I'M SPEAKING AT

ODTUG Kscope19

SEATTLE, WASHINGTON • JUNE 23-27

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SEATTLE

Washington State Convention Center

Robotic Process Automation

10 Real World Use Cases

Agenda

What We'll Cover Today

1. Introduction

2. What is RPA?

3. Does RPA Matter?

4. RPA Countdown—10 Real World Use Cases

5. Q&A

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About Kevin Hebbel

- **Got my start using Oracle products including Peoplesoft, HFM and Hyperion Planning while working in Accounting and FP&A for a Fortune 500 organization**

- **Joined SC&H in 2011 with our Oracle-Hyperion and BI Consulting Practice**

- **Experience implementing HFM, Hyperion Planning, Essbase, Oracle EPM Cloud, Oracle ERP Cloud, etc.**

- **Things I love / Hobbies:**

  - **My Family – Kate, Henry(5), Claire(3) and Bella(70)**

  - **Brazilian Jiu Jitsu Blue Belt**

  - **Travel – rafted 188 miles down the Colorado River in the Grand Canyon in May**

  - **Podcasts – Peter Attia, Sam Harris, Jocko Willink, Rhonda Patrick and Dave Ramsey to name a few (1.5x speed, always)**

  - **Books – "Why We Sleep" by Dr. Matthew Walker**

Obligatory Kid Video (Round 5)

About SC&H Group

FOUNDED IN 1991

200+ CLIENTS

&

100% SUCCESS RATING

LARGEST ORACLE–HYPERION PRACTICE ON THE **EAST COAST**

2018 BEST ACCOUNTING TODAY **ACCOUNTING FIRMS**

CLIENT SERVICE: { "WORLD CLASS" "3X INDUSTRY AVERAGE" }

COMMUNITY SERVICE: **25** AVERAGE HOURS PER EMPLOYEE

MOST **ADMIRED C E O**

BEST PLACES **TO WORK**

ACCOUNTING TODAY

BUSINESS JOURNAL

INSIDE ACCOUNTING

BALTIMORE SUN

INC. MAGAZINE 2018

ONLY **ORACLE PARTNER** TO ACHIEVE **CLOUDSELECT** STATUS 2 **CONSECUTIVE YEARS** 2016 & 2017

LARGEST EPM CLOUD DEPLOYMENT IN ORACLE HISTORY

► **1ST EVER** ◄ FCCS IMPLEMENTATION

ORACLE® ORACLE-HYPERION EPM SPECIALISTS & PLATINUM PARTNER **SINCE 2007**

SERVING **46** OF THE **FORTUNE 100**

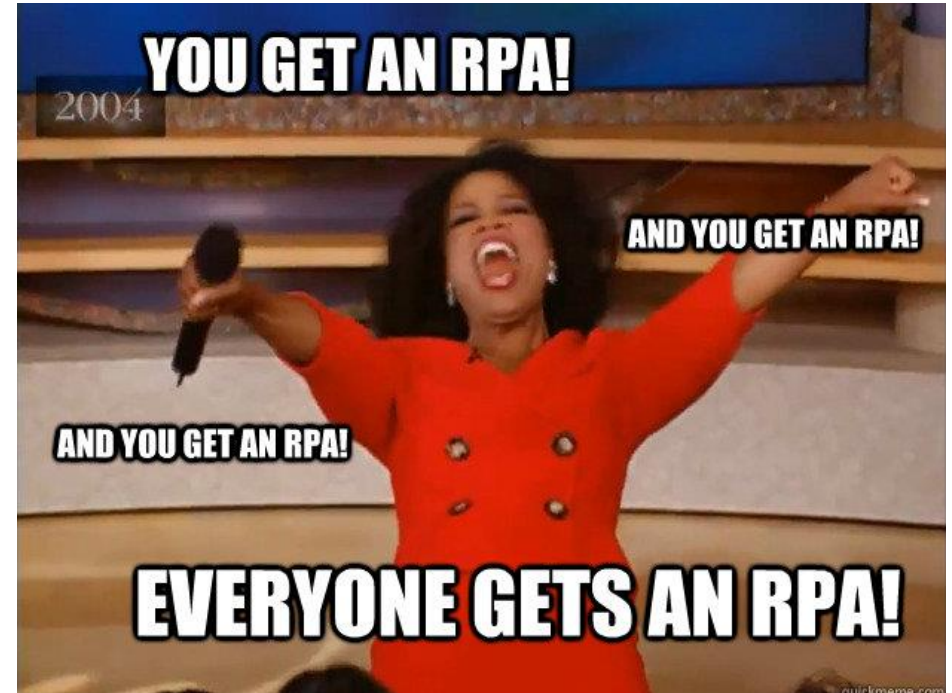POWERFUL MINDS. PASSIONATE TEAMS. PROVEN RESULTS.

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Robotic Process Automation (RPA)

Overview

Why Should You Be Interested in RPA?

In the last year, my interest has skyrocketed because:

1. My Kscope19 abstract got selected and I figured I better get up to speed as quickly as possible

2. Family member retired, began consulting and his first big win as a consultant was to help a start-up win an IRS contract for RPA

3. Hiring rates for resources trained in RPA have skyrocketed

4. One of our clients inquired about our ability to layer on RPA, like a good consultant, I obviously said yes

Does RPA Matter for me Today?

9 Statistics about RPA

- **RPA as an industry is growing exponentially** – Forrester predicts it will grow from $250 million in 2016 to $2.9 billion in 2021

- Grand View Research expects **growth from $358 million in 2017 to $3.11 billion in 2025**

- According to Deloitte's third annual RPA survey, a wealth of information on RPA, **53% of survey respondents are beginning their "RPA journey"**

- Among respondents who are implementing RPA now, **78% plan to invest even more in the next 3 years**

- Deloitte believes that if this trend continues, **RPA will achieve "near universal adoption" in the next 5 years**

- Among those surveyed, **RPA meets and exceeds expectations in terms of compliance, quality, accuracy, productivity, and cost reduction**

- Interestingly, Deloitte reports that **employee resistance is low among adopting organizations** – only 17% report resistance from employees.

