



PROVENTA



UNIVERSIDAD
COMPLUTENSE
MADRID

Febrero 2020

Founded

1992

Industries

Telco, Banking, Insurance,
Automotive, Energy

Employees

>60 internal
>200 freelancer pool

Turnover

> € 10 Mio.

Customers



Focus

Digital Transformation
Services

Headquarters

Frankfurt am Main

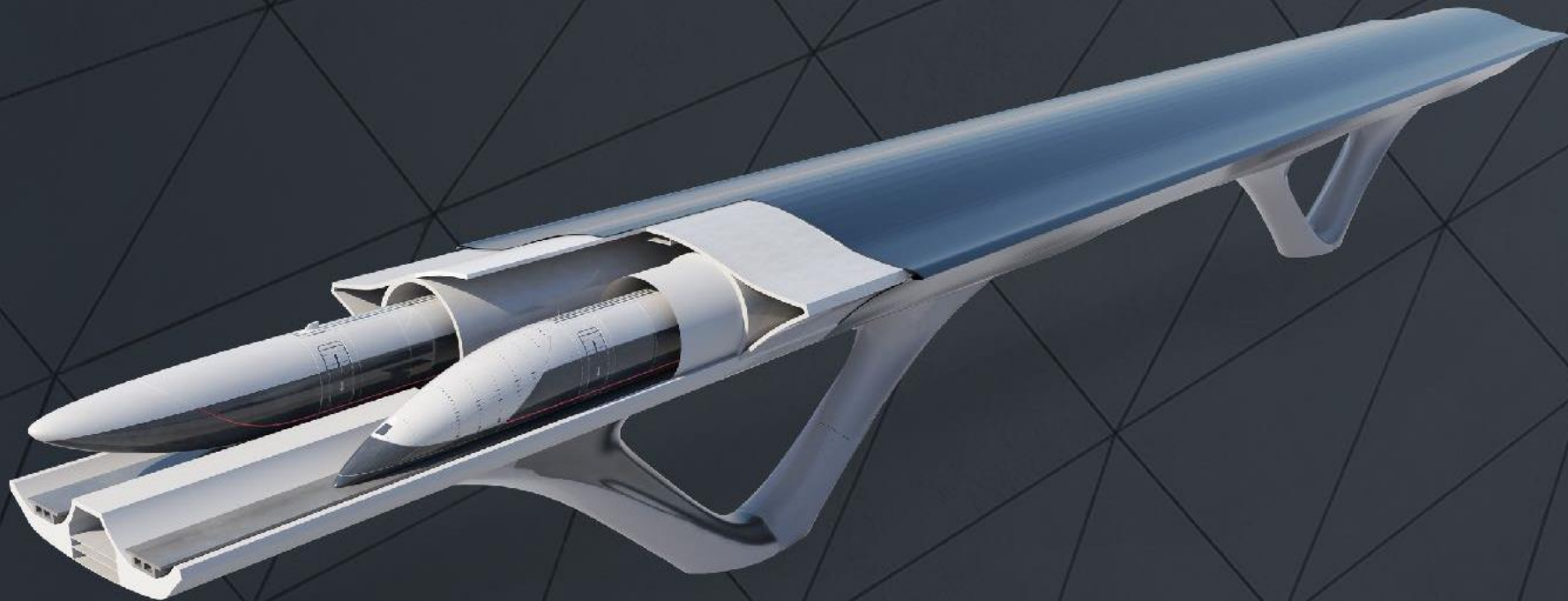
USPs

IT @ Large Enterprises
Data Expertise
Innovation Enablement

DIGITAL TRANSFORMATION FROM THE CEO PERSPECTIVE



DIGITAL TRANSFORMATION FROM THE CIO PERSPECTIVE



DIGITAL TRANSFORMATION FROM THE CFO PERSPECTIVE



DIGITAL TRANSFORMATION REALITY



DIGITAL TRANSFORMATION MANAGEMENT CONSULTING



DIGITAL TRANSFORMATION IT CONSULTING



DIGITAL TRANSFORMATION STARTUPS

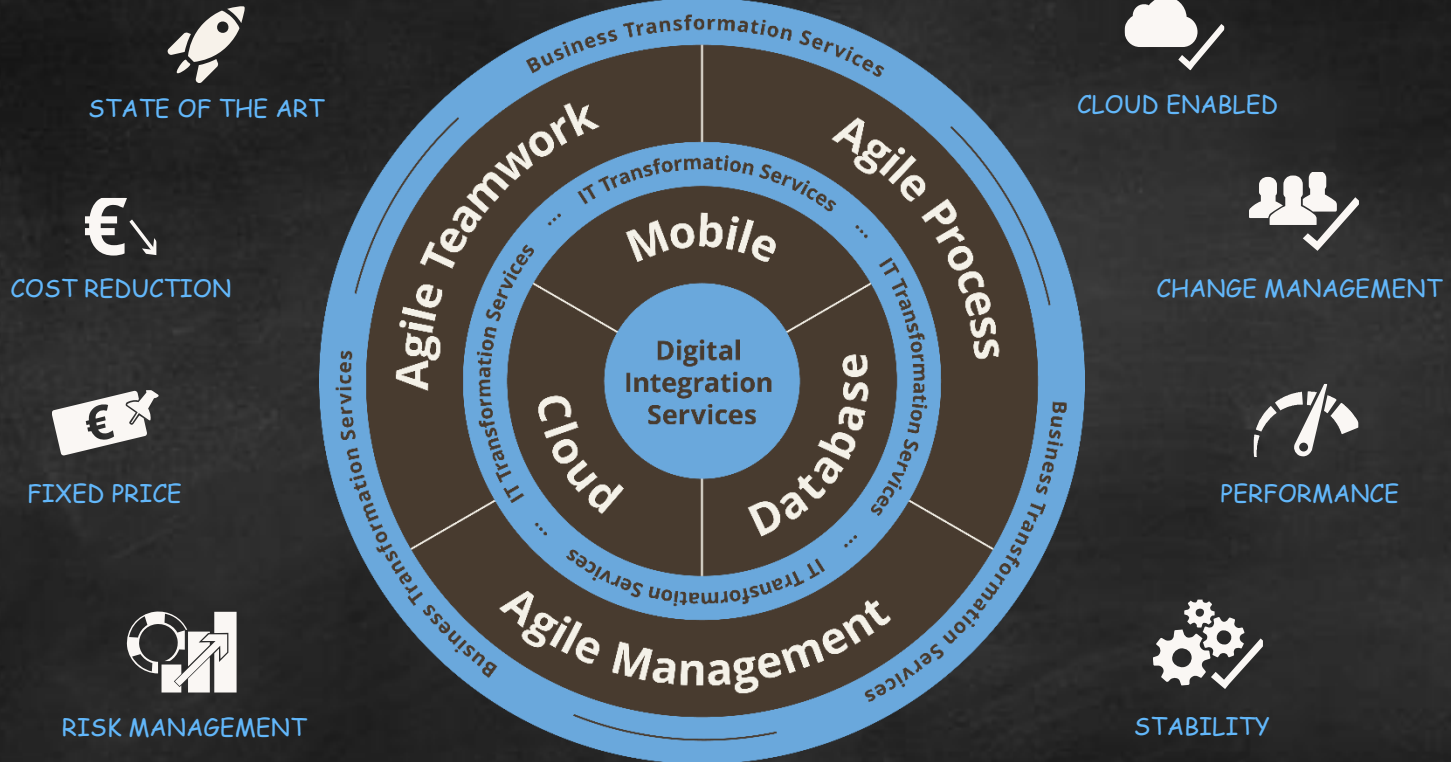


TIME FOR

SOMETHING

NEW!

