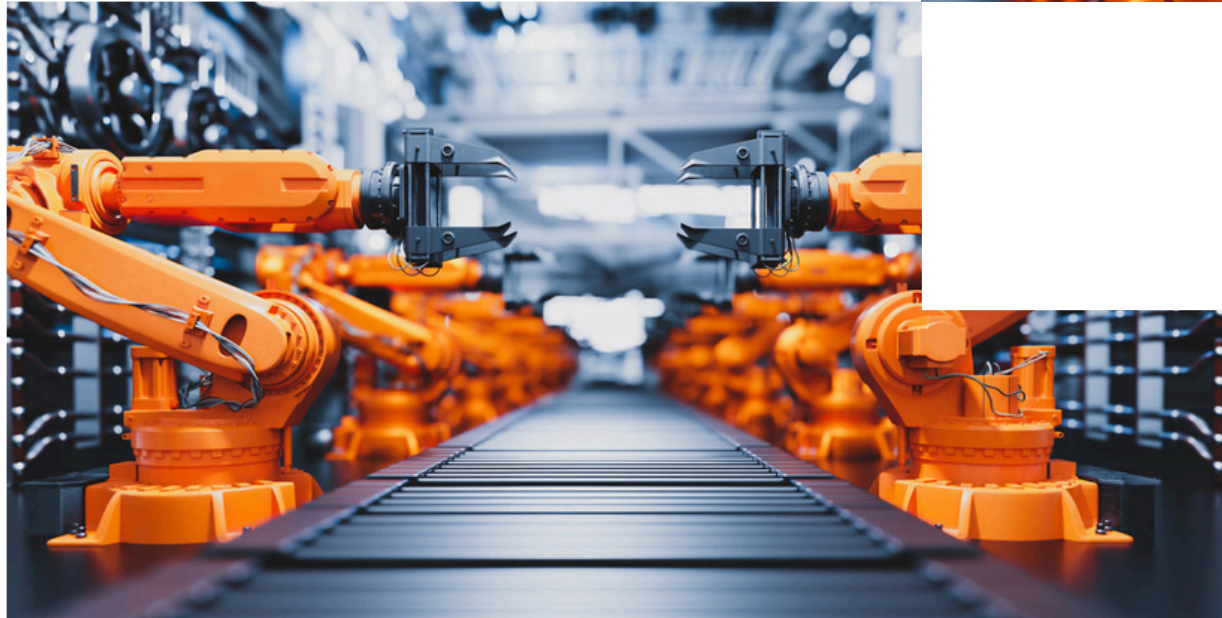




UiPath

The Missing Layer in Manufacturing

Why AI Alone Won't Solve the Productivity Gap



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INTRODUCTION

The Manufacturing Productivity Gap

Manufacturers have invested heavily in systems that store information and AI that can analyze it. ERP platforms manage operations. Planning tools optimize supply chains. AI surfaces insights and recommends next steps.

But neither completes the work.

As manufacturing becomes more complex, the gap between insight and execution continues to grow. Critical processes span ERP systems, supplier portals, MES platforms, spreadsheets, email, and legacy applications creating disconnected workflows where work slows, exceptions multiply, and decisions stall.

The manufacturers pulling ahead aren't simply deploying more AI. They're connecting AI, automation, systems, documents, and people through a System of Action that coordinates work from start to finish.

Instead of automating isolated tasks, they orchestrate entire business outcomes—turning intelligence into execution across supply chain, procurement, commercial operations, customer fulfillment, and field service.

Manufacturing Has Reached an Inflection Point

Manufacturers face growing operational complexity while being expected to deliver more with fewer resources.

- Supply chains are more volatile.
- Customer expectations continue to rise.
- Product portfolios are expanding.
- Skilled labor remains constrained.

Success no longer depends on having more data or better AI. It depends on executing work reliably across the entire business.

Key Industry Signals

80%

of manufacturing executives plan to invest at least 20% of their improvement budgets in smart manufacturing initiatives.

[Deloitte 2026 Manufacturing Industry Outlook](#)

76%

of CEOs believe AI will be the technology most likely to disrupt their industry over the next three years.

