Intelligent Automation Force Multiplier for Transformation

Start instantly, scale infinitely

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Ui Path Reboot™ Work.

GREENLIGHT consulting

AGENDA

❖ **Introductions**

❖ **Public Sector Drivers for Change**

❖ **Enabling Finance & Digital Transformation with Intelligent Automation**

❖ **Use Cases / Outcomes / Impacts**

❖ **Where / How to Start & Pillars for Success**

❖ **Final Thoughts and Question Period**

Your Panel

Robert Ronberg

Moderator

Lead, Federal Sales

UiPath

Ottawa

Vipul Balsara

Panelist

Chief Operating Officer

Greenlights Consulting

Toronto

Pascal Roy

Panelist

Sr Program Manager,
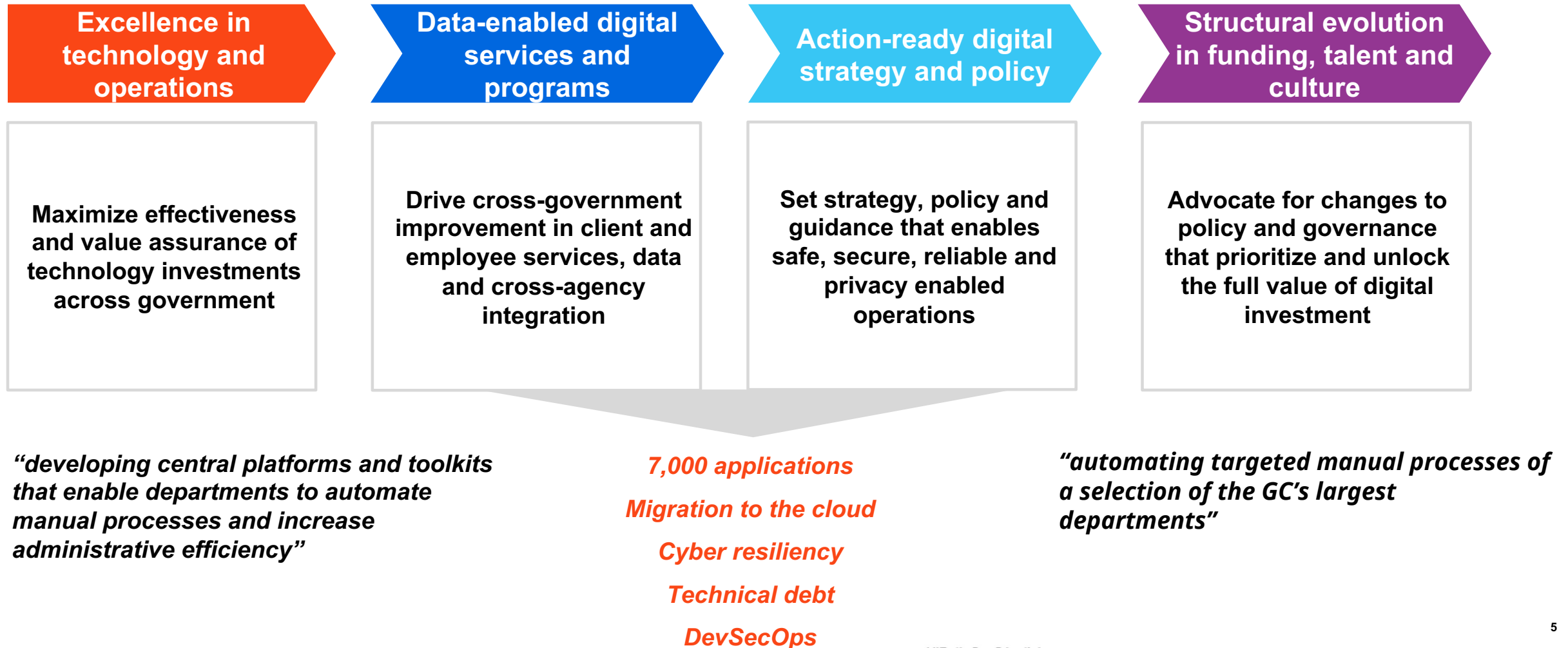Cloud application enablement

Mint Canada

Ottawa

Public Sector Drivers for Change

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Public Sector Drivers for Change

TBS Digital Aspirations Summary & Value Alignment
4 Strategic Themes

Excellence in technology and operations	Data-enabled digital services and programs	Action-ready digital strategy and policy	Structural evolution in funding, talent and culture
Maximize effectiveness and value assurance of technology investments across government	Drive cross-government improvement in client and employee services, data and cross-agency integration	Set strategy, policy and guidance that enables safe, secure, reliable and privacy enabled operations	Advocate for changes to policy and governance that prioritize and unlock the full value of digital investment

