



PROVENTA

@



UNIVERSIDAD
COMPLUTENSE
MADRID

Febrero 2020

PROVENTA AG

Founded

1992

IndustriesTelco, Banking, Insurance,
Automotive, Energy**Employees**>60 internal
>200 freelancer pool**Turnover**

> € 10 Mio.

Customers**Focus****Digital Transformation Services****Headquarters**

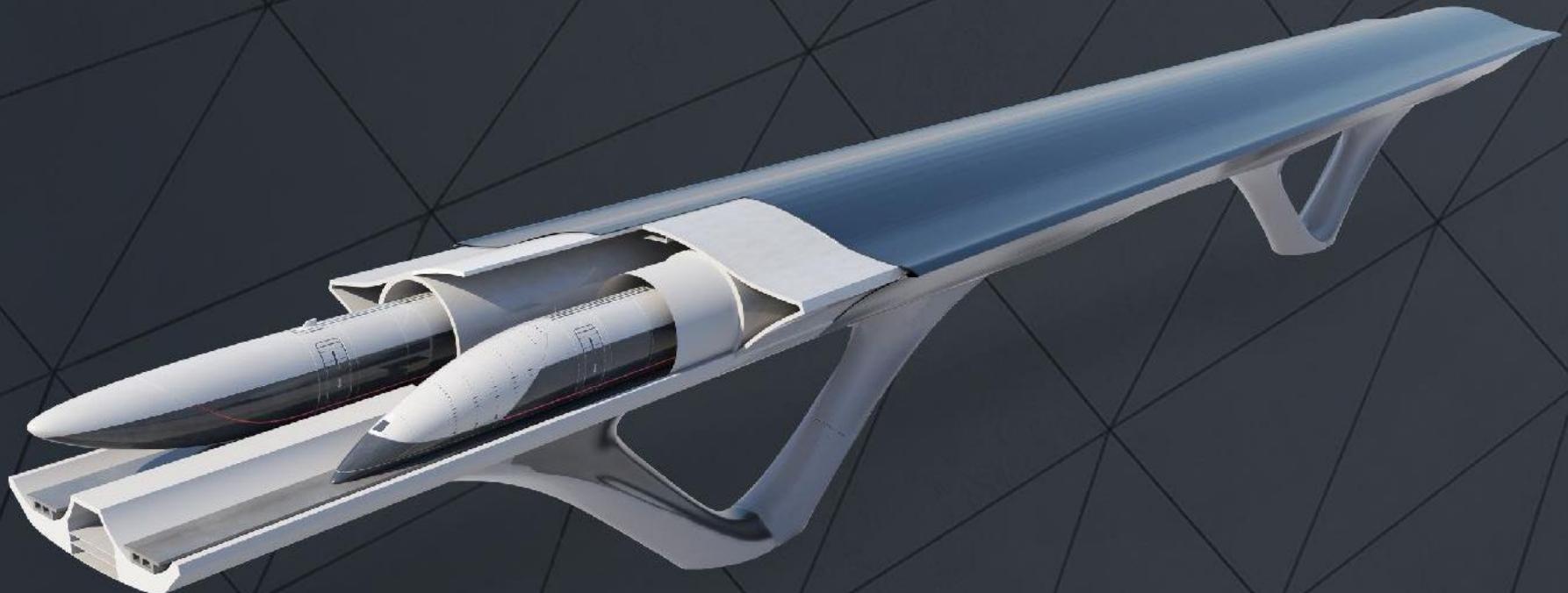
Frankfurt am Main

USPsIT @ Large Enterprises
Data Expertise
Innovation Enablement

DIGITAL TRANSFORMATION FROM THE CEO PERSPECTIVE



DIGITAL TRANSFORMATION FROM THE CIO PERSPECTIVE



DIGITAL TRANSFORMATION FROM THE CFO PERSPECTVE



DIGITAL TRANSFORMATION REALITY





DIGITAL TRANSFORMATION MANAGEMENT CONSULTING



DIGITAL TRANSFORMATION IT CONSULTING



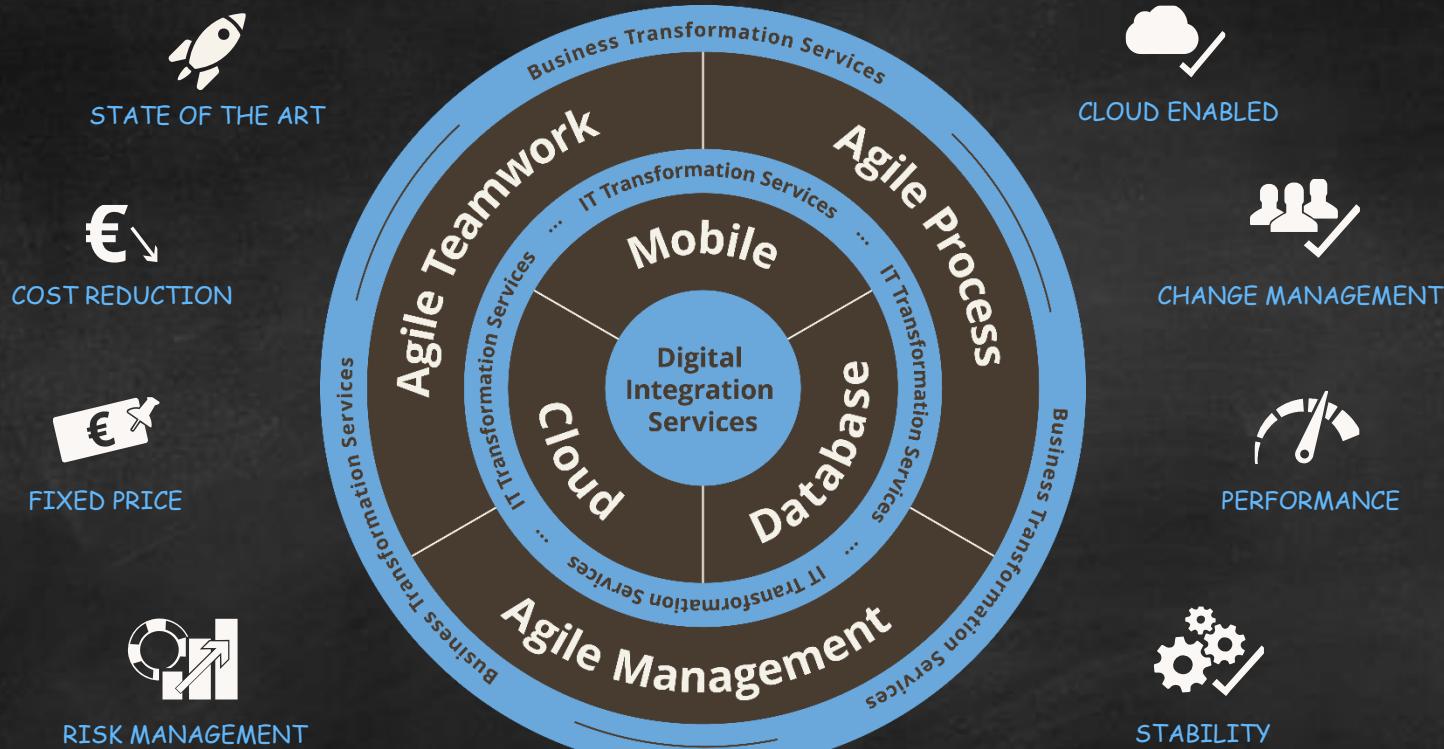
DIGITAL TRANSFORMATION STARTUPS



TIME FOR
SOMETHING

NEW!