- However, despite the drive and growth of RPA, scaling is still a challenge for adopters – **only 3% of organizations have scaled to 50 or more robots**

- One case study by SSCON found that scalability, however, was "unbeatable" – **the robotic workforce could be "doubled almost instantly" prior to product launches**

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What is RPA?

RPA Ranges From...

Something as simple as generating an automatic response to an email...

...to something as complex as deploying thousands of bots, each programmed to automate jobs in an ERP system.

RPA is:

- an application of technology,

- governed by business logic and structured inputs,

- aimed at automating business processes.

Using RPA tools, a company can configure software, or a "Robot," to:

- capture and interpret applications for processing a transaction,

- manipulating data,

- triggering responses,

- and communicating with other digital systems.

What RPA Isn't?

Common Misconceptions

RPA is NOT…

- Screen Scraping

- Application Programming Interface (API)

- Scripting

- Macros

- Business Intelligence

- Artificial Intelligence

- Machine Learning

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What is RPA?

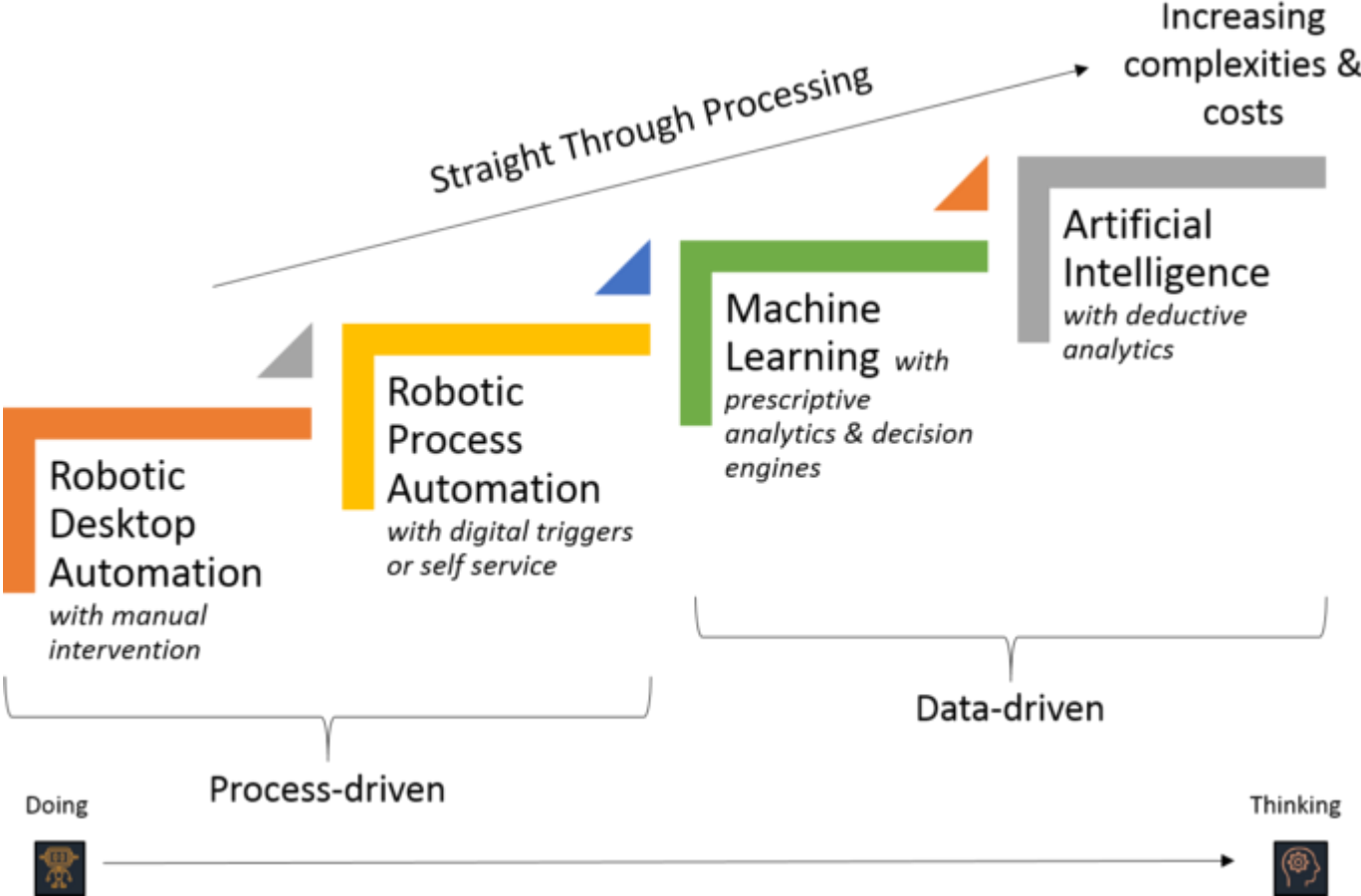## Simpler Definition

Robotic process automation (RPA):

1. Uses the latest software technologies to automatically **handle computer tasks that are highly structured, routine, and repetitive**.

