

# THE AUTOMATOR

CAMPTEK SOFTWARE'S MONTHLY NEWSLETTER

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CAMP  
TEK

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We hope you've all enjoyed a restful holiday season. The CampTek team was eager to get back into the swing of things on January 3 after the holiday break as there has been lots of activity and some promising things on the horizon.

There have been many indicators, in late 2021 and in the early weeks of 2022, that RPA (Robotic Process Automation) and other automation solutions are quickly becoming necessary, now more than ever, given the last two years. We are seeing growing interest from folks in decision-making roles within their organizations. Those who look at RPA as a mission-critical initiative to augment staff, keeping business continuity in today's co-existence with COVID-19 and mitigating its impact on the overall labor market. Labor shortages, increased backlogs, supply chain issues, time-sensitive and data-sensitive efforts have all been affected in incredibly challenging ways. And we believe that RPA can help.

Therefore, it is the responsibility of companies, like CampTek Software, to educate our customers, partners, and interested followers about how RPA can supplement business processes and other technologies our customers might use and show how it can most effectively be utilized. As most of our readers know, we are no stranger to working with the healthcare industry; healthcare may be the most urgent example of the need for RPA solutions that work supplementally with other technology companies (e.g., Cerner, eCW, etc.) to not hinder or intervene with the use of other technologies, but to help automate with never-ending backlogs and assist the individual administrator or worker in their daily work.

Luckily, we have a monthly newsletter, frequent blog posts and other resources that do just this: educate our followers on the usefulness of RPA. So, we invite you to follow us on this journey. And we are always available for a demo or a meeting! Just reach out! **Hey there, 2022. We see you and we are ready for you.**

-Amy Wooldridge, VP Operations & Customer Success

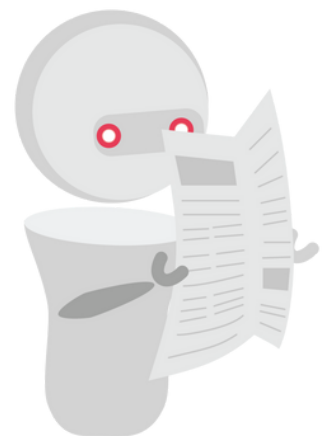
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## RPA 2022: Hype Becomes Reality

In the early 2000's the term Robotic Process Automation(RPA) was coined by Blue Prism. This represented the first in many steps providing nomenclature to what we had all been developing and building for years. I remember countless conversations with friends and family who asked what type of software I was building and I could never truly encapsulate or describe it fully until then. The truth is, as I wrote in one of our **first blogs (What is RPA(Really)?**), RPA has been around in one form or another for well over 30 years.

Coining a term doesn't necessarily translate to success or even lead to transformation, but it did put a label on a very powerful approach to solve workflow and technological problems. Put simply, RPA is the single greatest integration engine known to humankind. Regardless of the tool you use, there is no better way to quickly create a solution that is adaptable and platform-agnostic like RPA.

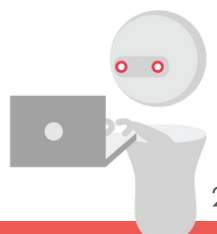
We are in a captivating time in human history as we evolve through an endemic that will most likely be with us, in some form, forever. The world that existed in early 2020 is gone. At that time the US economy was humming: most people went to an office, kids went to school without issue and RPA was looked at as something that would take away people's jobs. We live in a vastly different world now. Most people will not return to the job or office they had before and, frankly, RPA is going to "create" or "fill" jobs for the positions humans are no longer applying for.

The digital transformation of humans repurposed for more meaningful work, while Robots take care of the mundane that was spoken about in research papers and at conferences has become a reality for businesses in 2021 and soon to be 2022.

I have often written that businesses need to develop an "automation strategy." At this point if a business doesn't have plans for automation, they are clearly in trouble. As the modern workplace gets refactored with these changes, businesses are either implementing RPA and AI or making serious plans to do so. I have never seen so much interest and motivation in and around automation, than what I have witnessed from our customers, partners and prospects in the past few months. I only expect it will dramatically increase in the next 1-3 years.

