



# Migrating to Power Automate has never been easier!

*Helping Clients Maximize investments in Microsoft*

“At Microsoft, our vision is to empower every citizen and organization to do more... using Intelligent Automation (IA) from Microsoft, which is a fusion between Artificial Intelligence (AI), Workflow, Integration and Robotic Process Automation (RPA).” – Satya Nadella, Microsoft CEO

# 01

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THE AUTOMATION OPPORTUNITY & VALUE OF MICROSOFT AUTOMATION

# 02

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OUR APPROACH – More than just migrating you to Microsoft!

# 03

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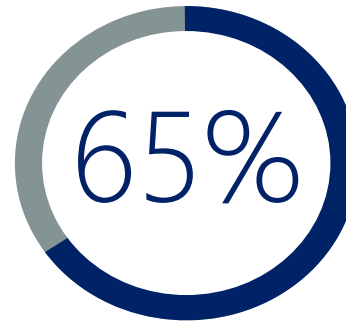
GETTING STARTED

# 04

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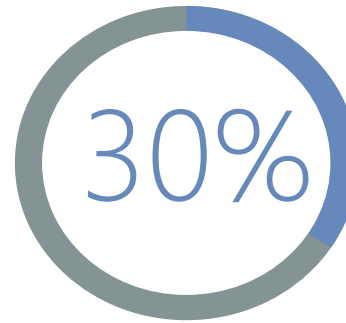
KEY CONTACTS

Automation is  
only going up  
from here!



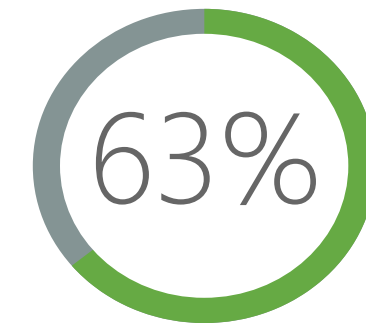
### Low Code App Dev

By 2024, **low-code application** development will be responsible for more than **65%** of application **development** activity.



### Lower Operational Cost

By 2024, organizations will **lower operational costs by 30%** by combining automation technologies with redesigned operational processes.