[Gartner Business Quarterly Report Q2 2026: Monetizing AI with Autonomous Business](#)

The challenge isn't a lack of AI. It's the lack of a system that can coordinate work across the enterprise.

WHY AI ALONE WON'T SOLVE THE PRODUCTIVITY GAP

Manufacturers aren't struggling because they lack AI.

They're struggling because work breaks down between systems, teams, and technologies.

Today's enterprise already has:

- ✓ **Systems that store information.**
- ✓ **AI that analyzes information.**
- ✓ **Automation that completes tasks**

Yet critical business processes still stall when work moves between ERP systems, supplier portals, legacy applications, spreadsheets, email, and people.

The Missing Layer

Manufacturers don't need another AI model.

They need a System of Action that coordinates every step of a business process from recommendation to execution.

A System of Action

Connects AI agents, automations, applications, documents, data, and people

Orchestrates work across modern and legacy systems

Keeps long-running processes moving through exceptions, approvals, and disruptions

Provides complete governance and visibility into every decision and action



MEET THE SYSTEM OF ACTION

Manufacturers already have systems that store information and AI that can reason about it.

What they've been missing is the system that gets the work done.

A System of Action coordinates every actor involved in a business process: AI agents, automation, enterprise applications, documents, data, and people to ensure work moves forward, even when exceptions, approvals, or disruptions occur.

Unlike traditional workflow tools, a System of Action doesn't simply route work. It orchestrates execution across the entire enterprise.

Three capabilities make a true System of Action possible



1 PROCESS AUTHORITY

Every business process follows a defined path—even when that path changes.

UiPath provides durable, end-to-end orchestration that keeps long-running processes moving across departments, systems, and approvals without losing state or context.

EXAMPLES



Coordinate procurement from sourcing through payment



Manage production exceptions across multiple plants



Route pricing approvals across commercial teams



2 OPEN ECOSYSTEM

Manufacturers shouldn't have to replace the systems they already trust.

UiPath connects AI models, ERP platforms, supplier portals, legacy applications, APIs, documents, and automation into one coordinated process.

WORKS ACROSS:



ORACLE



Legacy Applications

Supplier Portals



Any leading AI model



3 ENTERPRISE GOVERNANCE

AI is only valuable if leaders trust the outcome.

Every action, recommendation, approval, and automation is fully governed, observable, and auditable—giving manufacturers the confidence to scale AI across mission-critical operations.

PROVIDES



Complete execution history



Human oversight where required



Policy-based controls



Enterprise-grade auditability



THE RESULT

Instead of isolated automations, manufacturers gain one coordinated execution layer that transforms intelligence into action.



