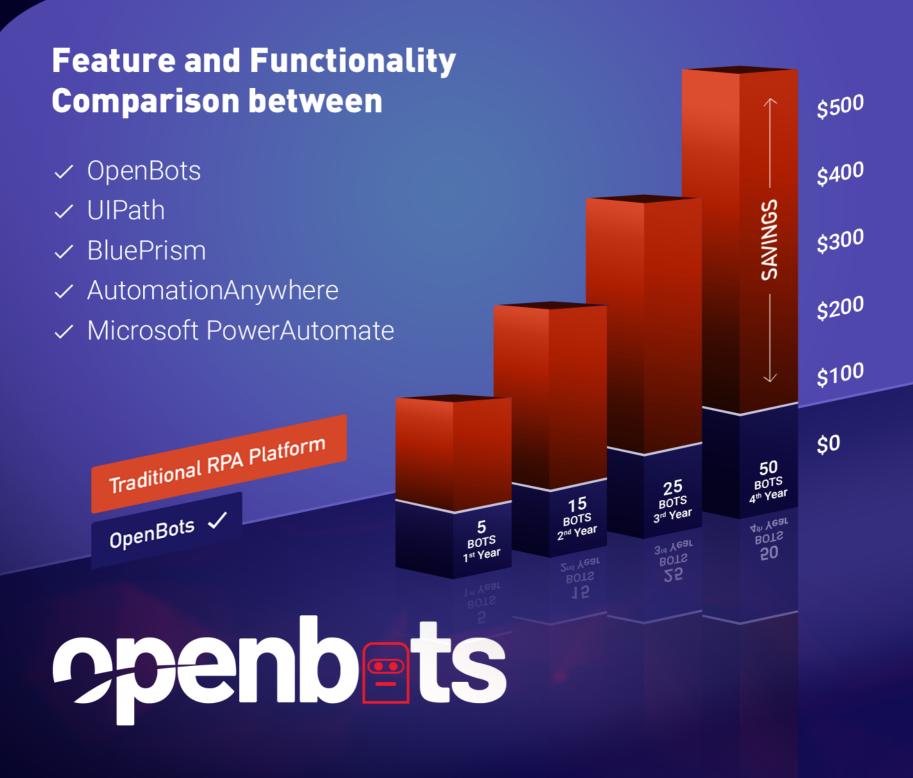
# Intelligent Automation Comparison Guide



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# How OpenBots facilitates Intelligent Automation

The market is moving past just solving for Process Automation. There is increasing pressure for companies to leverage machine learning and artificial intelligence to make workflows more intelligent and more efficient.

OpenBots was designed to be API friendly and can easily connect with machine learning models, data sources and document understanding tools to incorporate intelligent automation components.

As pressure increases to make automations more intelligent, obtaining increases in budget is not as easy. Many of our clients use OpenBots to save 80% in Bot Rentals / Licensing and then reinvest those savings into Intelligent Automation initiatives.





#### Features & Functionality

From a functionality standpoint, OpenBots was designed to be at feature parity (and in many cases exceed) UiPath and the Big 3 platforms.

Prior to founding OpenBots, our founding team was building automations for Fortune 500 customers using UiP, BP and AA, so we had a very strong understanding of the best-in-class products and designed OpenBots to be a robust enterprise solution that delivers identical outcomes, but on a more scalable basis.



#### Cost & ROI

Our pricing is very simple. We eliminated Per-Bot licensing, so companies can build as many bots as they need without worrying about increasing costs. Whether you build 5 bots or 500 bots there is no Per-Bot licensing. We only charge for Orchestration and there are two options

#### (Both Options Generate a 75-80% reduction in platform cost vs. the Big 3):

- Enterprise Server: On-prem orchestrator \$1,999 / month.
- Cloud Server: Cloud-hosted orchestration, which is based on runtime hours. Our base plan starts at \$49/month (includes 16 hours of runtime), followed by our \$499 per month plan (includes 240 hours of runtime), and the next plan is \$1,999/month (includes 2,000 hours of runtime).

We also offer optional support packages if you're team wants more direct access to OpenBots developers/consultants, but again this is optional and is customizable to your team's requirements (and costs tend to be in line with support costs you pay for the Big 3 vendors).