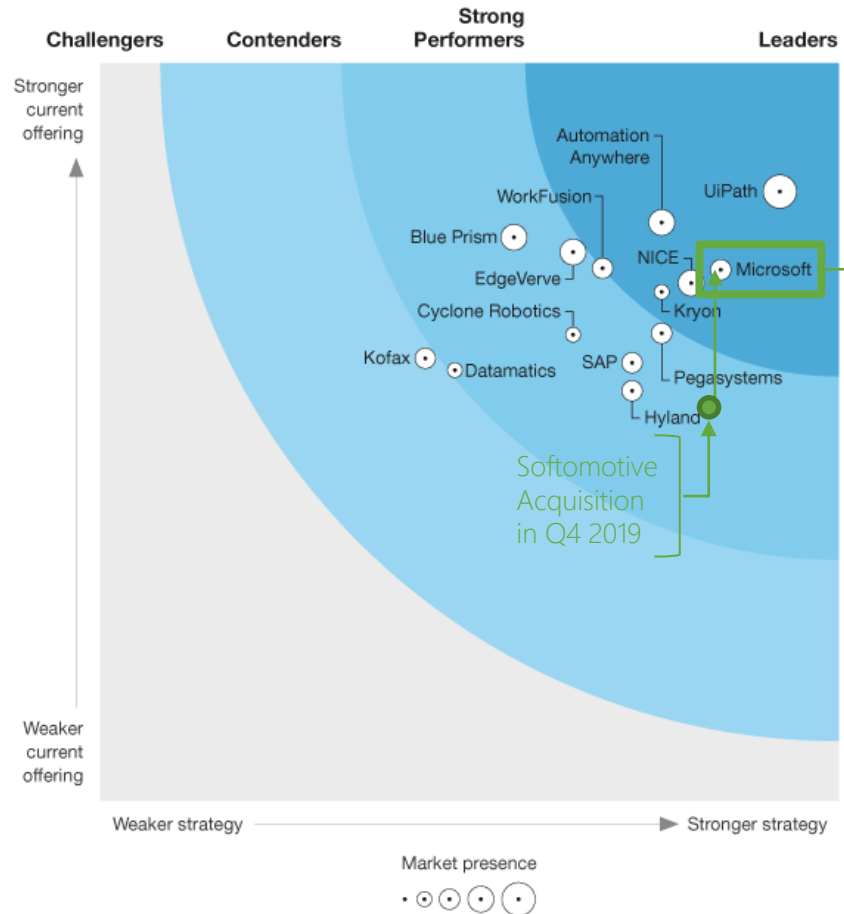
### Growth of RPA

(RPA) software revenue grew 63.1% in 2018 to \$846 million, making it the **fastest-growing segment** of the **global enterprise software market**, according to Gartner, Inc.

Microsoft is  
 disrupting the  
 market &  
 recognized as a  
 leader in RPA

**THE FORRESTER WAVE™**

Robotic Process Automation  
 Q1 2021



#2 RPA Leader in the market 3 months after Go Live Dec 2020

## Key Client Challenges with Existing RPA Platforms



### Innovation

Embedding emerging technologies like Cognitive, ML, & AI are limited and tied to Product Road-Maps



### Accelerating Productivity

Limited abilities to cover all types of automations (attended/un-attended) and often requires costly manual work and or other 3rd party licensing



### Costs

Existing Automation Estates are expensive to operate & are often a combination of mixed product releases and outside ecosystem licensed products



### Platform Migrations are Expensive

Migrations between Product Releases are costly and often prohibitive, hindering client's automation ROI

## MICROSOFT INTELLIGENT AUTOMATION

## Intelligent Automation with Microsoft



### Compete and Grow

Streamline processes by combining the intelligence of AI with, Cognitive and ML to automate workflows across your technology and Application landscape



### Scale Across Teams

Single Platform allowing everybody in an organization to automate using their favorite on-premises and cloud-based apps and services



### Automate Faster & with more ROI

By combining AI, RPA, & process automation into a single cloud-based solution – we can generate enhanced automation ROI



### TCO Covers Cost of Migrating

We can get you there with 70% less time, effort and costs

## MICROSOFT POWER AUTOMATE & SUPPORTING POWER PLATFORM

### Legacy Integration

+300 connectors available in Azure including Adobe, Oracle, Workday, Jira, SAP, Salesforce and more

### The power of Out of the box of AI

Forms, OCR, AI Builder

### Data Analytics

Personalized all based on Dataverse and Common data services

### Streamlined Workflows

Enable Business transformation and improves outcomes

## + COMPLETE MICROSOFT ECOSYSTEM

### The Power of Azure

The best of the Microsoft ecosystem, including Microsoft 365, Dynamics 365

### Data Visualization

Data-driven culture with Power Platform

### Building new Apps

Empowering the business and augmenting the humans may require a new app with Power Apps

### Power of Collaboration

Solid communication and collaboration during the execution of your automation strategy is mandatory

## AUTOMATION WITH MICROSOFT & ACROSS YOUR TECHNOLOGY STACK

### Citizen Development

Through low code empower the business as your developers

### Accelerates AI Adoption

Unlock the power of AI in your organization

### Automation Platform Migrations

Achieve impressive savings of 50% while migrate from legacy automation platforms

### Automation Across Your Environment

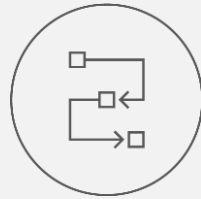
+300 connectors available in Azure including Adobe, Oracle, Workday, Jira, SAP, Salesforce and more

