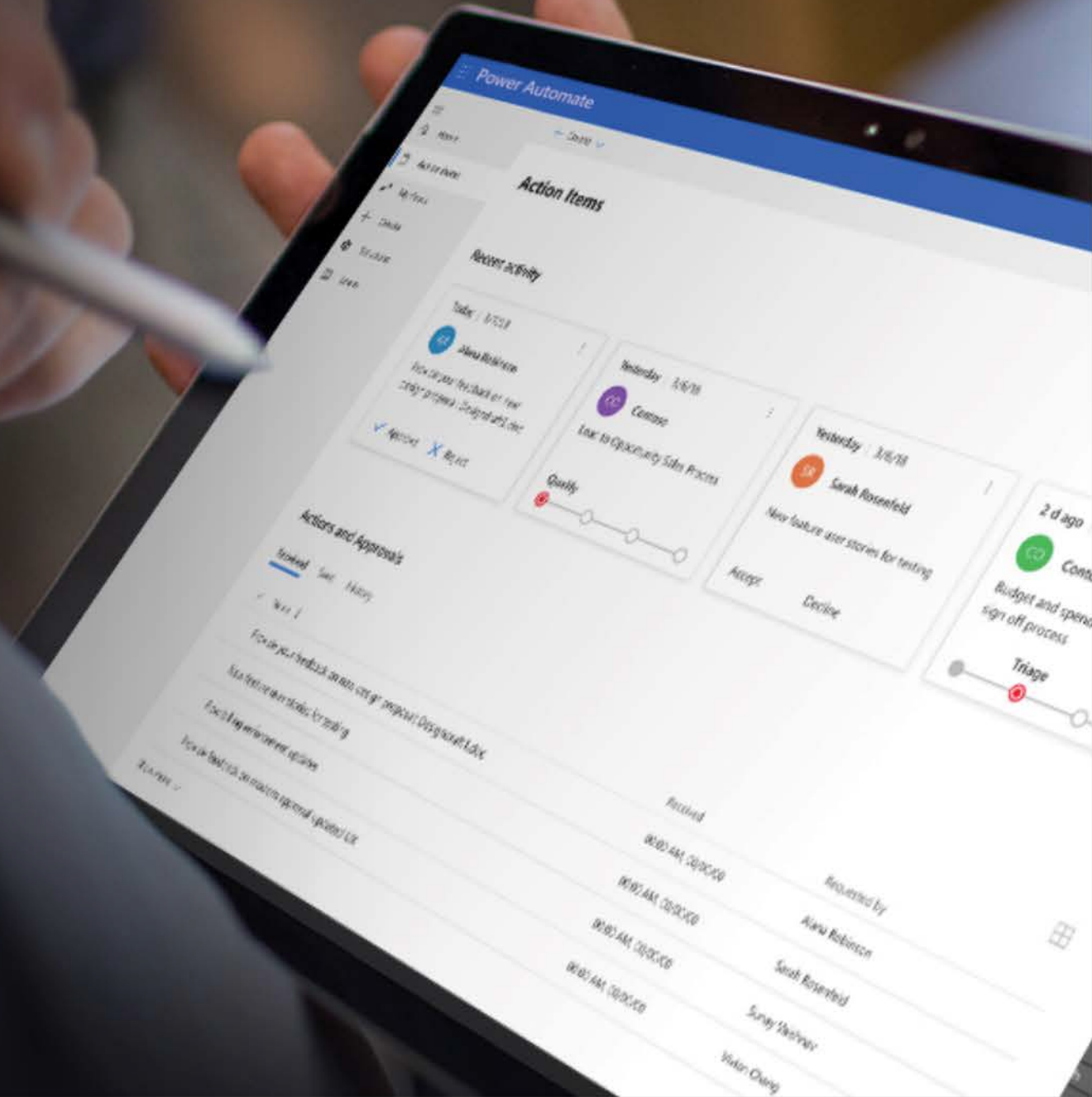


Microsoft Power Automate

Intelligent automation for all

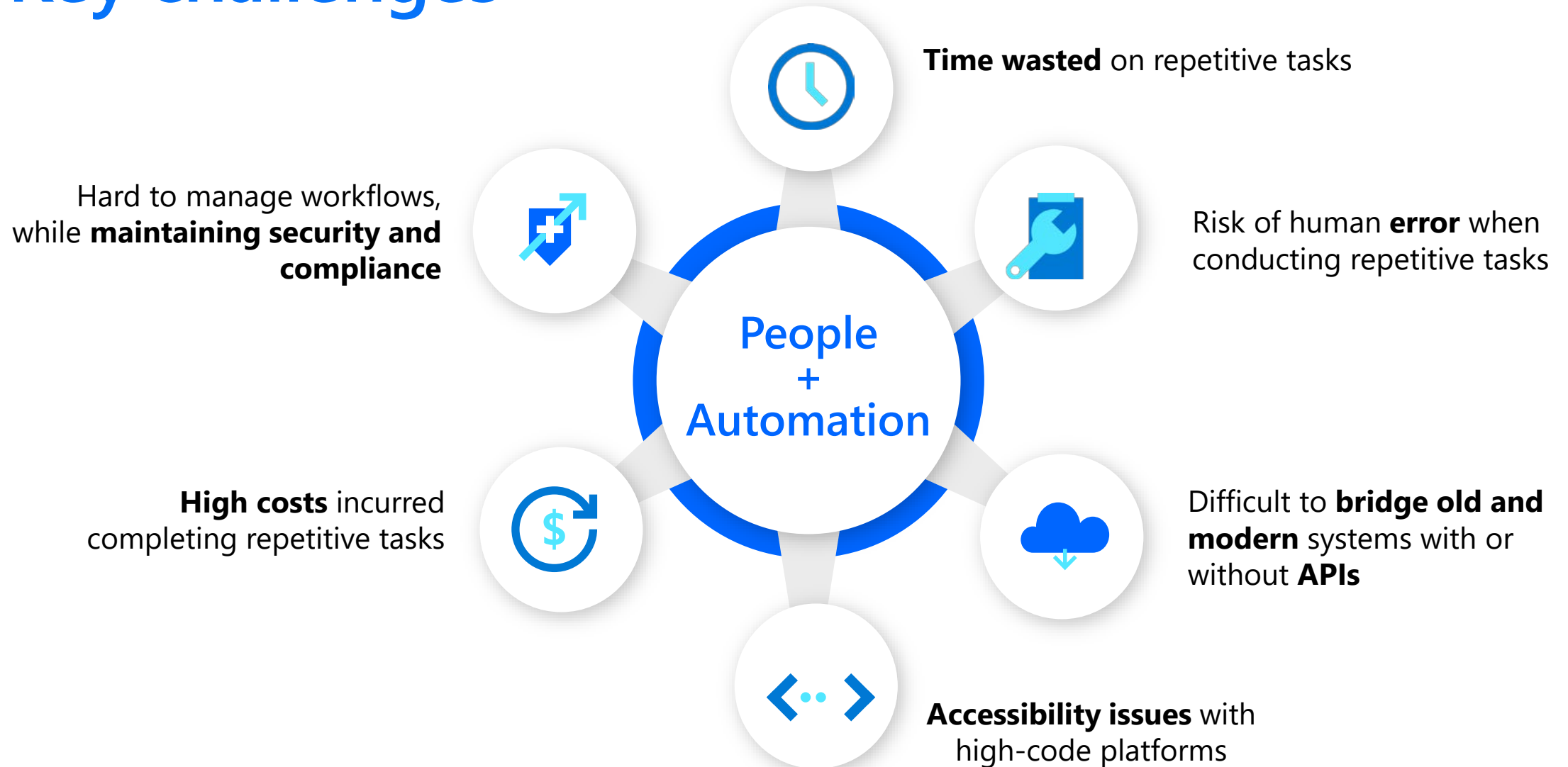


Automation for a modern world

Humans excel at **creative** and **strategic** thinking, but we spend much of our time performing **repetitive** and **manual tasks**



Key challenges



What you can do with automation



Streamline everyday business processes to **save organizations time and money.**



Securely scale across your organization with enterprise governance features.



Automate **modern and legacy** on-premises software in the cloud.



Democratizing automation for all

Enable automation across your legacy, on-premises, and cloud apps and services



Citizen Developers



Pro Developers



IT/Admins



Microsoft Power Platform

The low-code platform that spans Office 365, Azure, Dynamics 365, and standalone applications

Innovation anywhere. Unlocks value everywhere.