I believe the year 2022 will be an inflection point for our industry. RPA has matured enough from a technological standpoint as it now has the ability to support the need, but also just as important, service providers like my company, CampTek Software, are adept enough to deliver and support the most complex solutions reliably and within budget. These are exciting times in technology! It's wonderful to truly believe that the hype around RPA is now going to become reality.

*-Peter Camp, CTO & Founder, CampTek Software*





# RPA Tip of the Month!

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



This month's tip is brought to you by **Chief RPA Solutions Architect, Corinna Robertson**. Corinna offers advice for using the Object Repository and the benefits of doing so.

This month's tip highlights a benefit of the "Modern Design Experience" namely the Object Repository. Ordinarily a developer will create selectors for the various objects when connected to an application and more often than not we reuse selectors many times throughout the project.

A common concern for both the user and the developer is "what happens if the application receives an upgrade"? In a perfect world we have built bullet proof selectors that rarely succumb to failure in the event of an upgrade. But we all know we don't live in a perfect world. Which brings me to the Object Repository and it's benefits.

First, I will repeat the Modern Design Experience must be turned on to use the Object Repository feature. The repository should be created in a library to be used by others in the organization and for utilization across many projects. In the library project you create your selectors much like you would directly in your process workflow. Once all of your selectors are created and you have published your library you then add this library to your process workflow through "Manage Packages".

Now the selectors for all of the objects you created are available for use with any of the activities in UiPath that can be used for the particular selector. These selectors can be used anywhere in the project and for multiple different activities.

Now for the best part of why we should do it this way. An upgrade to the application is applied and breaks many of the selectors. You would edit the Object selector in the library and republish the library. In your project you update the library package and now everywhere you have used the selectors is also updated. No need to sift through your project to find where you have used the selectors

# Win Bids with Bots: Logistics and the Supply chain

by Peter Camp, Founder & CTO

**In today's stressed global economy, issues in logistics and the supply chain are well documented.** Transportation and logistics companies are increasingly being pressed by freight forwarders who are demanding higher prices for their services. Consequently, the only way for these companies to keep pace and grow profits is by automating internal bid processes through RPA (Robotic Process Automation).

RPA can create efficiencies with operational tasks such as load bidding through a Transportation Management System (TMS) web portal. Once, this was a human-only driven process, but now, **bidding can be done with RPA and it can deliver a real competitive advantage.**

In one such recent successful use case, CampTek Software automated the load bid board process for a large transit logistics company. This bot posts 1,000's of bids per day across 20+ customers on several different TMS systems. **[Check out this video to see it in action!](#)**

## WIN BIDS EVERY TIME WITH RPA



### The Solution:

- Pre-built bots for many TMS bid boards that will work with all others
- Calculates bid criteria and profit margins
- Adheres to business rules and changing metrics
- Bids on complex boards (i.e. Auction)
- Can process bids on scheduled basis, weekends or 24/7
- Performs tasks in seconds
- Provides a custom dashboard for statistics, analysis, trends, and reports

**And most importantly, the bot wins more bids faster than its human counterpart.**

Do you want to win more bids and drive your logistics company to higher profits? Contact CampTek Software

*CampTek Software is a Full-Life-Cycle RPA SaaS (Software as a Service) Provider. With industry experience developing and supporting RPA Applications since 2005, we have the expertise to support any Automation initiative of which you can think. CampTek will be with you on every step of your RPA Journey.*

*With our unique background, we are qualified to develop and support any RPA Process. We offer Advising Services, Host Support and Bot Support for all production processes. Our unique hosted model offers many powerful advantages including a shorter time to market, 24/7 support and overall lower cost of entry.*



## 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.

**February 2/2/22**

**Developer Week in Oakland, CA**

Join 8,000+ professionals at the World's Largest Developer & Engineering Expo + Conference Series

**[REGISTER HERE](#)**

**February 28 – March 1, 2022**

**Gartner CIO Leadership Forum**

Today's leading CIOs are more than technology experts. They're cross-functional change-makers, guiding business strategy at the highest level while building the culture and digital dexterity to support innovation. Gartner CIO Leadership Forum offers an unrivaled experience for this new type of leader – a place to dissect the challenges and opportunities of digital business among select peers and drive critical enterprise priorities.

**[REGISTER HERE](#)**



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