



**NUCLEUS**  
RESEARCH

# OPENBOTS UNVEILS NINJA RPA MIGRATION UTILITY

ANALYST

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## THE BOTTOM LINE

In response to the rapidly evolving RPA market, organizations often find that a different solution better suits their needs. In April 2022, OpenBots announced the availability of their Ninja tool for businesses looking to migrate their bots and operations off their current RPA platforms. Through an automated 1:1 process mapping, customers will benefit from a streamlined migration process and lowered costs of transitioning from a legacy RPA solution to OpenBots. With the addition of the zero bot licensing model, OpenBots provides an attractive value proposition for organizations looking to scale their automation practices.

## ANNOUNCEMENT

As organizations increasingly leverage robotic process automation (RPA), they often look to migrate their RPA functionality from their current system to one better suited to their specific needs. Nonetheless, the advantages of this migration are often outweighed by logistical barriers. Due to technical complexity, migration projects are often lengthy undertakings that require costly implementation specialists. Even then, success is not guaranteed, and automated processes may not work post-migration.

On April 29th, 2022, at the Zero Bot License RPA conference in Miami, Florida, OpenBots announced the Ninja RPA migration utility available on its OpenBots Studio platform.

Targeting customers looking to move from a legacy RPA tool to OpenBots' zero bot licensing model, Ninja aims to directly translate automations between platforms while reducing the need for developer expertise in both the source and destination software. Assets and Queues can be gathered from the source platform's servers and migrated to the OpenBots Server through a command-line tool.

With the initial release of OpenBots Ninja, customers can leverage the tool to facilitate their migration off UiPath. Ninja will likely support migrations from BluePrism in late 2022 and Automate Anywhere in 2023. More organizations will be able to streamline their adoption of OpenBots as Ninja grows its library of migrators.

**Ninja enables direct automation translation, lowering the need for technical expertise.**

## OPENBOTS

OpenBots is an RPA provider, differentiated by its usage-based pricing model, labeled as Zero Bot Licensing. While standard RPA pricing is based on a per-bot licensing payment structure, OpenBots charges no fee to increase bot count, with monetization instead coming from implementation services, SaaS tools, RPA transactions, and training and support packages. The vendor's flagship RPA product OpenBots Studio is offered free of charge. Other products include OpenBots Assistant, Enterprise Server, Cloud Server, Business Center, Documents, Discovery, Support, Academy, and Ninja. These tools provide on-premises and cloud-based orchestration, workflow management, document processing, SaaS process discovery and analysis, platform support, and instructor-led training.

## CUSTOMER IMPACT

Nucleus expects migrations with Ninja to OpenBots will be simplified, accelerated, and less costly than traditional hand-coding methods, making the move accessible to businesses of all sizes.

### EASE OF MIGRATION

Ninja automates the translation of bots between RPA systems, a traditionally technically complex task that often requires third-party expertise and runs the risk of human error. Ninja facilitates a 1:1 mapping of automations from the source solution to OpenBots, requiring less manual labor for customers. Additionally, Ninja is supported by OpenBots' global network of over 50 RPA implementation partners. With industry-specific partners, these specialists bring domain knowledge to the migration process, expediting manual tasks typically done by general consultants. Assets and Queues command-line migration also removes a step highly prone to human error. These functionalities will streamline migration logistics for customers, enabling them to deploy OpenBots faster and accelerate time-to-value.

### DECREASED MIGRATION COSTS

With access to OpenBots' portfolio of partners, customers have a range of pricing options depending on their consultant needs. These different cost models present an optimal cost-to-performance option with price points available for cash-strapped companies. Customers can further reduce migration costs by shortening the migration lifecycle. As Ninja shortens the migration lifecycle, businesses can save employee time and consultant costs.

## LOOKING AHEAD

As the RPA market evolves, the need for an effective migration tool has become evident. We expect Ninja's introduction to deliver cost and time savings for businesses looking to migrate toward OpenBots' RPA tools. Ninja makes the shift to OpenBots economically viable for small to medium-sized companies that may lack the resources for a large-scale migration. For large enterprises, Ninja provides an easy escape hatch, encouraging organizations that were incurring high bot licensing fees to reduce their overall RPA spend while increasing points of automation.

The addition of the Ninja utility to the OpenBots ecosystem makes the platform increasingly approachable to organizations of all sizes. More customers will be able to benefit from the

platform's scalability, replacing their RPA solutions with one without a per-bot licensing structure. Where most organizations see strong returns for their first high-volume automation projects, paying for the licensing of bots that automate infrequent tasks can result in a negative return. By making the migration to OpenBots' model easier, businesses will be able to scale RPA usage more freely as they look to automate tasks across the entire organization.