DIGITAL TRANSFORMATION AS A SERVICE



AGILE TEAMWORK TRANSFORMATION



BETTER ROI



HIGH PRODUCTIVITY



FAST TIME TO MARKET



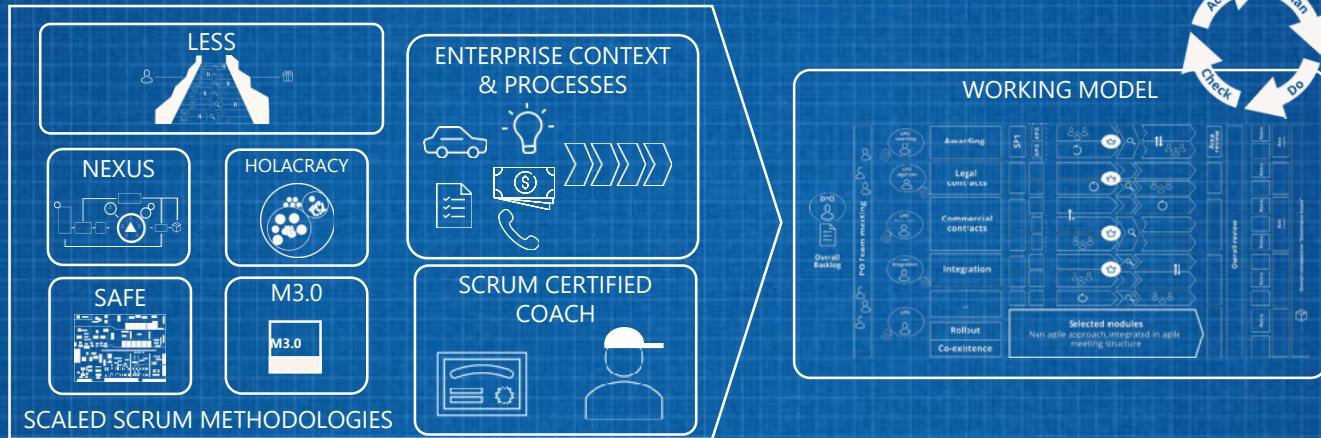
CUSTOMER ORIENTED



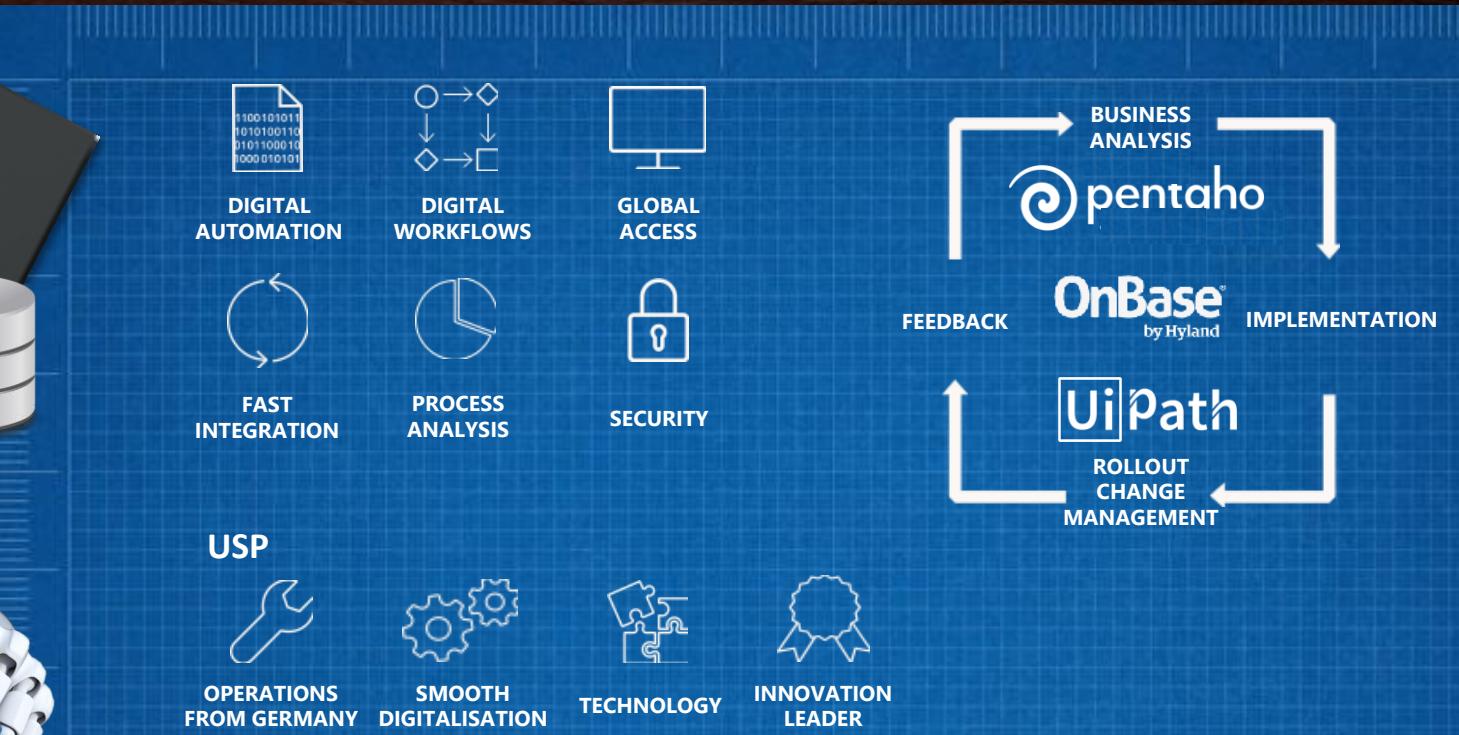
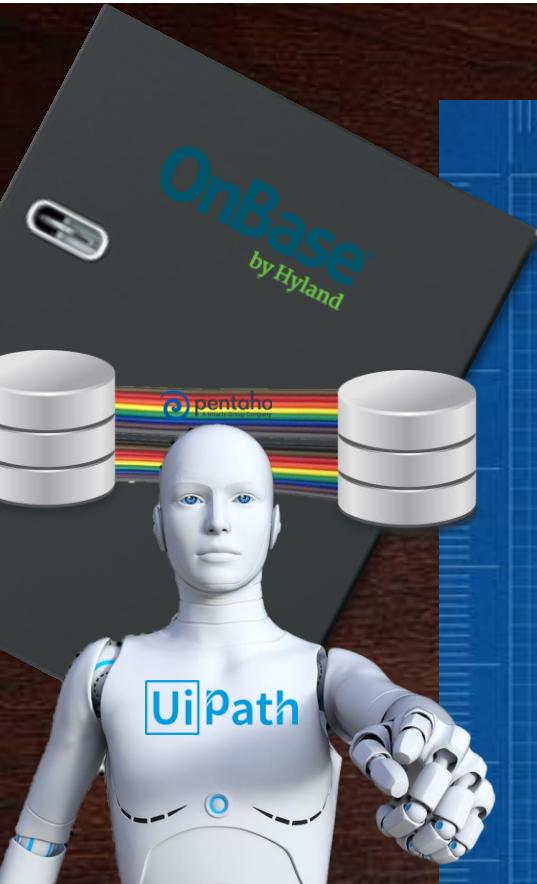
MOTIVATION



HIGH TRANSPARENZ



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

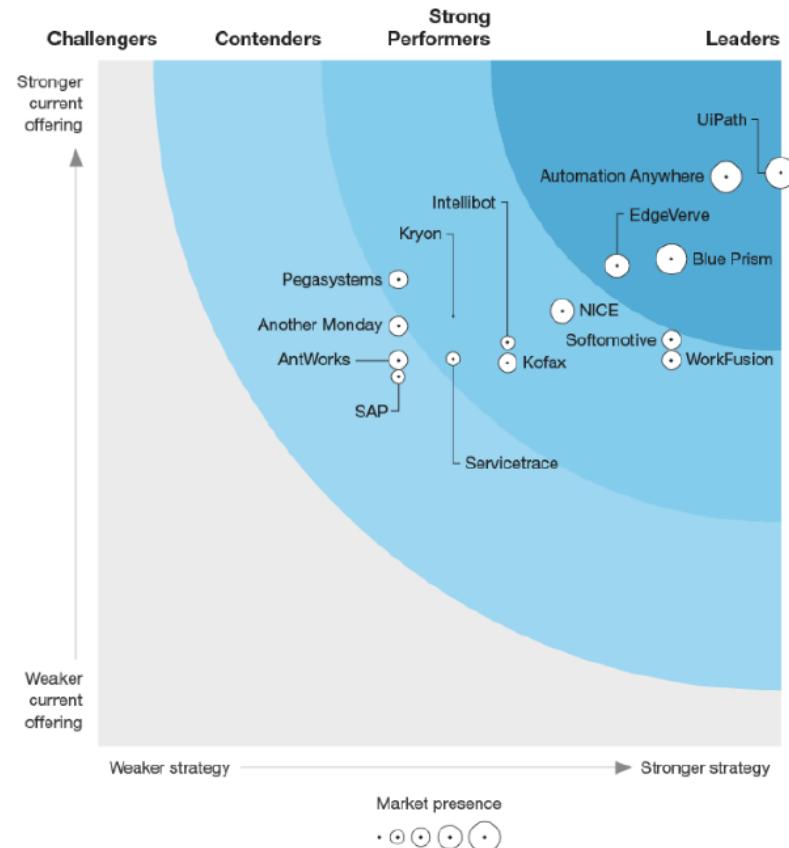
“References report that UiPath will go the extra mile to meet a client's need and cite the transparent and innovation culture as a plus.

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



Move files
and folders



Read and write
to databases



Scrape data
from the web



Connect to
system APIs



Extract content from
documents, PDFs, emails
and forms



Open emails
and attachments



Make calculations

You're in Good Company...