"developing central platforms and toolkits that enable departments to automate manual processes and increase administrative efficiency"

7,000 applications

Migration to the cloud

Cyber resiliency

Technical debt

DevSecOps

"automating targeted manual processes of a selection of the GC's largest departments"

Enabling Finance & Digital Transformation with Intelligent Automation

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Enabling Finance & Digital Transformation with Intelligent Automation

UiPath

Expense Creation from Scanned Receipt
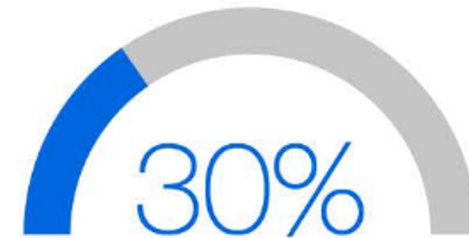
How Automation Transforms Finance Work

Automation can be applied across every part of your department—every application, every legacy system—to drive savings everywhere:[2]

43%
Accounts receivable, billing, credit, and collections savings

33%
Accounts payable savings

30%
Tax savings

28%
Internal audit savings

25%
General ledger accounting savings

Implement Across Departments for True Digital Transformation

Next logical cross-departmental automations

- Orders
- Payment
- Enquiries

Interaction channels

- Goods/Services
- Invoices
- Shipment Information

Treasury management

Order to cash

Procure to pay

Agent engagement

Record to report

Logistics

Total rewards

Omni-channel

Contract lifecycle management

ERP
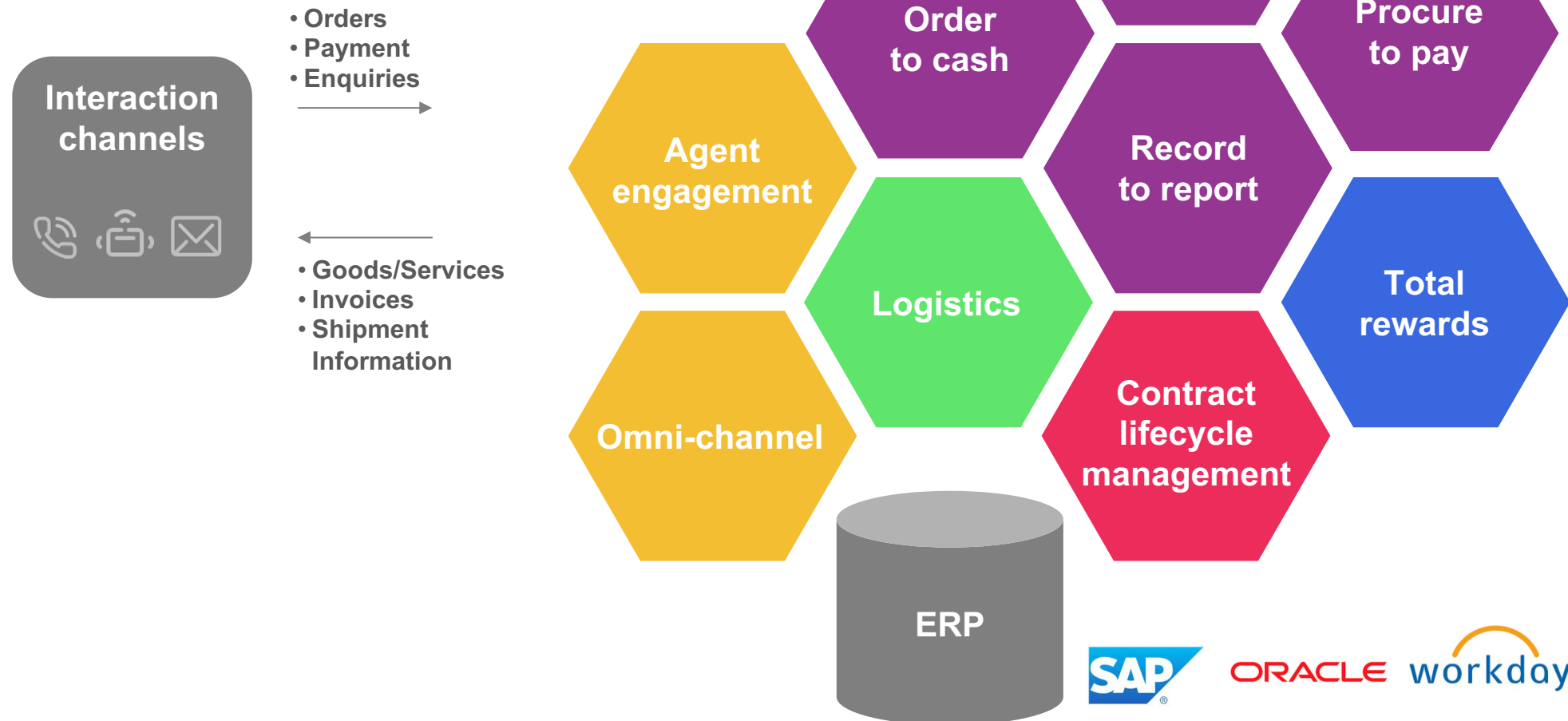
Automation potential for your move to S/4HANA
Deep Dive Overview

