



Automation Anywhere

RPA & AI Technology Evaluation

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's RPA and AI vendor assessment for Automation Anywhere is a comprehensive assessment of Automation Anywhere's RPA offering and capabilities, designed for:

- Sourcing managers investigating sourcing developments within RPA
- Automation decision makers exploring the benefits and inhibitors of RPA as evidenced from the clients and vendor capability
- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within managed service programs
- Financial analysts and investors specializing in, or covering the RPA industry and suppliers.

Key Findings & Highlights

Headquartered in San Jose, CA, Automation Anywhere launched under the brand Tethys Solutions in 2003. and developed client relationships with Dell, Cisco, HP, IBM, Farmers Insurance, Kaiser Permanente, Gillette, and John Deere, among others, within the first few years of its existence.

In 2011, Tethys rebranded itself as Automation Anywhere, in order to more accurately reflect its business.

The company's co-founders, Mihir Shukla, Ankur Kothari, Rushabh Parmani, and Neeti Mehta, remain with the firm today as CEO, Chief Revenue Officer, Sr VP Customer Success and Operations, and VP Brand Strategy, respectively.

Automation Anywhere does not release its revenue figures, but NelsonHall estimates its 2017 annual revenues at \$50m. Automation Anywhere signed ~890 deals during the second half of FY 2017, with a full-year total for 2017 of 1435 new deals. It has a total of 932 clients, adding 158 new clients in the first half of 2017 and 238 new clients in the second half.



Scope of the Report

The report provides a comprehensive and objective analysis of Automation Anywhere's offering, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphasis, and new developments in both its service and technology
- Analysis of the company's strengths, challenges, and outlook
- Revenue
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's key offerings (service model and service components)
- Analysis of the company's delivery capability (including the location, size and scale of delivery operations; and delivery via technology).

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Report Length

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