## The Value & ROI Our Clients Realize With Power Automate



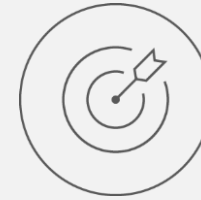
**27.4%**

Reduced errors due to increased automation



**17.2%**

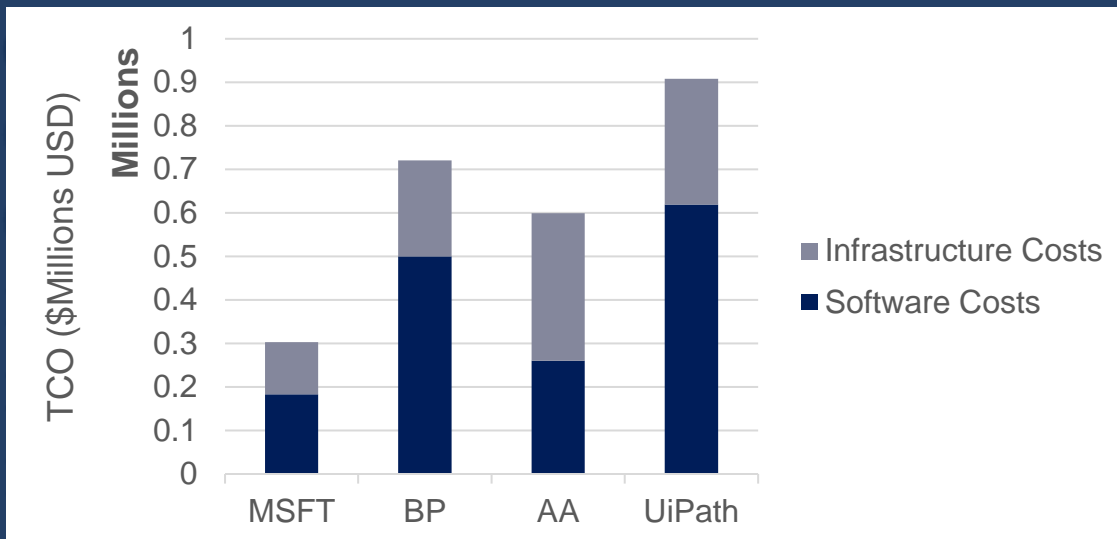
Reduced workflow development effort



**25.1%**

Faster time value realization vs other RPA Vendors

### Total Cost of Ownership Across RPA Vendors



### Challenges Our Clients Face Across Other RPA Vendors

- There are +12M Digital Workers running on standalone on-prem Automation platform, such as Blue Prism, Automation Anywhere and UiPath
- Approximate 80% of these Digital Workers (DW) require migrate to new platform versions that can cost an average of USD 2,500\* per DW to upgrade to explore all Cloud Features
- These platforms are not completely integrated with Legacy applications and is very costly and complex to maintain
- Most of these DWs interact only with **structure data** due to certain limitations with the embedded AI into these platforms – this **limits the potential use cases** and make it hard to scale

“Are you getting  
maximum value  
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“Are you getting  
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Approximate **80%** of these Digital Workers  
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“Are you getting  
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Most of the existing Digital Workers work with **structure data** due to certain limitations with the embedded AI into these platforms **limiting potential use cases** and make it hard to **scale & achieve ROI**

**Avanade &  
Blueprint sign  
Global Partnership  
focusing on  
migrating clients to  
Power Automate**

**CONTACT INFO**

**AVANADE PR TEAM**

**Avanade and Blueprint Software Systems Partner to migrate from Automation Anywhere to Microsoft Power Automate Organizations to Benefit from Significant Cost Savings, Increased Return on RPA Investment**

**Seattle, Wash. July 2021** - Avanade, the leading digital innovator on the Microsoft ecosystem, today announced a strategic global partnership with Blueprint Software Systems, provider of the most powerful process automation design environment available on the market. This partnership was created to help any company using Automation Anywhere to migrate to Microsoft Power Automate at a fraction of the time and cost of manual migration, while also adding value to its existing bot architecture.