Power BI
Business analytics



Power Apps
Application development



Power Automate
Process automation and RPA



Power Virtual Agents
Intelligent virtual agents



Data connectors



AI Builder



Common Data Service

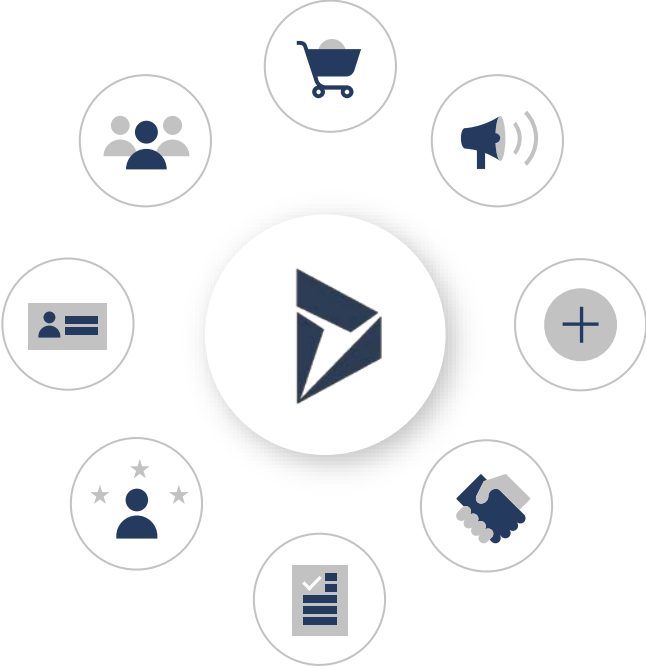


Native integration is the path to maximum efficiency

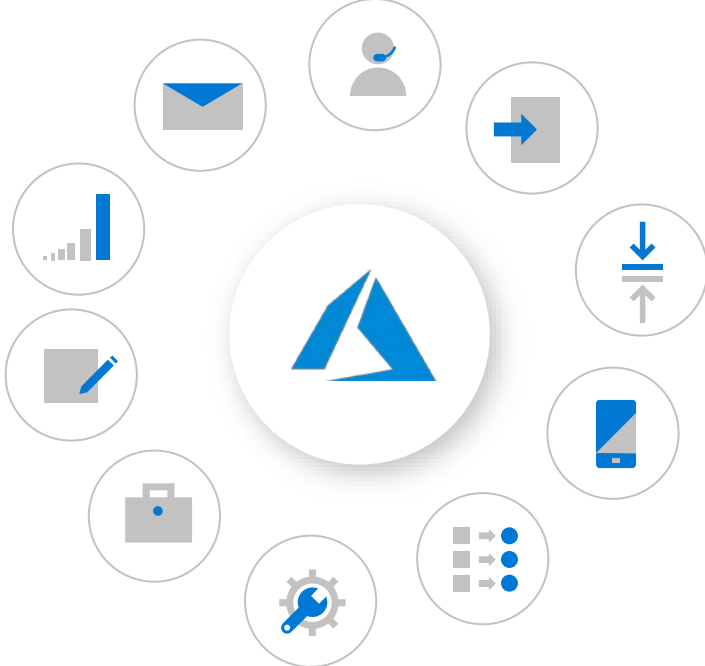
Across Microsoft's three clouds



Microsoft 365

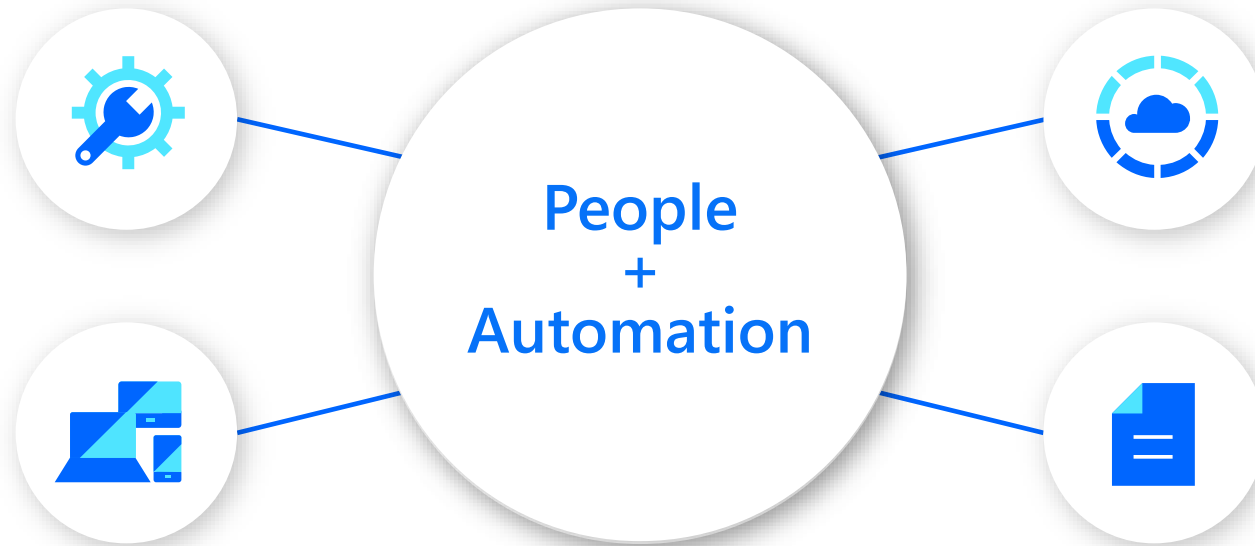


Dynamics 365



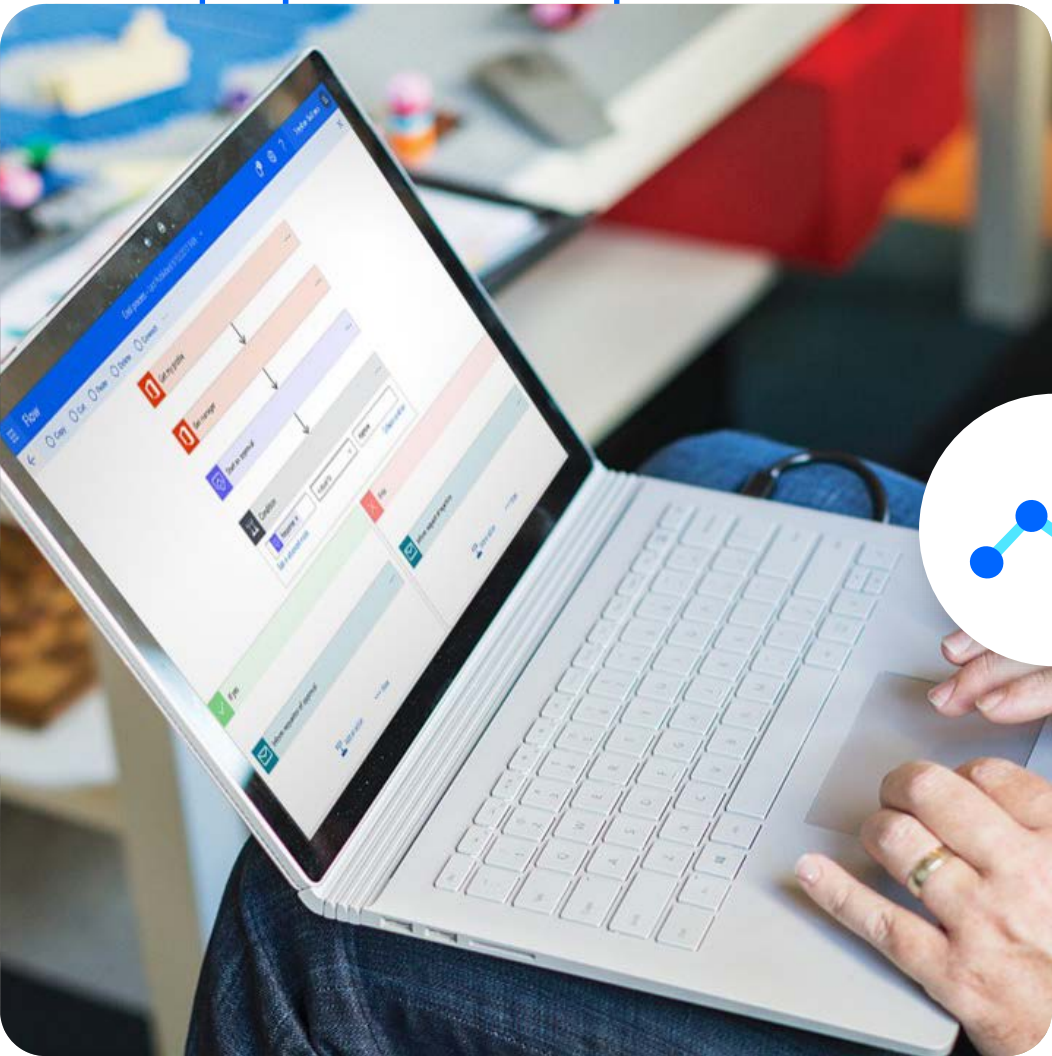
Azure

Power Automate



**Empower your people to focus
on what matters most**

Take care of what's important. Automate the rest.



**See how
Power Automate works**

Power Automate

Core Offerings



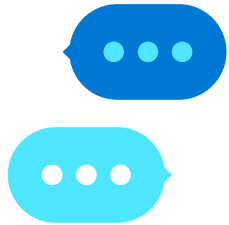
Moving beyond traditional automation

Power Automate brings together the power of traditional **digital process automation** with **robotic process automation** and **AI** into one platform.



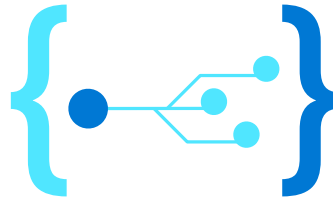
Power Automate

Intelligent automation offerings across DPA, AI and RPA



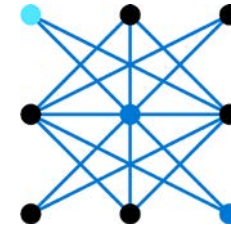
Intelligent AI

Easily create and publish AI-driven chatbot experiences as well as train, build, and publish AI models with AI builder's pre-built templates.



Digital Process Automation (DPA)

Build simple approvals to complex workflows with over 350 built-in API connectors.



Robotic process automation (RPA)

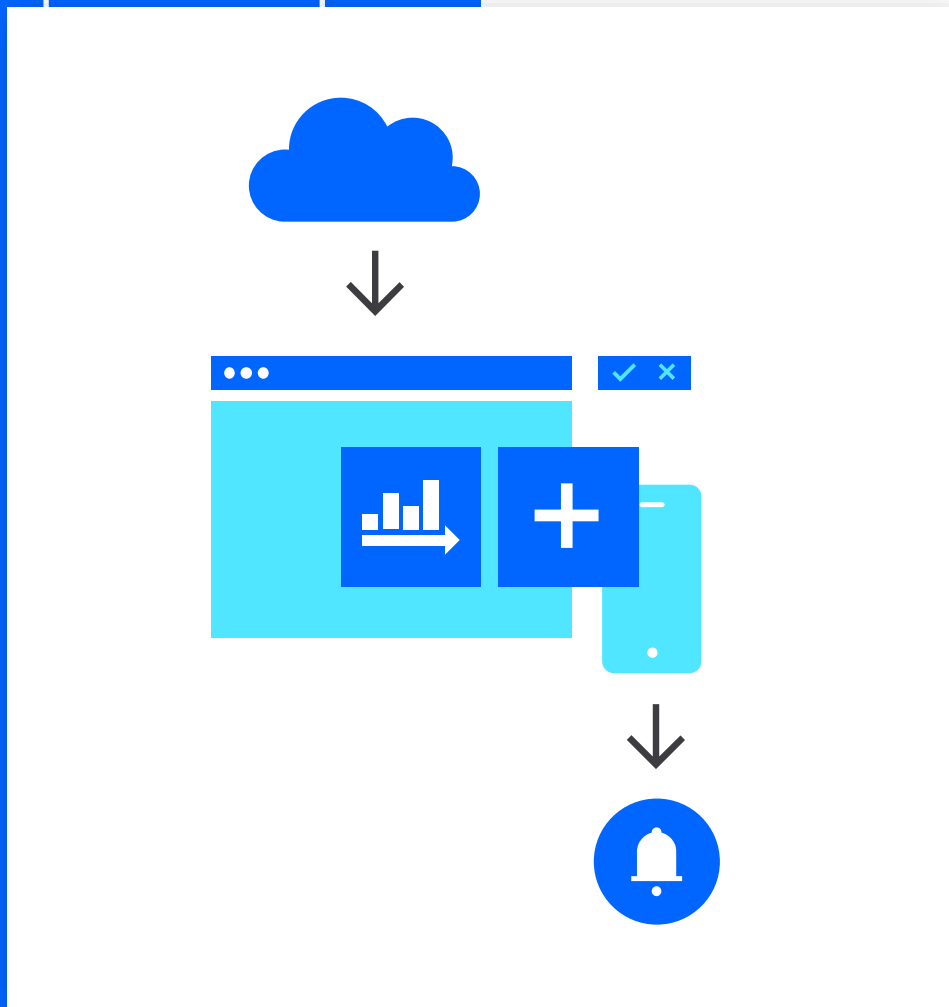
Automate the UI of any windows-based task across legacy and modern applications with RPA.