DIGITAL TRANSFORMATION AS A SERVICE





AGILE TEAMWORK TRANSFORMATION



BETTER ROI



HIGH PRODUCTIVITY



FAST TIME TO MARKET



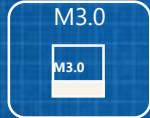
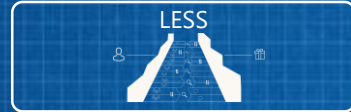
CUSTOMER ORIENTED



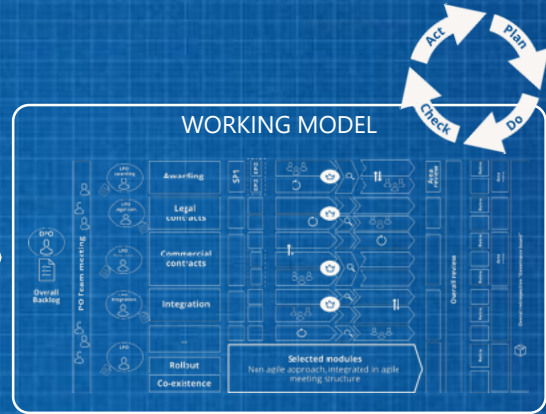
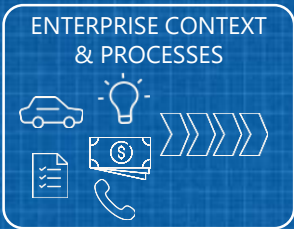
MOTIVATION



HIGH TRANSPARENZ

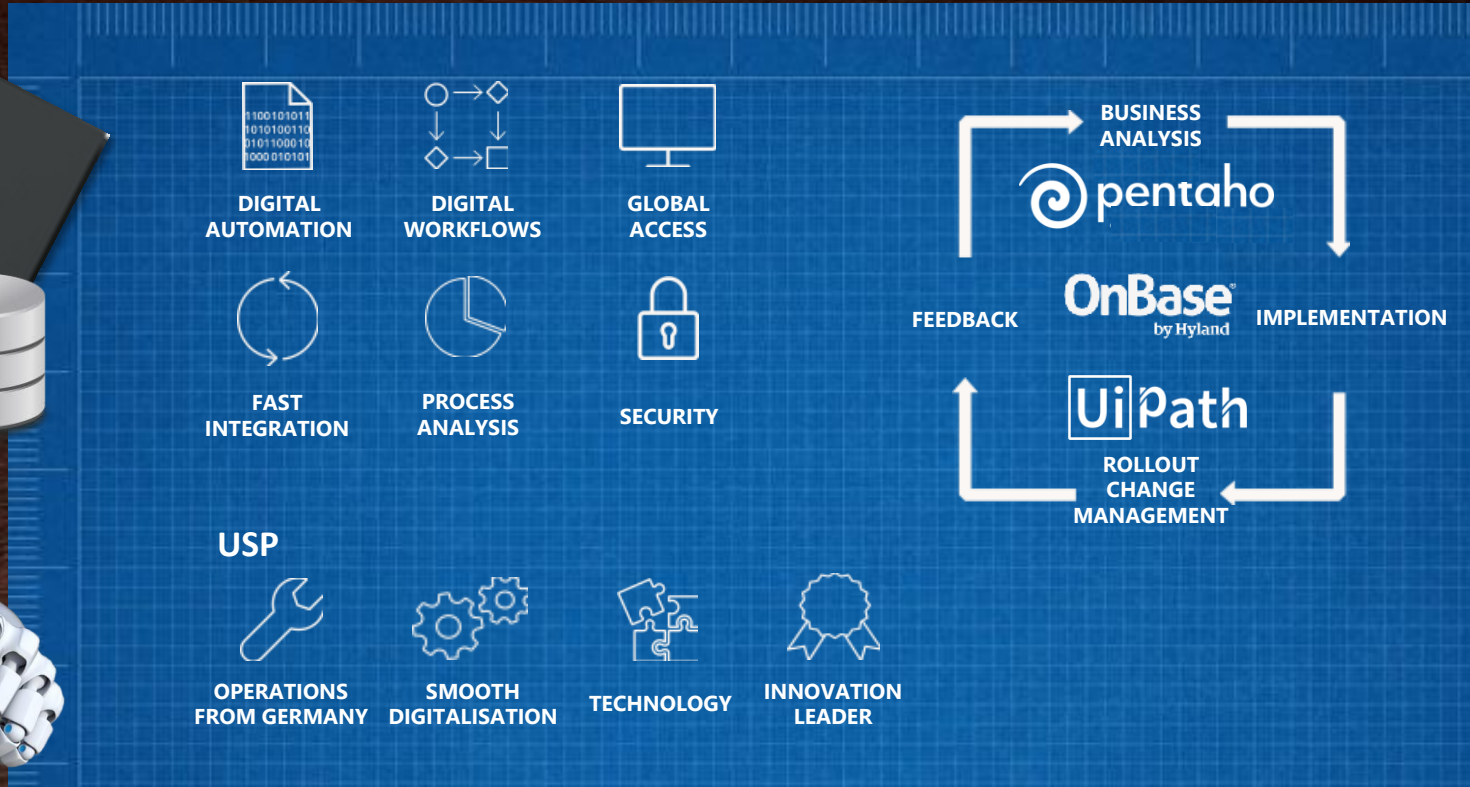


SCALED SCRUM METHODOLOGIES





AGILE PROCESS TRANSFORMATION





**Increase revenue
& lower costs**



**Improve customer
satisfaction**



**Increase employee
engagement**



**Reduce compliance
risk**

A Leader in the 2019 Gartner Magic Quadrant for Robotic Process Automation Software

UiPath achieves the highest and furthest overall position for its ability to execute and completeness of vision

UiPath believes this signals a tipping point for automation market growth and adoption

Figure 1. Magic Quadrant for Robotic Process Automation Software



Source: Gartner (May 2019)

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from UiPath. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.



A Forrester Wave Leader

Highest Scores in Current Offering, and Highest Possible Scores in Strategy and Market Presence

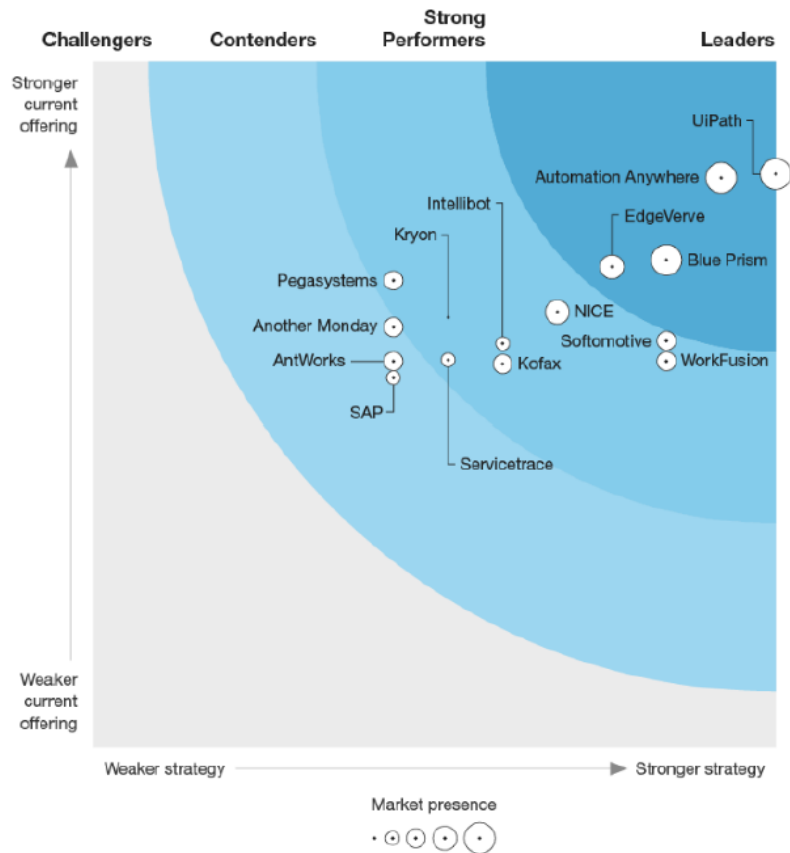
“References report that UiPath will go the extra mile to meet a client's need and cite the transparent and innovation culture as a plus.

They also applaud the low cost of getting started, the well-organized partner channel, overall product stability, and strong security.”

Source: ForresterWave™:RoboticProcessAutomation,Q42019

FIGURE 1 Forrester Wave™: Robotic Process Automation, Q4 2019

THE FORRESTER WAVE™
Robotic Process Automation
Q4 2019



What Can Automation Do for You?

Robotic Process Automation



Emulates a person by executing manual, repetitive tasks



Makes decisions based on set rules



Seamlessly integrates with existing applications

Customer Outcomes



Accelerate Benefits From Digital Transformation



Improve Customer Experience



Reduce Compliance Cost & Risk



Increase Employee Satisfaction & Engagement

What Can Software Robots Do?



Log in to any application



Connect to system APIs



Move files and folders



Extract content from documents, PDFs, emails and forms



Read and write to databases



Open emails and attachments



Scrape data from the web



Make calculations

You're in Good Company...