World's Largest Hybrid RPA Implementation



SMBG



Implementation time:

5 months

¥50B

Cost reduction by
2020

3M

Hours created by
2020

200+

Operations automated

5 SIs

Accenture, EY, Deloitte,
IBM, and PwC

Compliance/risk operations

Other high-volume routine operations within
Headquarter departments

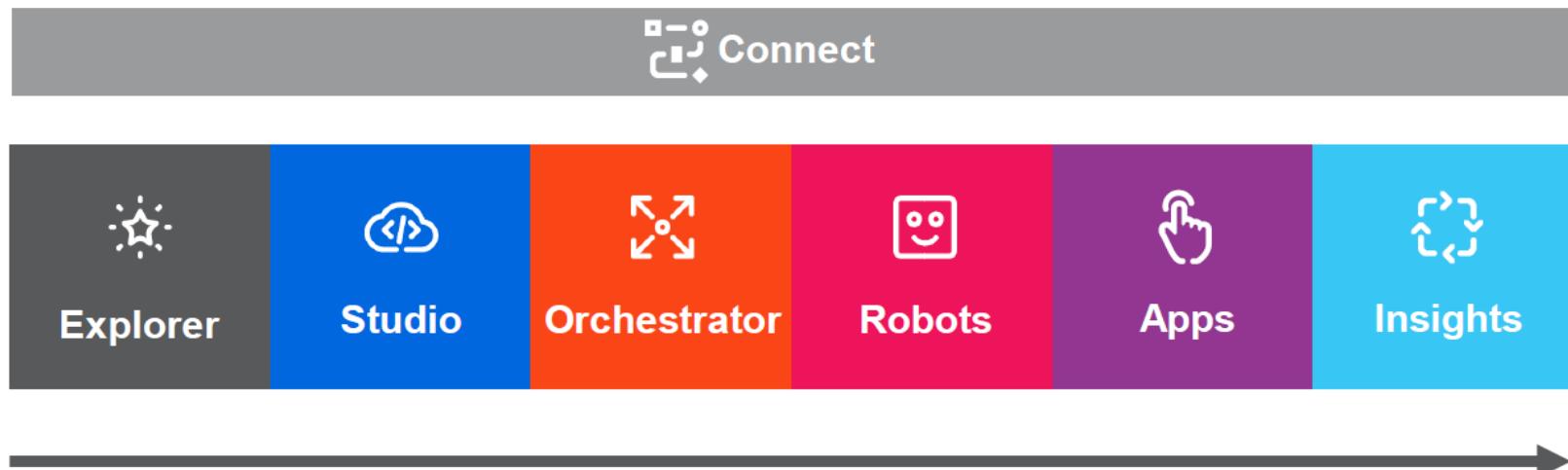
Support branch operations

Information-gathering processes used to enhance
sales & planning

Routine operation center processes

The UiPath Platform: Built for Hyperautomation

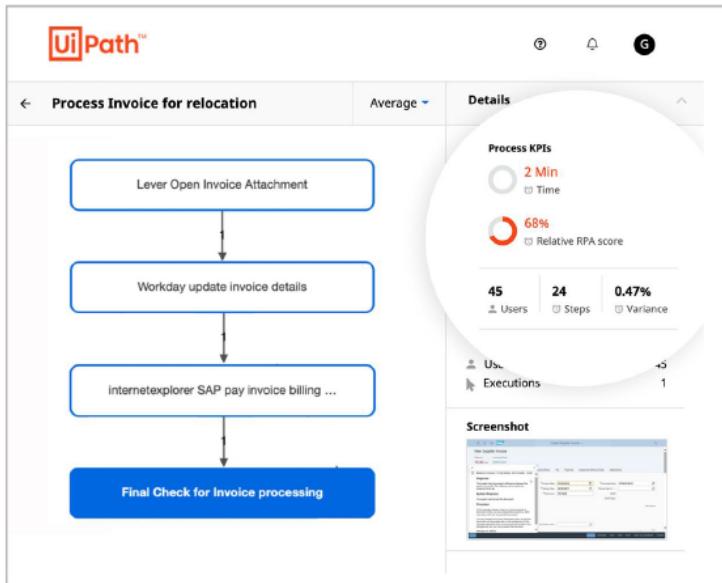
From planning to measuring your automations, everything you need in one platform



Plan	Build	Manage	Run	Engage	Measure
Scientifically plan your RPA implementation, powered by AI	Democratize the design and testing of workflows, from the simple to the complex	Securely deploy and manage automations	Robots work with your applications to carry out automations	The system of engagement for humans and robots working together	Align RPA operations with strategic business outcomes with powerful, embedded analytics

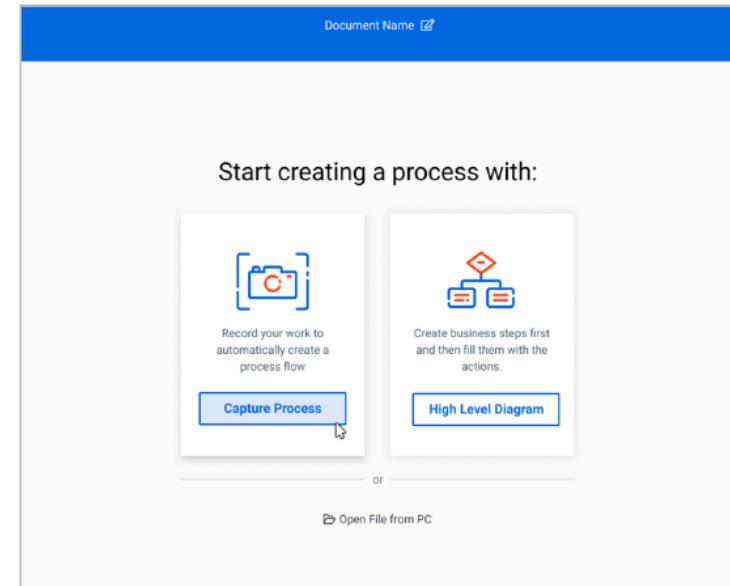
UiPath Explorer

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

1

Access back-end logs from applications, databases, flat files

Connect Data

2

Seamlessly transform and prepare data for process analysis

Transform your data logs into insights

3

Act On Facts: analyze, monitor, optimize

Define the next automation opportunity

Process Repetitions Automation Variants Compare

Cases Activities Analysis

What is the overall process?

Loop depth: 1 Number of cases

How many cases have been closed?

Supplier type +

Number of cases

Supplier type	Cases
General advisor	665
Tax advisor	225
Moving firm	84
Legal advisor	63

History

Supplier type Cases

General advisor

UiPath Connect Enterprise

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

The screenshot displays the UiPath Connect Enterprise web application. At the top, there's a header bar with the logo, workspace dropdown, explore, admin console, and user profile. Below the header is a banner featuring a photo of a woman and the text "Julia Istrate AP specialist". To the right of the banner are icons for personal record, beginner level, XP points (19245), and video count (161). The main content area has tabs for About, Automations (28), Documentation (23), and Components (5), with Ideas (28) currently selected. The ideas grid shows eight cards, each with a title, description, category, status, and owner information. The categories include Information Technology, Sales and Marketing, Finance & Accounting, and Insurance.

Category	Idea Title	Description	Status	Owner
Information Technology	Ticket Followup	Send follow-up emails from Salesforce by checking...	Pending Review	Maria Orlac
Sales and Marketing	SAP2Arch - Invoice	Automate interface between SAP and Archibus	Pending Review	Maria Orlac
Finance & Accounting	Vendor statement reconciliation	Process with other repetitive tasks (like...	Pending Review	Maria Orlac
Finance & Accounting	Invoice Report	Automatic report for invoice payment, when...	Pending Review	Maria Orlac
Insurance	Insurance - Update applicant details	Update the details of an applicant in the man...	Pending Development	Maria Orlac
Finance & Accounting	Delivery Tickets - Actuals	Delivery ticket updates into logistics system (I...	Pending Review	Maria Orlac
Finance & Accounting	Automation for finance	Automation for finance	Pending Qualification	Maria Orlac
Finance & Accounting	Invoice Processing UIPath	Description of process	Pending Qualification	Maria Orlac

UiPath Studio

Visually design your automations



The screenshot shows the UiPath Studio interface with the following details:

- Toolbar:** Includes buttons for Start, Design, Execute, New, Save, Save as Template, Run, Cut, Copy, Paste, Manage Packages, Recording, Screen Scraping, Data Scraping, User Events, UI Explorer, Remove Unused Variables, Export to Excel, and Publish.
- Activities Catalog:** Shows Favorites (Assign, Sequence, Write Line) and Available activities (App Integration).
- Breakpoints:** A table showing activity names, file paths, and conditions.
- Workflow Designer:** A visual canvas with the following steps:
 - Read emails
 - Get IMAP Mail Messages
 - For Each mail in messages
 - Body
 - Check for new bookings in Booking.com
 - Condition: mail.Subject.Contains("Booking.com - New booking!")
 - Then: Assign Reservation ID
 - Else: (empty)