Robotic process automation

Power Automate



The need for Robotic Process Automation



Break down the barriers to automating legacy software with RPA

Robotic process automation (RPA) enables you to automate mundane, rules-based tasks. With RPA you can automate legacy software without APIs.

It opens the world of automation to include software that's old or new, on-premises or in the cloud.

RPA perspectives

24%

of executives list increasing their level of automation as a top strategic priority.

86%

of executives feel their expectation of productivity improvement from implementing RPA was met or exceeded.

61%

of executives feel their expectation of cost reduction from implementing RPA was met or exceeded.

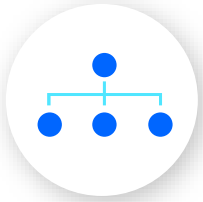
SOURCE: DELOITTE



Microsoft
Power Automate



Automate legacy apps



Robotic process automation allows for automation without APIs or connectors



Record the task



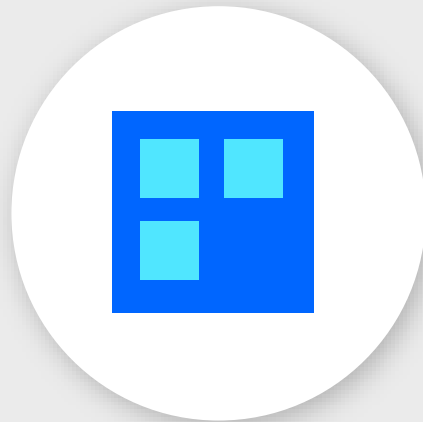
Test and validate



Execute and playback the task



Bridging automation between the old and new





Old apps
without APIs



Modern Systems
with APIs



Robotic Process Automation (RPA)

	 Attended Human initiated	 Unattended Fully automated
Overview	Drive efficiencies and automate manual, individual tasks across desktop and web	Accelerate the automation of high-volume and tedious tasks without lifting a finger
Scenario	On-demand task automation	Automate company processes at scale
Audience	Citizen developer in business unit	Automation specialist (for now) in a Center of Excellence dedicated to RPA
Requirement	User signed in on their device/human initiated	Jobs on dedicated machines/robots do the work

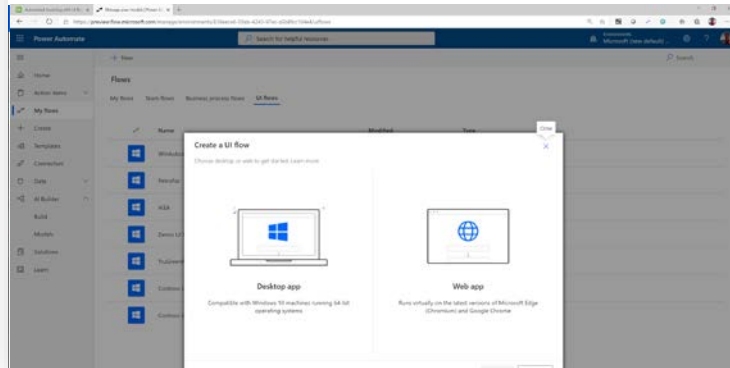


RPA in Power Automate

Automate legacy applications through UI automation (RPA)

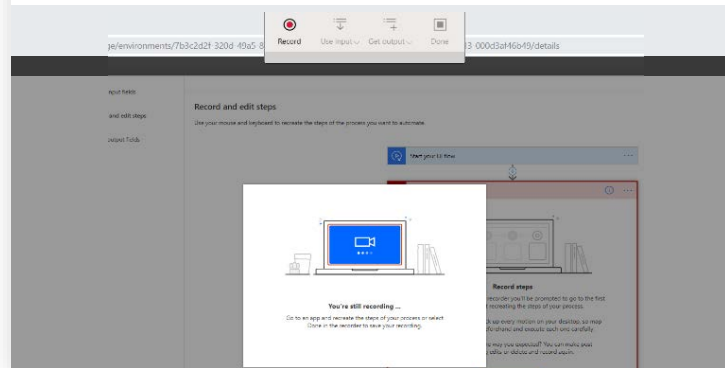
UI flows connector

New UI automation (RPA) is available inside the existing Power Automate visual designer



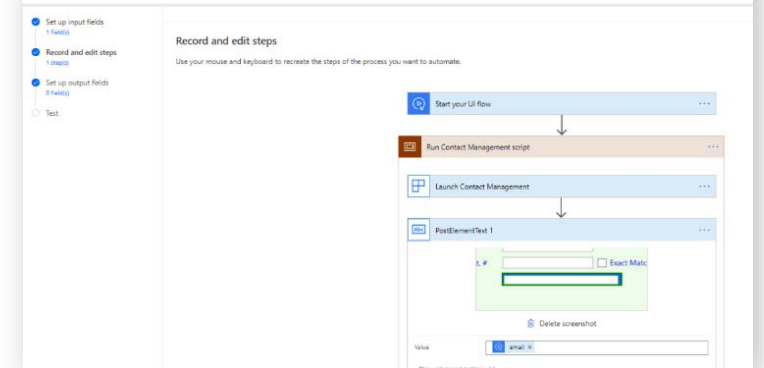
Record mouse, keyboard, input, and more

UI automation is generated just by recording your steps as you use Win32 or web applications



Easy monitoring and debugging

RPA for desktop authoring experiences with WinAutomation



Power Automate unlocks analog data with AI, automates UI with RPA, and automates cloud applications and databases with 300+ built-in connectors

Diverse solutions for RPA in Power Automate

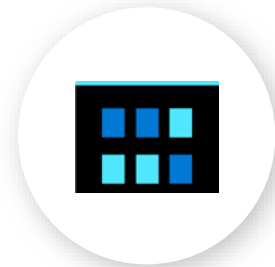
Several options for UI flows starting points



Windows 10 Apps

Compatible with Windows 10 machines running 64-bit operating systems

Based on the UI Automation framework



Web Apps

Runs on the latest versions of Microsoft Edge (Chromium) and Google Chrome

Based on Selenium



WinAutomation

Now available!

Desktop automation solution

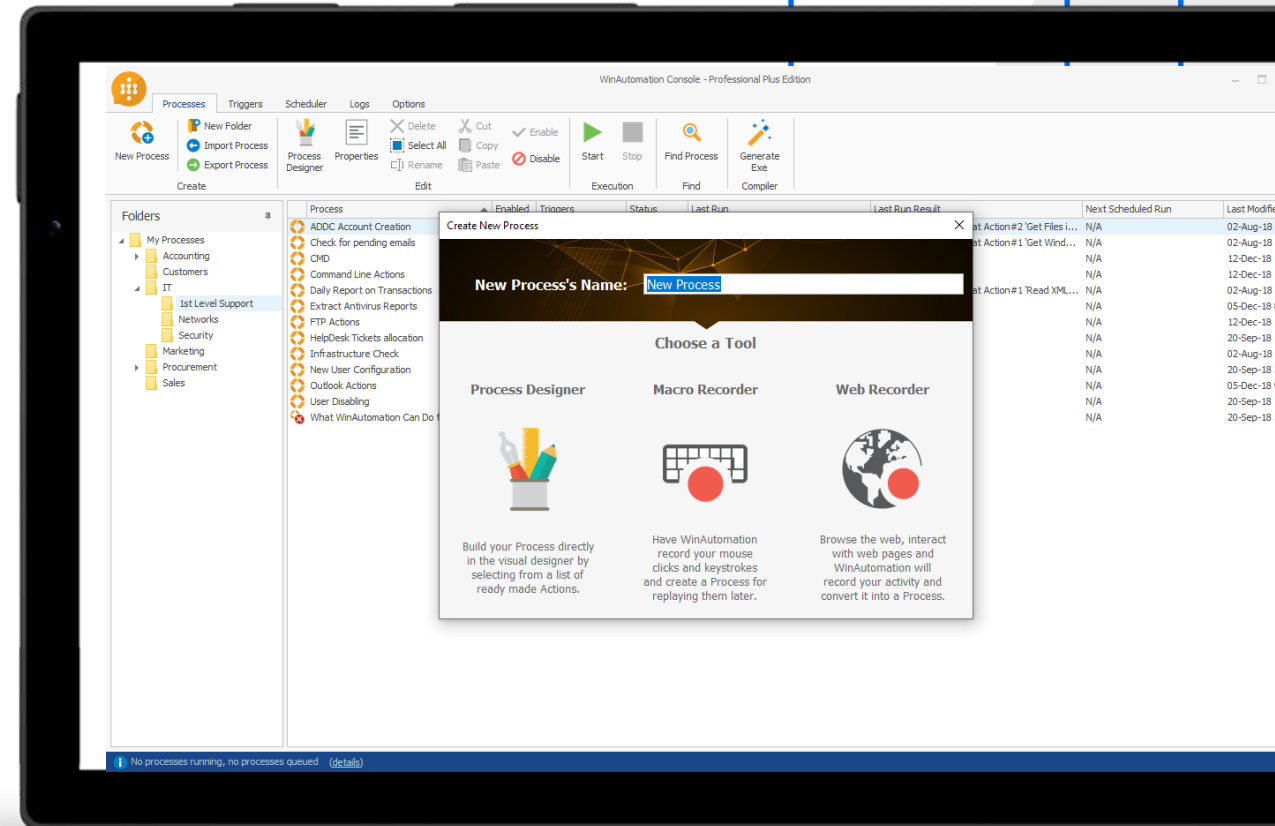
Diverse set of connectors to many different systems



Additional desktop authoring with WinAutomation

Automate any Windows-based task

- Low-code development environment
- Diverse set of connectors to many different systems
- Expanded UI automation support including SAP legacy terminals, Java apps, Citrix, etc.
- Parallel execution and multi-tasking on the same machine
- Intelligent data extraction from multiple webpages
- Four levels of exception handling to enable automation of complex cases that require validation



Looking forward: RPA capabilities

Current availabilities

- ✓ **Free WinAutomation download** with Power Automate Attended RPA license.
- ✓ **Integration with UI flows** can launch WinAutomation process scripts in attended or unattended.
- ✓ **Cover advanced UI automation** scenarios with WinAutomation.