Connects every process



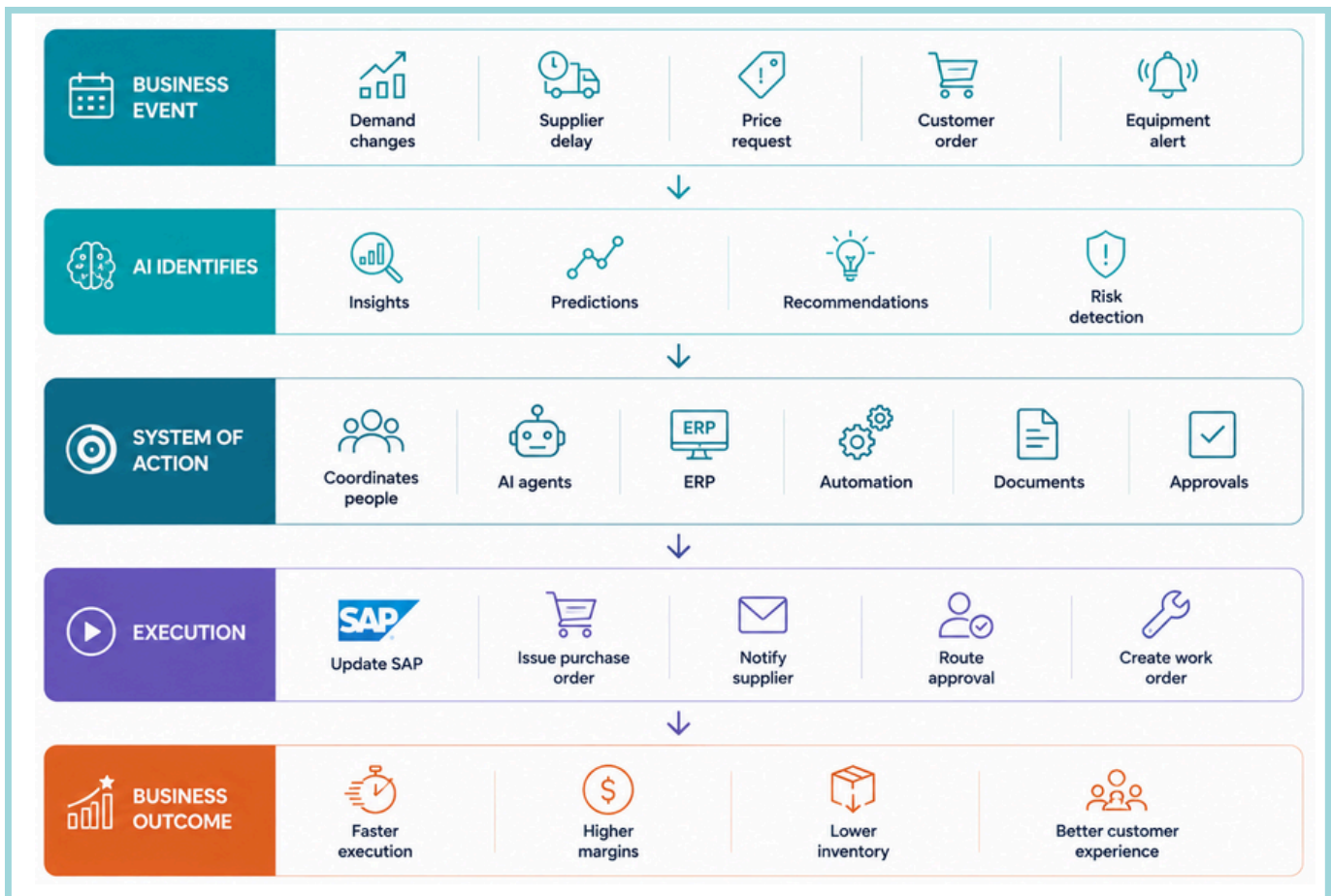
Reaches every system



Governs every action



Helps manufacturers own every outcome



EVERY MANUFACTURING PROCESS FOLLOWS THE SAME PATTERN

Every manufacturing process starts with data.

The organizations creating the most value from AI don't stop at generating insights. They connect every recommendation to the actions required to complete the work.

Whether optimizing inventory, approving pricing, sourcing materials, or resolving customer issues, the pattern is the same.

The Same Execution Layer Powers Every Manufacturing Workflow.

