

THE AUTOMATOR

CAMPTEK SOFTWARE'S MONTHLY NEWSLETTER

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Robotic Process Automation-as-a-Service. It's the latest buzz. With no software to buy, low risk and fast ROI, everyone is talking about outsourcing RPA. Using machine learning and computer vision, businesses can automate rule-based, repetitive and high-volume tasks, passing off the mundane work to a robot. RPA-as-a-Service is used to scale a business's operations resulting in larger profit margins and increased productivity. This is what all businesses want!

The question becomes, how do I deploy this technology to serve my company's needs and who do I hire? CampTek Software knows that Automation can provide an amazing return on investment when implemented properly. **Unfortunately, over 70% of these initiatives can fail without proper planning.** We feel it is vital to properly strategize your business's initiative regardless of whether it is in the early planning stages or if your project is already underway. CampTek Software's goal is to provide valuable, tactical direction to help decision makers better understand the landscape.

- Stefanie Bromberg, Marketing & Outreach Manager

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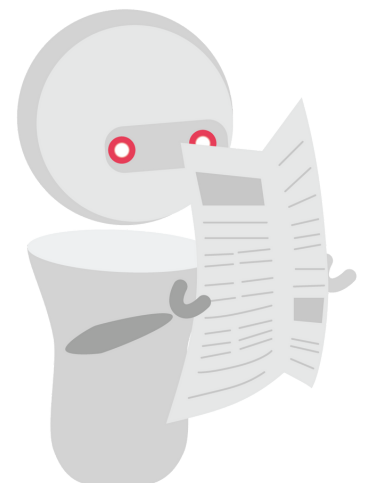
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RPA Software as a Service in 2021

I started CampTek Software several years ago with one thought in mind: to provide RPA Support. My interpretation is what we currently offer; end-to-end RPA Support which includes: Analysis, Development, Implementation and Support of the Bots in Production and the Infrastructure that goes with it. We frequently use the term "Business Process Outsourcing" to help our future customers understand the model. Lately, I've seen that some companies are offering a similar service, but they miss the key point, SUPPORT. Simply having a bot run in the cloud somewhere isn't RPA SaaS. Support is the most important component of any RPA program. It's great to build the bots and get them running but they need to be built to be supported.

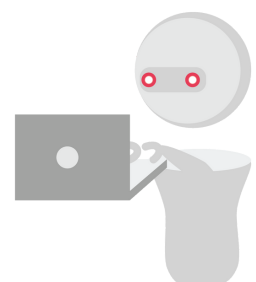
RPA initiatives are typically heavy on cost in year one. The implementation of the software, preparation of the environment, scoping/analysis, development and hypercare, (0-3 months post production) can be labor intensive and costly. We minimize all of these costs in a variety of ways, they are still the most expensive areas. That is, unless the bots aren't developed properly to be supported in the first place.

Those inhibitors tie into several factors. I'll highlight three here:

1. The process wasn't worth automating in the first place.
2. Poorly developed and inadequately documented bots. Logging omissions, improper design with missing framework and other ignored standard coding conventions.
3. Poorly constructed underlying RPA architecture both from the delivery standpoint (RPA Software Vendor) or the Virtual/Desktop environment.

There are many more, but these are the most common. Any of these conditions can lead to additional costs after the initial phase is completed. Which isn't the way its supposed to work! Typically, when we build out a 3- or 5-year total cost of ownership (TCO) the costs plummet in year 2. Ensuring cost containment and predictability is the strongest reason to go the RPA SaaS route. It's the best way to start and continue your journey.

*-Peter S. Camp **CTO and Founder, CampTek Software a RPA SaaS Provider***





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.

Together Conference Hosted By: UiPath

Dates: November 24, 2021

Location: Amsterdam Theater

Explore how the fully automated enterprise helps unlock human potential. Join UiPath at Amsterdam Theater for a day of debate and an evening of networking. A special kind of alchemy happens when like-minded people come together to share new ideas, ask new questions, and explore new possibilities

[Register here!](#)

CampTek Software at UiPath Forward IV

by Bob DiScullo VP Sales

It was great to be back in Las Vegas again last week for the UiPath Forward conference. Just for the simple pleasure of meeting people face to face again. It was refreshing! The conference was two-and-a-half jam-packed days of informative sessions. We participated in many product, and market industry discussions. In between, we met UiPath executives, customers, and partners (both existing and potentially new). It was exciting to hear that our peers share the same vision of the market as we do and that we all clearly see that it's on the verge of a huge growth wave.

Here are some of the highlights of Forward IV

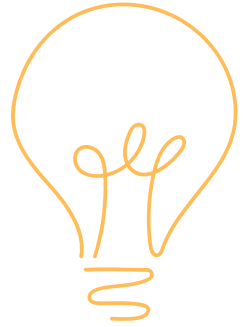
- **A View From the Founder's Chair** - CEO Daniel Dines never disappoints in the delivery of his vision in his own unique style. During this session, he laid out a bold vision for the company, the market and the UiPath product road map which continues to grow rapidly.
- **Semantic Automation** - Where robots understand how to use applications without being programmed by humans
- **Partner Forward** - An exclusive session for partners to gain insight into what UiPath envisions as the best practices and go to market strategies for us to achieve success in the market. Focus on strategies like building a full year business plan, client value review and to focus on Business Outcomes. We are also extremely encouraged by the deeper level meetings we had with UiPath executives and how they will further drive and grow our relationship and business as a USN service partnership.
- **Market Summits** - Focusing on many emerging sectors such as Public and Healthcare. Get out of Finance Strategies to getting beyond the low hanging fruit and how to expand with an organizational eco-system approach.
- **Roundtables** - Hosted by UiPath and partners focusing on areas such as Digital Assistants, talent management in a post pandemic world, Scaling Healthcare Intelligent Automation Beyond the Back Office to clinical solutions, building your automation pipeline through the use of Process mining, A Holistic Automation Approach: Building Services Around Automation and Real life Citizen Development successes.
- Product enhancements such as Auto-Healing, expansion of cloud-native services and additional cloud services such as Process Mining, Test Manager, and pre-packaged direct buy online services. Also introduced was a new governance partnership with CloudStrike

IDC RPA Impact Study released at Forward IV

The Economic Impact of UiPath Robotic Process Automation states that "the economic benefits expected by the use of RPA software by UiPath customers will grow at a blistering pace, from \$7 billion worldwide in 2021 to \$55 billion in 2025."* Part of this growth is due to the net-new jobs UiPath is creating; IDC forecasts that by 2025, 73 million new jobs will be created from the use of UiPath RPA.

In conclusion, I was impressed by the amount of cross industry executives that were in attendance and spoke in favor of the adoption of RPA and UiPath. We enjoyed talks by COO's, CTO's. CIOs from organizations such as Bank of America, Wells Fargo, Amazon, Uber, Spotify, Bain and Company and Palo Alto Networks. For me personally as a 15+ year veteran of RPA, to just be part of this conference of 1,000's of people embracing it finally is so fulfilling. It is exciting to see such a large group of people that all see and share the vision we have for this technology.

RPA Tip of the Month!



Welcome to our new series, *RPA Tip of the Month*! In this segment, members of the CampTek Team will provide you with tips that will help to guide you along your automation journey.



This month's tip is brought to you by **RPA Developer Steven Robertson**. Steven offers some organizational inspiration for developers.

"A modular approach to designing an automation process is the key to efficiency for many reasons. Modules can be reused in other projects, unit tests can be easily created to accurately evaluate each stage of the process, changes or errors become isolated to their respective module and the project becomes more organized. "



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