Coming soon



Deeper WinAutomation integration with Power Automate will continue with centralized scripts.



Introduce the centralized control center which provides management, governance, and reporting for WinAutomation scripts and infrastructure.



Unified UI automation runtime with flexibility to author in either browser-centric or a rich desktop-centric experience.



21
regions



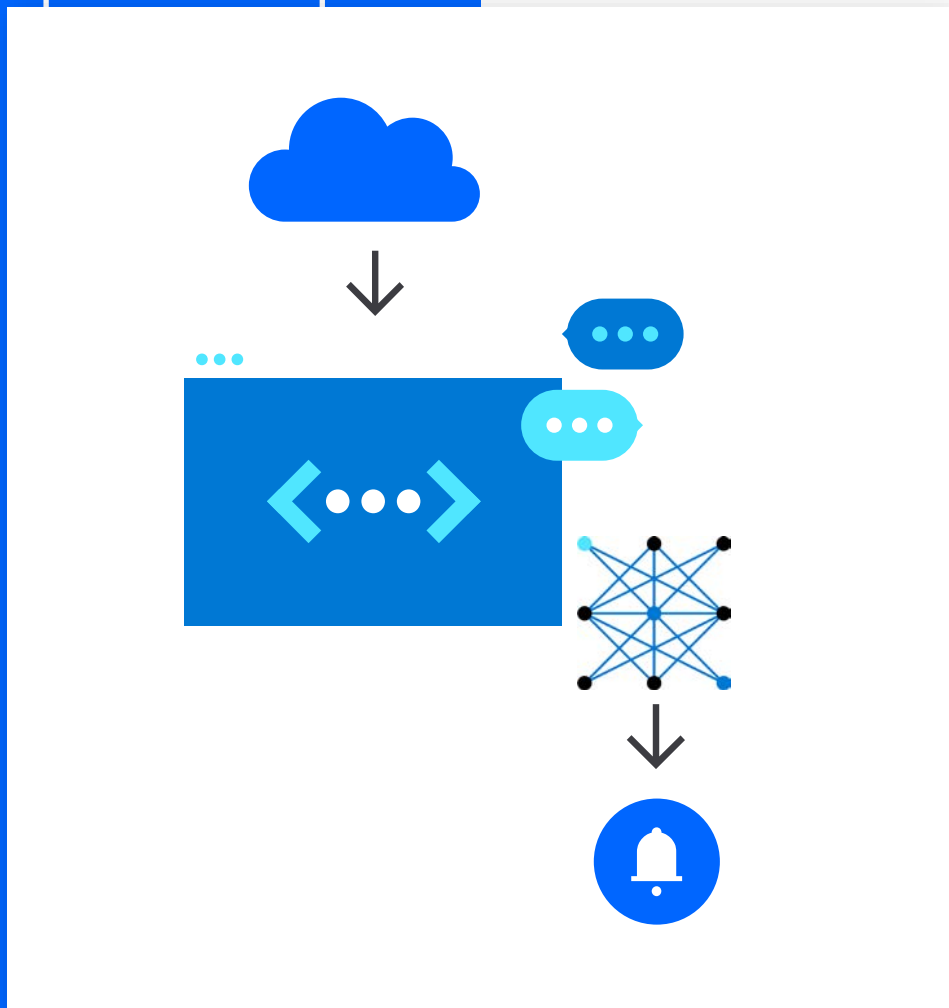
43 languages





AI Automation

Power Automate



The need for AI Automation




Increase organizational-wide efficiency through intelligent automated workflows powered with AI.

AI builder: Build, train, and publish AI models without a single line of code.


Power Virtual Agents: Easily create and publish AI-driven chatbot experiences that automate processes and take actions with Power Automate.

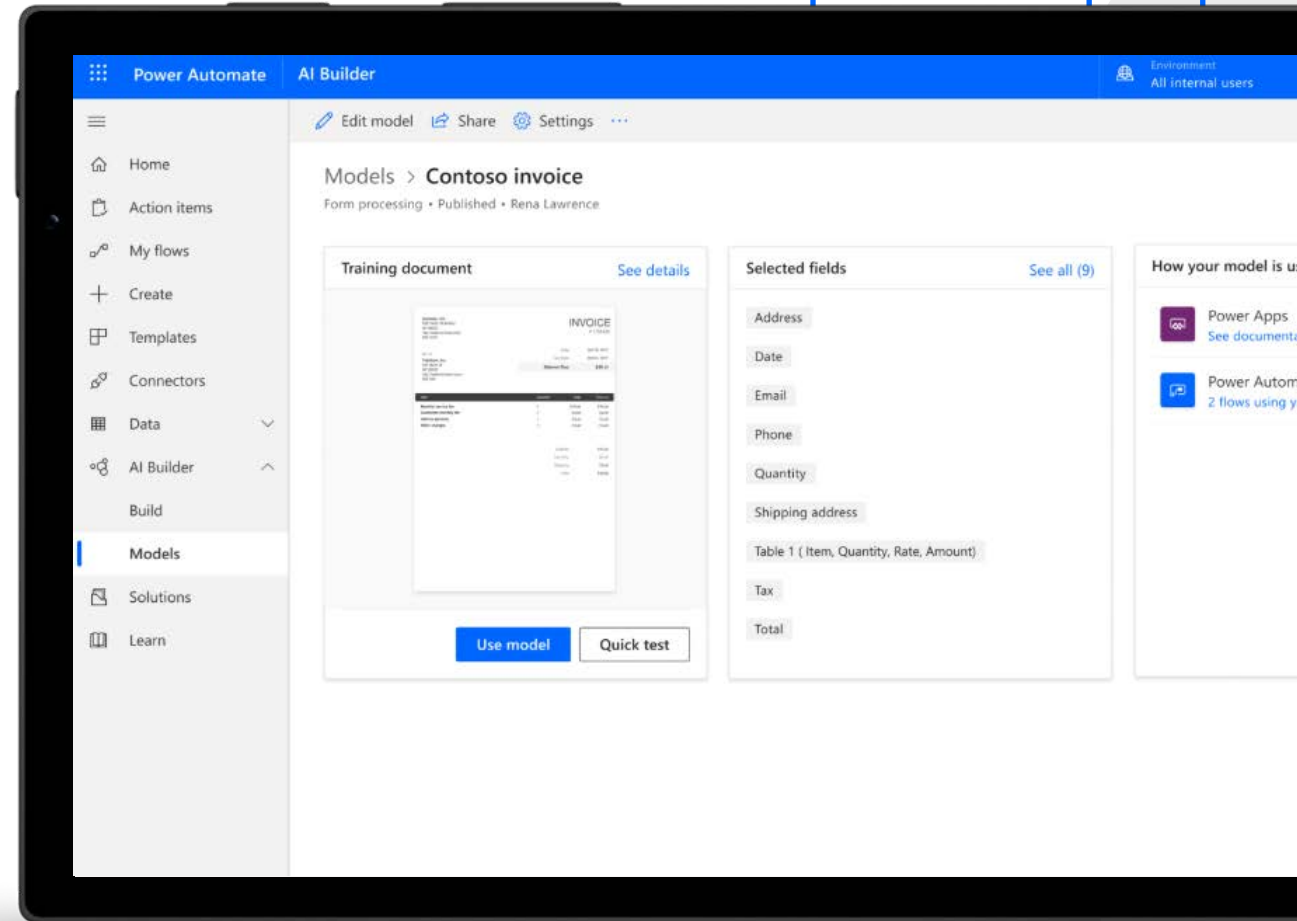
Automate with AI builder

Build intelligent experiences

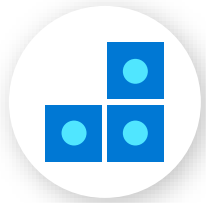
 Invoke an AI model with specific workflows, data, and AI Builder.

 Embed AI into processes without the help of a data scientist.

 Build robust, dynamic automations.



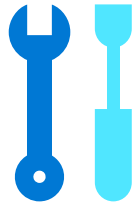
Automate with AI builder



AI builder can work with structured and unstructured data—using prebuilt or custom AI models—providing an expansive range of use cases.

Prebuilt AI models	Custom AI models
Category analysis	Category analysis
Entity extraction	Entity extraction
Text recognition	Predication model
Business card reader	Form processing
Key phrase extraction	Object detection model
Sentiment analysis	

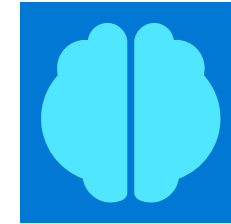
Integrate with Power Virtual Agents



Train and empower virtual agents to solve common customer and internal facing issues.



Integrate Power Virtual Agents with the products and services you use every day using hundreds of prebuilt connectors, by building custom workflows using Power Automate.