World's Largest Hybrid RPA Implementation



¥50B

Cost reduction by
2020

3M

Hours created by
2020

200+

Operations
automated

**Implementation
time:**

5 months

5 SIs

Accenture, EY, Deloitte,
IBM, and PwC

Compliance/risk operations

Support branch operations

Routine operation center processes

Other high-volume routine operations within
Headquarter departments

Information-gathering processes used to enhance
sales & planning

The UiPath Platform: Built for Hyperautomation

From planning to measuring your automations, everything you need in one platform



Explorer



Studio



Orchestrator



Robots



Apps



Insights

Plan

Scientifically plan your RPA implementation, powered by AI

Build

Democratize the design and testing of workflows, from the simple to the complex

Manage

Securely deploy and manage automations

Run

Robots work with your applications to carry out automations

Engage

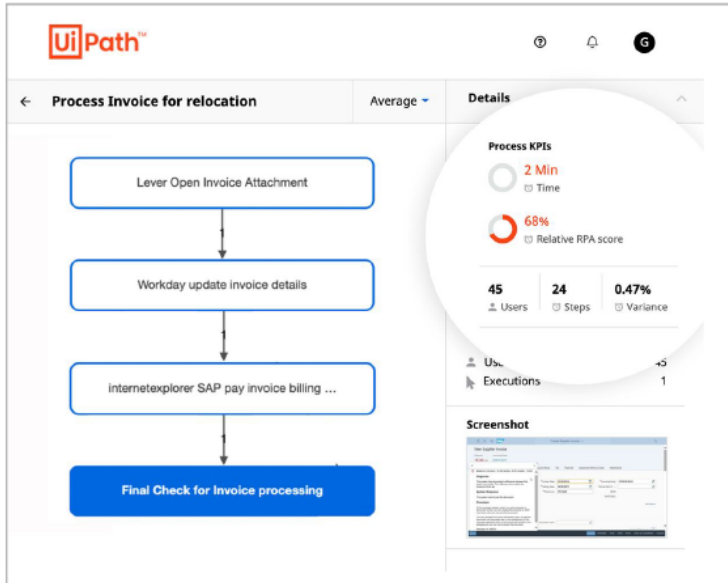
The system of engagement for humans and robots working together

Measure

Align RPA operations with strategic business outcomes with powerful, embedded analytics

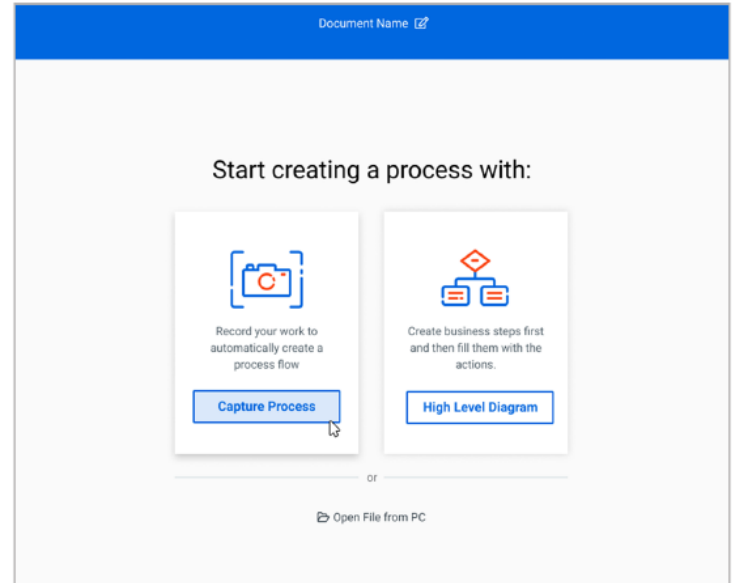
UiPath Explorer

Start with Explorer Enterprise



Use AI to uncover the best automation opportunities

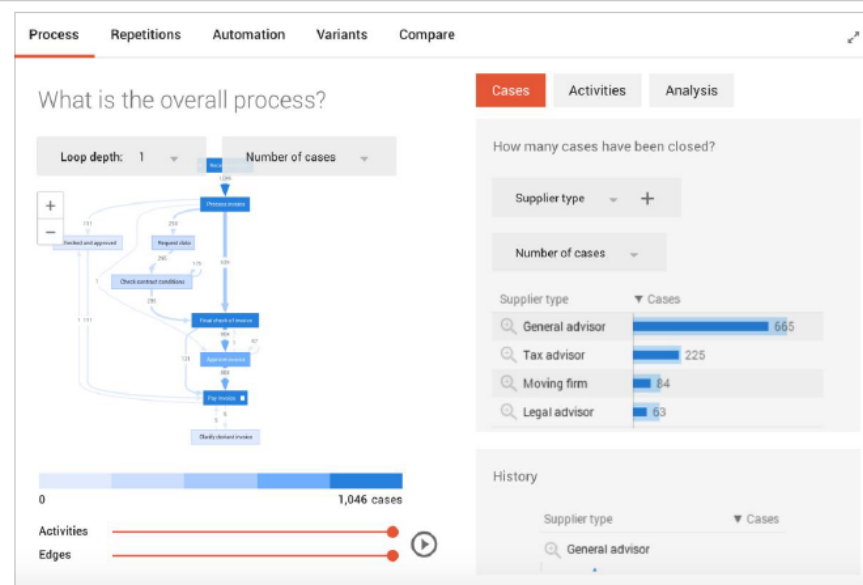
Dig deeper with Explorer Expert



Capture insights about your processes from your employees directly

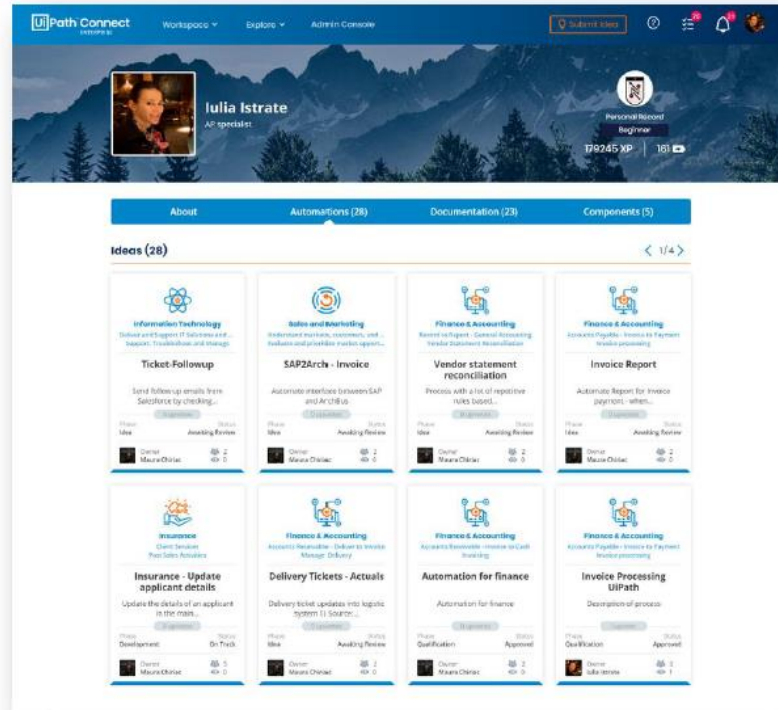
ProcessGold

- Scientifically plan your automation journey
- Continuously analyze and monitor back-end process data to identify automation opportunities.
- Increase the visibility of your business processes by bringing together back-end and transaction log data from various IT systems into a single visualization



UiPath Connect Enterprise

Manage your automation pipeline, store documentation/components, calculate ROI, and report on performance with a cloud-based automation lifecycle management tool