# OpenBots vs UiPath

Both UiPath and OpenBots are robust enterprise grade platforms for automating business processes. They both provide tools that enable development of automation code and execution and management of this automation code executed by digital workforce (Robots). In addition to the core build, run and manage features, both also offer sophisticated components for human in the loop execution, Forms/Apps for data capture during execution, and cognitive execution for document classification and data extraction.

There are also additional tools that help you measure your automation program metrics by building dashboards that provide process execution insights to operations and business teams.

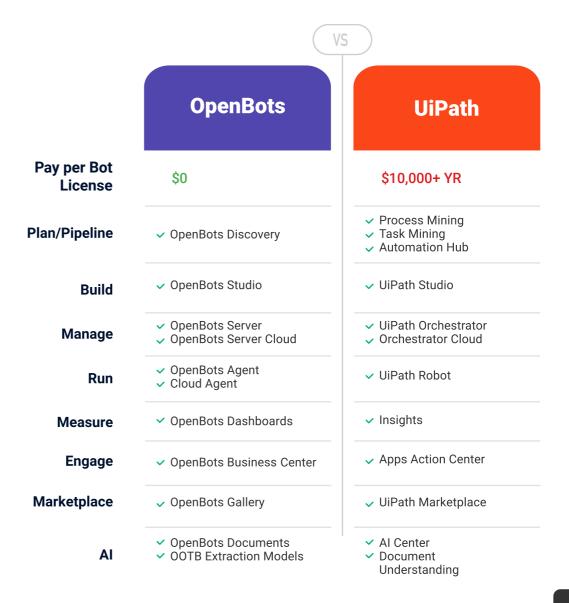
The main difference between the two platforms is the cost. With its Zero Bot licensing model, OpenBots enables scalability of automation programs. Whereas, with UiPath your automation pipeline tends to be much smaller as the number of ROI positive automations is much lower. This is due to the expensive licensing cost which increases with every Robot you put in production resulting in significantly lower benefits from the program.

Both UiPath and OpenBots are very mature products that provides capabilities around all aspects of

automation analysis, design, development, and delivery of automation projects.

For most part they are at feature parity. There are some areas where UiPath offers additional capabilities for process discovery.

They have add-on components for process mining and task mining which OpenBots currently offers as partnerships with other providers. On the other hand, OpenBots strength is their orchestration capabilities. With OpenBots you are not only able to orchestrate automations that are built using proprietary low code OBScript but also

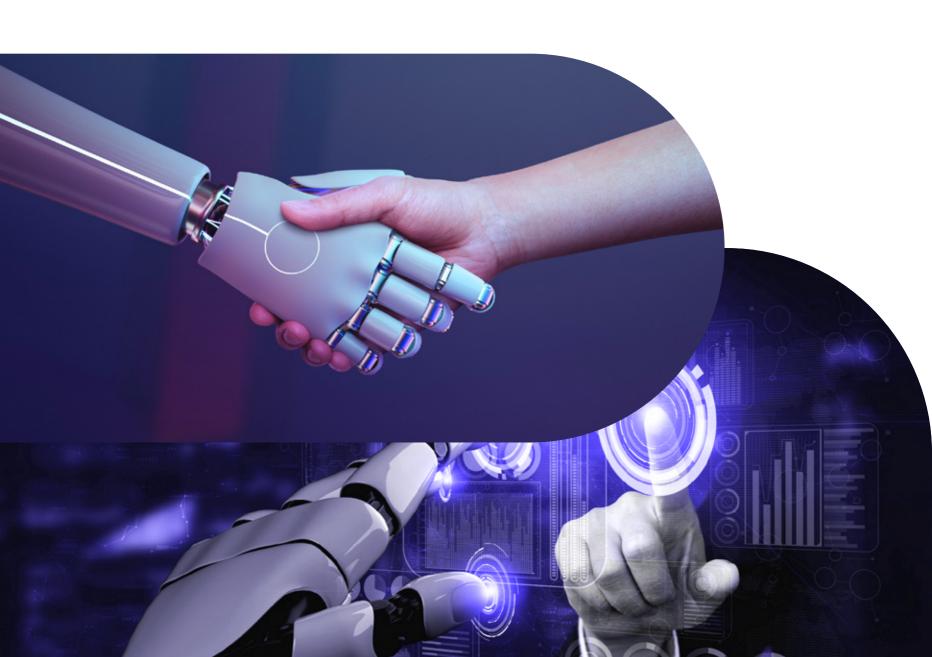


automations which are scripted using popular languages like C# and python. Additionally, the auto provisioning capabilities help dynamically increase the number of robots for higher concurrency to cater to higher transaction volumes. Other OpenBots differentiating features include a development SDK to build custom commands (Activities), business events, email gateway, rules engine (In development) etc.