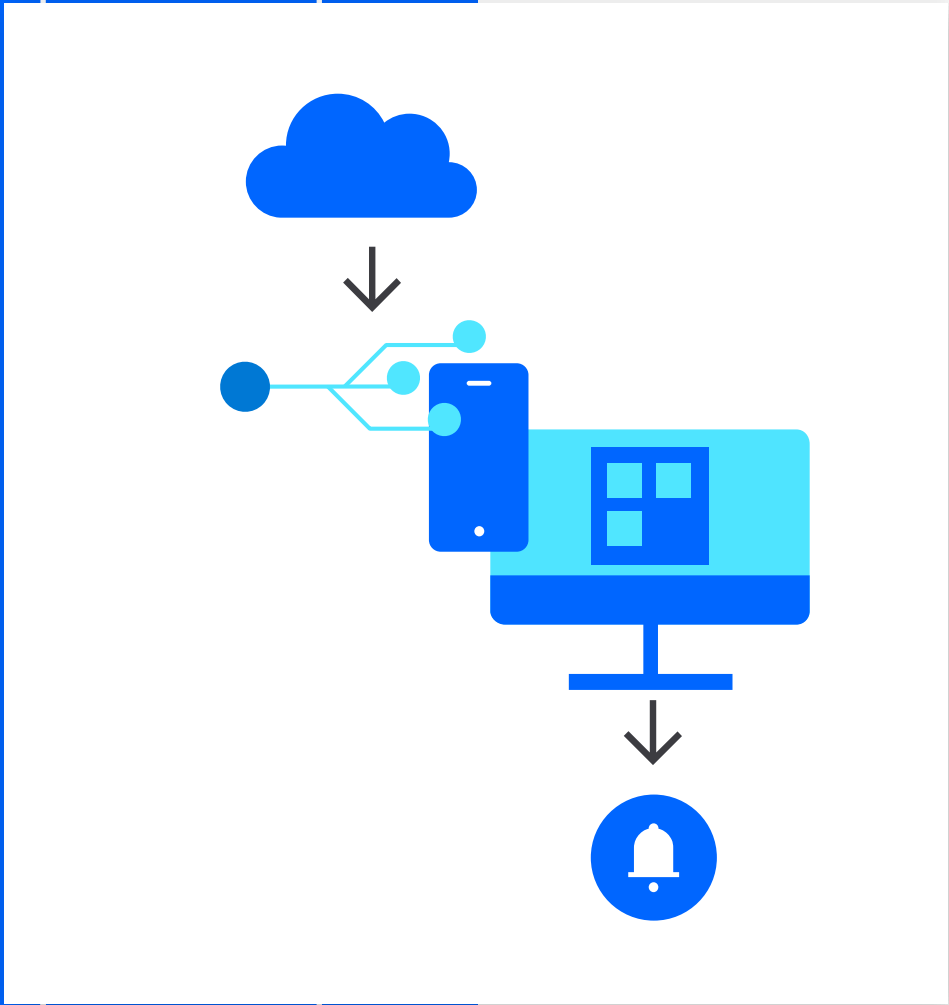


Create powerful chatbots in your flows without the need for developers or data scientists.



Digital Process Automation (DPA)

Power Automate



The need for API-based Automation

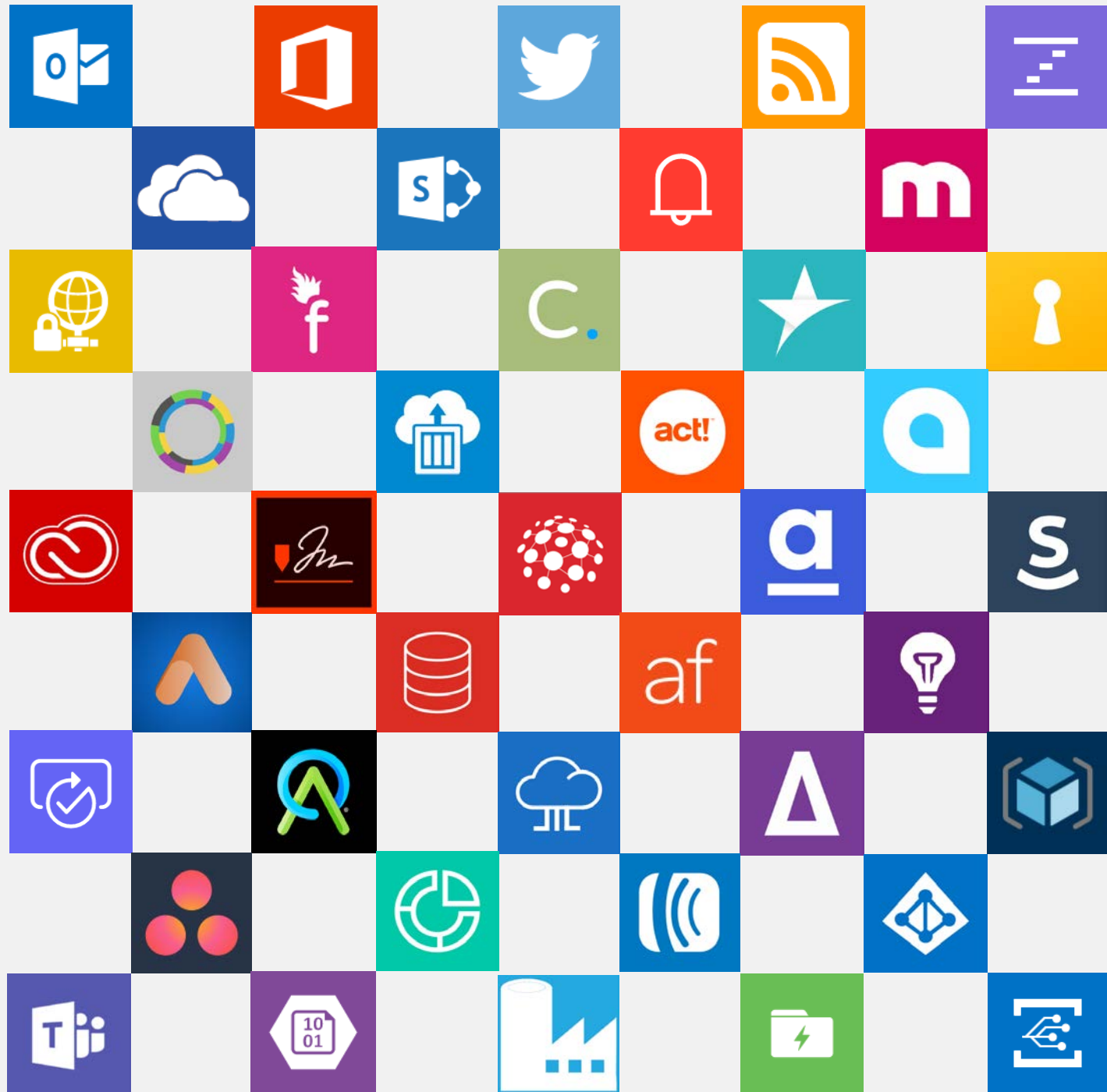


Empower citizen developers to build powerful automation across 350+ native connectors through no-code APIs.

DPA is API-based automation in Power Automate and enables you to streamline and optimize your systems across your people, processes, and technology to put your focus on customer outcomes.

350+ connected experiences

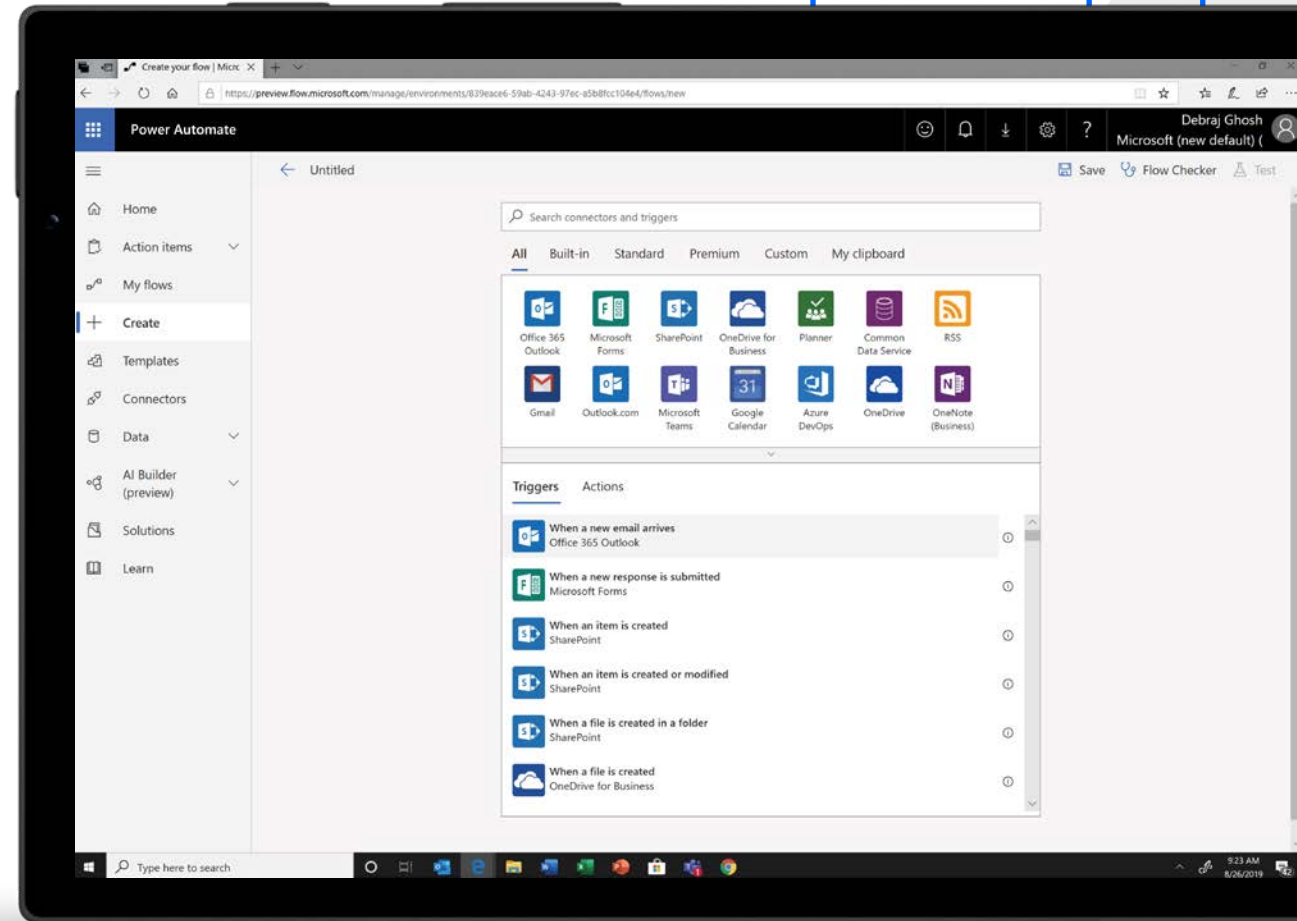
Connect to more than 350 1st and 3rd party services with built-in API connectors for everything from Adobe to Zendesk to on-premises solutions.



