

THE AUTOMATOR

CAMPTEK SOFTWARE'S MONTHLY NEWSLETTER

May 2021

CAMP
TEK

Vol. 10



A lot has come to light over the past 12 - 15 months. It is easy to get bogged down by daily stress and concerns for "what is next". This can make it very difficult to see what's outside of that tunnel vision. And truthfully, we don't really know what lies ahead. But, we do the best we can with the information we have.

Whether folks realize it or not, RPA is coming. And with the added and residual stress of the pandemic and its impact on business and the bottom line, it will soon have its day in the sun - in a very big way. With the recent news of [UiPath going public](#) and with very fresh news of Automation Anywhere's [launch of the industry's first cloud-native bot](#) - there is no doubt that automation is the future.

We invite you to read a bit more about the adoption rate of RPA in our featured blog in this issue. It is eye-opening. And let us know if you'd like to come along for the ride - there is plenty of room and we're here to help!

- Amy Wooldridge, VP of Operations and Customer Success

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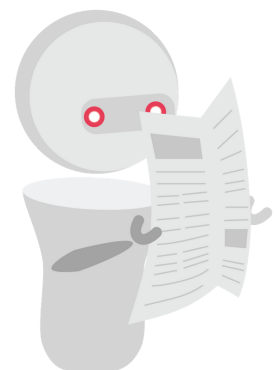
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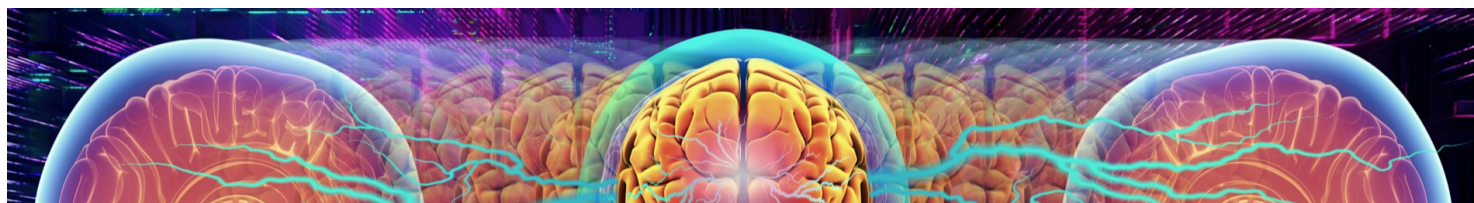
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The RPA Sweet Spot

By: Bob DiSciullo, VP of Sales



HOW CAN THIS BE IN 2021?

In a recent Gartner poll, only 5% of hospitals and healthcare practices have implemented RPA strategies to help cut costs.

RPA adoption rates are low

As a leading RPA solution provider, we are brought into many industry discussions on this topic for our expertise. We also have a large customer base that's shared their previous experiences with us. It is concerning, but there are clear reasons why this is happening.

Here are some quick takeaways:

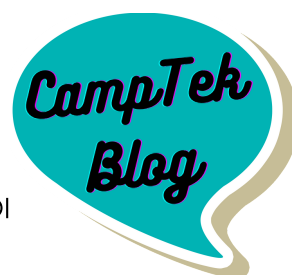
Why the numbers are the way they are...

The biggest and most common problem we hear about is the challenge of choosing an RPA partner. One who can guarantee success. I hear almost daily that businesses chose a large firm solely on their name. Flashy websites, slide decks and grossly overdone analysis do not always convert to success. In most cases, other firms fail because they're focused on consulting and they do not possess the actual ability to provide working and sustainable RPA solutions.

Then others try to go the route of converting FTEs into RPA developers. They require them to sign up to take an RPA development class and then ask them to spin up huge automations out of the gate. Still, others go online and search for the cheapest rates for independent or offshore developers. These paths are problematic - not only do you get what you pay for but, organizations then have no sustainable bot strategy or mechanism in place to maintain them.

Other takeaways

- Choosing the right process and instituting a plan will have a major effect on success
- Attempting to automate overly complex workflows can also have an adverse effect
- Pick a mature process
- Consider a SaaS provider to lower your initial risk, cost of entry and velocity to a rapid ROI
- Chose a partner who is a solution provider with a bot sustainability model



The Good News

The latest effects of the coronavirus pandemic have increased awareness of healthcare decision makers to really look at reducing costs, A/R days while increasing patient outcomes, and employee job satisfaction. This is the RPA sweet spot.

Reports also indicate that by 2023, half of all CIO's say they will implement an RPA strategy. There are a few, and I mean a very few, of us who have proven track records of actual successful bots in production for years. Watch out for shops who offer mind-numbing analysis. Instead, look for referenceable, documented case studies or examples of bots in action. We hope this information will help you make the right decision the first time. Your RPA and digital transformations await. Do the research, look beyond the curtain and you will be successful.

