



Automation Anywhere

Intelligent Automation Platforms

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Intelligent Automation platform technology vendor assessment for Automation Anywhere is a comprehensive assessment of Automation Anywhere's intelligent automation platform offering and capabilities, designed for:

- Sourcing managers investigating sourcing developments within RPA and intelligent automation
- Automation decision makers exploring the benefits and inhibitors of RPA and intelligent automation as evidenced from the clients and vendor capability
- Vendor marketing, sales and business managers developing strategies to identify developments and target opportunities within operations transformation
- Financial analysts and investors specializing in, or covering, the RPA and intelligent automation industry and suppliers.

Key Findings & Highlights

Automation Anywhere is positioning itself as "the only provider of a 'complete Digital Workforce platform' that goes beyond RPA to deliver true intelligent automation with RPA, AI, analytics and an automation marketplace for bots and Digital Workers - all delivered in a single platform."

Automation Anywhere's primary RPA offerings include:

- Automation Anywhere Community Edition
- Automation Anywhere Enterprise
- IQ Bot
- Bot Insight
- Bot Store.

At end 2018, the company had 1,800 employees, and it expects to have 3,000 employees by end 2019.

Automation Anywhere uses the motto of "go be great" with its goal to free up humans from repetitive, mundane tasks and enable them to do more cognitive, more intelligent work. Automation Anywhere clearly sees the current RPA market as a land grab and is working hard to scale adoption fast, both within existing clients and to new clients, and for each role within the organization.

The company has traditionally focused on the enterprise market with organizations such as AT&T, ANZ, and Bank of Columbia using 1,000s of bots. For these companies, transformation is just beginning as they now look to move beyond traditional RPA, and Automation Anywhere is working to include AI and analytics to meet their needs. However, Automation Anywhere is now targeting all sizes of organization and sees much of its future growth coming from the mid-market ("automation has to work for all sizes of organization") and so is looking to facilitate adoption here by introducing a cloud version with a no-install, purely web-based interface along with its Bot Store.

Automation Anywhere, as with the RPA market in general, continues to grow rapidly. The company estimates that it now has 1,600 enterprise clients, encompassing 3,800 unique business entities across 90 countries with ~10,000 processes deployed. The company estimated in March 2019 that it had delivered ~1m AFTEs.



Scope of the Report

The report provides a comprehensive and objective analysis of Automation Anywhere's platform offering, capabilities, and market and financial strength, including:

- Revenue summary
- Analysis of the company's intelligent automation platform functionality
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Identification of the company's strategy, emphasis, and new developments within its technology and services
- Analysis of the company's strengths, challenges, and outlook

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