UiPath Studio

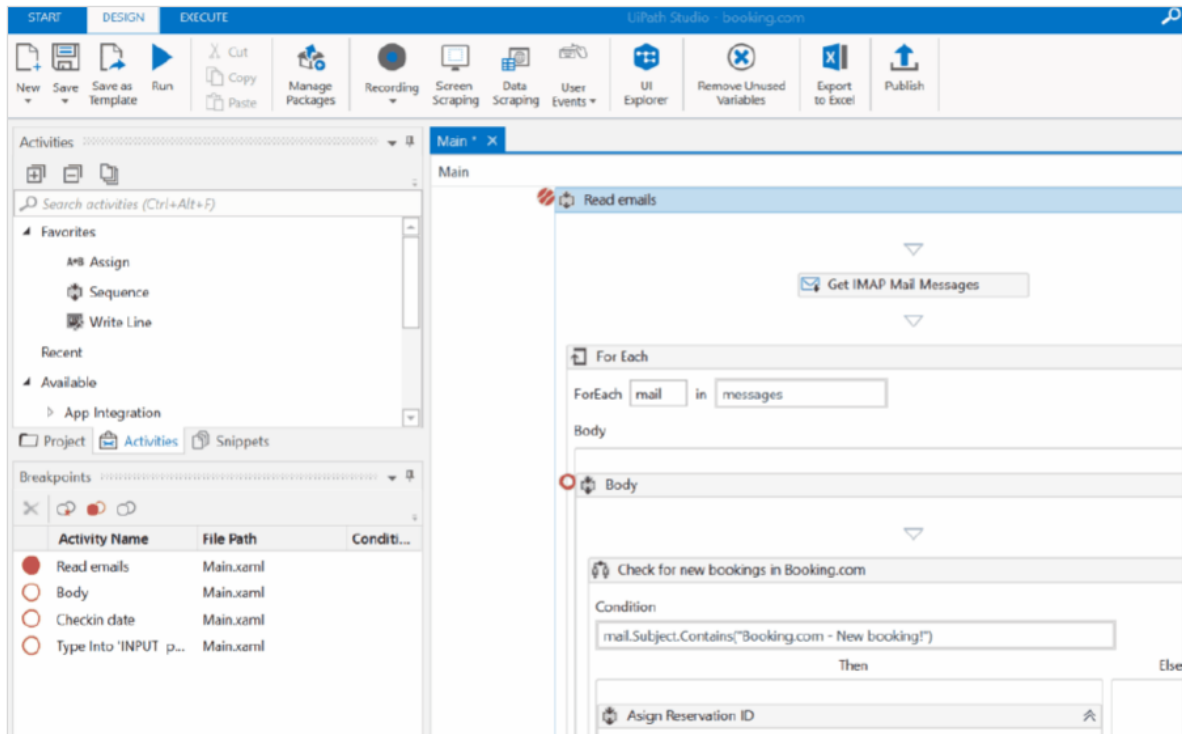
Visually design your automations

StudioX – For Business Users

Studio – For RPA Devs

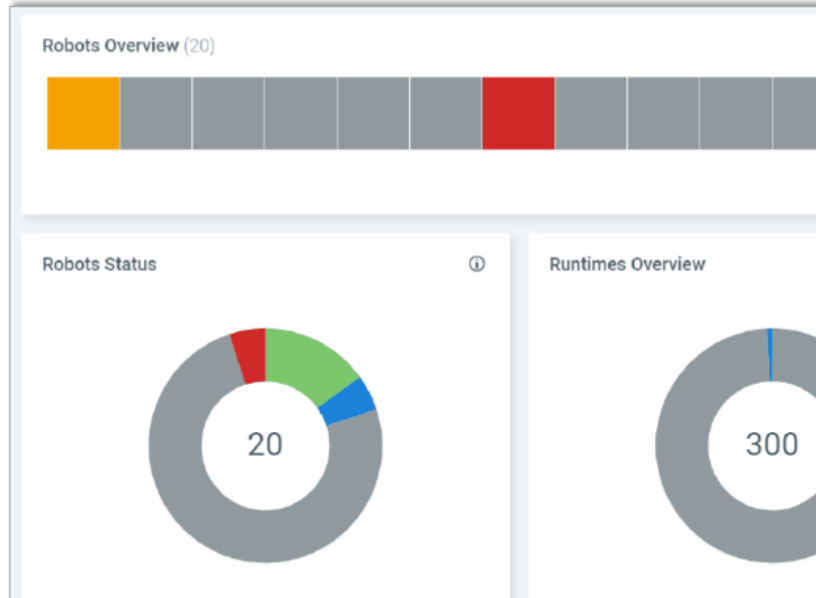
Studio* – For testing automation

* Coming Q12020 in Preview



UiPath Orchestrator

Securely control, manage, and monitor your global digital workforce. Deploy it how you want.



On-Premises



Private Cloud



Public Cloud



UiPath Cloud



UiPath Apps

Bring a human in the loop to automate more work from start to finish through seamless human-robot collaboration

The screenshot displays the UiPath Tasks application interface. The top navigation bar includes the UiPath logo, 'Tasks', and 'Task Catalogs'. The main content area shows a list of tasks with columns for Status, Priority, Task ID, Title, Catalog, Created, and Assigned To. A modal window is open for 'Task 411: Validate Claim Data', showing a 'Claim' form with fields for PolicyNumber, PatientName, PatientAddress, and ClaimAmount. A context menu is visible over the 'Assigned To' column, showing options like 'Assign to self and Open', 'Open', and 'Assign'.

| STATUS | PRIORITY | TASK ID | TITLE | CATALOG | CREATED | ASSIGNED TO |
|------------|----------|---------|-------|---------|---------|-------------|
| UNASSIGNED | Critical | 514 | | | | |
| PENDING | Critical | 517 | | | | |
| PENDING | Critical | 518 | | | | |
| COMPLETED | Critical | 509 | | | | |
| COMPLETED | Critical | 511 | | | | |
| COMPLETED | Critical | 512 | | | | |
| COMPLETED | Critical | 513 | | | | |
| COMPLETED | High | 510 | | | | |
| COMPLETED | Medium | 515 | | | | |

Task 411: Validate Claim Data

Claim

PolicyNumber: 123456789012345678901234567890

PatientName: JOSEPH CRUIZ

PatientAddress: 5529 APRICOT STREET APT #123-878

ClaimAmount: \$5000000

Comments:

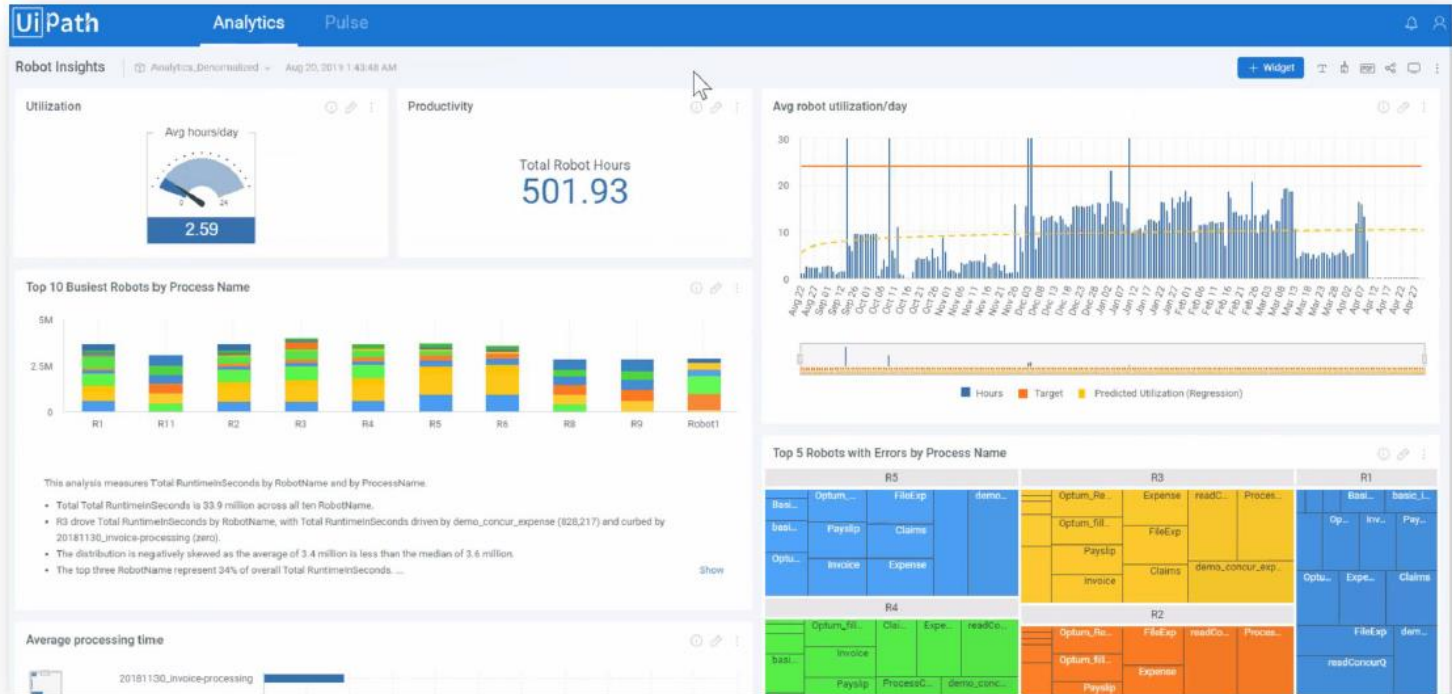
Approve Reject

Assigned To: admin, admin, admin, admin, admin, jrelaq5lcs



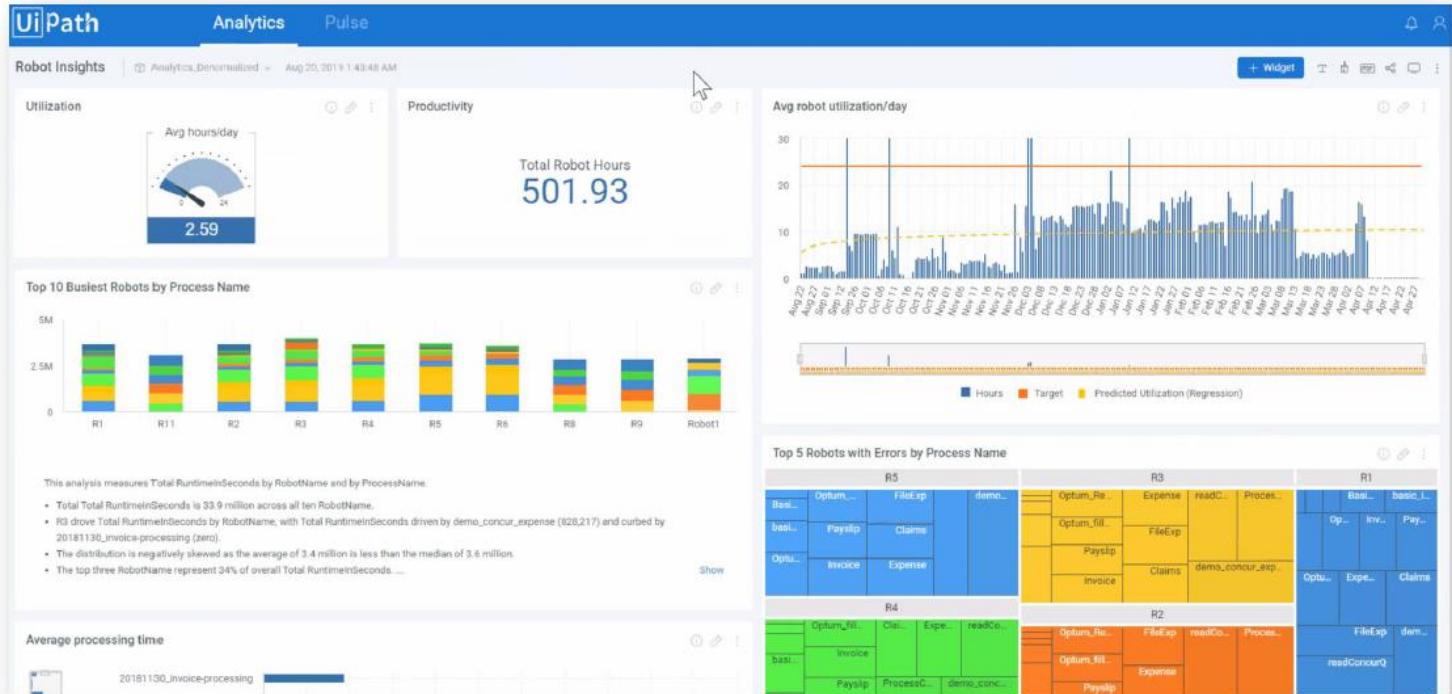
UiPath Insights

Measure and analyze how your robots and your processes perform

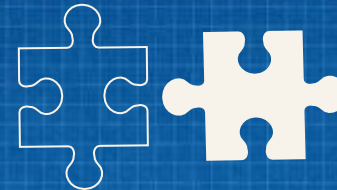
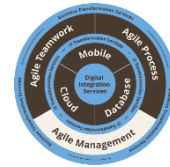


UiPath Insights

Measure and analyze how your robots and your processes perform



AGILE MANAGEMENT TRANSFORMATION



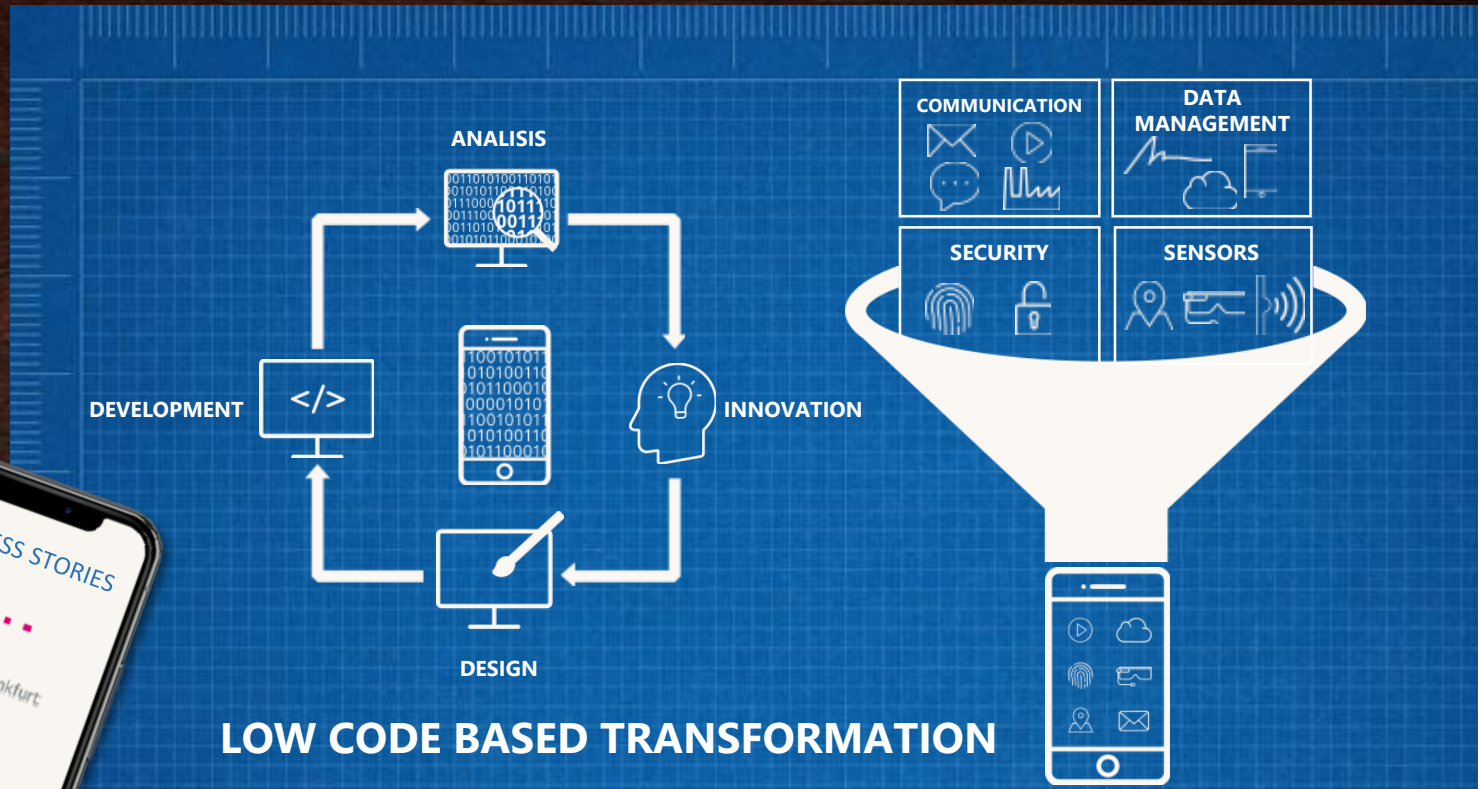
CLASSICAL BI

REAL TIME BI





MOBILE TRANSFORMATION



LOW CODE BASED TRANSFORMATION

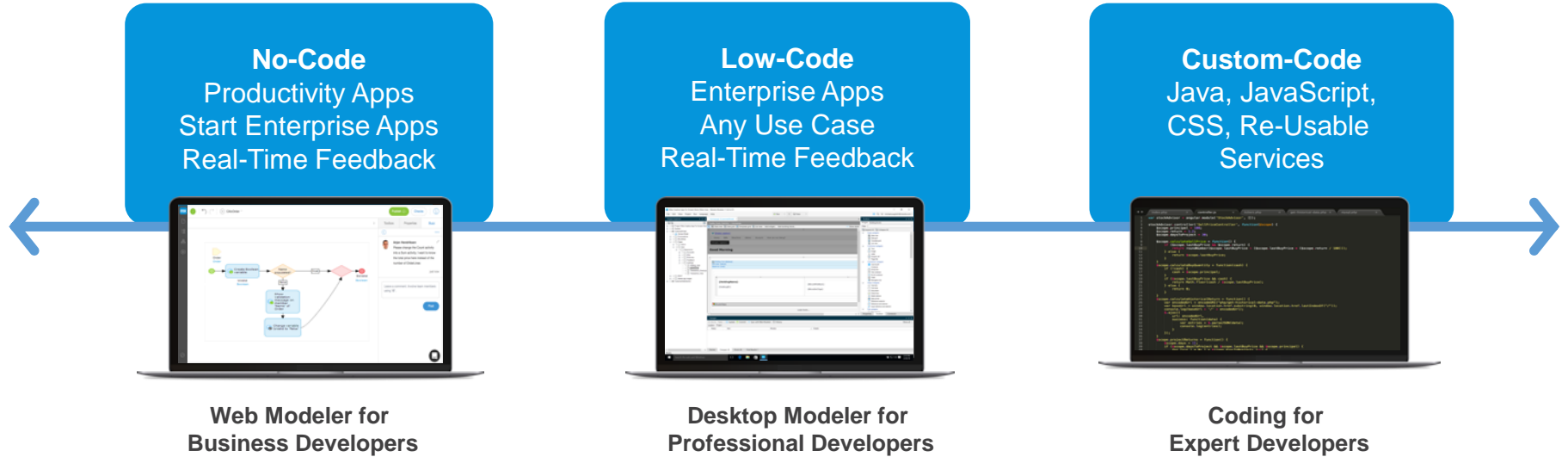


MOBILE TRANSFORMATION



MENDIX UNLOCKS YOUR ORGANIZATION'S POTENTIAL

Visual development simplifies and provides a common language for business and IT



**Any App,
Any Device**



Common Model



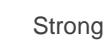
Real-Time Collaboration



Full Application Lifecycle Support



Governance, Control, Re-use



Strong Ecosystem

Unprecedented time to value

Mendix is 10x faster than traditional development



Model Data, Logic, and UX

Visual modeling is faster (it just is)