DPA in Power Automate

Hundreds of triggers

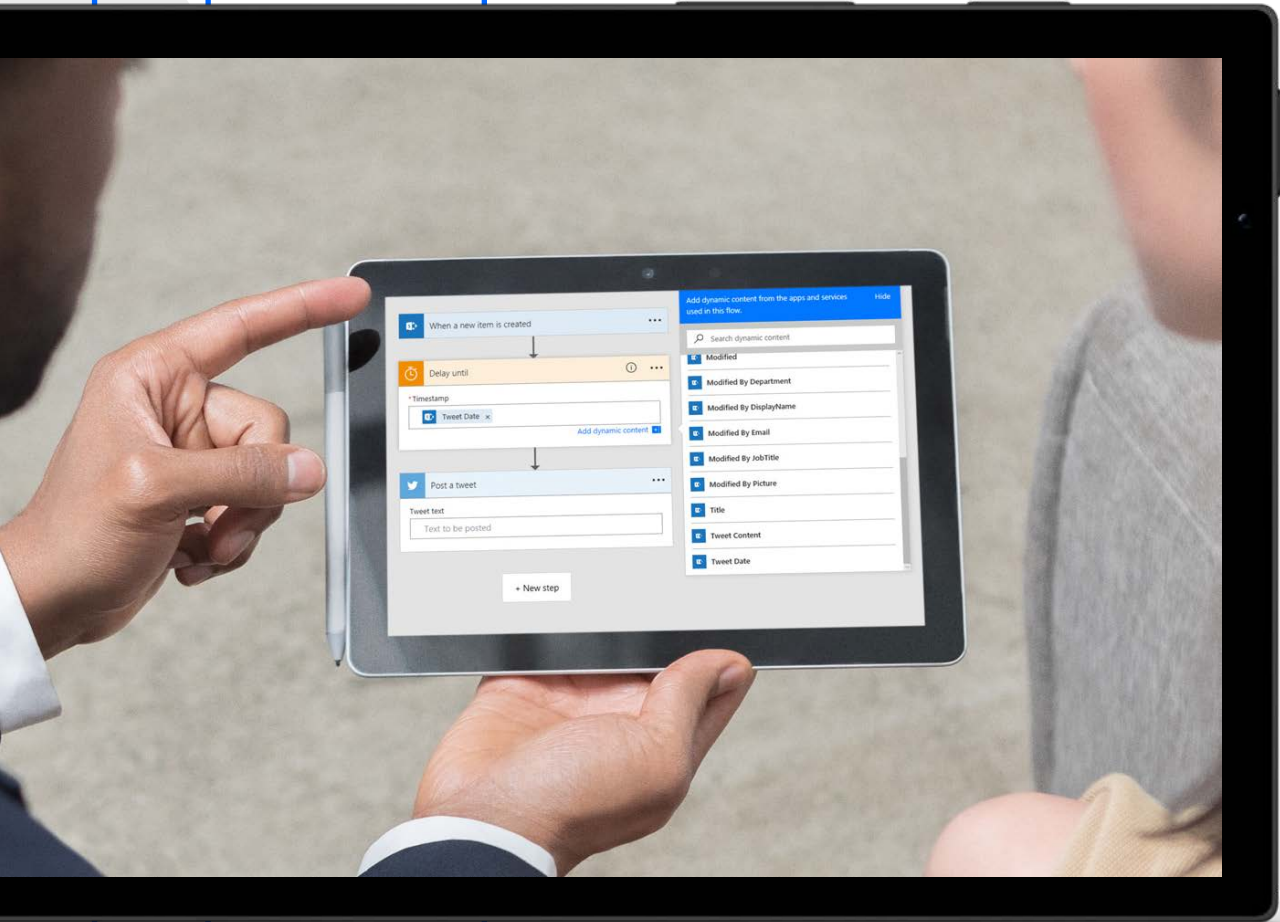
Initiate your workflows in whatever way is most convenient: With buttons, through connected cloud apps, or on a schedule.



DPA in Power Automate

Thousands of possible actions

Choose from built-in actions or create your own, using cloud services or on-premises solutions. Automate advanced scenarios without limit.



Democratizing RPA for everyone

Power Automate
per user with attended RPA^{1,2}



Licensed by **user**
\$40 user/month

Allow individual users to create unlimited flows, plus automate legacy applications through robotic process automation (RPA) and AI

New

WinAutomation⁴

Desktop automation solution for building a bot and automating Windows-based tasks

Power Automate
Unattended RPA Add-On^{1,3}



Licensed by **bot**
\$150 bot/month

Automate back-end processes without human interaction

Pre-requisites:

Per flow plan
\$100 per flow/month

Attended RPA plan
\$40 per user/month

OR

¹Pricing information provided above is intended solely to be a non-binding estimate as of the date this guidance is provided. It does not constitute an offer by Microsoft. The actual pricing will be reflected on the EA Price List, when this offering becomes available.

²The Power Automate per user with attended RPA plan includes the full capabilities of the Power Automate per user plan plus the rights to one attended RPA bot. All necessary functions tied to authoring, deployment and management/maintenance of the attended RPA bot are included with the offer.

³An attended RPA bot assists a person to execute automation on the user's local and/or remote workstations. It operates concurrently with the person on the same workstation/s to accomplish daily tasks and is triggered by explicit user events. Running unattended RPA bots requires the Power Automate unattended RPA add-on and may require additional Office license.

⁴Microsoft's acquisition of Softomotive was [announced](#) on May 19, 2020. [WinAutomation](#) is available now at no additional cost as part of the Power Automate per user plan with attended RPA (\$40 per user/month).



Licensing scenario examples



Attended

Scenario

A call center has 50 customer service representatives

Each representative requires the ability to trigger UI automation as part of process for updating customer contact information

The automation will occur on each representative's workstation

Required license(s)

Power Automate per user with attended RPA plan

(\$40 per user/month)

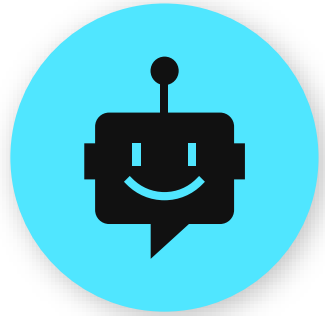
Cost

\$2,000 per month

(50 users @ **\$40** per month)



Licensing scenario examples



Unattended

Scenario

A finance department receives invoices attached to email messages

The department would like to automate the process of capturing data from the invoices and entering the information in a legacy procurement system

The automation will occur without an employee's involvement across 5 VMs in order to accommodate the volume (anticipated 10,000 invoices/month)

Required license(s)

Power Automate per flow plan

(\$100 per flow/month)

Power Automate unattended RPA add-on

(\$150 per bot/month)

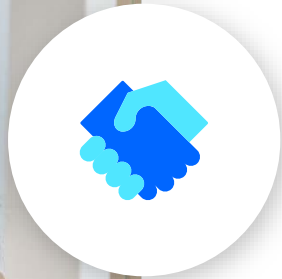
Cost

\$850 per month*

(1 flow @ **\$100** per month)

(5 unattended RPA bots @ **\$750** per month)





Why partner with us?

Power Automate drives business transformation

Learn how businesses reduced development costs and increased overall efficiency using Power Automate in this commissioned Total Economic Impact™ study.

199%

ROI over three years

\$1.41M

Worker time savings over 3 years, after applying a 50 percent productivity capture

27.4%

Reduced errors due to increased automation

[Read the Study >](#)

Results are for a composite organization based on interviewed customers. The Total Economic Impact™ of Power Automate commissioned study conducted by Forrester Consulting, April 2020.

Forrester: Q1 2019

A leader in low-code development platforms for application development and delivery professionals

[The Forrester Wave™: Low-Code Development Platforms For AD&D Professionals, Q1 2019](#)



Gartner Magic Quadrant, August 2019

A leader in low-code enterprise application platforms

[Magic Quadrant for Enterprise Low-Code Application Platforms:
Gartner report](#)





Customer momentum

Power Automate has a proven track record with customers across industries. See what they are saying.





CTT digitizes Freight Documents with RPA, Bots and Power Platform

Combi Terminal Twente (CTT) is a successful Dutch shipping company that manages container shipments in Western Europe. CTT has state-of-the-art inland terminals in the Netherlands. They continued to track and manage containers and shipments on paper until they leveraged AtBot's chatbot technology to bridge Microsoft Teams, the Power Platform, and various Azure services to reinvent how CTT manages shipments and works with its customers. This is practical application of robotic process automation (RPA) using the Microsoft stack. Given that it was common for CTT to manage 20,000 CMRs per month, the potential cost savings to automate and digitize this process were obvious.



Products and services
Azure Machine Learning
Power Platform
Teams

Organization Size
Enterprise
(more than 10.000 employees)

Industry
Logistics

Country
Germany

Business Need
Customer Engagement
and Business Process
Optimization

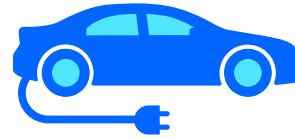
Customer testimonial

Aioi Nissay Dowa Insurance

Aioi Nissay Dowa Insurance in Japan joined the UI flows private preview to reduce the number of hours spent manually creating, entering values and processing from Excel and multiple legacy systems.

Aioi Nissay Dowa Insurance

MS&AD INSURANCE GROUP



“We believe that the new RPA capabilities with Power Automate will empower all of our employees to automate their work and to focus more on highly valued tasks. We are betting on Power Automate as it does not require deep training and support to automate our business-like other RPAs do – everyone is empowered to automate intuitively themselves.”

– Takashi Yano

General Manager, Aioi Nissay Dowa Insurance

Customer testimonial

illimity Bank

illimity is a new-generation bank in Italy that relies on the best information technology (IT) and guarantees new levels of quality, service and efficiency.



“At illimity, we are planning to leverage Power Automate RPA capabilities for document processing, which is a key function in the banking industry. We are manually processing hundreds of documents weekly between parties so see this as a great opportunity to use RPA in helping us save time and resources.”

– Francesco Zitelli

Collaboration Solutions Team Leader, illimity

Customer testimonial

Louisiana-Pacific

By deploying Power Automate and PowerApps, Louisiana-Pacific has reduced costs, increased productivity, and generated more than \$1 million in net-new pipeline opportunities.



“People in our mills – most with little IT experience – are using Microsoft Power Automate and PowerApps to digitize their paper processes, create alerts, and improve productivity.”

– Daniel LeMay
DevOps Engineer, Louisiana-Pacific Corporation

Customer testimonial

Schlumberger

The world's leading provider of technology for reservoir characterization, drilling, production, and processing for the oil and gas industry has created 5,706 apps using Power Automate.

Schlumberger



“We saw many creative usages of PowerApps with workflows to solve business problems in field locations as well as in our Shared Services hubs with high volumes of transactional activities. From managing offshore field crew logistics, to accommodation, to rapid recovery of unbilled jobs, or to simply modernizing the way we communicate with targeted audience, the Power Platform enables our business users who are nowhere near pro developer level to build.”