UiPath has the largest market share and adoption rate today.

They have the largest development network.

OpenBots is built on similar technology stack and makes it very easy to learn for developers that are already familiar with UiPath. OpenBots also provides various enablement and training programs and has a mature product academy and certification program for self paced enablement.



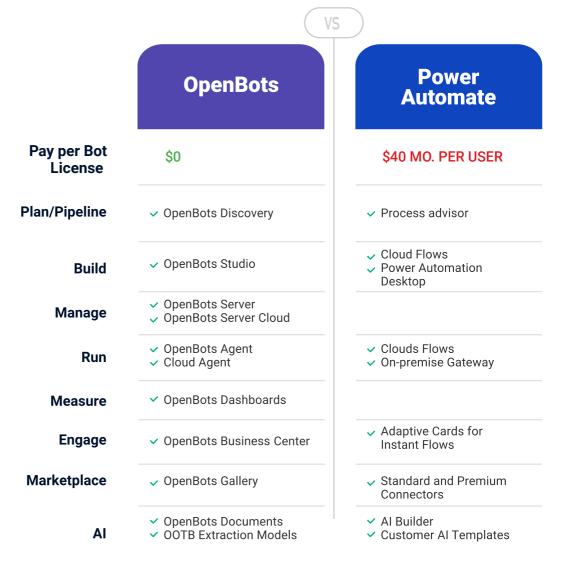
# **OpenBots Vs Power Automation**

Power Automate is for lighter desktop use. Microsoft is emerging and has a powerful position with full Power Platform Suite but there are some areas that need to mature before Power Automate will offer a fully competitive RPA alternative.

Microsoft Power Automate provides several ready to use connectors and native integration with third party platforms making it the strongest RPA platform for integration. These are generally used in the cloud flows which are developed directly on the power automate portal. OpenBots has some native connectors for common applications like Salesforce, SAP and Encompass etc. but lacks broader coverage. However, OpenBots does provide out of the box commands to build automation using APIs which allows for custom extension of native integrations.

The areas where Power Automate lacks today is unattended desktop based automations and automation Orchestration. Microsoft currently provides basic capabilities where as OpenBots has very advanced features which include work queue management, assets, human in the loop, central email gateways, process execution tracking, auto provisioning, business events, out of the box credential vaults, Agents groups for concurrency and many more such features which makes OpenBots platform a robust full featured automation platform.

Another key difference is that Microsoft power automate licenses its platform on a per user or per flow basis. So, the as you build more automations the cost keeps increasing causing issues with automation scalability which is what OpenBots solves with its Zero Licensing cost for Robots.



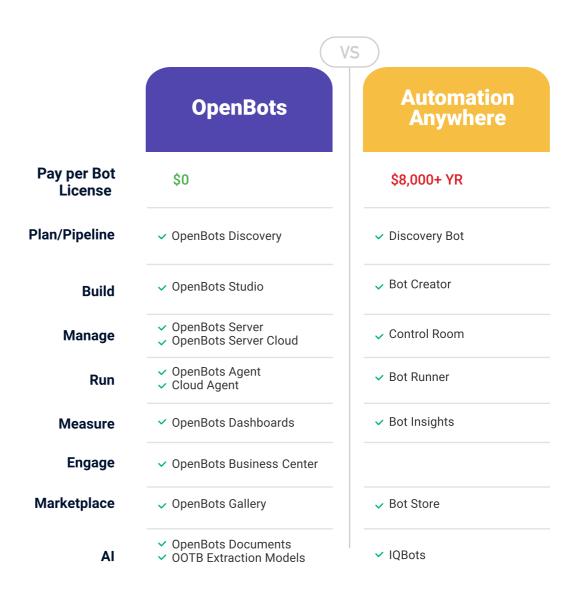
# OpenBots Vs Automation Anywhere

Automation Anywhere did major rework while launching their Automation 360 platform. The old version of Automation Anywhere platform (Enterprise 11/10) is an on-premises solution.