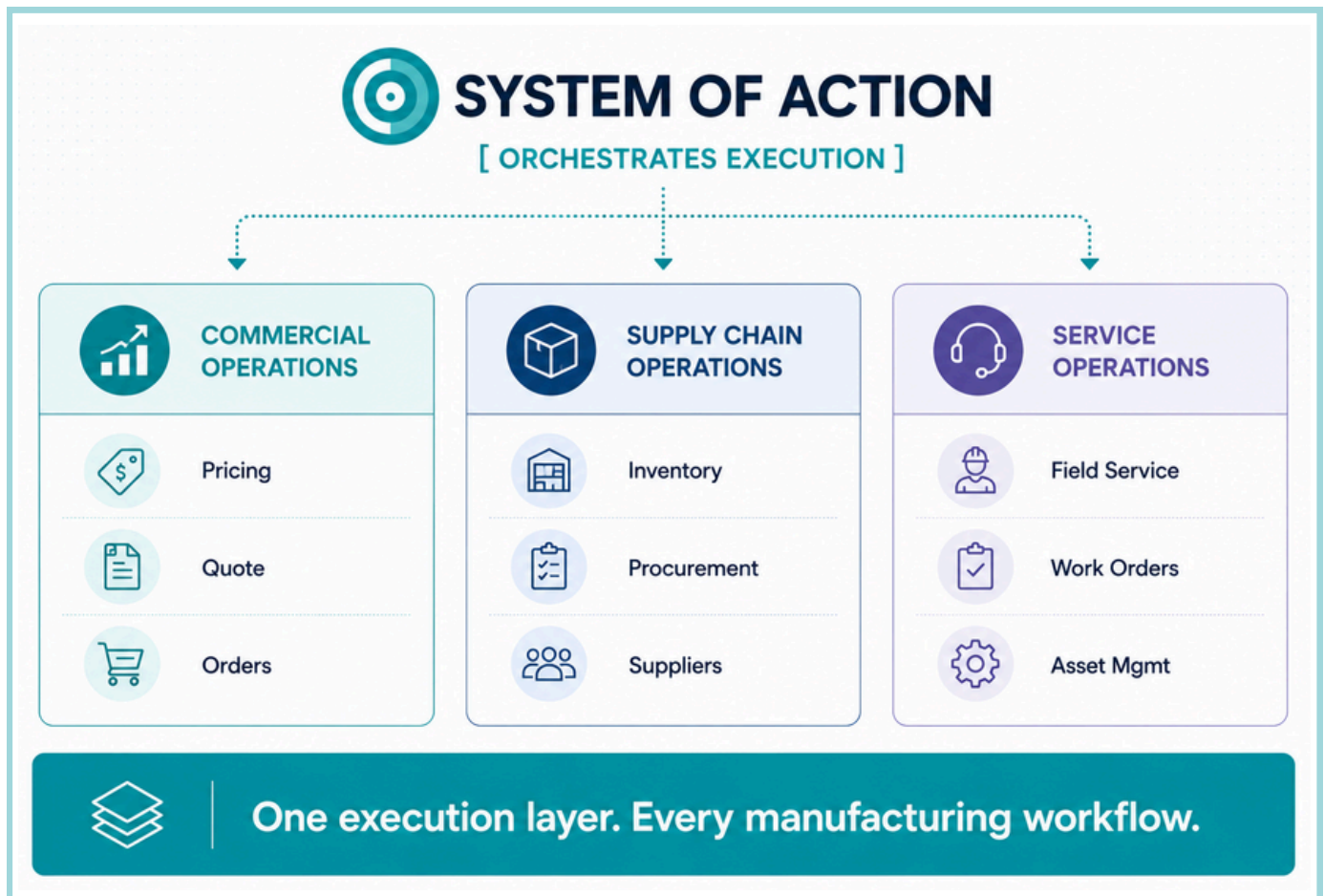
Rather than building separate automation for every department, manufacturers use one System of Action to orchestrate work across the enterprise.

This creates a repeatable execution model for every business process from commercial operations to procurement, supply chain, finance, customer service, and field operations.



WHERE MANUFACTURERS CREATE VALUE

Manufacturing doesn't need six different AI solutions.
It needs one **System of Action** that orchestrates
execution across every part of the business.



COMMERCIAL OPERATIONS

Orchestrate Revenue from Pricing to Payment

Commercial Pricing

Respond to changing market conditions with greater speed and confidence.

The System of Action continuously analyzes demand, customer history, market conditions, and competitive signals to recommend pricing actions while routing approvals and updating downstream systems automatically.

Business Outcomes:

- Faster quote turnaround
- Improved order accuracy
- Shorter sales cycles
- Accelerated revenue recognition

Quote-to-Cash

Accelerate every step between customer demand and revenue realization.

Coordinate quoting, approvals, order validation, fulfillment, invoicing, and financial updates across CRM, ERP, and customer systems without manual handoffs.

Business Outcomes:

- Faster quote turnaround
- Improved order accuracy
- Shorter sales cycles
- Accelerated revenue recognition

Order-to-Cash

Deliver a connected customer experience from order through payment.

The System of Action orchestrates order management, fulfillment, invoicing, collections, and customer communications while proactively identifying and resolving exceptions before they delay revenue.