Migration Phase	Preparation	Development	Data Migration	Testing	Post Migration
Automation Potential	Data preparation System preparation (create org structure, create users etc.) Process mining to identify key processes	Customizing automation (transaction SPRO) Create / change objects Mapping of business objects (e.g. account mapping, cost center mapping)	Quick check of migration results: • sending system vs. receiving system • call transactions and check results	Automate regression testing Verify end-to-end business processes on multiple systems and devices Test management User acceptance tests	Use robots for greater productivity in S/4HANA • increase efficiency • improve user adoption Automation across SAP and non-SAP enterprise apps (native integration)

Project Management

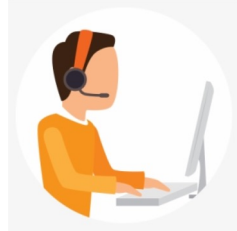| Automation Potential	Project planning Budget planning	Control schedule Time recording Budget control Reporting	Sign-offs & Reporting

Use Cases / Outcomes / Impacts

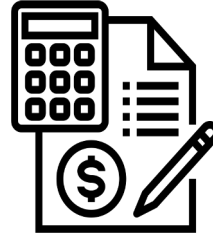UiPath™

Use Cases / Outcomes / Impacts

Document Processing

Contact Centre Modernization

Finance & Accounting Tax & Audit

Grants & Contributions

Benefits, Licensing & Application Processing

Inspections, Intelligence & Enforcement

Human Resources

ATIP

Environmental, Social, Governance

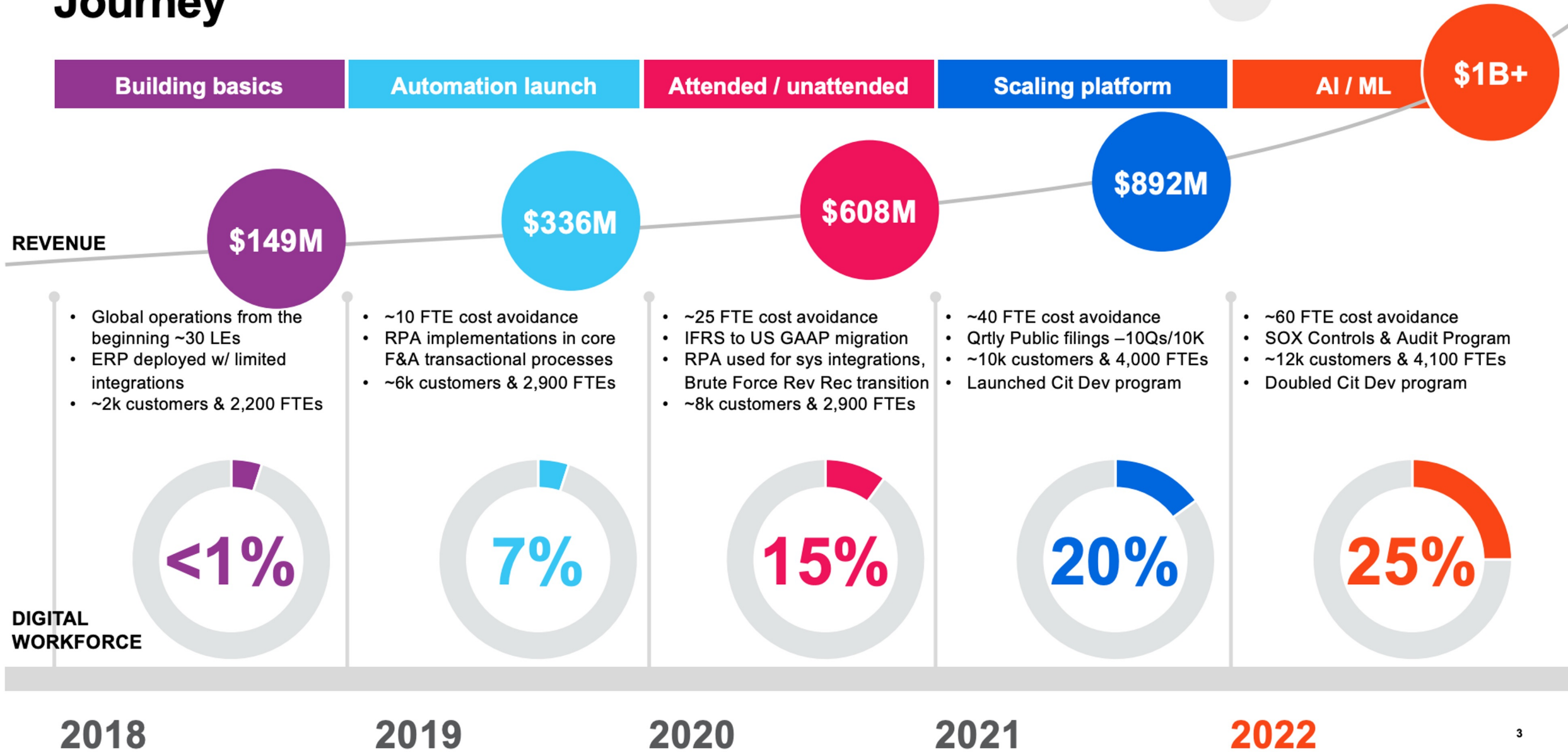**Integrity & Risk – Fraud / Waste / Abuse**