2. For tasks that are largely driven by rules, schedules, or events, a robot can take the wheel and get the job done.

Source: RPA for Dummies
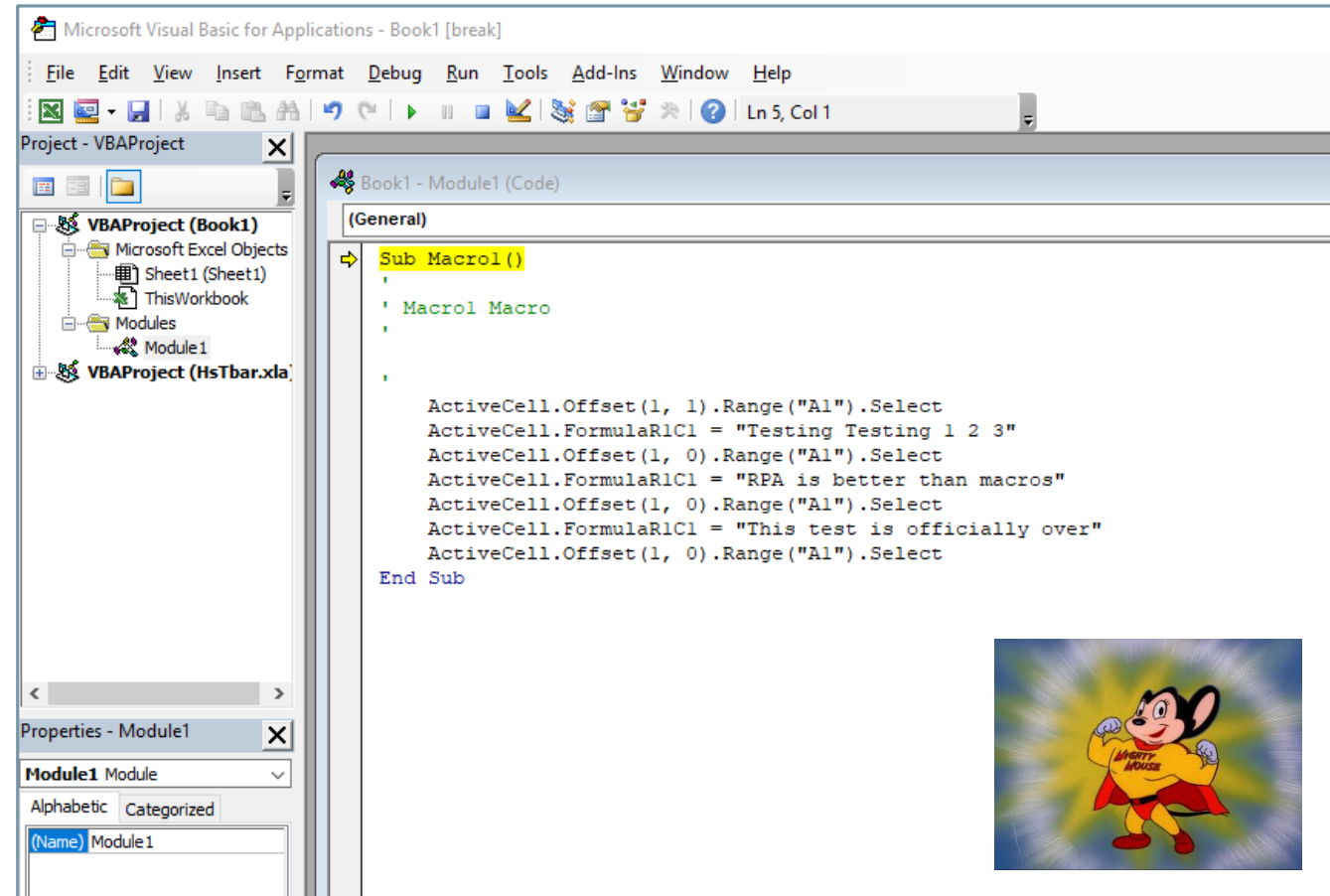
Intelligent Automation

From RDA to AI

What is RPA?

RPA Terminology

RPA Key Word	Definition
Artificial Intelligence	technology intended to respond to and learn from stimulation in a similar way to human responses with a level of understanding and judgement that's normally only found in human expertise
Deep Learning	a pattern-based processing method that is a type of machine learning. Deep learning allows automation robots to mimic human tasks like identifying images on a screen, recognizing language, or predicting outcomes
Enterprise RPA	an RPA scenario where a company aims to automate and optimize the execution and rollout of RPA robots, not just the creation of them
Graphical User Interface	a method of computer interaction that allows users to trigger program actions with windows, icons, and menus.
Machine Learning	the process that allows software robots and AI to learn new processes through pattern recognition rather than needing to be individually and precisely programmed for each new situation
Optical Character Recognition (OCR)	software that singles out letters and symbols in PDFs files, images, and paper documents that enables users to edit the content of the documents digitally
Software Robots	these robots interact with applications and systems through a graphical user interface or command-line interface to carry out routine tasks.
Unattended RPA	software robots that need little—or no—human intervention to carry out actions on a 24/7/365 basis when triggered. These robots complete work continuously in a batch-mode model that allows for around the clock automation.
Workflow Automation	using RPA technology to automate steps in manual or routine business tasks to improve day-to-day practices, make employees more efficient, and allow humans to focus on higher return work.

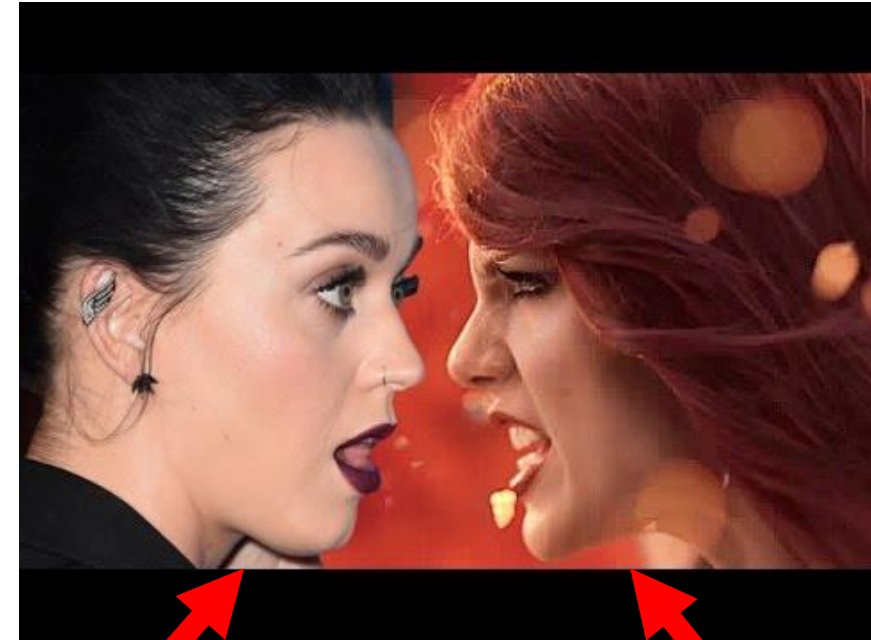SC&H GROUP

What is RPA?