Avanade &  
Blueprint have  
made it **easy** for  
clients to **migrate**

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Migrate **~80%**  
of actions with no  
touch

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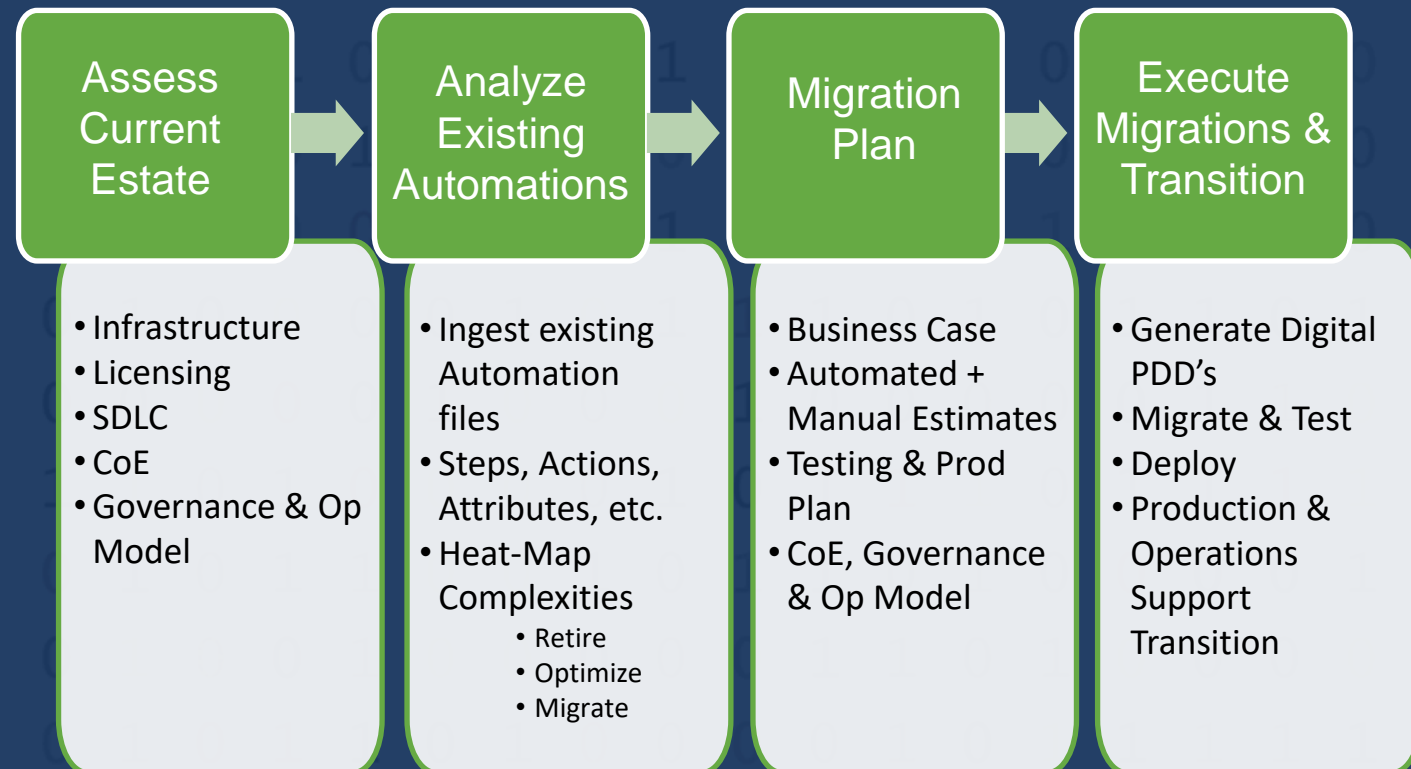
Reduce Migration  
time & effort **~70%**

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Drive **~60%**  
TCO efficiency