With Automation 360 they now offer both on-premises and Cloud solution. OpenBots on the other hand has always provided SAAS and on-prem Solutions. OpenBots offers both Execution (Agents) and Execution management (OpenBots Server) on the cloud.

Migration of automation code to Automation 360 from older versions is difficult and time consuming since the versions differ significantly. OpenBots offers a migration tool to its customers, which enables a seamless semi-automation migration of automation code developed on different platforms, and reduces the overall migration cost by about 70-80%. Automation Anywhere is primarily built on Java whereas OpenBots uses Microsoft technology stack (.Net, IIS and SQL Server).

Both have a strong intelligent document processing solution and core components for dashboards and analytics. Automation Anywhere has a discovery bot, which is used for task mining, a feature that OpenBots provides with third party partnerships. Like AARI from Automation Anywhere, OpenBots



has a business center which enables human in the loop execution. OpenBots extends this capability by providing custom Forms and Apps using low code which can be deployed as sites and shared with user for their process related inputs. Features likes custom rules and user approvals are built in capabilities of OpenBots Business center.

Both Automation Anywhere and OpenBots come with a custom SDK which enables extension of the exiting command sets in Studio.

Automation Pricing and total cost of ownership is much higher with Automation Anywhere. Like other platforms, Automation Anywhere licensing depends on the number of automations and the bot requirements which is not the case with OpenBots. OpenBots is built to handle unexpected volumes which can be achieved by dynamically provisioning new bots on-demand.

Unlike Automation Anywhere, OpenBots gives developers high flexibility and allows different scripting technologies, including proprietary low code OBScript, or advances Python, C#, TagUI or Powershell.



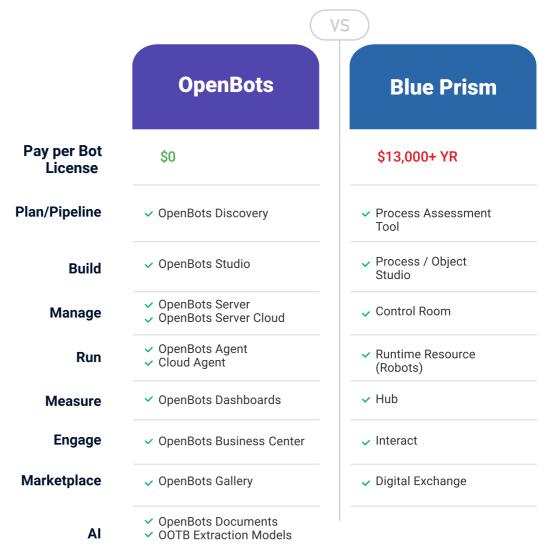
# OpenBots vs Blue Prism

Blue Prism offers a very robust and high performant solution but has several functional gaps. Blue Prism lacks some core functionality and leverages many third party components to fill the functionality Gaps especially around attended execution, intelligent document classification and extraction and analytics. Blue Prisn was traditionally designed for back office execution.

Blue Prism leverages client server architecture and does not offer the benefits of a SAAS solution. Not being a full SAAS solution, configuring of failover, and high-availability results in higher deployment maintenance cost for enterprises. OpenBots provides APIS for all features of OpenBots Server which makes integration with other external applications seamless. Integration is generally difficult and required heavy design and development work in base of BluePrism.

Blue Prism studio is one of the best, scoring the most on factors like automation reusability and ease of automation development.

Although Blue Prism do not charge for the Orchestration/Control Room, the platform licensing is still based on the number of Bots. The total cost of licenses increases as you build more automations. Like most of the other platform Blue Prism licensing model limits the scalability of automation programs. If your automation road map includes development of a large number of process automations, leveraging OpenBots platform will give you the most return on investment keeping the total cost of ownership the lowest.