Is it kind of like a Macro?

- A macro is an automated input sequence that imitates keystrokes or mouse actions

- A macro is typically used to replace a repetitive series of keyboard and mouse actions

- Macros are common in spreadsheet and word processing applications like MS Excel and MS Word

- Macros are NOT RPA

What is RPA?

Macros vs. RPA – as lopsided as the Katy Perry vs. Taylor Swift Feud

▪ **MACRO** – a macro is a short sequence of code that performs a single task. Common macros include keyboard and mouse shortcuts and text substitutions.

▪ **SCRIPT** – general term for a sequence of computer code that performs a series of tasks

▪ **RPA** – beyond scripts and macros, robotics can respond to external stimuli and have their functions reprogrammed. They can decide when to execute macros appropriately.

Like Macros (Loser)

Like RPA (Winner)

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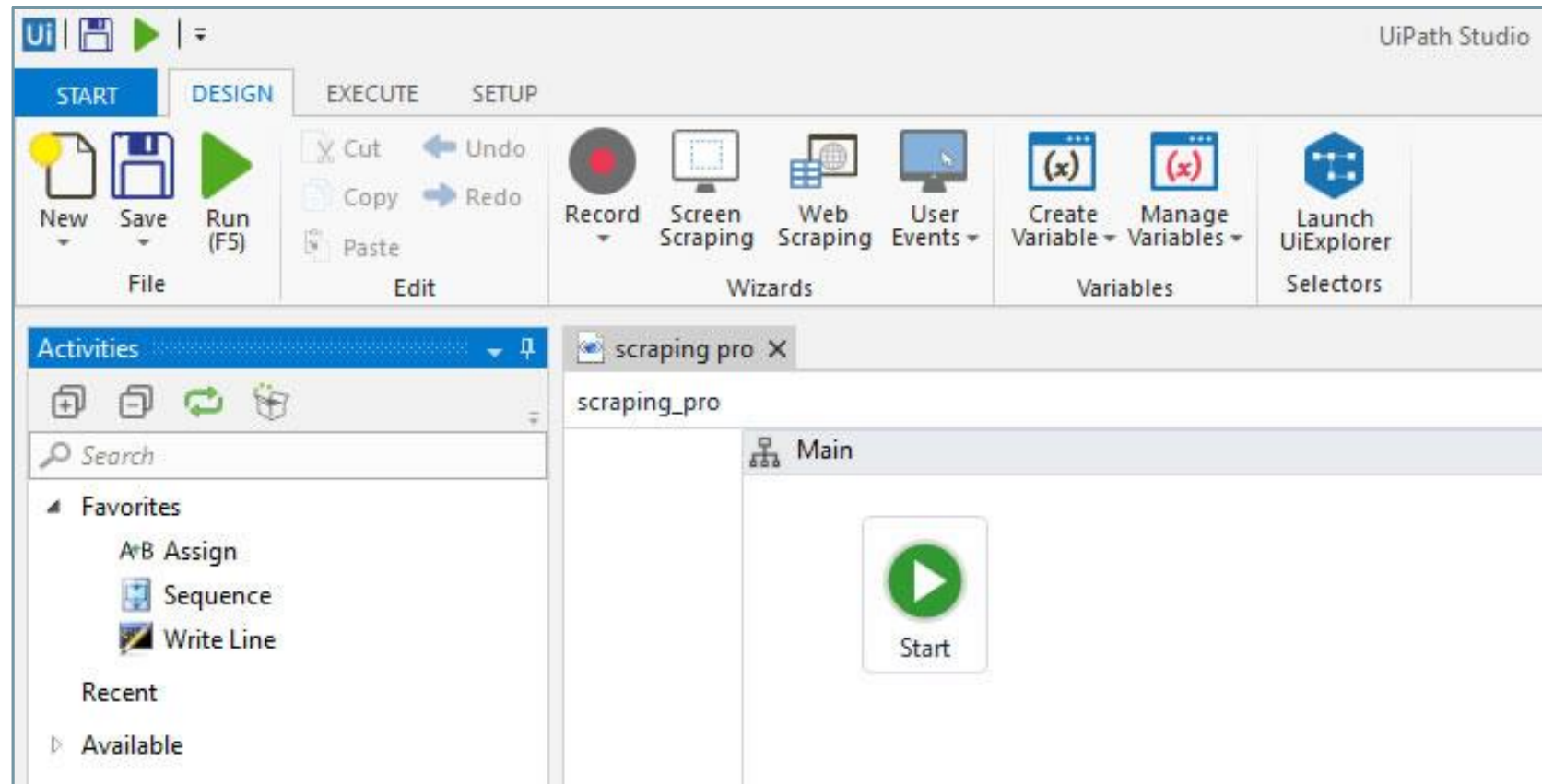# What is RPA?

RPA Graphical User Interface (GUI)

GUI is:

- a support tool for screen scraping, automated testing, automated data entry, application integration, and content migration

- It can act as the last resort when dealing with legacy apps that offer no other API

- It enables users to easily automate tedious and repetitive tasks

- It enables very fast programming capabilities and reduces barriers to entry

What is RPA?

RPA Graphical User Interface (GUI)

What is RPA?

Processes to Target

- Mature and Stable

- High Volume

- Lots of Manual Effort

- Lots of Time

- Multiple Software Applications

- Low Exception Rate

- Highly Rules-Base

- Readable Text Format

What is RPA?