Logistics & Inventory Management

IT & Test Automation

Cybersecurity

Our Path: Finance-led Automation Journey

GREENLIGHT consulting

UiPath Reboot Work.™

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

$1B+

REVENUE

$149M $336M $608M $892M

- Global operations from the beginning ~30 LEs
- ERP deployed w/ limited integrations
- ~2k customers & 2,200 FTEs

- ~10 FTE cost avoidance
- RPA implementations in core F&A transactional processes
- ~6k customers & 2,900 FTEs

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

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

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

DIGITAL WORKFORCE

<1%   7%   15%   20%   25%

2018   2019   2020   2021   2022

3

Use Cases / Outcomes / Impacts

The results from RPA can be dramatic

Procure-to-Pay
NTT Communications

3x
productivity improvement

30%
reduction in workload

60K
person-hours saved annually

Order-to-Cash
Bilfinger

3x
productivity improvement

70%
of time saved

0
errors in billing

Record-to-Report
EDF Energy

70
person-hours saved per month

6X
ROI of time and money

2X
the volume handled by staff

Where / How to Start & Pillars of Success

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Where / How to Start & Pillars for Success

Bottom up, top-down approach or citizen developer?

Yes, to all!

Don't wait for the perfect process or perfect system.

RPA is flexible!

Set goals, define your strategy and start automate.