Iterate Rapidly

Stop agonizing over requirements



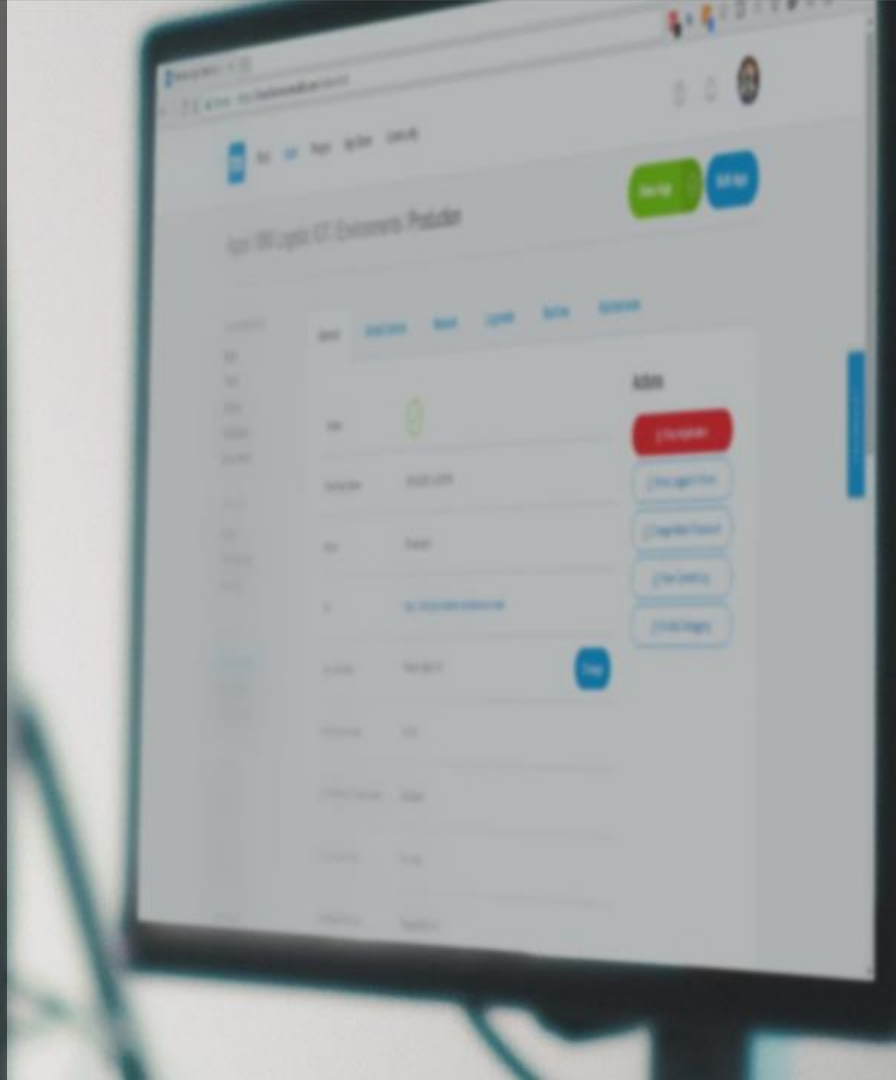
Deploy to the cloud with a single click

No **time** waiting for environments to be provisioned



Maximize reuse

Leverage app store building blocks or create your own



True collaboration

Delivering solutions that meet business needs



Directly Involve Business Users

Engage experts and stakeholders throughout the entire process



Apply Design Thinking

Keep user needs front and center



Leverage Citizen & Professional Developers

Empower **business experts** to bring their ideas to life

Embedded Control

Drive innovation at scale without losing control



Enjoy out-of-the-box Security

Platform security is taken care of



Configure self-service HA & Scalability

Mendix apps scale by default



Benefit from full transparency & auditability

Extensive design-time & runtime logging



Leverage Openness & Extensibility

Providing developers lower level control

Achieve
business goals
faster

Close the
capacity gap

>60%

COST REDUCTION



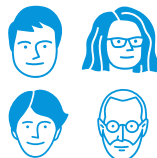
Unprecedented
Speed



True **collaboration** to build
what the business needs



**Reduce
rework** time
and cost



Use all of your
human capital

10x

Get **10 times** the number
of apps out per year



Reduce need for
open headcount



Lower cost, more
agile infrastructure

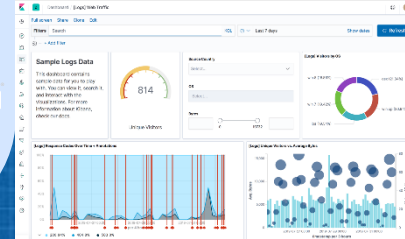
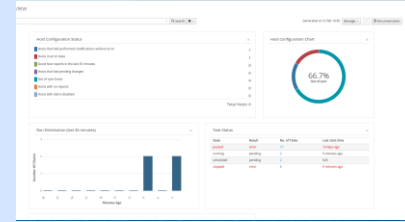
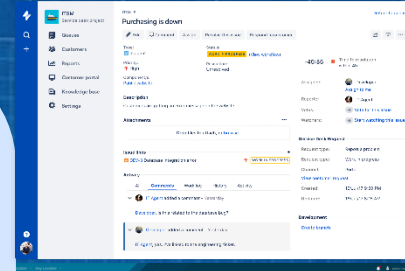
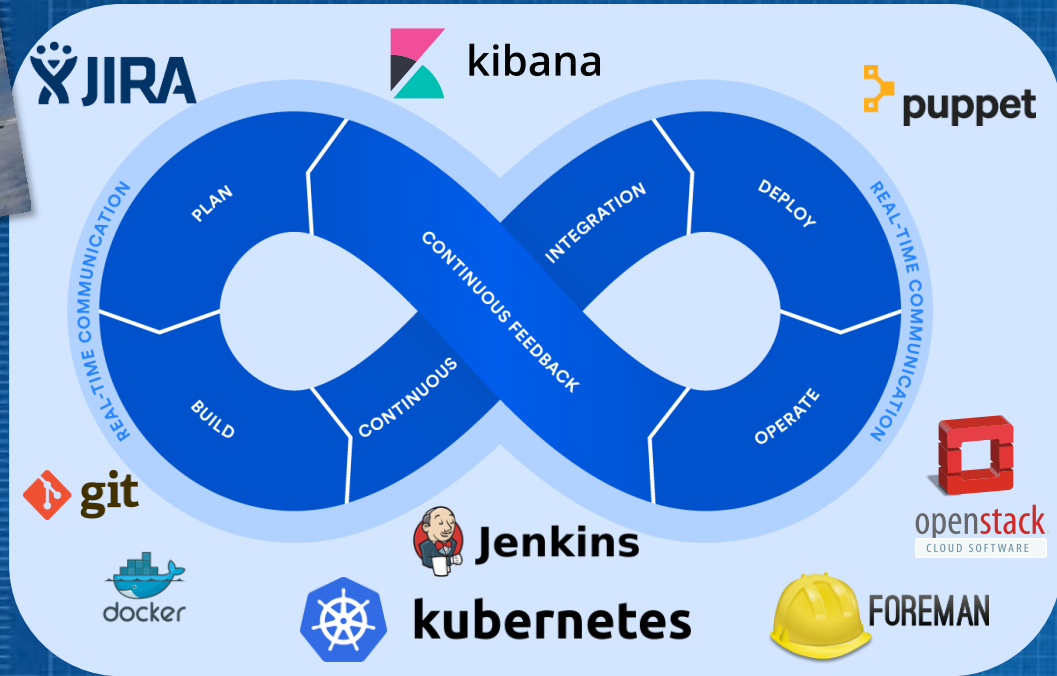