Target Use Cases for RPA Transformation

- Automated Data Entry

- Application Monitoring

- Repetitive Tasks

- Process Reconciliation

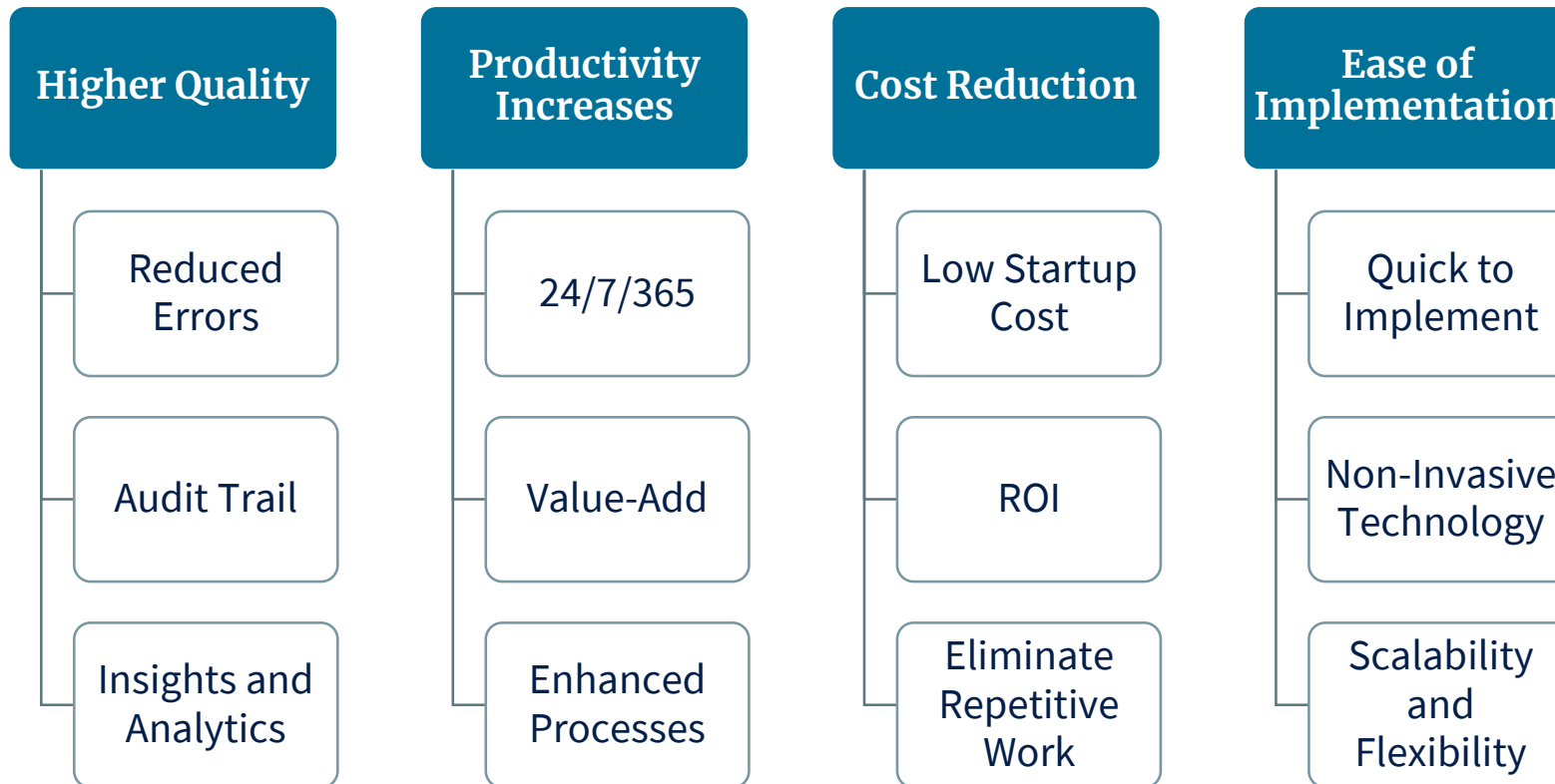- Data Validation
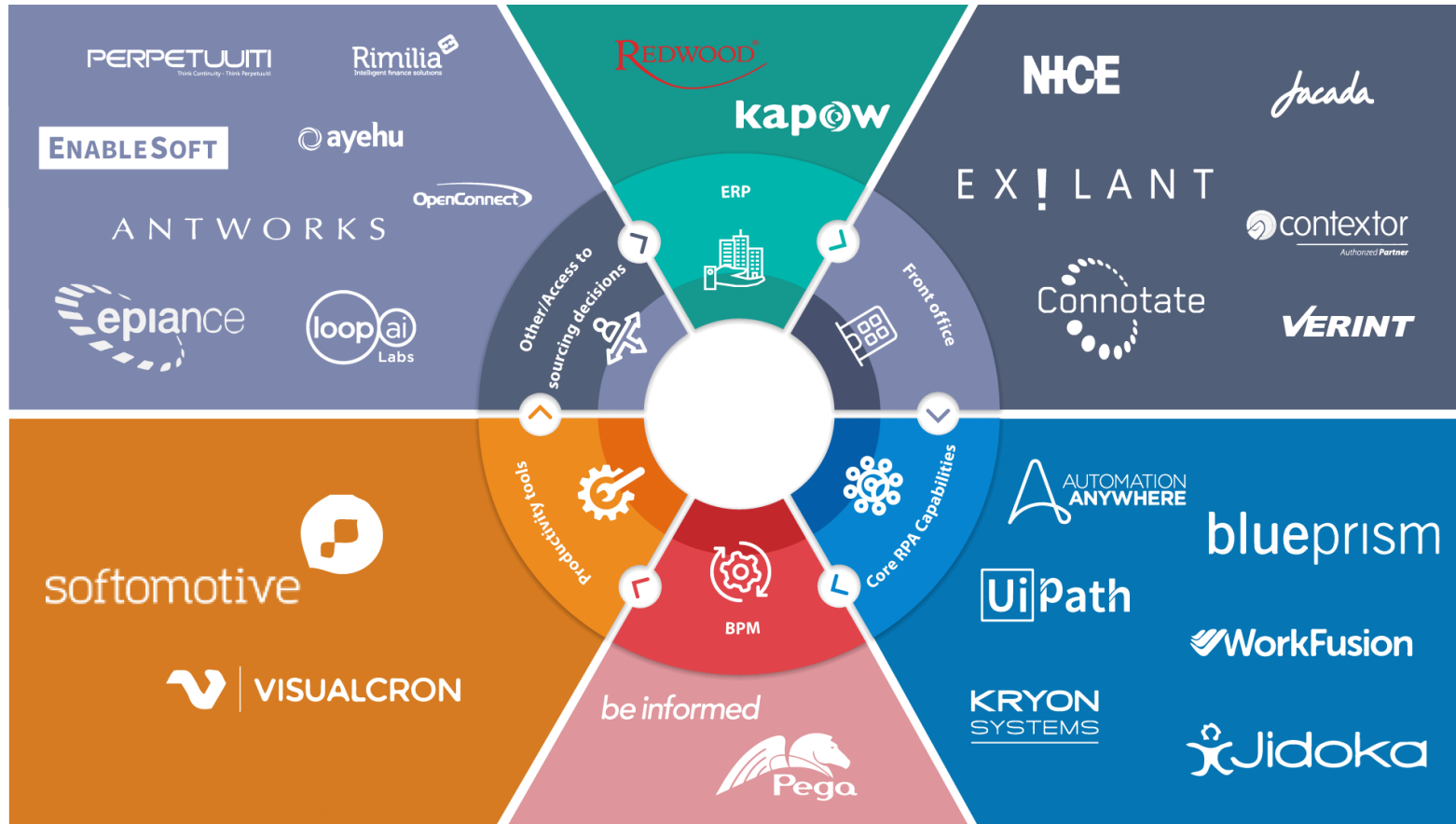
- Processing Business Rules

