UiPath

Robotic Process Automation

Vendor Assessment
Report Abstract

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19 pages

Who Is This Vendor Assessment For?

NelsonHall's RPA and AI vendor assessment for UiPath is a comprehensive assessment of UiPath's intelligent automation platform offering and capabilities, designed for:

- Sourcing managers investigating sourcing developments within RPA and intelligent automation

- 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

UiPath's primary offerings include:

- UiPath RPA: its primary automation software offering

- UiPath Community Edition: a free version of UiPath RPA for developers and small teams (and now being commercialized as cloud-based RPA as a Service)

- UiPath Connect!: a social network for RPA professionals, which includes:

  - UiPath Academy: an open online training platform for RPA professionals

  - UiPath Project Space: a collaborative website where developers can create automations together

  - UiPath Go!: an open marketplace for downloadable automation code.

  - UiPath Automation Ready Programs: partnerships offering universities, nonprofits, and governments free automation curricula to teach youth, students, and the workforce how to automate

  - AI Fabric: a framework for deploying AI into RPA workflows

  - AI Skills: document, visual, and conversational understanding.

UiPath focuses exclusively on enterprise-scale organizations of $1bn in revenue and up. Currently, 80% of its clients fit this description, with the remainder being in the next revenue category down ($500m and up). UiPath estimates that its penetration of the Fortune Global 500 is 60% overall, and 35% in the U.S. and U.K., 40% in France, 50% in Germany, and 80% in Japan.

Key clients of UiPath include XL Mobile, AXA/Allianz, Walmart, HP, and Sumitomo Mitsui Banking Corporation.

Other major clients of UiPath include:

- Uber, Facebook, and Pandora

- Volvo, where RPA is used to eliminate a major portion of manual intervention in invoice handling. Cycle times were estimated to be improved by 300%.

- Insurance: Swiss Re, Zurich, Direct Line Group (planning a strategic deployment of 300 UiPath robots)

- CenturyLink, HP, Merck, McDonald's, Virgin Media, PepsiCo, and UnitedHealth Group

- Approx. 50 U.S. Government Agencies, including U.S. Navy, Department of Homeland Security, GSA, NASA, and Internal Revenue Service.

UiPath has a large channel partner ecosystem consisting of 702 companies.

Scope of the Report

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

- Revenue summary

- Analysis of the company's intelligent automation platform functionality

- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts

- Identification of the company's strategy, emphasis, and new developments within its technology and services

- Analysis of the company's strengths, challenges, and outlook

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