Customer testimonial

Virgin Atlantic



With the help of Power Automate, Virgin Atlantic was able to enhance customer service by creating customer data profiles and custom apps, providing a hassle-free, personal travel experience. The experience included a more intuitive booking process and increased satisfaction with customized offers and service. Plus, with PowerApps, the airline automated auditing and eliminated paper. Data was also integrated with Dynamics 365.



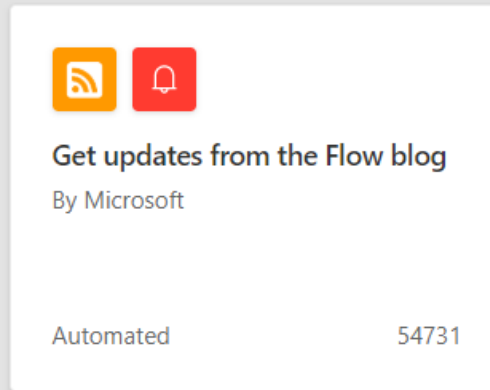
Elevate your business with Microsoft Power Automate



Microsoft
Power Automate

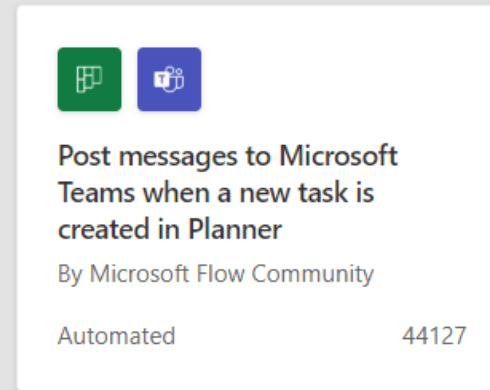
Get started fast

Sign up with a single click. Start automating with more than 1,500 preconfigured templates and collections.



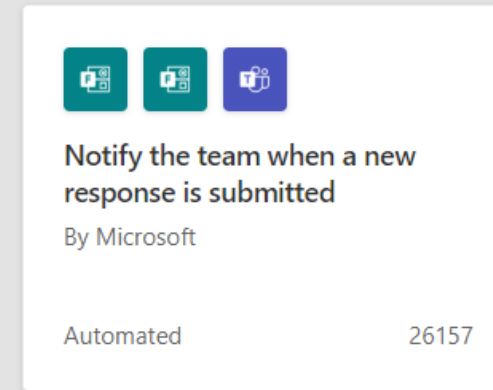
Get updates from the Flow blog
By Microsoft

Automated 54731



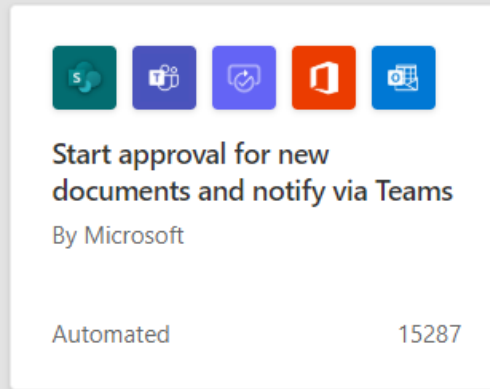
Post messages to Microsoft Teams when a new task is created in Planner
By Microsoft Flow Community

Automated 44127



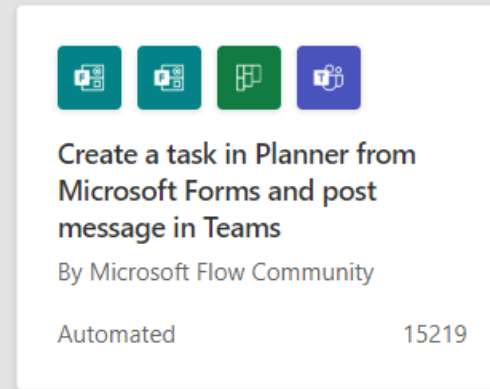
Notify the team when a new response is submitted
By Microsoft

Automated 26157



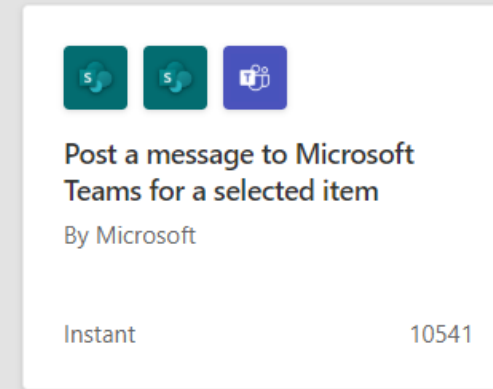
Start approval for new documents and notify via Teams
By Microsoft

Automated 15287



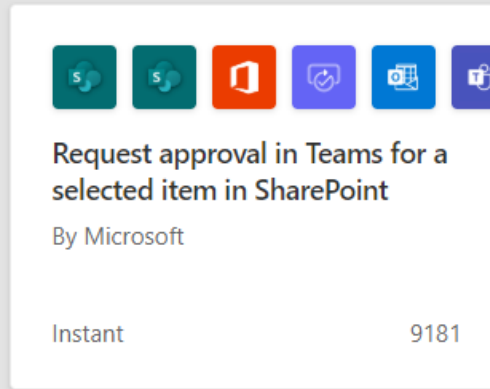
Create a task in Planner from Microsoft Forms and post message in Teams
By Microsoft Flow Community

Automated 15219



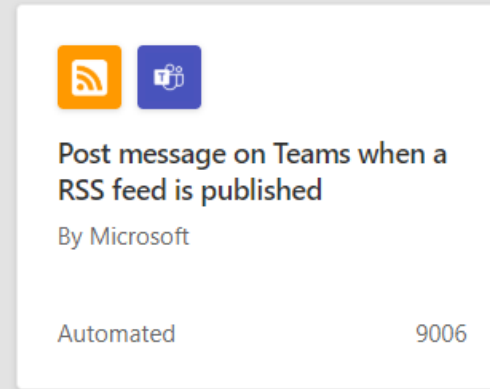
Post a message to Microsoft Teams for a selected item
By Microsoft

Instant 10541



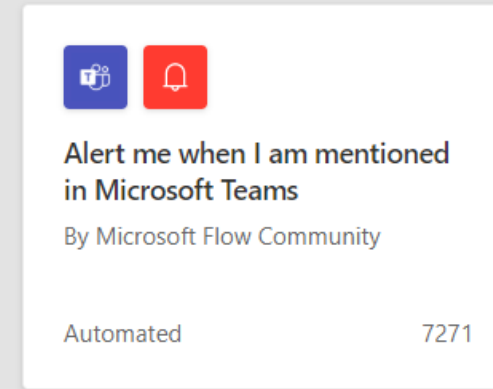
Request approval in Teams for a selected item in SharePoint
By Microsoft

Instant 9181



Post message on Teams when a RSS feed is published
By Microsoft

Automated 9006



Alert me when I am mentioned in Microsoft Teams
By Microsoft Flow Community

Automated 7271

Join the Power Automate community



Power Automate
Community

[@aka.ms/PAU-Comm](https://aka.ms/PAU-Comm)



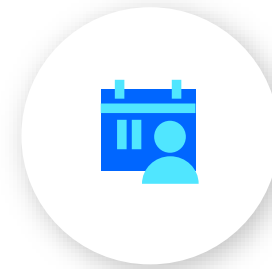
Follow all the latest
news on the blog

[@aka.ms/PAU-blog](https://aka.ms/PAU-blog)



Watch the latest Power
Automate tutorials

[@aka.ms/PAU-videos](https://aka.ms/PAU-videos)



Monday and Tuesday
Video Series

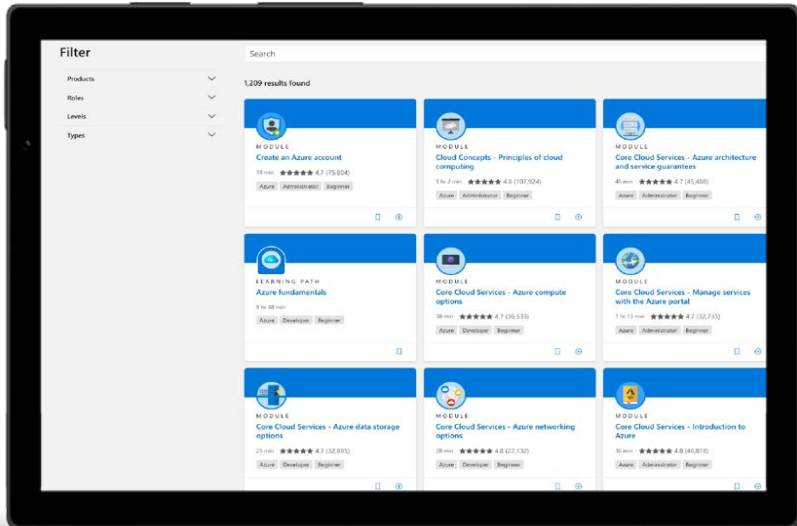
[@aka.ms/PAU-watch](https://aka.ms/PAU-watch)



See what
is coming

[@aka.ms/PAU-roadmap](https://aka.ms/PAU-roadmap)