What is RPA?

AutoMate RPA

What is RPA?

Benefits of RPA

Higher Quality	Productivity Increases	Cost Reduction	Ease of Implementation
Reduced Errors	24/7/365	Low Startup Cost	Quick to Implement
Audit Trail	Value-Add	ROI	Non-Invasive Technology
Insights and Analytics	Enhanced Processes	Eliminate Repetitive Work	Scalability and Flexibility

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What is RPA?

Major Players in the Space

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RPA, Oracle and EPM

Where does RPA exist today?

Oracle "IPA" vs. RPA

- Intelligent Process Automation – less used term today then it was a year ago

Oracle Integration Cloud + UI Path

- Oracle Integration Cloud offers process automation capabilities – Oracle is doing RPA today

- When the target application you are trying to integrate does not offer APIs, Oracle Integration Cloud via a co-selling agreement with UiPath (leading RPA vendor in the market) allows creating Robot-based transactions that replay the user interaction via the application user interface.

- These transactions encapsulated and executed by a UiPath Robot can be triggered at any step/activity of a business process.

- Robotic Process Automations can be simply recorded and generated with the RPA Designer called UiPath Studio.

- These Robots in turn are deployed to an Oracle specific UiPath Orchestration Cloud Edition (managed service) where an administrator can configure how these Robotic Process Automations can be executed by Robots replaying the transactions.

Robotic Process Automation (RPA)

Used in the Wild – 10 Practical Examples

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10 Real World Use Cases

Will the real RPA please stand up?