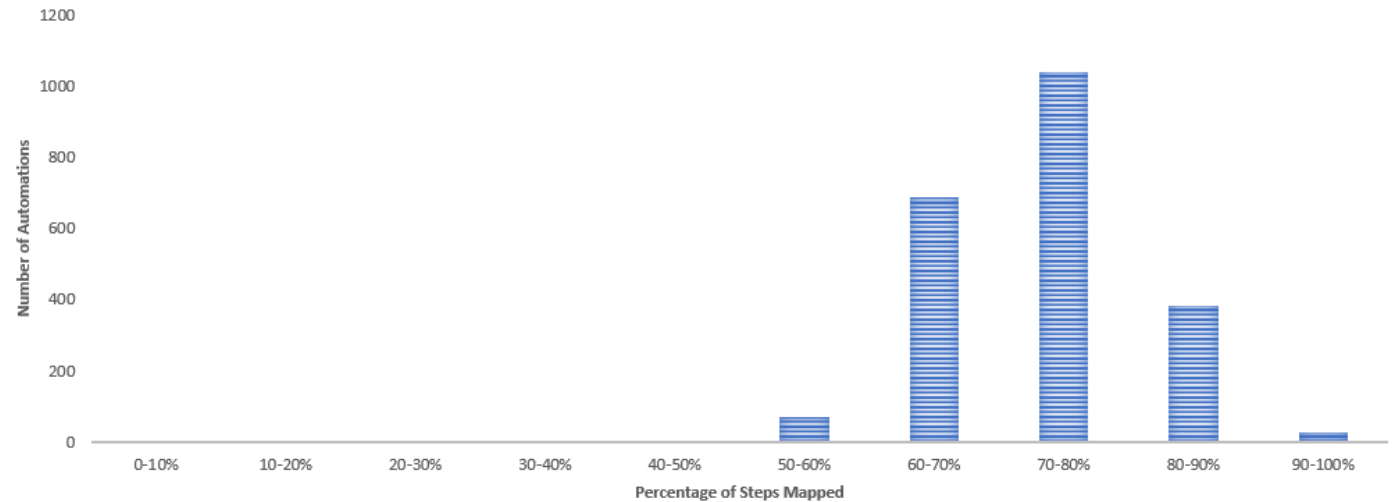
Migrate to  
Microsoft 3x  
faster and for  
70% less cost!