Extend or replace
legacy platforms



Embedded Control to cost
effectively innovate at scale

CLOUD TRANSFORMATION

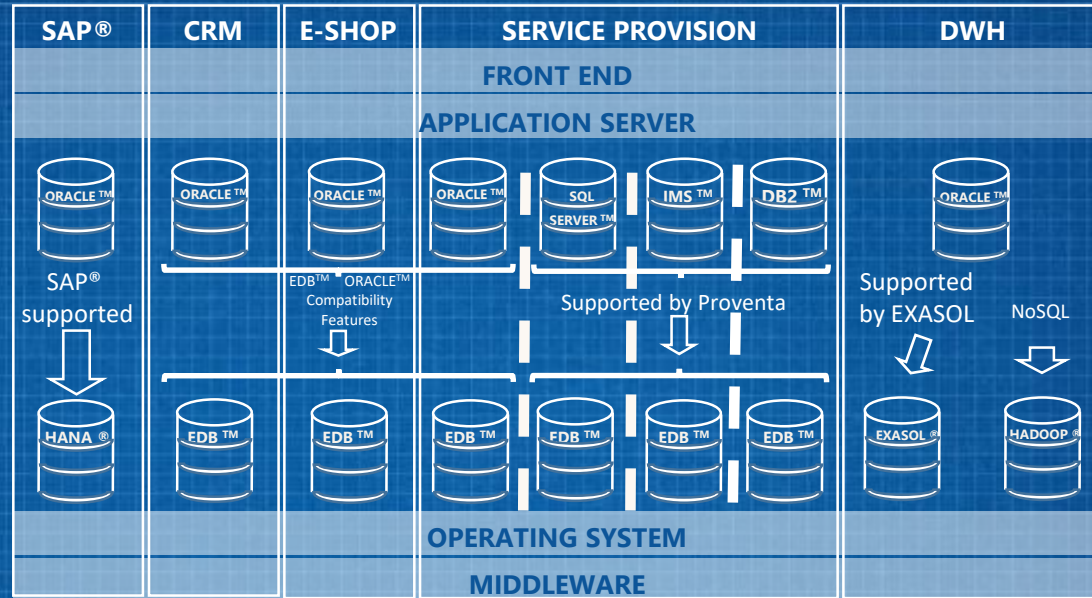




DATABASE TRANSFORMATION



*Durchschnitt pro System





DATABASE TRANSFORMATION

HOW TO ESCAPE THE VENDOR LOCK-IN

3

GOOD REASONS

FOR A DATABASE TRANSFORMATION



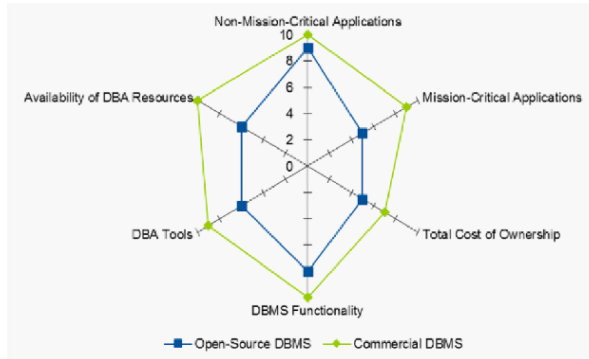
1 NEW REQUIREMENTS



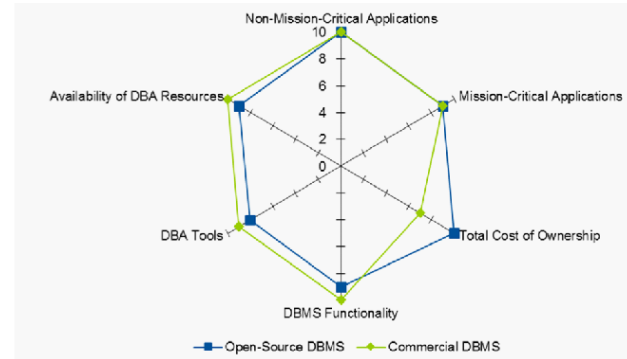
2 LICENSES



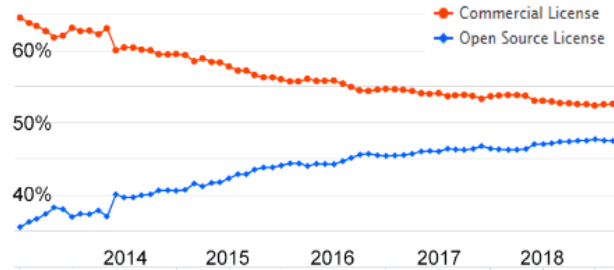
3 MATURITY OF OPEN SOURCE DB TECHNOLOGY



2009



2015



4

PITFALLS

DURING A TRANSFORMATION

VENDOR LOCK-IN



COMMERCIAL,
TECNICAL,
PERSONAL AND
LEGAL LOCK-IN



€220
BILLIONS



50%

FAILURE

6
STEPS

TO SUCCESS

1 LICENSE ANALYSIS

Analyse-Phase - Kriterienkatalog zur Auswahl von Migrationsfällen.

Unser Kriterienkatalog liefert eine strukturierte und umfassende Bewertungsmöglichkeit von Komplexität und Migrationsfähigkeit auf Datenbank- und Applikationsebene.

Datenbank

- ORACLE proprietäre Java classes
- Andere Oracle proprietäre Erweiterungen (ORACLE Forms, ORACLE full text search, Flashback)
- Fehlender Anwendungssupport für EDB Fremdsoftware
- Unsupported Packages

Datenbank

- Advanced XML Features
- Massive Parallelisierung bzw. IO
- Komplexe PL/SQL Programmierung
- Starke Performanceoptimierungen



Datenbank

- Ausgewählte Datenbanken (Best Fit) Standard DB Architektur und Technologie
- SQL Standard konform: Prozeduren, Funktionen, Pakete in PL/SQL
- OLTP, ACID konform

Applikation und Schnittstellen

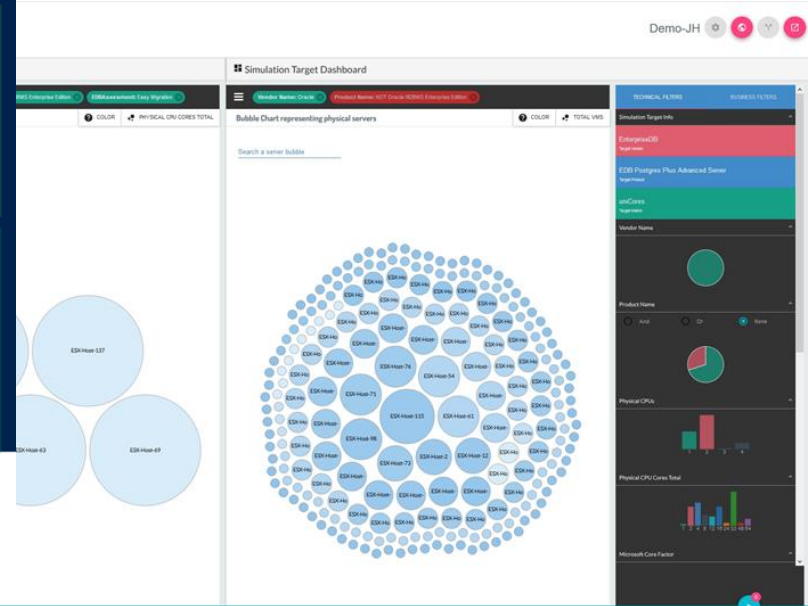
- Markübliche Schnittstellen (JDBC, ODBC, .NET) und ORM Tools (Hibernate, Spring, ..)

Datenbank

- Spatial/XML
- Erweiterte DDL und DML (SP, Trigger,...)
- Abstraktionsschichten (Views, Materialized Views)
- Erweiterte Sicherheitsfunktionalitäten

Applikation und Schnittstellen

- OCI und OCL Interface
- Oracle Erweiterungen für .NET und ODBC



2 TECHNICAL ANALYSIS

New Application

All Applications

- > Erp
- > CRM
- > DWH

- ERP Production
- ERP Systemtest
- ERP Dev1
- ERP Dev2

Application Server

Environment Type

Production

Functionality

ERP

Go Live

10.10.2006

Required Availability

99.99%

Required Database type

OLTP

Standard Software

SAP R/3

Software Vendor

SAP

Software Version

6.0

Certified for

ORACLE, MS SQL Server,SAP/HANA

Programming Languages

ABAP/4, Java

Embedded Sql in use?

No

Database Api

-

Is JDBC Parameter feature in use?

No

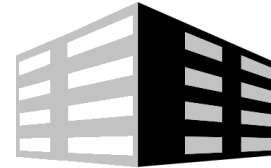
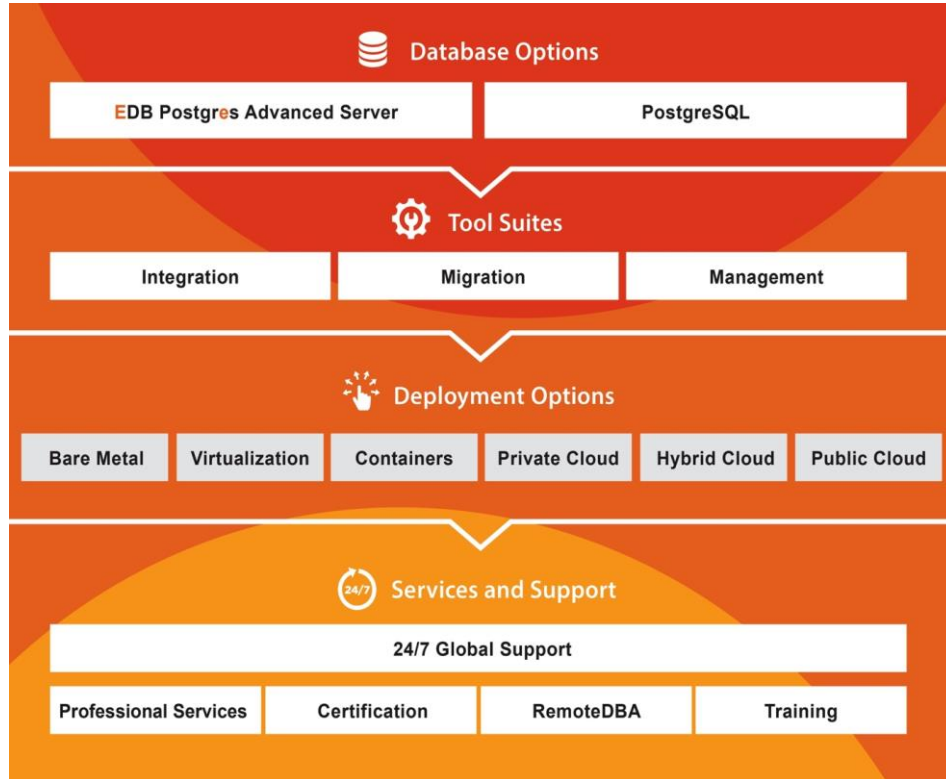
Standard Webserver present

No

Oracle Webforms in use

No

3 SOFTWARE PLATFORM



Founded in 2004

The world leader in open-source based Postgres software and services.