StudioX – For Business Users

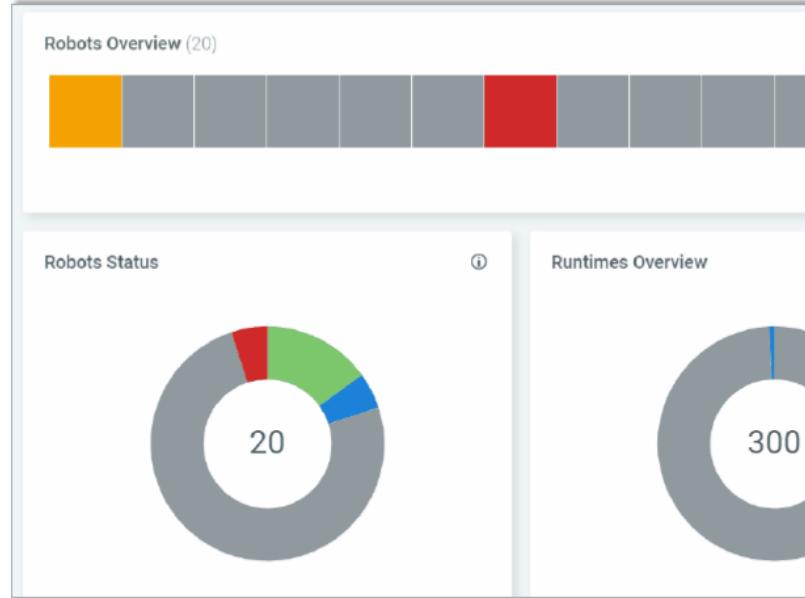
Studio – For RPA Devs

StudioT* – 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

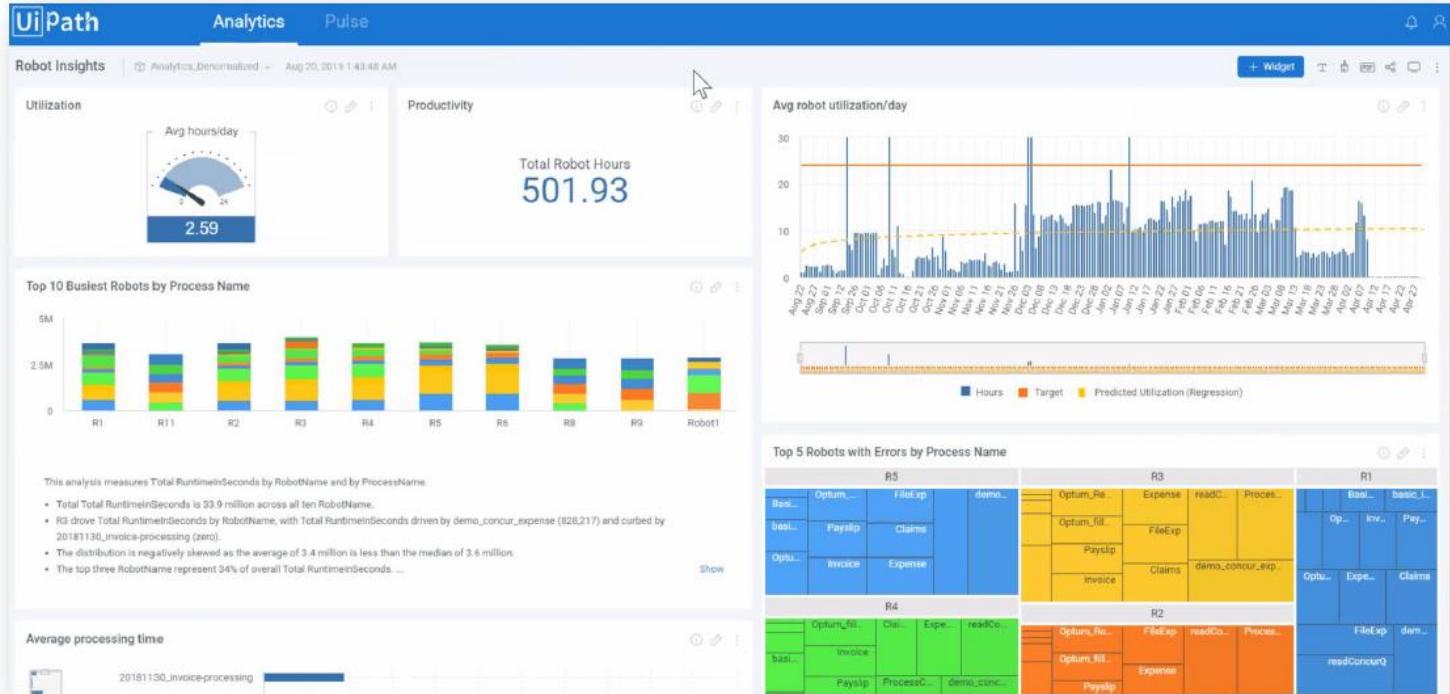
The screenshot shows the UiPath Orchestrator interface with the following details:

- Header:** UiPath, Tasks, Task Catalogs.
- Left Sidebar:** DEFAULT, Switch folder >, MONITORING, ROBOTS, PROCESSES, JOBS, TRIGGERS, ASSETS, QUEUES, TASKS, English.
- Task Catalog Table:**

STATUS	PRIORITY	TASK ID
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 Detail View:** Task 411: Validate Claim Data. A modal window displays a claim form with fields: PolicyNumber (123456789012345678901234567890), PatientName (JOSEPH CRUZ), PatientAddress (5529 APRICOT STREET APT #123-078), ClaimAmount (\$5000000). It includes an Approve button and a Reject button.
- Assign To List:** A context menu is open, listing users: admin, admin, admin, admin, joelaq5lcs. Options include Assign to self and Open, Open, and Assign.