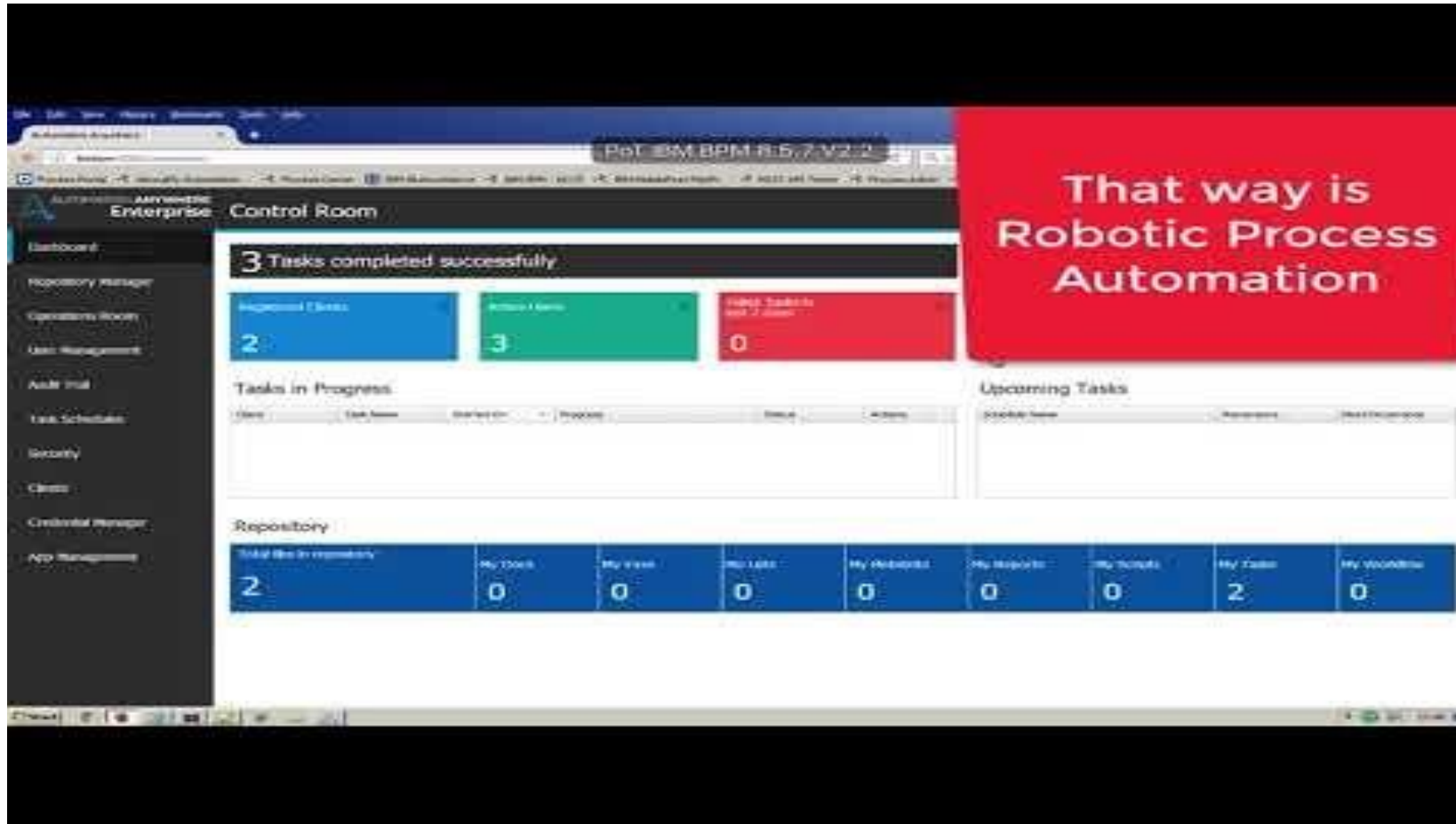# 10 Real World Use Cases

#1 – Accounts Receivable Processing

- Automating credit approvals

- Performing customer maintenance

- Completing order processing

- Completing cash receipts processing

- Delivering late notices via email

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10 Real World Use Cases

#2 – Data Entry

10 Real World Use Cases

#3 – ERP and EPM Journals

- Creation of reoccurring monthly journal entries

- Leveraging pre-populated journal templates

- Direct and automatic posting into ERP's

- Performing journal validations against approval requirements
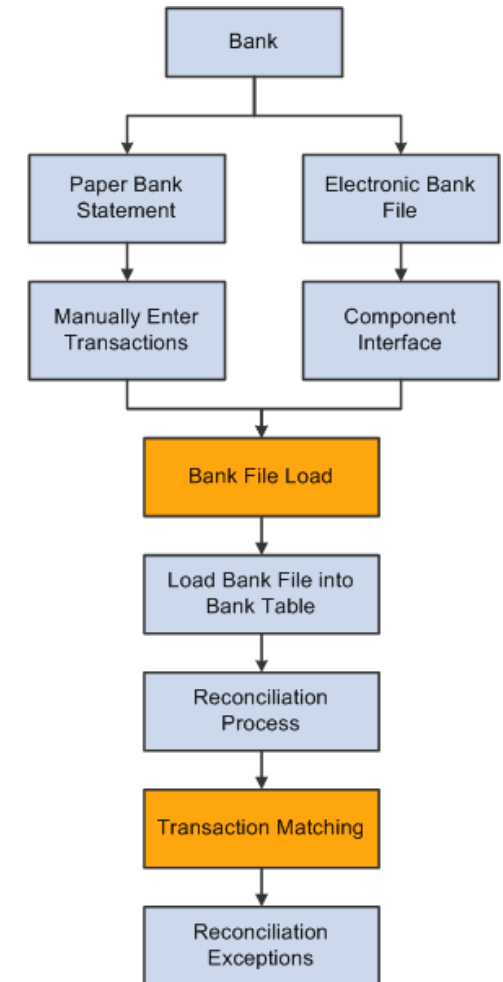
10 Real World Use Cases

#4 – Reconciliations – Bank and Account Recs

- Bank Reconciliations

  - Automating the retrieval of bank statements

  - Reconciliations of balance and transactions to core finance sub-systems

  - Creating journal entries to handle issues
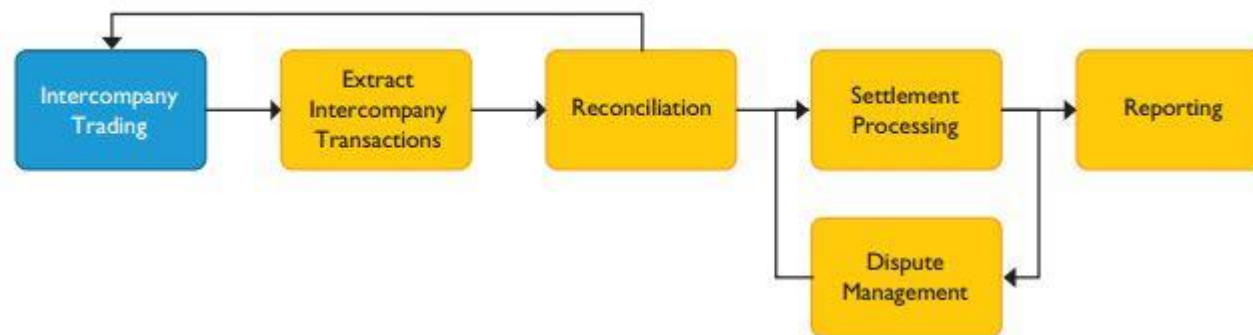
- Account Reconciliations

  - Automating integration of data into account rec templates

  - Perform data validation and basic research for exceptions

  - Creating balancing JE's to handle discrepancies
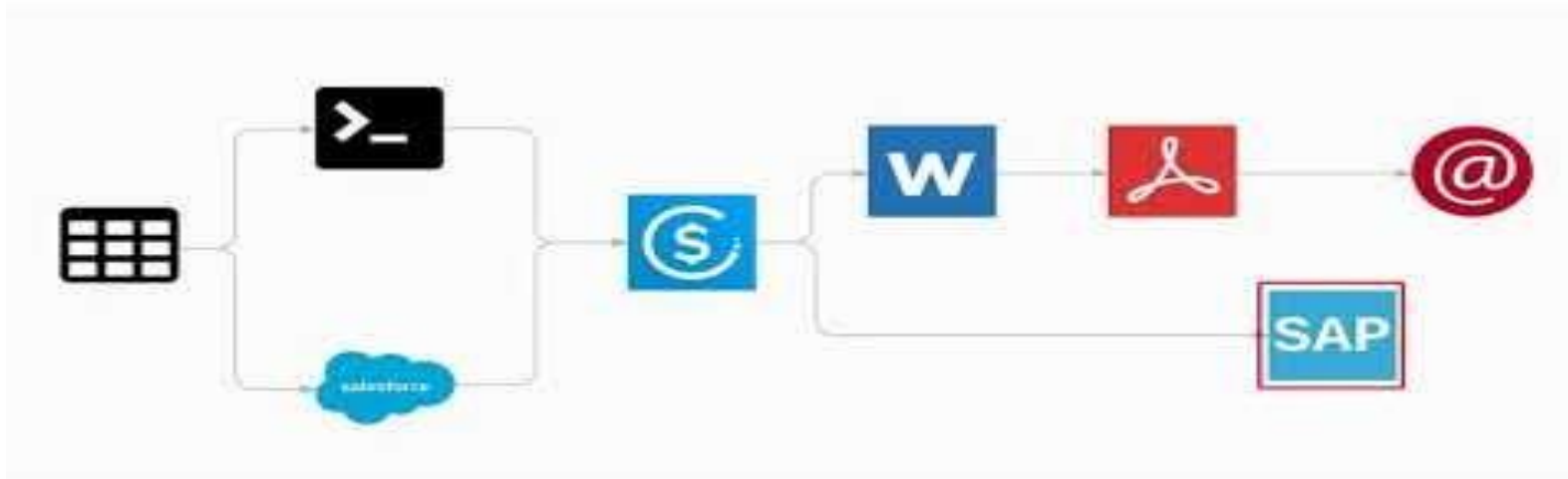
10 Real World Use Cases