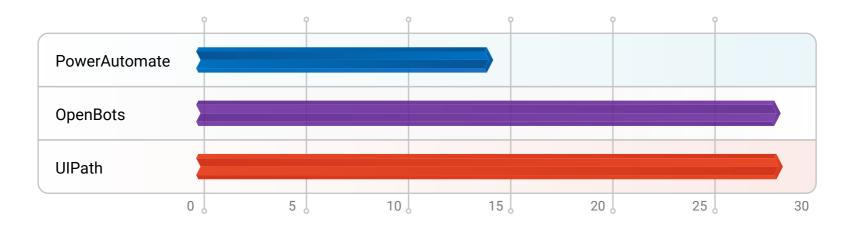




#### **Architecture & Infrastructure**

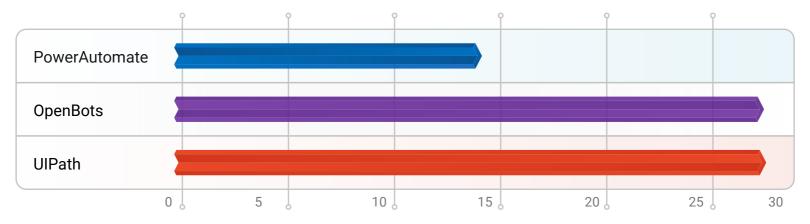
OpenBots Studio is a low code development environment for authoring automation code. Studio provides over 1000 low code commands that automation builders can mix and match to easily build automation workflows. The commands are grouped in logical packages and comes with comprehensive usage documentation. In addition to the low code commands, technically advanced developers can also optionally use code to augment automation functionality. This makes the tool highly extensible.

We allow automation projects to be built in OB Script (OpenBots low code automation language) as well as partially or fully develop automations in C#, python, TagUI and Powershell scripts making OpenBots development IDE the most powerful and flexible automation authoring tool available in the market.



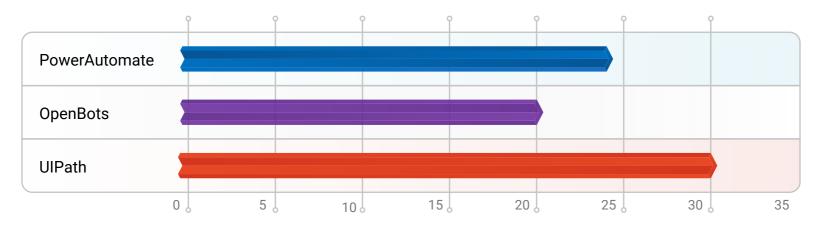
Criteria	Description	Weight
SAAS Orchestrator	What are the cloud capabilities? Are there components that are PAAS enabled? What components are fully SAAS?	3
On-Prem	Can the platform be hosted on prem?	3
SAAS Runtime/Agents	Ability to have the runtime on cloud environment	1
Scalability - High availability	How seamless is it to build redundancy/DR. how well does the platform scale when the number of processes/execution volumes are very high	3

## **Automation Development**



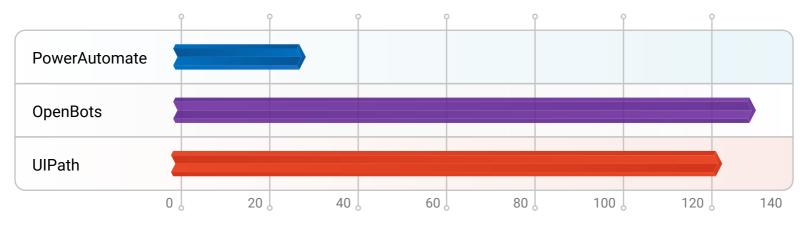
Criteria	Description	Weight
Native Connectors	Availability of API based native connectors	3
Citizen Development (End User Enablement)	Capability to allow business users to build their own automations for their tasks by providing a simplified automation development environment and by abstracting the technical details	2
Coding Knowledge Required	Ease of development on the core build component and how much of coding experience is required to build complex automations.	2
Debugging capabilities	Code/workflow debugging capabilities to allow review of code steps, insert breakpoints, watch variables, output etc.	3
Human in the Loop (design ease/form design)	Design and build workflows where both bots and users must perform steps within a process. In addition, ability to design and build forms or apps for users to take actions for user steps assigned with in a workflow.	2
Integrate with API/Webservice	Development of interfaces for workflow to call external APIs (web services, message bus etc.)	3
Office Integration	Capabilities to build workflows with seamless integration with MS office products (Excel, outlook etc.)	3
Plug in / custom activities support	Enable custom activities development for process steps which are not OOTB.	3
Reusability	Ability to provide and enforce reusability of custom code/ modules across different workflows	3
Python/C#/Other scripts	Ability to use other scripting and automation languages	3
Capture/log screen image	OOTB features on the platform to take screen shots of application screens as part of the process for logs or workflow processing.	1
Code Analyzer / Best Practices check	Tools within the platform that enable enforcement of best practices while automation development	3
Database Integration (access)	Integration capabilities with different types of databases to read/write data	1
Integration with Source Code/ Versioning	Platform capabilities to leverage source code management tools (SVN, TFS, GIT)	2
Publish Automations as web service	Ability to expose full workflows or some steps within the workflow as APIs for other applications to invoke.	1
Recording	OOTB features in the platform to build workflows by recording the process steps on the applications.	2
Citrix Automation/Recording	How easy/difficult it is to build workflows that leverage citrix/RDP environments for application access	2
Terminal	Ability to build automations for terminal based applications	3

