



Intelligent  
Cloud Business

# Blue Prism & Microsoft

## PARTNER OVERVIEW

### The company

**Blue Prism** is the pioneer and market leader in Robotic Process Automation (RPA) software. Founded in 2001, Blue Prism has emerged as the trusted and secure RPA platform of choice for the Fortune 500 – helping the largest enterprises in the world increase productivity, improve customer experience, and deliver true operational agility.

Governed by IT and run by the business, Blue Prism works across many different industries, including Financial Services, Insurance, Retail/CPG, Healthcare, Pharmaceuticals, Government, Telecommunications, Automotive, and Manufacturing.

### The solution

**Blue Prism RPA** is a scalable and robust Intelligent Automation platform for best-of-breed AI and cognitive technologies.

Our Digital Workforce of software robots delivers rapid automation of manual, rules based, back-office, and repetitive administrative processes to give enterprises new operational capacity and improved accuracy for less cost.

Blue Prism also meets the requirements of the most demanding IT environments where security, compliance and scalability are paramount.



#### General Inquiries

Please contact our Blue Prism Microsoft team:

[microsoftleads@blueprism.com](mailto:microsoftleads@blueprism.com)

[www.blueprism.com](http://www.blueprism.com)

#### Main Partner Contacts

Steven Armstrong, Enterprise Alliances Director

[steven.armstrong@blueprism.com](mailto:steven.armstrong@blueprism.com)

+44 (0) 779. 953. 5629

Kevin Lasitz, Partner Development Manager/One Commercial Partner, Microsoft

[kevin.lasitz@microsoft.com](mailto:kevin.lasitz@microsoft.com)

+44. (0) 792. 000. 8035

#### North America

Mark Brown,, Alliance Director – West

[mark.brown@blueprism.com](mailto:mark.brown@blueprism.com)

+1 206. 396. 4132

Paula Liebergen, Alliance Director – East

[paula.liebergen@blueprism.com](mailto:paula.liebergen@blueprism.com)

+1 312. 610. 9946

#### Advanced Specialties

Intelligent Automation

Digital Transformation

Advanced Analytics

Machine Learning

#### Awards and Accolades

Cloud Platform – Gold Competency

AI 100 Member

"50 Smartest Companies": [MIT Technology Review](#)

### Geographical operation

#### United Kingdom (HQ)

338 Euston Road

London

NW1 3BG, UK

+44 (0) 870 879 3000

[Newton Le Willows Office](#)

#### United States (HQ)

9600 Great Hills Trail

Suite 150W

Austin, TX 78759

+1 844 321 0055

[5 Regional US Offices](#)

#### Europe

Munich

Paris

#### APAC

Bangalore

Singapore

Sydney

Tokyo



For more detailed information about locations, please visit  
<https://www.blueprism.com/contact-us>

# Solution overview

Blue  
Prism

## Target industries

Automotive, Financial Services, Government, Healthcare, Insurance, Logistics, Manufacturing, Pharmaceutical, Retail/CPG and Telecommunications.

## Target business challenges

Intelligent automation of mission-critical business processes with full regulatory compliance, digital transformation at scale, and enterprise access to AI services

## Estimated time to market

Range is from 3-12 months, depending on customer requirements.

## Customer value prop

Intelligent, connected, easy to control, governed by IT/run by the business, audit-ready.

## Customer wins to date

1,000+ enterprises including Aegon, BNY Mellon, Coca-Cola, Fannie Mae, Nokia, Procter & Gamble, Walgreens & more.



# Solution Benefits and Value

## Blue Prism

### Built on Microsoft

Built on .Net & SQL with Azure as a primary reference architecture, Blue Prism integrates with Microsoft's leading-edge artificial intelligence, machine learning and analytics capabilities via Cognitive Services for comprehensive digital transformation.

Our Digital Workforce can be provisioned through Azure cloud, making it easier for Microsoft to bring customer digital strategies to life quickly, securely, and with full compliance for regulated industries.

#### Customer Results:

Representative customer results below. For more info, see [customer slide](#).

- ROI of 650-800% over 3 years (O2)
- Average 62% reduction in turnaround time (BNY Mellon)
- Processes 2M work hours in 1 year (nPower)

### Customer Value Proposition

- **Intelligent & Adaptable:** Blue Prism's Digital Workforce understands context, derives meaning, and anticipates change.
- **Connected & Scalable:** Cloud & AI-ready with an Azure reference architecture for a cloud-based digital workforce that brings together people, processes, and technologies.
- **Easy to Control & Audit-Ready:** Total policy compliance and non-repudiation with central management for unprecedented tracking & end-to-end process views.
- **Enterprise-Grade & Secure:** Move data, connect systems, and power AI technologies with the security and scalability required, including enterprise-wide password & credential vaults and credential management.

### RPA Advantages

- RPA represents opportunity: 4 million robots will be doing office, admin & related tasks by 2021
- Demand for AI & Cognitive: AI global spending: \$12.5B in 2017 to \$45B in 2020 (25%FSI), with AI growth expected to boost RPA market to \$2.9B by 2021.
- Microsoft Azure: Customers can deploy Blue Prism as a service, drive Azure consumption.
- Blue Prism RPA + Microsoft AI & Cognitive: Intelligent automation that grows smarter with every transaction & drives digital transformation

blueprism®



More than

1,000

enterprise customers use Blue

Prism RPA, including more

than half of the 100 largest

financial institutions worldwide



# Customer Stories

## Zurich Insurance: Significant ROI, time saved

- Deliver cost savings and service improvements across countless processes
- Releasing up to 25% of operational team capacity to staff

## BNY Mellon: 35 businesses, 147 functions

- 72% of processes now automated
- One process: Was 10 days; now 24 hours
- Average 62% reduction in turnaround time

## Mashreq Bank: Automated IT help desk, improved response times, productivity

- IT Access - 15 days to 5 minutes
- 179,426 extra hours per month of available IT
- 97% delivery success
- 66% less FTEs required



## Blue Prism Economic Impact

\$45M

Labor savings

\$4M

Recruiting, training & facilities savings

\$50.3M

3-year RPA benefits

\*Forrester/Blue Prism Economic Impact Study

# Our Customers – Financial Services & Banking



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# Our Customers – Manufacturing



# Our Customers – Retail





# Our Customers – Education, Government & Non-Profit



# Our Customers – Energy & Utilities



# Our Customers – Healthcare & Life Sciences



# Our Customers – Telecommunications



# Our Customers – Travel, Hospitality & Logistics