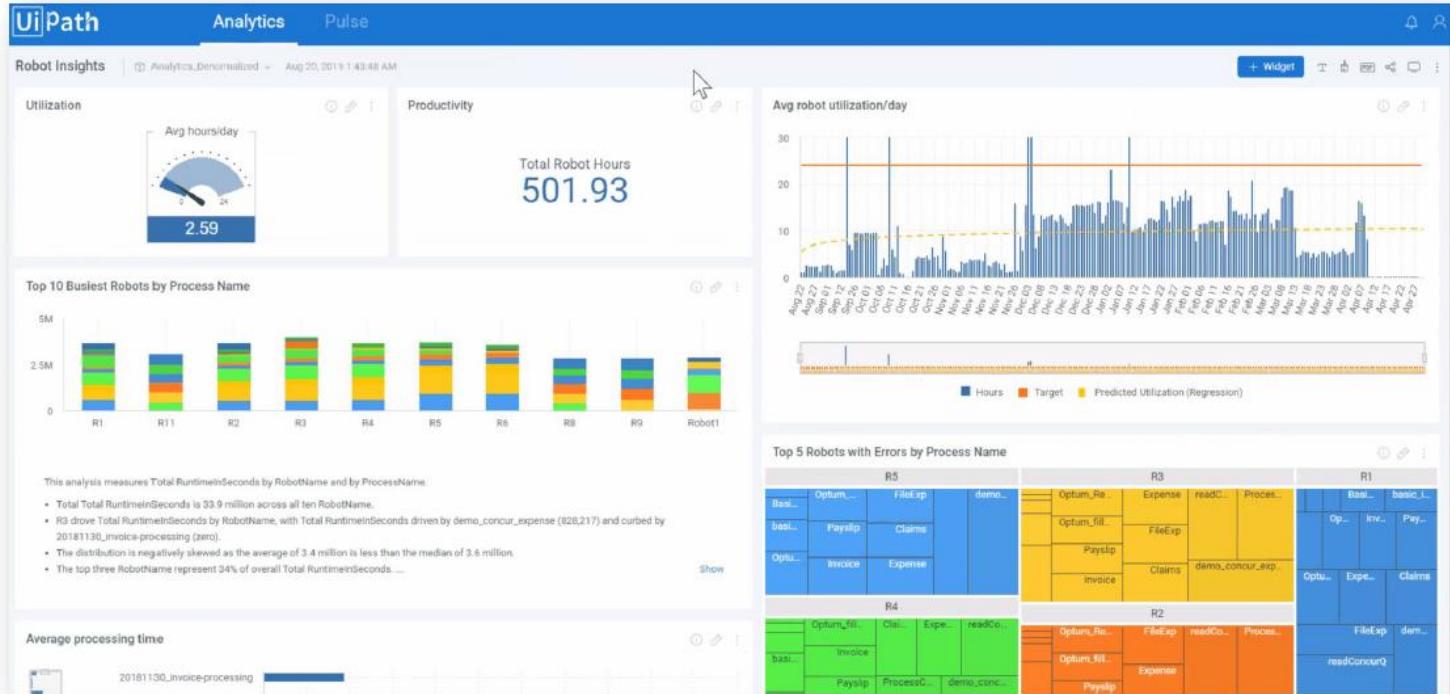
UiPath Insights

Measure and analyze how your robots and your processes perform



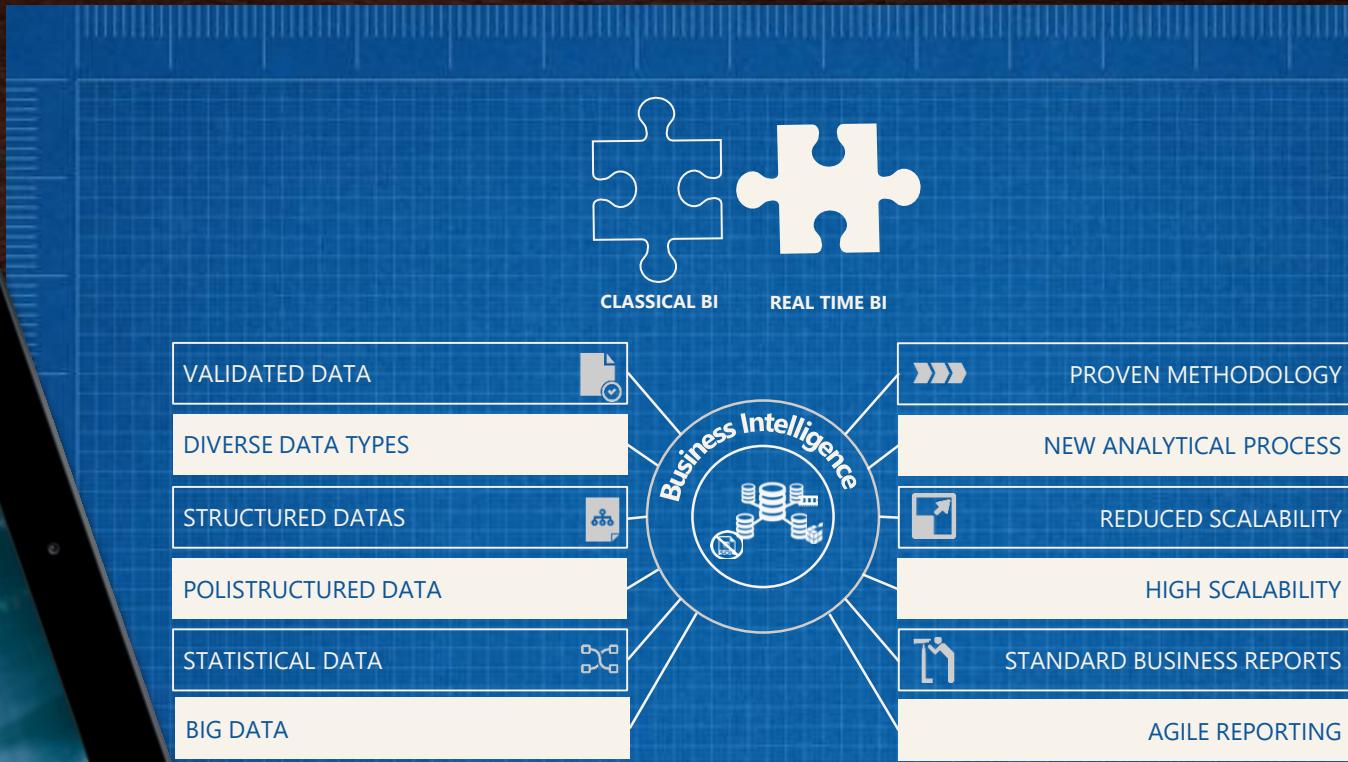
UiPath Insights

Measure and analyze how your robots and your processes perform



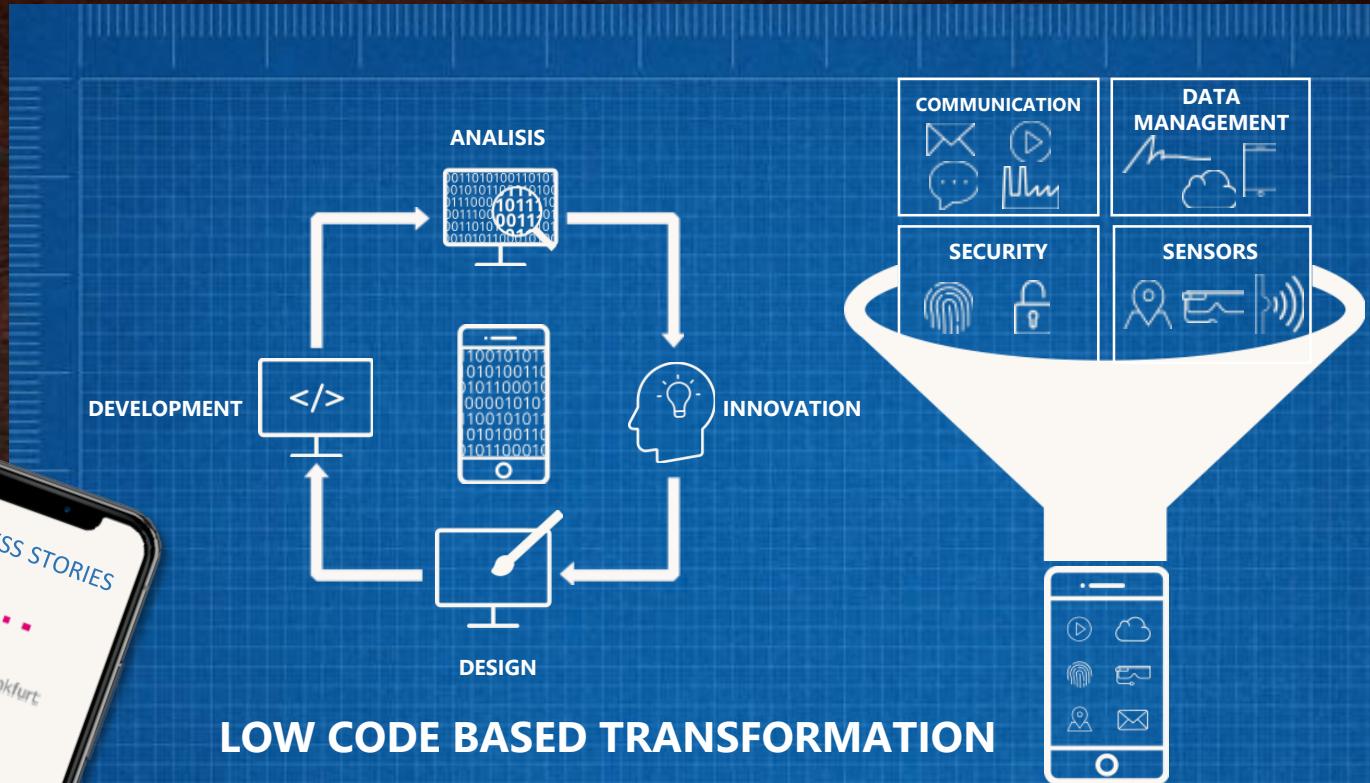


AGILE MANAGEMENT TRANSFORMATION



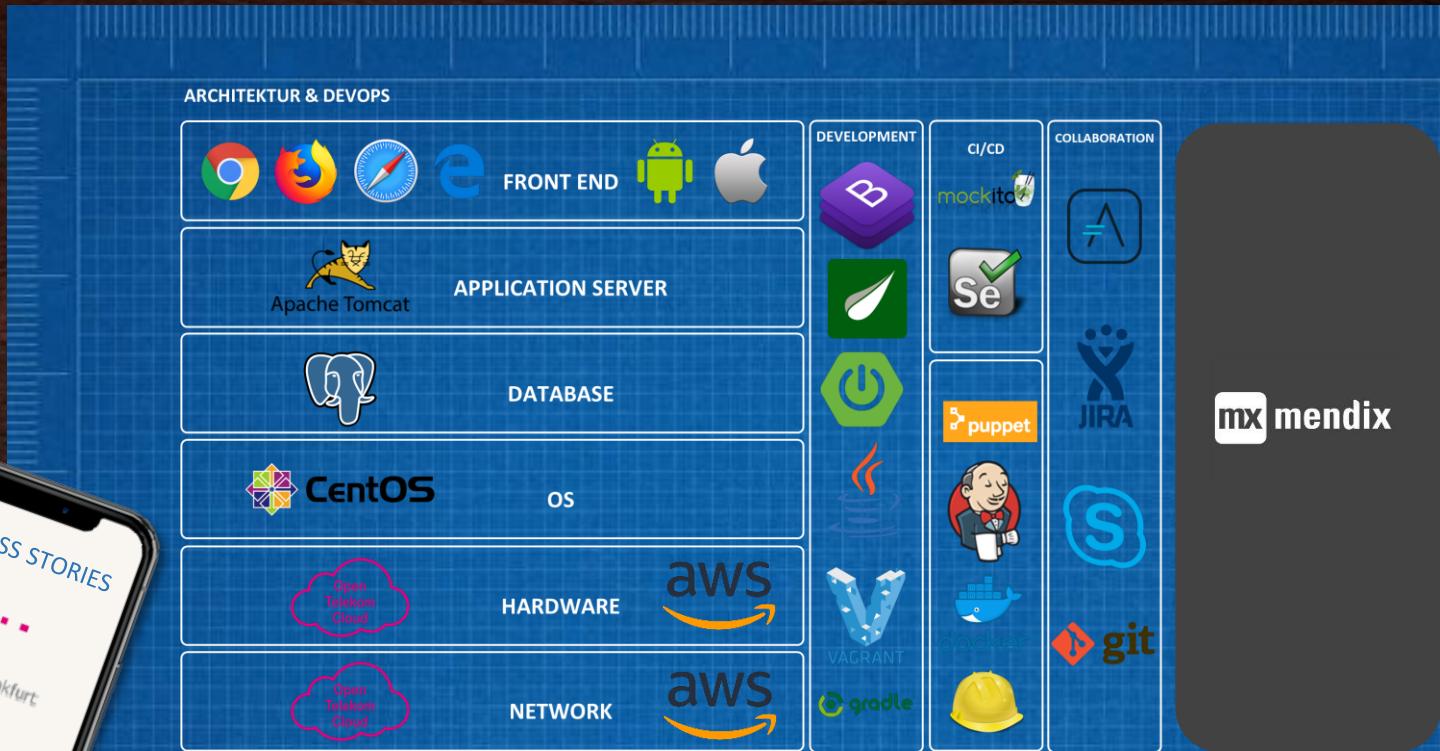


MOBILE TRANSFORMATION





MOBILE TRANSFORMATION



MENDIX UNLOCKS YOUR ORGANIZATION'S POTENTIAL

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

No-Code

Productivity Apps
Start Enterprise Apps
Real-Time Feedback

Low-Code

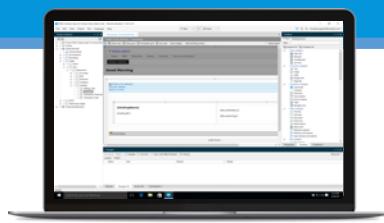
Enterprise Apps
Any Use Case
Real-Time Feedback