#### **Process Execution**



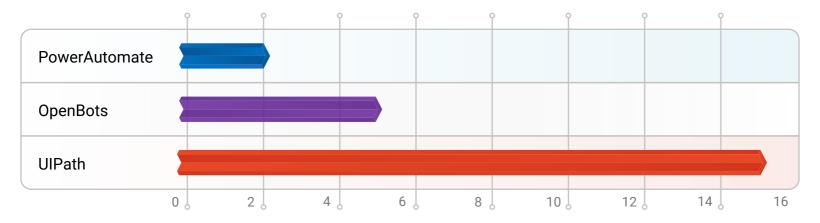
Criteria	Description	Weight
Apps - Human in the loop	How well does the process execution transfer between the bot and the human for their steps	2
Attended Mode	Does the platform allow attended bot execution	3
Unattended	Background Processing	3
Global Variables/Assets	Ability to create global/environment variables or configuration that needs to be shared across different processes.	2
Trigger processes from external web sites/Apps	Can the processes by spawned by external applications using APIs or other methods	1
Capture Screenshot	Can a partial or full application screenshot be taken as part of the logs for future audit or issue troubleshooting	1
Auto Provisioning of Robot	Allows to dynamically attach to orchestrator and extend the digital workforce without the need of manual configuration	3

## **Process Execution Management**



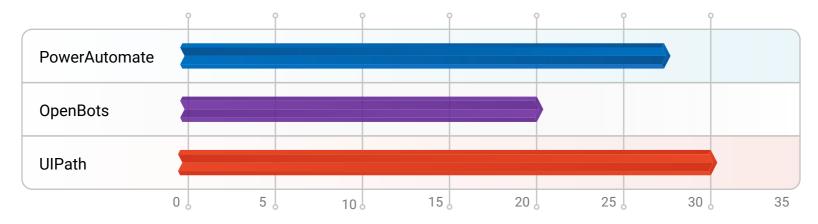
Criteria	Description	Weigh
Alerts/ Notification	Ability to set alerts and notifications (emails, text) on different events (for example the bot machine connection lost, process completed/errored etc.)	3
Features exposed as APIs	Capabilities to integrate with the control component (orchestrator/control room) for different tasks such as run/configure process, view run status, configure queues etc.	3
Human in the loop (task status)	What capabilities does the control component provide to monitor tasks that have human and bot orchestration. Monitoring status of such processes which includes work baskets of bots /humans.	2
Monitor Process Logs	Ability to review logs being generated by the bots from the control component.	3
Process Steps (Audit)	Ability to audit process runs to review workflow paths/data driven steps taken for that run	3
Queue - Intelligent work allocation	Intelligently allocating work to Bots based on queue item priority and SLAs	2
Queue Management	Overall capabilities to create and monitor queues and queue items including unprocessed items, volumes, average handling times, processing errors etc.	3
Web Service Callbacks - OOTB	Ability to have webhooks/call backs on different events. For example, on process completion, queue items processed etc.	3
Allow creation of Custom Dashboard	Allow admin users to create custom dashboards for process monitoring or reporting dashboards for business users	1
Credential Store	Security and credential storage. How well does the platform integrate with external credential vaults.	3
License Management	Ability to manage platform licenses and their usage from the control component.	3
Mobile Interface	Does the platform provide a mobile interface for the control component?	1
Process Status (Monitoring)	OOTB dashboards for process monitoring	3
Package Management (versioning/upkeep)	Ability to management multiple versions of a process. Audit what versions of processes were used for different process runs. Ability to roll back to prior versions.	2
Process Organization (process-based access)	How does the platform organize the processes? Does the platform allow creating different tenants/folders/user roles for separation of processes at a business unit level?	1
Queue -SLAs	Ability to set priority for queues or queue items.	2
Queue based process triggers/schedule	Ability to trigger a process on add new queue item event	1
Queue/Transaction - Status Monitoring	Ability to monitor queue lengths and status or different queue items.	3
Schedule Management	overall scheduling capabilities with the platform	2
Setup Bot Machines/Sessions	Features in the control component to configure bots and allocations to different processes	2
Users - AD integration	Integration with active directory for users and groups.	1
Users and Roles (Access Control Models)	user/ roles/ entitlements	2