Number of clients > 4000

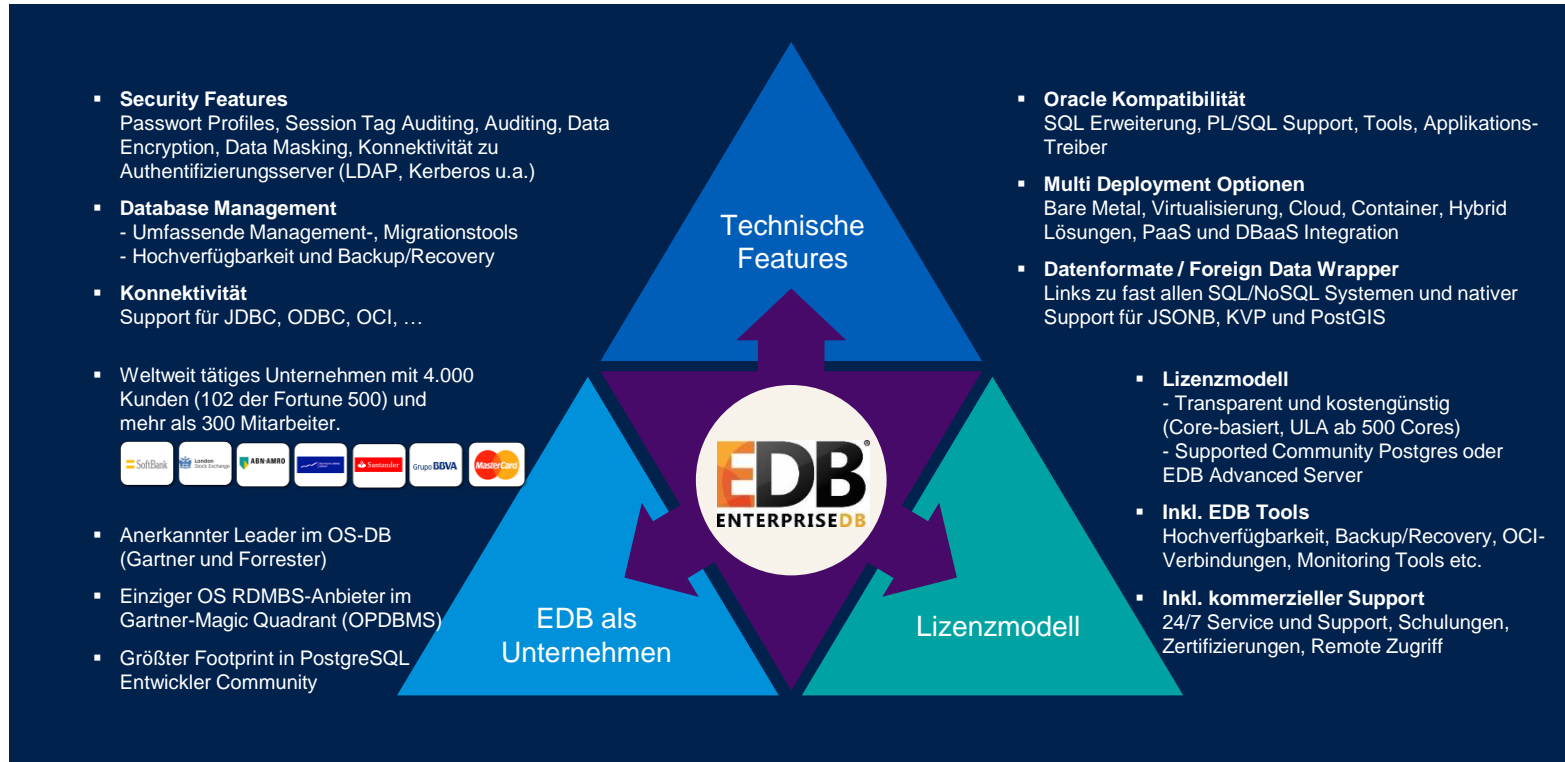
300+ employees

Offices worldwide

Leader according to Gartner and Forrester

PostgreSQL community leader

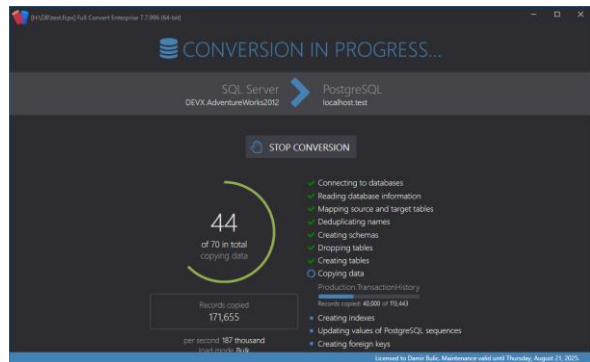
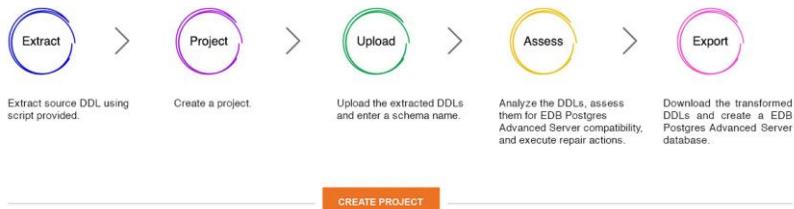
EnterpriseDB offers professional Products and Services.



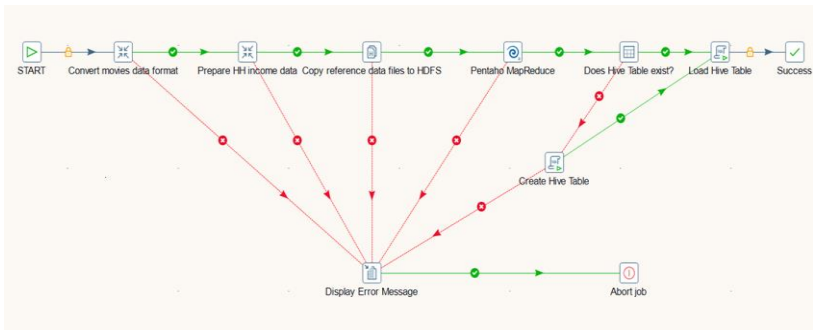
4 MIGRATION TOOLS

Welcome to the EDB Migration Portal

Easily move your Oracle, SQL Server, or other legacy databases to EDB Advanced Server.



pentaho A Hitachi Group Company **GRAPHICAL DATA INTEGRATION DESIGN**



Quest Partner Circle

SHAREPLEX BY THE NUMBERS

| | | |
|---|--|---|
| <p>#1 THIRD PARTY</p> <p>REPLICATION SOLUTION</p> <ul style="list-style-type: none"> Others in this market are platform vendors: Oracle, IBM (DB2), SAP (Sybase) Perennial independent leader | <p>1ST TO MARKET</p> <p>LEADER IN INNOVATION</p> <ul style="list-style-type: none"> Log-based Oracle replication Optimistic commit Compare/repair | <p>1 SOLUTION</p> <p>MANY USE CASES</p> <ul style="list-style-type: none"> High availability Scalability Data integration |
| <p>ROCK SOLID</p> <p>BUSINESS RESULTS</p> <ul style="list-style-type: none"> Reduce loss of revenue caused where downtime avgs \$100K/hr Single migration saved \$38 million | <p>UNRIVALED</p> <p>SUPPORT</p> <ul style="list-style-type: none"> Six-time achievement in Customer Excellence awards including last 5 years in row 95% customer satisfaction rating Net promoter score >75% | <p>PROVEN SIMPLICITY</p> <p>STREAMLINED CONFIGURATION</p> <ul style="list-style-type: none"> Coupled architecture passes process control automatically and end to end. |

5 POC