Custom-Code

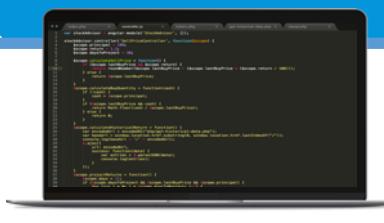
Java, JavaScript,
CSS, Re-Usable
Services



Web Modeler for
Business Developers



Desktop Modeler for
Professional Developers



Coding for
Expert Developers



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



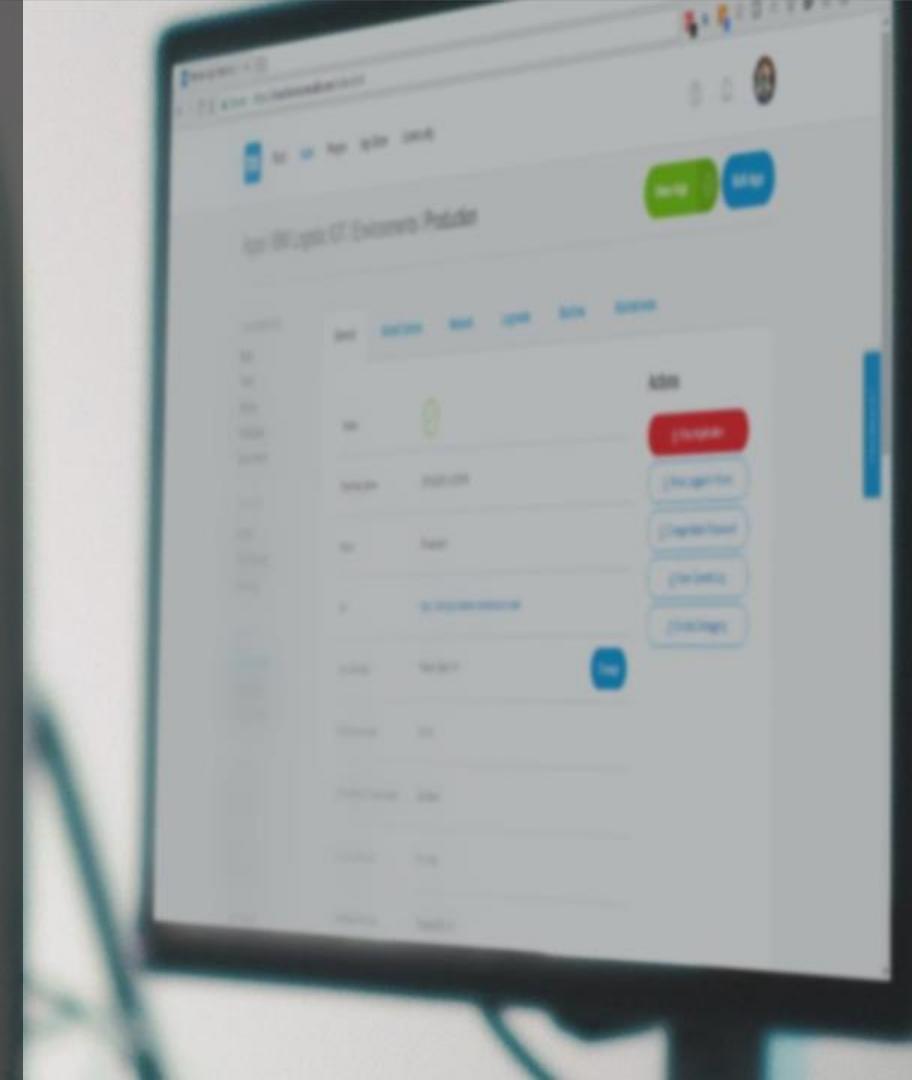
Deploy to the cloud with a single click

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



mendix

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



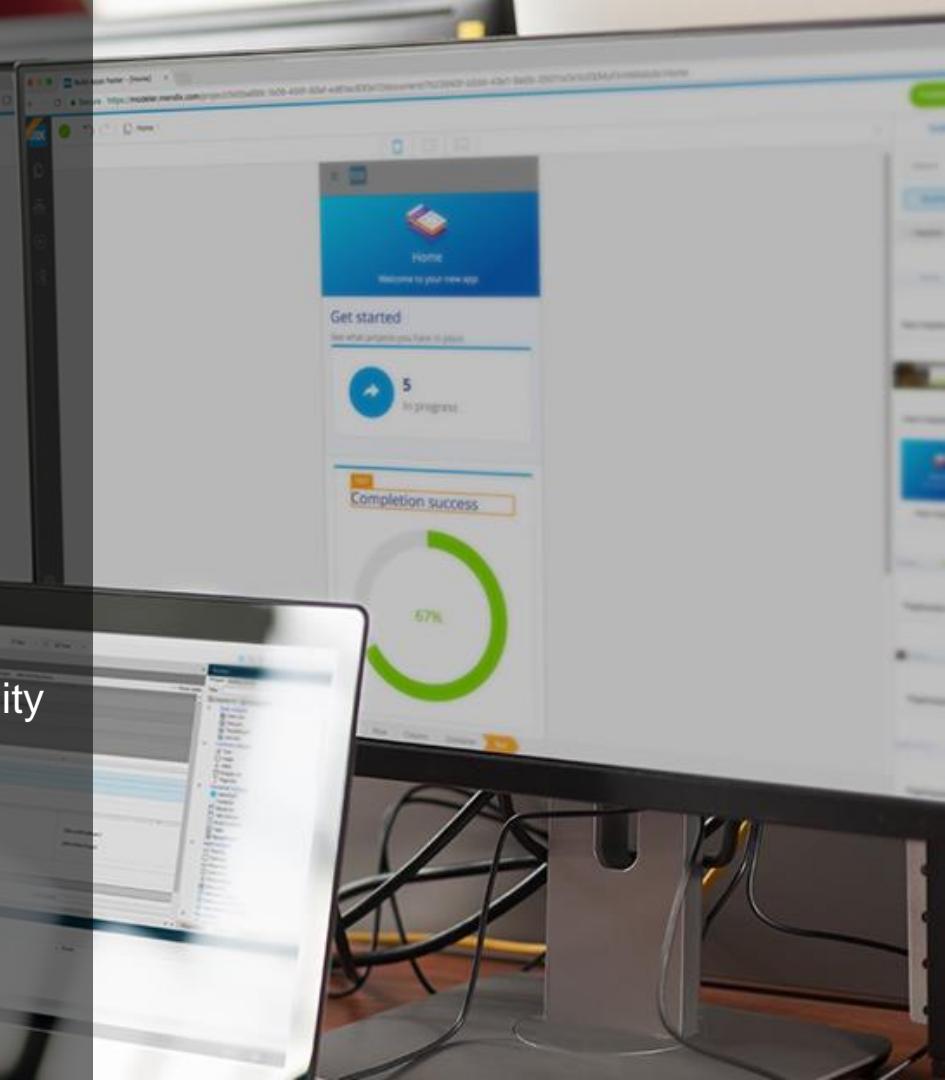
Benefit from full transparency & auditability

