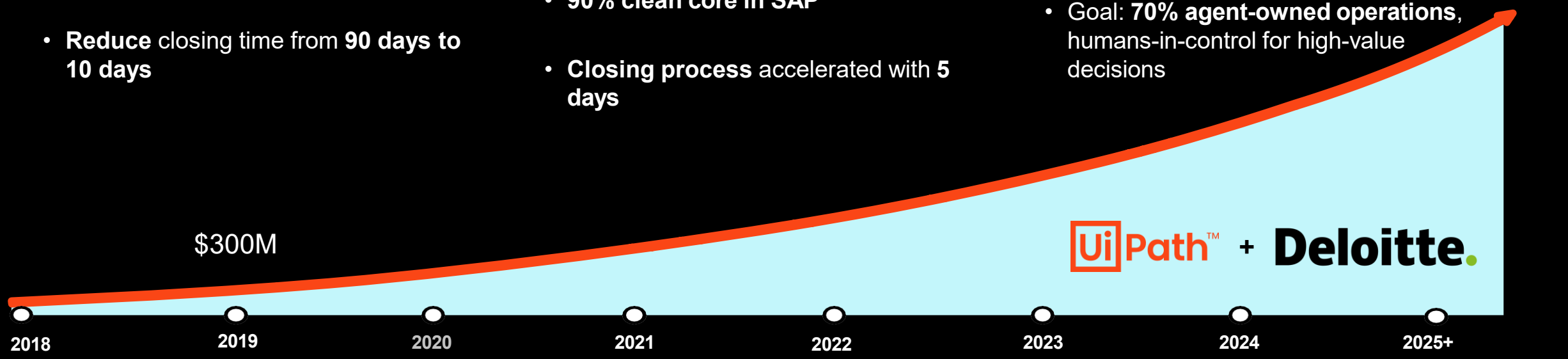
- **Automated manual processes: more than 600+** automations with 50% in finance
- **Saved >1M hours**
- **Reduce** closing time from **90 days to 10 days**

2023 – 2024
Scale: 90% clean core achieved, go-live ahead of schedule

- **"Customer Zero"** SAP implementation **ahead of schedule**
- **200+ automations** & **400+ test automations**
- **90% clean core in SAP**
- **Closing process** accelerated with **5 days**

2025+
Underway: Target 70% agent-owned operations

- **Agentic Automation**
- **Predictive forecasting**, exception-handling, and AI-led insights
- Goal: **70% agent-owned operations**, humans-in-control for high-value decisions



The Agentic ERP journey - Automation results

Deloitte. UiPath

FACTS

65+	80+	180+	8+	90%
Automation Ideas implemented	User Stories tackled	Automations Packages built	UiPath products used	SAP standard design

The Agentic ERP journey - Automation illustration

Deloitte. UiPath

Outbound Exchange Rate from S4 to Coupa	I0012

Description

Automates the transmission of Bloomberg daily exchange rates from SAP S/4HANA into Coupa and generates an end-of-day detailed Execution Summary report, including the total processed currencies, successes, and exceptions.

Automation Benefit

- Facilitates timely transfer of exchange rates from the S/4 to Coupa
- Ensures accuracy
- Enables adherence to business rules
- Optimizes resource utilization

Automation Potential	99%
Ease of Implementation	96%
Benefit per company (hours saved/year)	897

GL_Balances Load	C0004

Description

Automate the process of loading Legacy GL Balances from NetSuite to SAP and generating a reconciliation report detailing successfully loaded records.

Automation Benefit

- Reduces manual effort
- Improves accuracy by loading values from Netsuite into S4 HANA using Excel file
- Generates an audit file/reconciliation report with detailed conversion outcomes

Automation Potential	99%
Ease of Implementation	91%
Benefit per company (hours saved/year)	1978

The Agentic ERP journey - Tests results

Deloitte. UiPath

FACTS

6000+	600+	417	623	410
UI elements built	Screens captured	Complex test cases automated	Order Accepted & Validated in SAP	Test Data generated – Order Created

The Agentic ERP journey - Vision

Deloitte. UiPath

70% agent-owned operations,

100% humans-in-control for high-value decisions

Seamless human-agent hybrid workforce, with high trust, from migrations, to long-term operations

The Agentic Automation journey

Deloitte. UiPath

- Invest Plan Pro
- Withholding tax treatment customer invoices

- BDR Lead Research Agent
- Campaign Creator
- The media pitching machine

- Bad Debt Agent
- Cash Application Processing
- Customer Contract Review

- Quoting Agent
- Licensing Extension Agent

- AP Invoice Processing
- Financial Insights
- Approval Workflow for JE
- Investor Lens

- Churn Management Agent
- CSM Helper
- CRM Opportunities Insights

- Robottorney
- Security Incident Legal Flow

- 1 Form for All
- Threat-Locker Approval Flow
- IT Chatbot

- Avo-Kudos
- Athena, the Learning Assistant
- People Ops Chatbot

550+
Automation Ideas

50+
In Development

60+
In Production

THANK YOU

NOS

ctt

Brisa

edp

H.B. Fuller

Europcar

SONAE

galp

Santander

Allianz

AIRBUS

gold
energy

NORS

MOTA-ENGIL

SONAE
ARAUCO
Taking wood further

PESTANA
HOTEL GROUP

BA

Unilabs

BMcar