## **Process Pipeline Management**



Criteria	Description	Weight
Opportunity Assessment	Tools/Modules that enable a methodology for process discovery to identify processes that are good candidates for automation including complexity, effort and business benefit analysis.	3
Process Mining - Events/Log Based	Review of application and process event logs to determine trends, patterns and other details for processes with the objective of process efficiency and identification of good candidates for automation using data mining algorithms.	1
Task Mining - Desktop Observation Based	Tools to record user activities on their desktops to determine how work is getting done and to determine what tasks could be automated.	1
Automatic Code Generation	Creating partial or full automation code using the data from task mining output or other templates	1

# **Cognitive Capabilities**



Criteria	Description	Weight
Calling Python Scripts	Ability to spawn python code or other machine learning code.	3
OCR activities (document understanding)	How strong are platform OCR capabilities? Does it provide just OCR or NLP. Does it allow custom templates to be created with data mappings.	3
OOTB Document Extraction Solutions	Are there OOTB solutions for common for document data understanding and extraction. (for example data extraction from invoices, purchase orders, IDs etc.)	3
Model Hosting	is the platform able to host and use ML models? Overall model life-cycle management.	2

# Automation



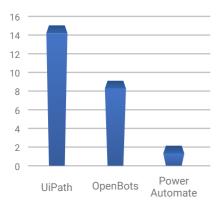
How Fortune 500 Are Migrating To



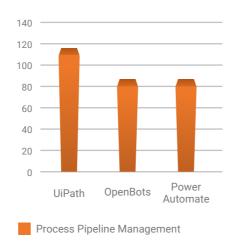
Due to our robust functionality and our Zero Bot License model, many Fortune 500 customers are leveraging OpenBots as part of a multi-vendor strategy where they bring in our platform alongside their existing automation solution and use OpenBots to build future pipeline automations and blend down their total cost of ownership. As confidence builds, and existing licenses come up for renewal, we're seeing strategic migration of license-heavy workflows to OpenBots. We also built the OpenBots Ninja migration utility to seamlessly migrate code from UiPath to OpenBots reducing migration time and effort by 80%.

# **Overall Comparison**

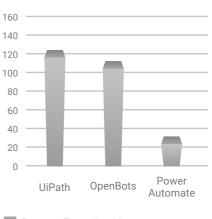
#### **Process Pipeline** Management



#### **Automoation Development**



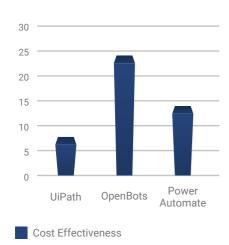
**Process Execution** Managment



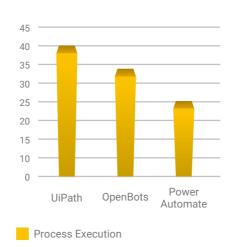
Process Execution Management

#### **Cost Effectiveness**

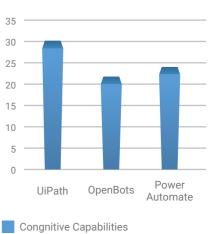
Process Pipeline Management



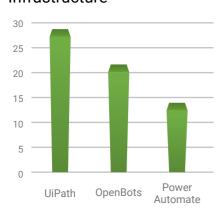
#### **Process Execution**



**Cognitive Capabilities** 

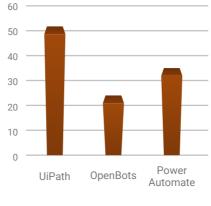


#### Architecture & Infrastructure



Architecture & Infrastructure

#### **Other Factors**



Other Factores



# Bring Digital Transformation To Your Business

You can **try OpenBots for free** or select the right **Implementation Partner** to help you create the right intelligent automation structure for your business.



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