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**

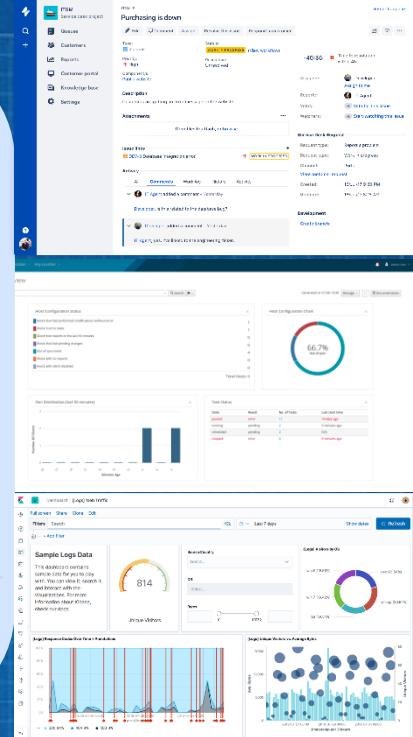
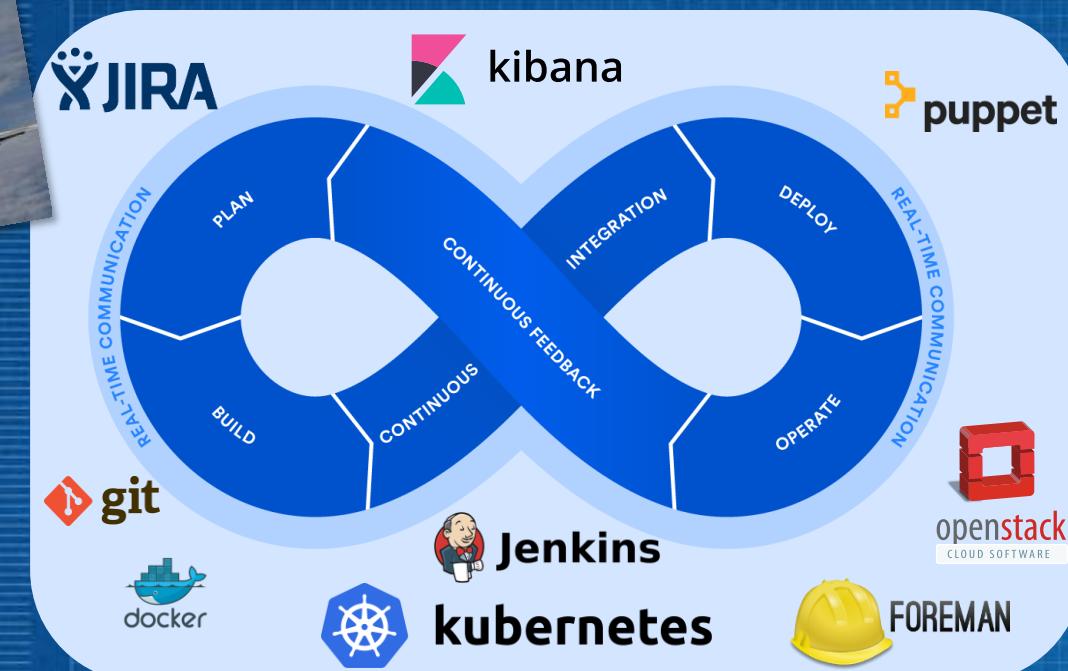


Extend or replace legacy platforms



Embedded Control to cost effectively innovate at scale

CLOUD TRANSFORMATION

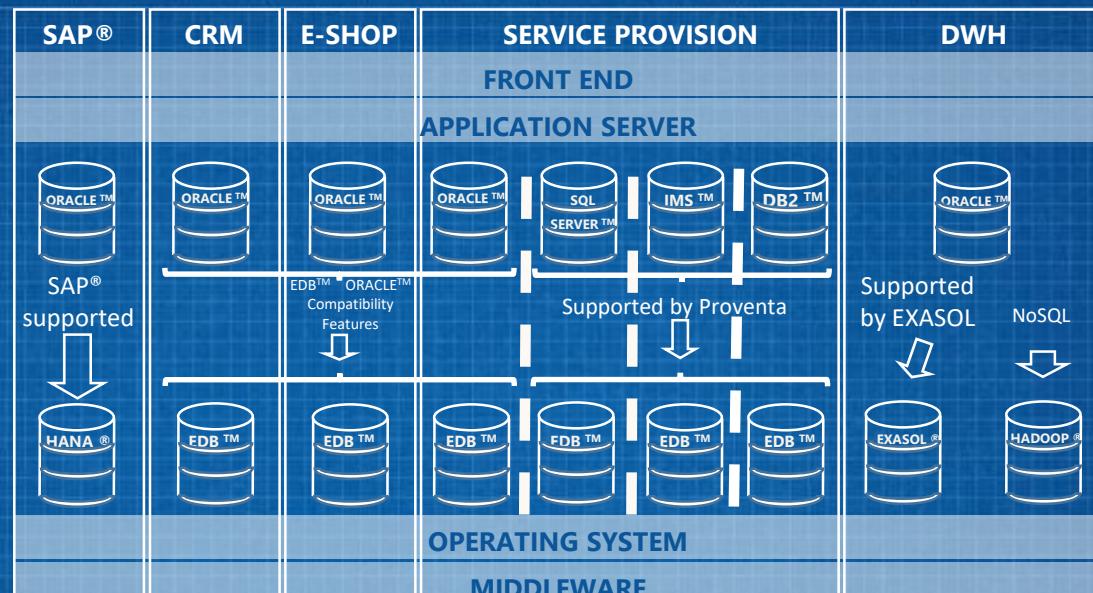


This section displays a collage of screenshots from various cloud transformation and management platforms, illustrating the complexity and breadth of modern IT infrastructure:

- A screenshot of a Puppet interface showing a node configuration status.
- A screenshot of an OpenStack dashboard displaying resource utilization and monitoring data.
- A screenshot of a Jenkins pipeline interface.
- A screenshot of a Kibana dashboard showing real-time log analysis.
- A screenshot of a Jira ticketing system.
- A screenshot of a Foreman configuration management interface.
- A screenshot of a Puppet interface showing a node configuration status.
- A screenshot of an OpenStack dashboard displaying resource utilization and monitoring data.
- A screenshot of a Jenkins pipeline interface.
- A screenshot of a Kibana dashboard showing real-time log analysis.



DATABASE TRANSFORMATION





DATABASE TRANSFORMATION

HOW TO ESCAPE THE VENDOR LOCK-IN

3

GOOD REASONS

FOR A DATABASE TRANSFORMATION

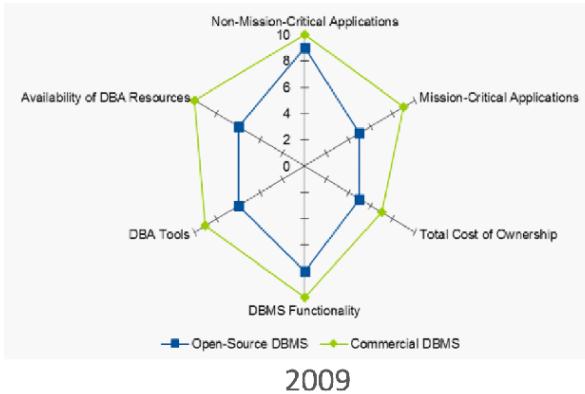
1 NEW REQUIREMENTS



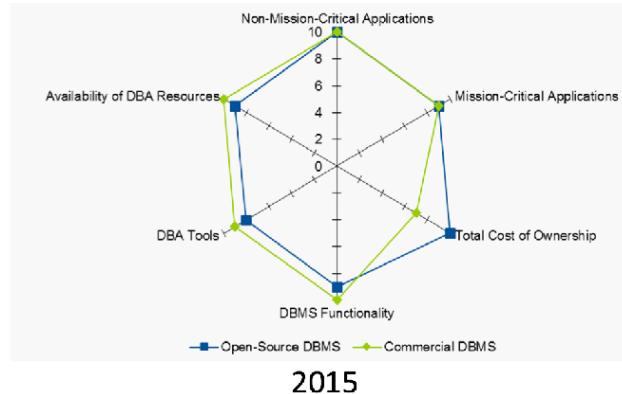
2 LICENSES



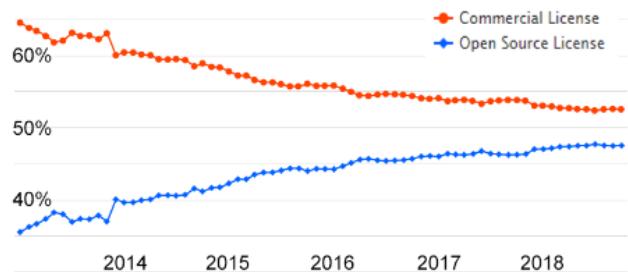
3 MATURITY OF OPEN SOURCE DB TECHNOLOGY



2009



2015



4

PITFALLS

DURING A TRANSFORMATION

VENDOR LOCK-IN



VENDOR
LOCK-IN



COMMERCIAL,
TECNICAL,
PERSONAL AND
LEGAL LOCK-IN

€220
BILLIONS



50%

FAILURE

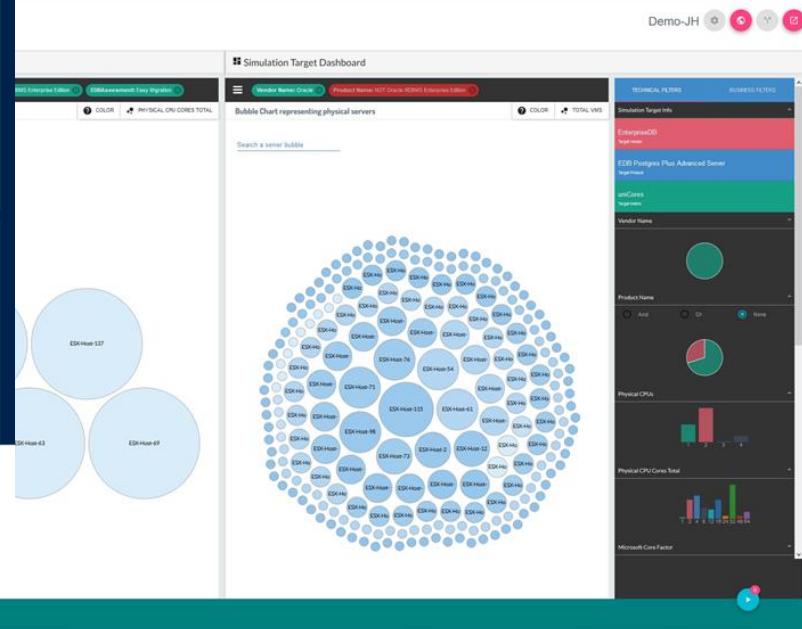
6

STEPS

TO SUCCESS

1 LICENSE ANALYSIS

Analyse-Phase - Kriterienkatalog zur Auswahl von Migrationsfällen.