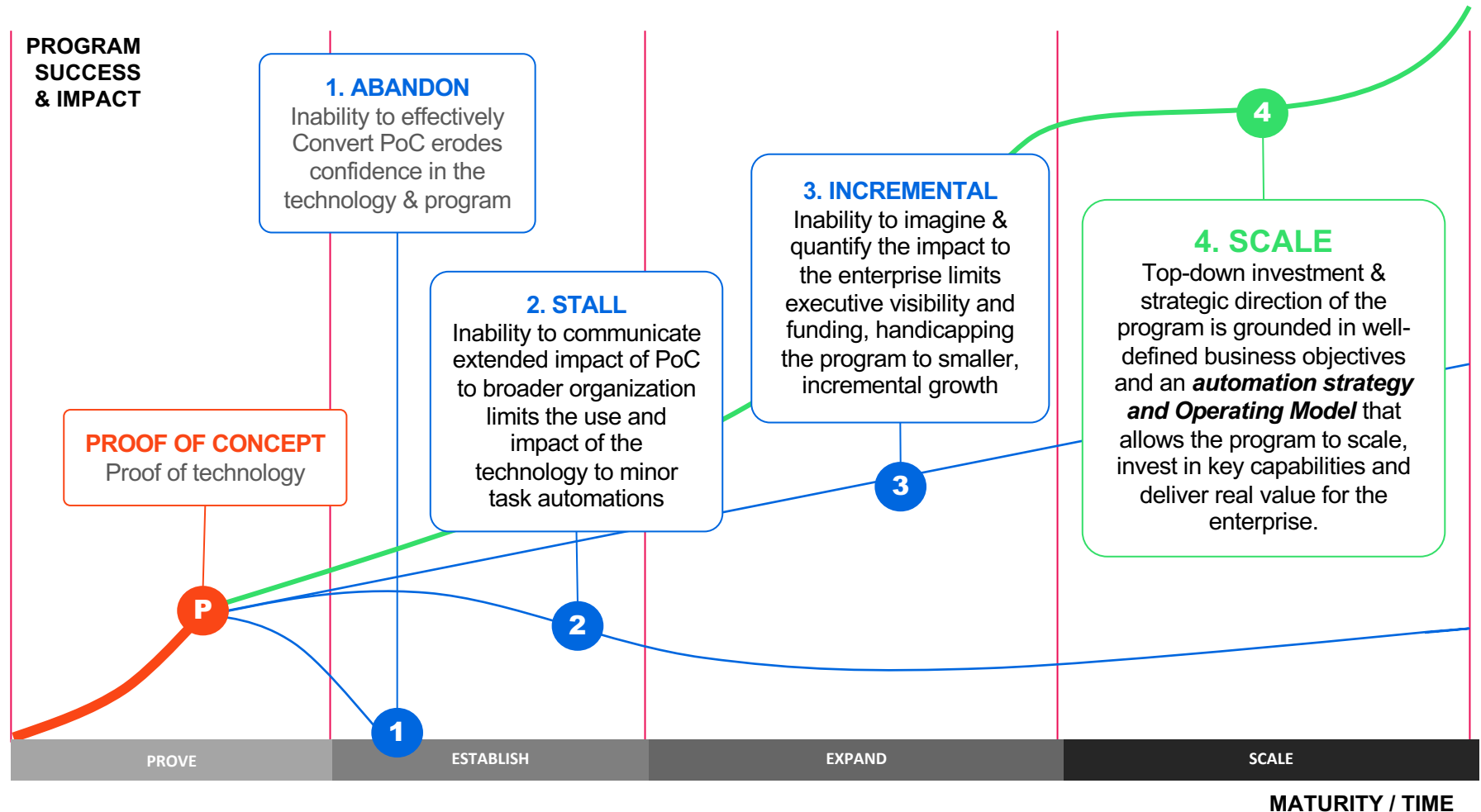**Start with low-hanging fruits, quick wins are your best promoter!**

If you build it, they will come… and pipeline will grow too!

The Scaling Challenge

Organizations complete their proof-of-concept initiatives and have different trajectories based on how they move forward.

There are four common trajectories we see customers take following PoC completion.

PROGRAM SUCCESS & IMPACT

1. ABANDON
Inability to effectively Convert PoC erodes confidence in the technology & program

3. INCREMENTAL
Inability to imagine & quantify the impact to the enterprise limits executive visibility and funding, handicapping the program to smaller, incremental growth

4. SCALE
Top-down investment & strategic direction of the program is grounded in well-defined business objectives and an *automation strategy and Operating Model* that allows the program to scale, invest in key capabilities and deliver real value for the enterprise.

2. STALL
Inability to communicate extended impact of PoC to broader organization limits the use and impact of the technology to minor task automations

PROOF OF CONCEPT
Proof of technology

P

1

2

3

4

PROVE | ESTABLISH | EXPAND | SCALE

MATURITY / TIME

Where / How to Start & Pillars for Success

Scale is enabled through a combination of activities built on a defined strategy and framed by supporting actions in five areas

| AUTOMATION STRATEGY | OPERATIONAL PLAN | INTAKE | DEMOCRATIZATION | VALUE REALIZATION |

AUTOMATION STRATEGY
Creating a practical vision to achieve significant value utilizing automation

| Automation Program Design & Structure | Value Definition |

OPERATIONAL PLAN
An analyzed & committed plan for rollout that includes building your foundation & skills

| Path-to-Production | Support |

VALUE REALIZATION
Managing impact, specific goal attainment & validating estimates from planning phase

| Program Management | Funding |

INTAKE
A consistent, data driven review of work and the beginning point of design

| Pipeline |

Value Achievement at Scale

DEMOCRATIZATION
Placing the power of automation into employee's hands and expanding the aperture of value

| People & Training | Business Awareness & Adoption |

Final Thoughts and Question Period

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Final Thoughts and Question Period