Business Outcomes:

- Faster quote turnaround
- Improved order accuracy
- Shorter sales cycles
- Accelerated revenue recognition



SUPPLY CHAIN OPERATIONS

Build More Resilient Supply Chains

Modern supply chains operate across suppliers, ERP systems, warehouses, logistics providers, production facilities, and planning teams. While AI can predict disruptions, organizations still need a way to coordinate the actions required to respond.

A System of Action transforms supply chain insights into execution by orchestrating inventory decisions, procurement activities, supplier collaboration, and replenishment workflows across the entire enterprise.

Inventory Management

Move beyond static inventory planning.

The System of Action continuously evaluates demand signals, inventory positions, supplier performance, and production schedules to coordinate replenishment decisions before shortages occur.

Business Outcomes:

- Lower working capital
- Reduced stockouts
- Improved service levels
- Greater supply chain resilience

Source-to-Pay

Coordinate procurement from sourcing through payment.

Instead of managing supplier communications, approvals, purchase orders, invoices, and exceptions independently, the System of Action connects every activity into one governed workflow.

Business Outcomes:

- Faster procurement cycles
- Better supplier collaboration
- Reduced manual effort
- Improved compliance

SERVICE OPERATIONS

Keep Service Teams Moving

Field service organizations coordinate technicians, assets, inventory, suppliers, customers, and operational systems every day. Delays often occur not because teams lack information, but because work stops between systems and approvals.

A System of Action keeps service operations moving by coordinating every participant involved in resolving customer and asset issues.

Field Services and Work Order Management

Intelligently coordinate technicians, inventory, scheduling, customer communications, and work orders through one connected execution layer.



AI identifies the next best action.



Automation updates enterprise systems.



People intervene only when judgment is required.



The System of Action orchestrates every handoff.

Business Outcomes:

- Faster issue resolution
- Improved technician productivity
- Better customer experiences
- Reduced operational costs
- Increased asset uptime
- Increased asset uptime



MANUFACTURING DOESN'T NEED MORE AI. IT NEEDS BETTER EXECUTION.

Most technology platforms solve one part of the problem.

Some generate insights.
Some automate tasks.
Some manage workflows.
A System of Action connects them all.

 Traditional AI Platforms	 Traditional Automation	 UiPath System of Action
 Generate insights	 Automate repetitive tasks	 Coordinates AI, automation, systems, documents, and people
 Recommend actions	 Execute individual workflows	 Orchestrates end-to-end business processes
 Analyze business data	 Connect systems through APIs	 Connects modern and legacy applications
 Require additional orchestration	 Execute isolated tasks	 Governs every action with enterprise-grade visibility

Why manufacturers choose UiPath

- Process Authority keeps long-running business processes moving through exceptions, approvals, and disruptions.
- Open Ecosystem connects every AI model, enterprise application, ERP, document, API, and legacy system.
- Enterprise Governance provides complete visibility, policy enforcement, and auditability across every AI agent, automation, and human decision.

Instead of adding another point solution, manufacturers gain a single execution layer that coordinates work across the enterprise.



CONCLUSION

THE FUTURE OF MANUFACTURING RUNS ON A SYSTEM OF ACTION

Manufacturers already have systems that store information.

They're rapidly investing in systems that reason.

The organizations pulling ahead are investing in the layer that gets work done. A System of Action transforms intelligence into execution by coordinating AI, automation, enterprise applications, documents, and people across every business process.

From commercial operations and procurement to supply chain and field service, manufacturers can move faster, operate more efficiently, and respond more confidently to constant change.

One execution layer. Every manufacturing workflow.

Turn Intelligence into Execution

See how UiPath helps manufacturers connect AI, automation, and enterprise systems into one governed System of Action that delivers measurable business outcomes.

[Contact us](#)[Explore solutions](#)

About UiPath

UiPath (NYSE: PATH) is a leader in agentic business orchestration and automation, trusted by more than 10,700 organizations worldwide to transform enterprise complexity into intelligent, secure operations where AI agents reason, systems act, and people lead. Built for the modern enterprise and the world's most regulated industries, UiPath integrates automation, orchestration, AI, and testing into governed, scalable workflows—unlocking innovation at the speed of business while delivering the controls and compliance enterprise leaders demand. Visit www.uipath.com for more information.