My Test Project

Source Assessment

2 TECNICAL ANALYSIS



New Application

All Applications

> Erp

> CRM

> DWH

ERP Production
ERP Systemtest
ERP Dev1
ERP Dev2

nent

Application Server

Environment Type**Production**

ERP

Functionality

10.10.2006

Go Live

99.99%

Required Availability**OLTP**

SAP R/3

Required Database type

SAP

Standard Software

6.0

Software Vendor

ORACLE, MS SQL Server,SAP/HANA

Software Version

ABAP/4, Java

Certified for

No

Programming Languages

-

Embedded Sql in use?

No

Database Api

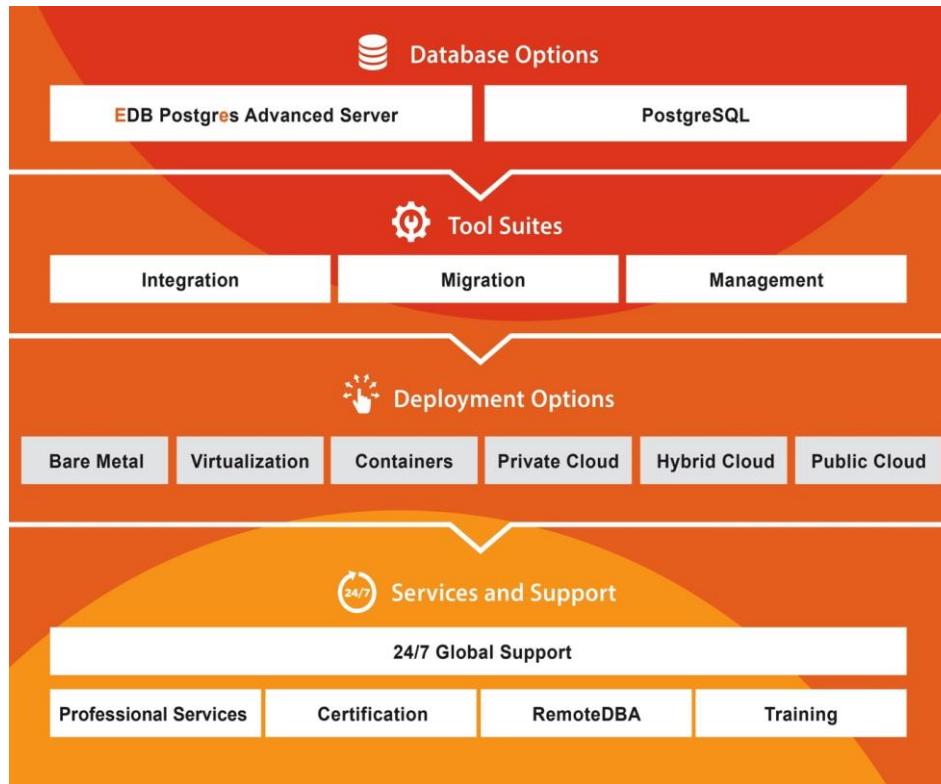
No

Is JDBC Parameter feature in use?

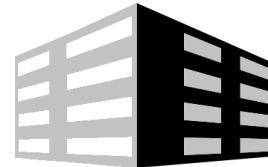
No

Standard Webserver present**Oracle Webforms in use****Is Oracle ADF Model View Controller used?**

3 SOFTWARE PLATFORM



POSTGRES



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.

- **Security Features**
Passwort Profiles, Session Tag Auditing, Auditing, Data Encryption, Data Masking, Konnektivität zu Authentifizierungsserver (LDAP, Kerberos u.a.)
- **Database Management**
 - Umfassende Management-, Migrationstools
 - Hochverfügbarkeit und Backup/Recovery
- **Konnektivität**
Support für JDBC, ODBC, OCI, ...
- Weltweit tätiges Unternehmen mit 4.000 Kunden (102 der Fortune 500) und mehr als 300 Mitarbeitern.

- Anerkannter Leader im OS-DB (Gartner und Forrester)
- Einziger OS RDBMS-Anbieter im Gartner-Magic Quadrant (OPDBMS)
- Größter Footprint in PostgreSQL-Entwickler Community

EDB als
Unternehmen



Technische
Features

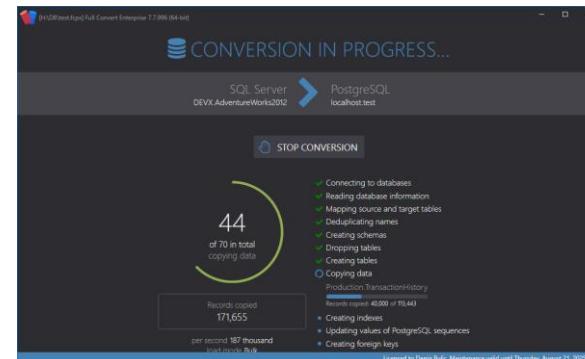
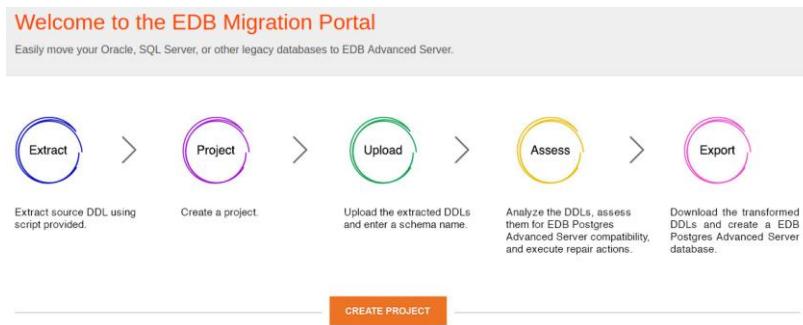
- **Oracle Kompatibilität**
SQL Erweiterung, PL/SQL Support, Tools, Applikations-Treiber
- **Multi Deployment Optionen**
Bare Metal, Virtualisierung, Cloud, Container, Hybrid Lösungen, PaaS und DBaaS Integration
- **Datenformate / Foreign Data Wrapper**
Links zu fast allen SQL/NoSQL Systemen und nativer Support für JSONB, KVP und PostGIS
- **Lizenzmodell**
 - Transparent und kostengünstig (Core-basiert, ULA ab 500 Cores)
 - Supported Community Postgres oder EDB Advanced Server
- **Inkl. EDB Tools**
Hochverfügbarkeit, Backup/Recovery, OCI-Verbindungen, Monitoring Tools etc.
- **Inkl. kommerzieller Support**
24/7 Service und Support, Schulungen, Zertifizierungen, Remote Zugriff

Lizenzmodell

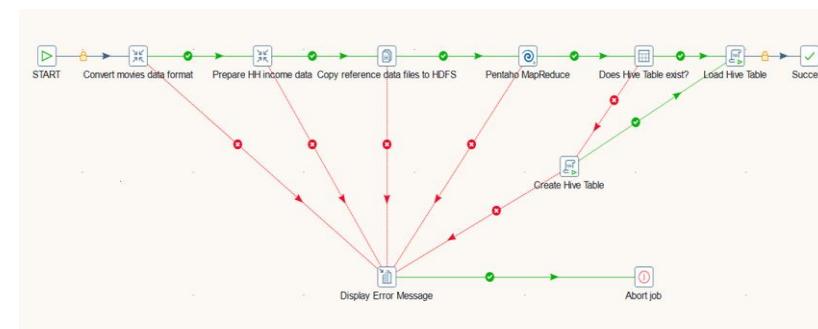
4 MIGRATION TOOLS

Welcome to the EDB Migration Portal

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



Pentaho® GRAPHICAL DATA INTEGRATION DESIGN



Quest® Partner Circle

SHAREPLEX BY THE NUMBERS

#1 THIRD PARTY

REPLICATION SOLUTION

- Others in this market are platform vendors: Oracle, IBM (DB2), SAP (Sybase)
- Perennial independent leader

1ST TO MARKET

LEADER IN INNOVATION

- Log-based Oracle replication
- Optimistic commit
- Compare/repair

1 SOLUTION

MANY USE CASES

- High availability
- Scalability
- Data integration

ROCK SOLID

BUSINESS RESULTS

- Reduce loss of revenue caused where downtime avgs \$100K/hr
- Single migration saved \$38 million

UNRIValed

SUPPORT

- Six-time achievement in Customer Excellence awards including last 5 years in row
- 95% customer satisfaction rating
- Net promoter score >75%

PROVEN SIMPLICITY

STREAMLINED CONFIGURATION

- Coupled architecture passes process control automatically and end to end.

5 POC