# Automation Migration Kit

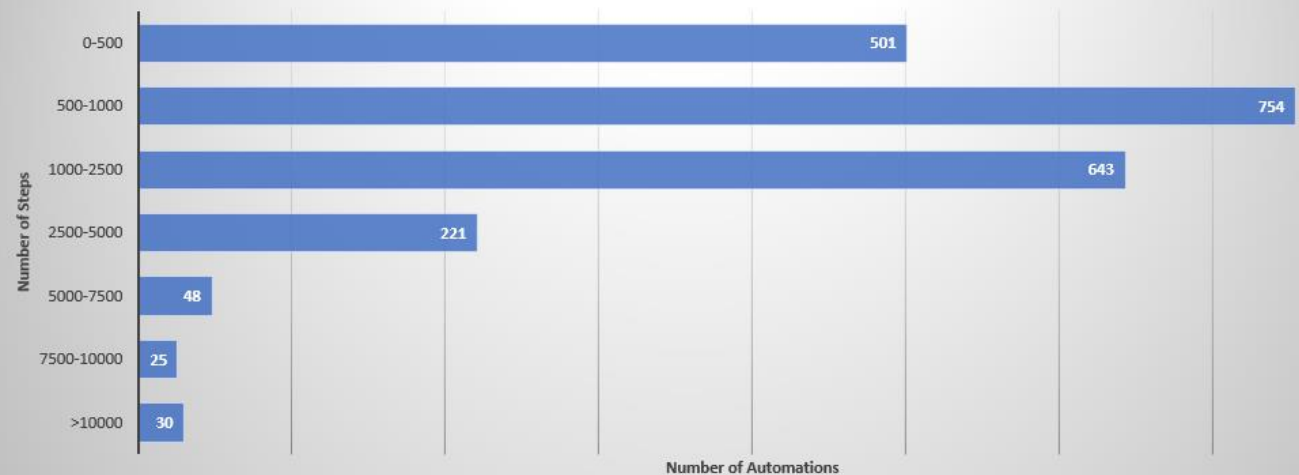


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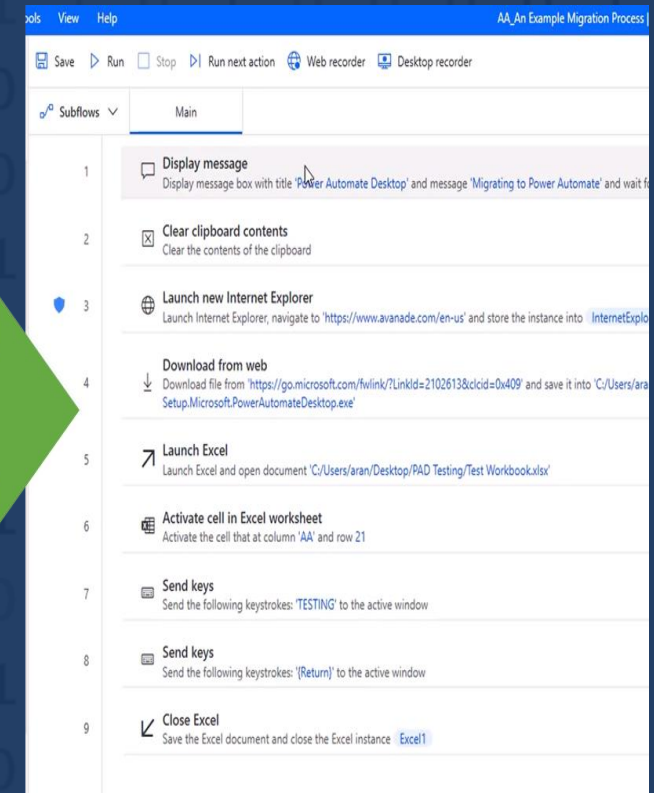
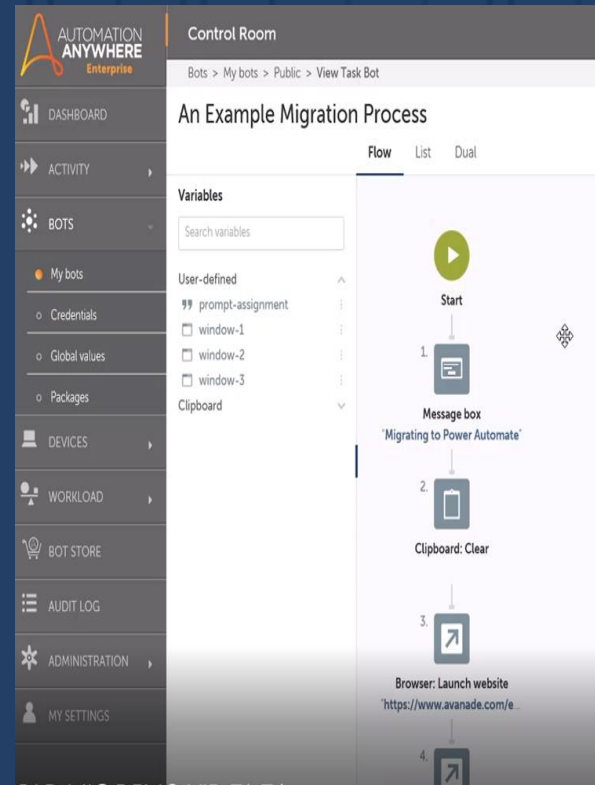
AUTOMATION DISTRIBUTION BY PERCENTAGE STEPS MAPPED



Number of Steps per Automation



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# What's in it for you?