#5 – Intercompany Eliminations and Analysis

- Automated checking and reconciliation of intercompany balances

- Basic research and reporting for exceptions

- Notifying partners in transactions with mismatches via email

- Creating exceptions file and email report for finance review and approval

10 Real World Use Cases

#6 – Employee Expense Management

10 Real World Use Cases

#7 – Financial Close

- Track the status of task completion across multiple systems

- Kick off close processes based on predecessor/successor relationships

- Automatically update the close calendar

10 Real World Use Cases

#8 – Financial Report Preparation and Data Visualization

- Automating the production of monthly reporting packages including:

    - System driven reports (FR Studio, etc.)

    - Smart View / Excel based reports

    - PowerPoint reporting packages

- Completing final data collection components for reporting packages from multiple software applications

- Automating the creation of supplemental schedules

10 Real World Use Cases

#9 – Financial Planning and Analysis

- Eliminating data processing and finance workflows

- Automating the pre-production of forecasts using historical and market data

- Loading pre-populated balances into the planning system

- Creating variance reports and analyzing variances

10 Real World Use Cases

#10 – Invoice/AP Processing

What's Next?

How to get started with RPA?

- Think computer tasks that are highly structured, routine, and repetitive

- Know the vendors

- Try the software (for free!!) and experiment

- Educate your workforce

- Start small, build on foundation

Let's Catch Up

Kevin Hebbel

Principal

SC&H Group

✉ khebbel@schgroup.com

📱 410-988-1350

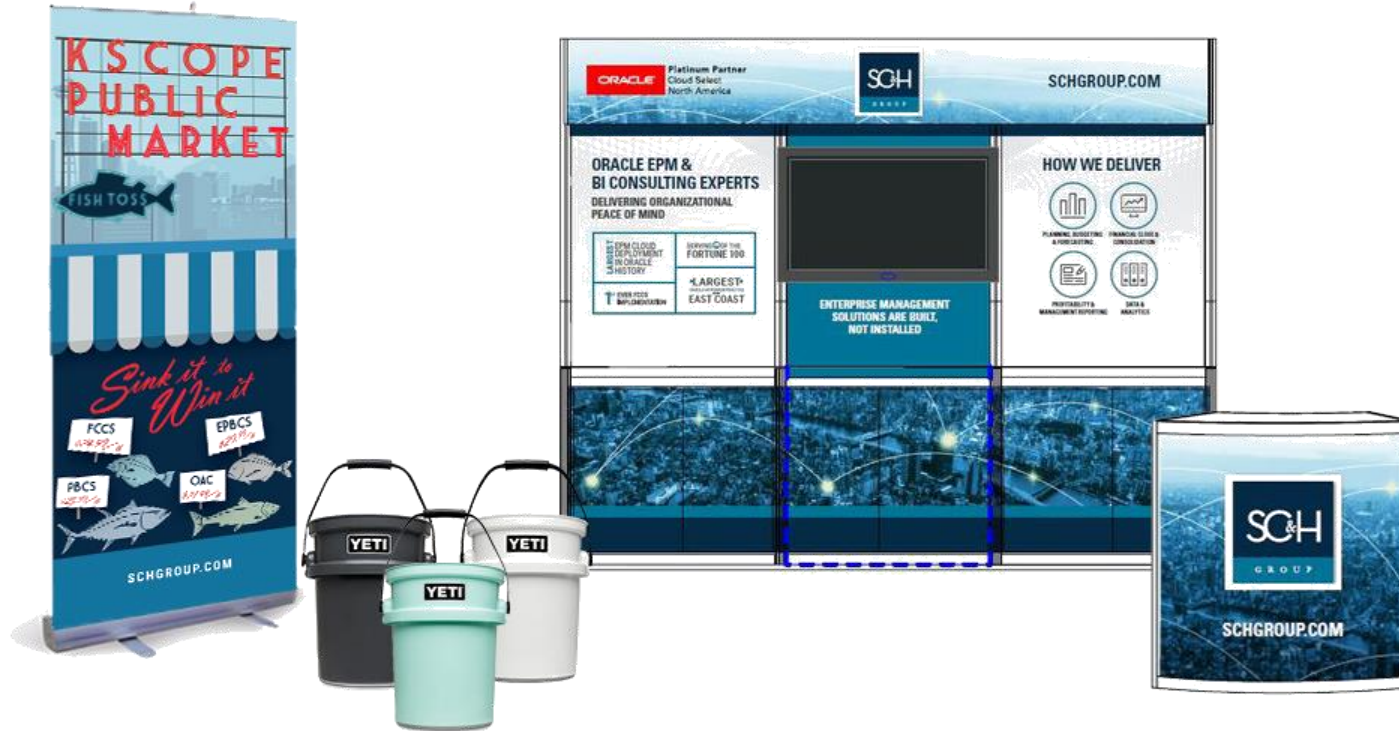POWERFUL MINDS. PASSIONATE TEAMS. PROVEN RESULTS.

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"Live" Fish Toss Contest

Make 3 Shots:
- Win Starbucks Gift Card
- Entered for Chance to Win 1 of 3 Yeti Buckets

Boat Keychains!
Swedish Fish!
Koozies!