[Read more from the CampTek Blog Here!](#)



Citizen Development: The next step for your brand

How CampTek Software can support your citizen development journey



For any business to advance, productivity is paramount. Striving to maximize output leads to growth and employee productivity plays a major role in this process. Today's world is becoming more and more technologically inclusive and many companies have begun adopting enhanced models of digitized workplaces.

Citizen development is one such process; its aim is to involve nontechnical employees by enabling them to create personalized applications using low/no-code platforms. This approach offers a simple drag and drop interface for building solutions tailored to individual needs to then be published for use across multiple departments.

Want to learn how Citizen Development can help your business? [Check out our E-Book!](#)



Automation Anywhere's Imagine Conference: A Recap

A few members of the CampTek Software team recently joined the [Automation Anywhere Imagine Digital](#). This three-day virtual event was chock-full of sessions underscoring the current and future impact of automation on business objectives and enterprises. Also included were plenty of customer "show-and-tell" sessions as well as solution and technology-based spotlights that really drove the value of this technology home.

Presenters did an effective job of explaining and discussing why the demand for such technology is increasing. Richard Harding, Intelligent Automation Director at Jaguar/Land Rover was a guest speaker during one of the keynote sessions on day one of the conference. He explained that the "buy-in" from the top-down has been helpful to the productivity and momentum of the automation strategy for this high-end auto company. This seems to point to the increase in education, awareness and curiosity of automation and RPA.

Keep an eye on our monthly feature: Upcoming Events for news and information on upcoming industry-related events like conferences, webinars and other events.



Upcoming Events!

Looking for more industry-relevant information and professional development? Each month, the CampTek team will provide brief information on upcoming webinars, conferences and other events in this section.

How can the Finance Department use and plan for Robotic Process Automation (RPA)? *An Informative Free Online Presentation*

PLEASE NOTE NEW DATES

June 3: 1PM EST

June 4: 10AM EST

June 7: 3PM EST

In 2021, CFOs in the United States and across the world are asking how they can use Robotic Process Automation (RPA) to improve Finance Department service, quality, efficiency, and better support on-site and remote workers? If properly planned for and implemented correctly, organizations are obtaining a 25% to 10x improvement from RPA.

Join Peter Camp, CTO and Founder of [CampTek Software](#), and George Dunn, President of [CRE8 Independent Consultants](#), as they discuss the following:

- What is RPA?
- How does RPA work?
- Where can RPA be best used in Finance, including benefits, case studies, and best planning practices.
- How to create a Finance “process-focused” digital transformation plan.

Finance application areas discussed will include Accounts Payable, Accounts Receivable, General Ledger, Payroll, Inventory, Asset Management, and others. Join us for this informative free 50-minute educational session, followed by a 15-minute Q&A. All questions will be answered in this session or by email. If you would like to use this online class to apply for continuing education credits, documentation of attendance will be provided.

Register for one session below:

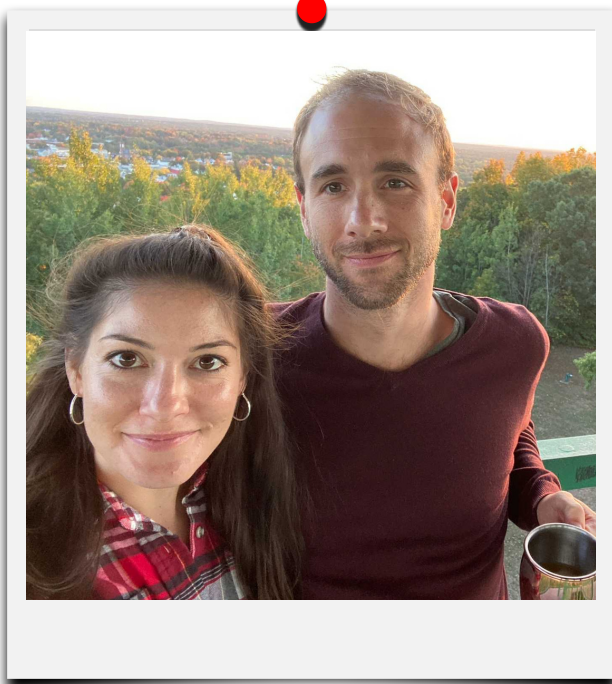
June 3: [REGISTER HERE](#) – 1PM EST

June 4: [REGISTER HERE](#) – 10AM EST

June 7: [REGISTER HERE](#) – 3PM EST

CampTek Team Member Highlight

Meet Steven Robertson!



Name: Steven Robertson

Hometown: Hudson, NH

Position at CampTek Software: UiPath Developer

Description of position at CampTek Software:

Developing automations and mentoring people to help them become UiPath developers.

Favorite part about working at CampTek Software:

Working hands-on with the newest technologies and the powerful tools UiPath has created.

Hobbies: Hiking, Guitar, Archery, 3d printing and softball.

One item on your bucket list: Fly a plane.

Favorite Music: Blues, funk and classic rock.



Find us on Social Media!

Follow us on [Facebook](#), [LinkedIn](#) and [Twitter](#) to keep up with the latest in RPA news!