Reduce average handling times by

**45%**

Deploy enterprise automations

**35%** faster

Increase customer satisfaction ratings by

**20%**

Reduce Errors by

**30%**

Increase Automation business value by

**5x**

Generate ROI Payback in less than

**6 Months**

# Delivering Rapid Value @ Scale for you!

01



## Assess current estate & confirm Business Case

- Business Use Case Strategy
- Walk/Run/Fly Implementation Road-map
- Migration Plan & Measurable Outcomes to govern return

02



## Client & Project Mobilization

- Minimal Viable CoE
- Op Model
- Established Access Rights
- Security, SDLC environments ready
- Client training and enablement

03



## Migrate & Automate @ Scale

- Migrate & retire existing estate
- Design/Develop/Deploy new automations
- Mature CoE and Op Model
- Mature Client Automation Factory
- Achieve Outcomes

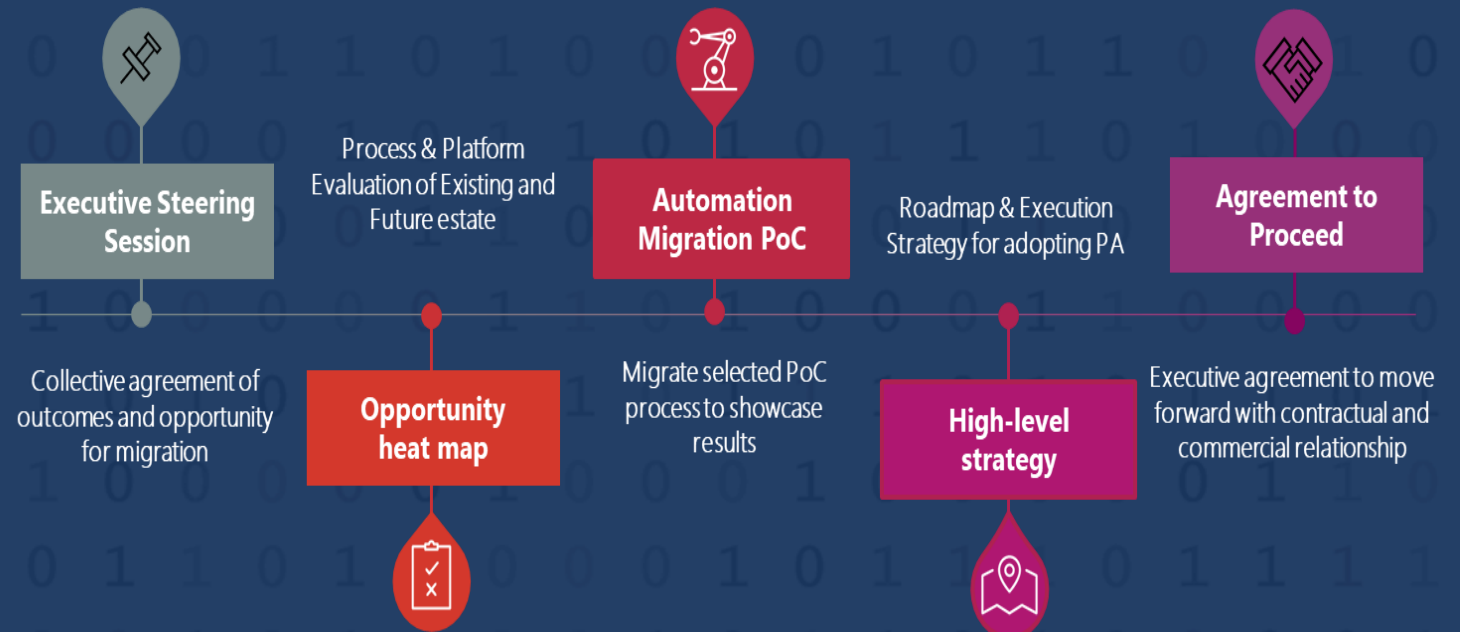
04



## Manage, Evolve & Transfer

- Managed Services CoE provides best practices and guidance
- Optimize & run your process automation initiatives
- KT, Stabilization and prepare transfer for self service

# Schedule a Discovery Call and let's get going!



# Core Team Key Contacts



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Avanade  
Global IA Lead  
[Frank.Catone@avanade.com](mailto:Frank.Catone@avanade.com)

Thank You