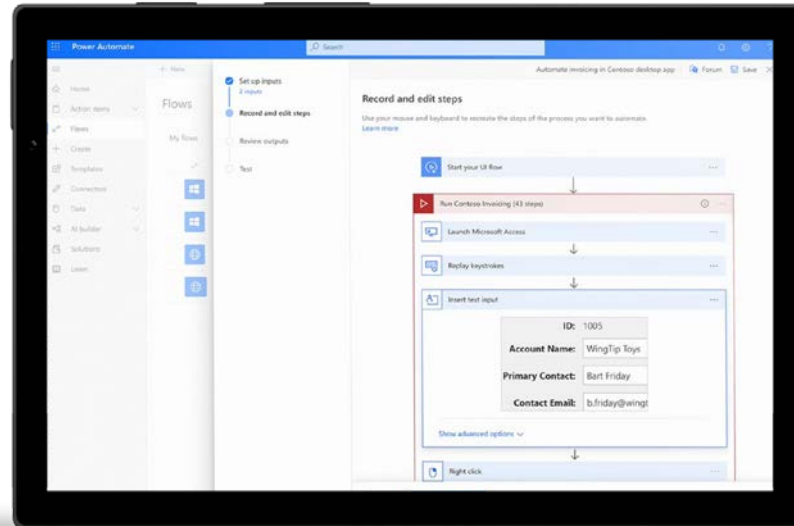
Guidance from experts



Microsoft Learn

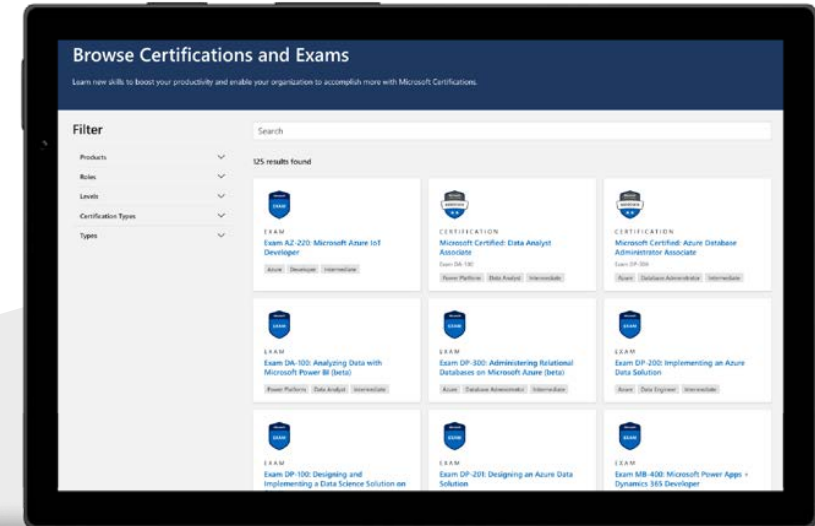
Complete interactive learning exercises, watch videos, and apply your new skills.

Visit Microsoft.com/Learn



Microsoft Docs

Explore overviews, tutorials, code samples, and more. Visit docs.com



Microsoft Certifications

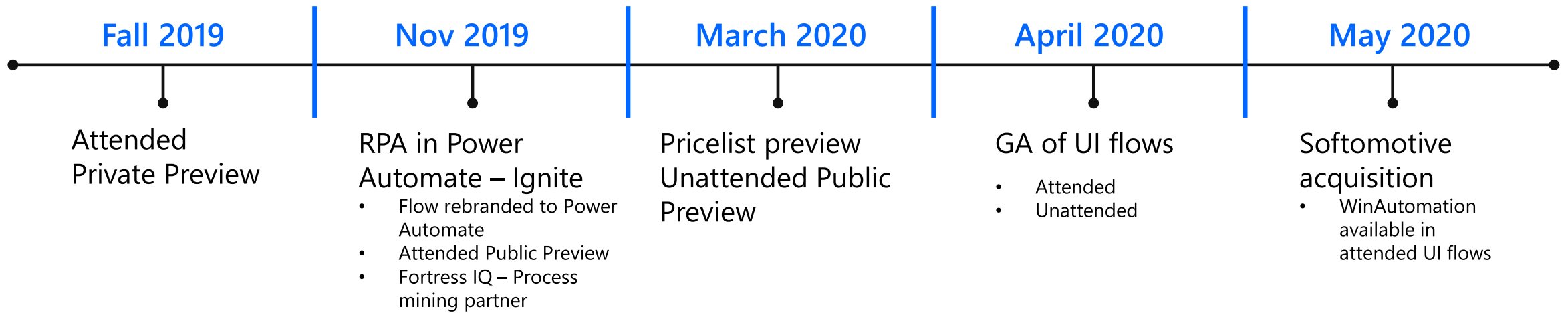
Validate your technical knowledge and ability with Microsoft Certification. Visit Microsoft.com/Certification





Thank you

Power Automate RPA timeline



21 regions



43 languages

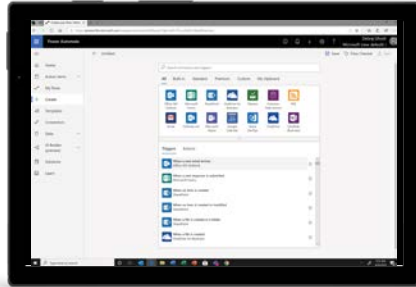


RPA feature matrix Power Automate

Democratize RPA with low-code automation through RPA in Power Automate

RPA features	UI flows	WinAutomation
Available as part of Power Automate RPA licenses	Yes	Yes
Automation of Windows and web applications	Supported	Supported
Attended Automation	Supported	Supported
Unattended Automation	Supported	Supported
Integration with Power Platform	Supported	Roadmap
Automation in remote environments	Remote Desktop (Preview), Citrix (Roadmap)	Remote Desktop Supported, Citrix Supported
Parallel execution and multi-tasking on same machine	Roadmap	Supported
Automation of SAP GUI	Roadmap	Supported
Automation of Legacy terminals/green screens	Not supported	Supported
Automation of Java applications	Not supported	Supported
Data extraction from webpages	Extraction of data from webpages	Intelligent extraction across multiple webpages
Authoring experience	Browser-centric	Desktop-centric with debugging support
Browsers supported	Microsoft Edge, Google Chrome	Microsoft Edge, Microsoft Internet Explorer, Google Chrome, Mozilla Firefox

Attributes of a workflow



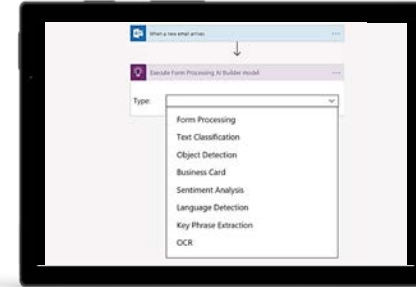
Hundreds of triggers

Initiate your workflows in whatever way is most convenient: with buttons, through connected cloud apps, or on a schedule.



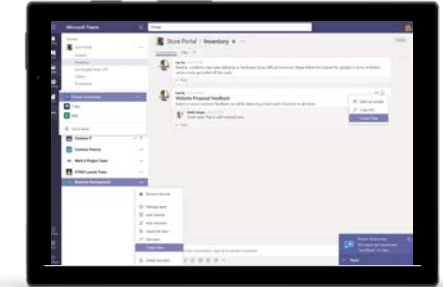
Thousands of possible actions

Choose from built-in actions or create your own, using cloud services or on-premises solutions. Automate advanced scenarios without limit.



Intelligent automation

Build workflows that leverage AI Builder to process unstructured data and continually improve processes.






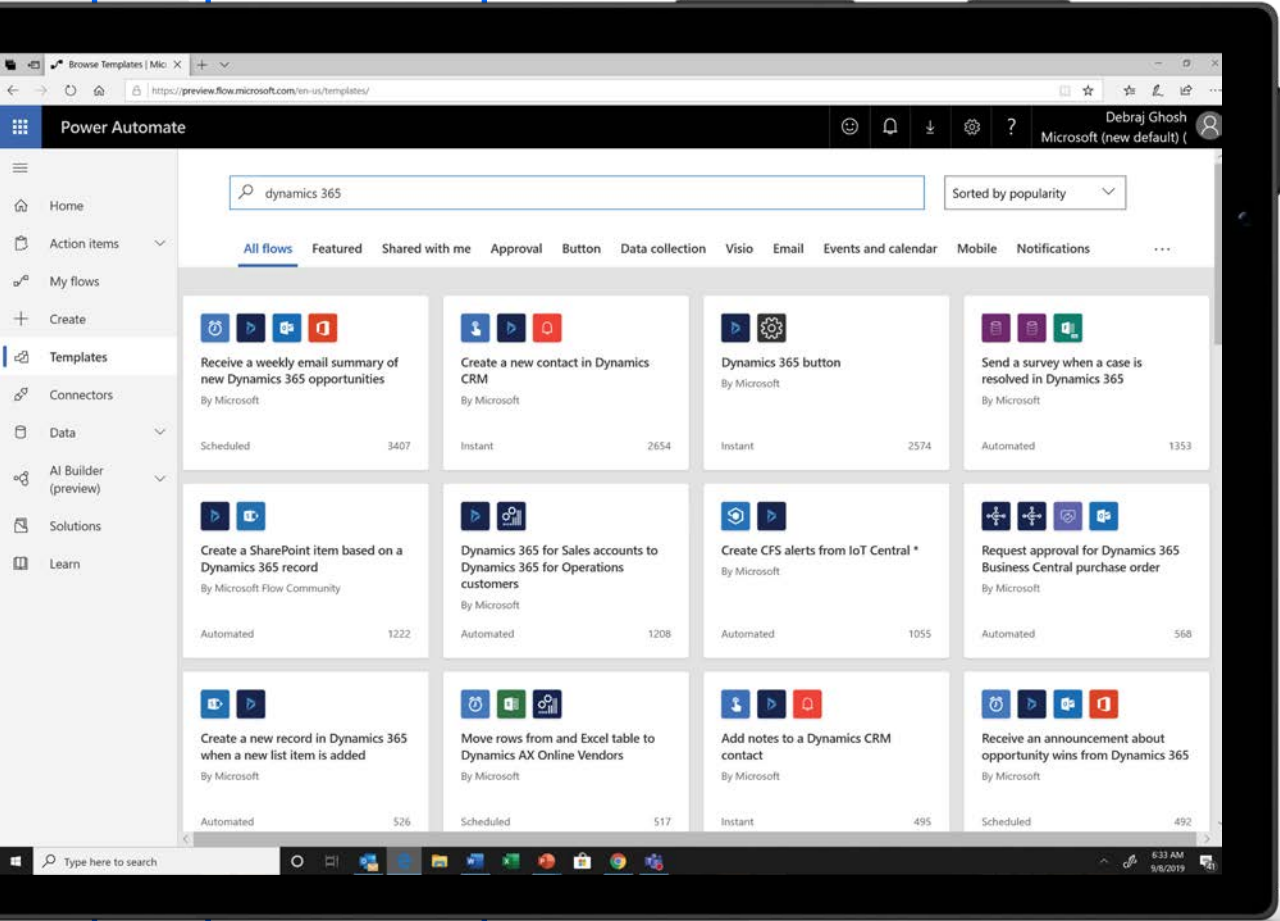
Easy collaboration and integration

Share workflows as easily as you share documents. Collaborate on building workflows, and distribute Power Automate templates to your organization.

Leverage Microsoft Dynamics 365

Streamline business processes


-  Automatically request approvals.
-  Integrate with your favorite applications.
-  Build robust, dynamic automations.




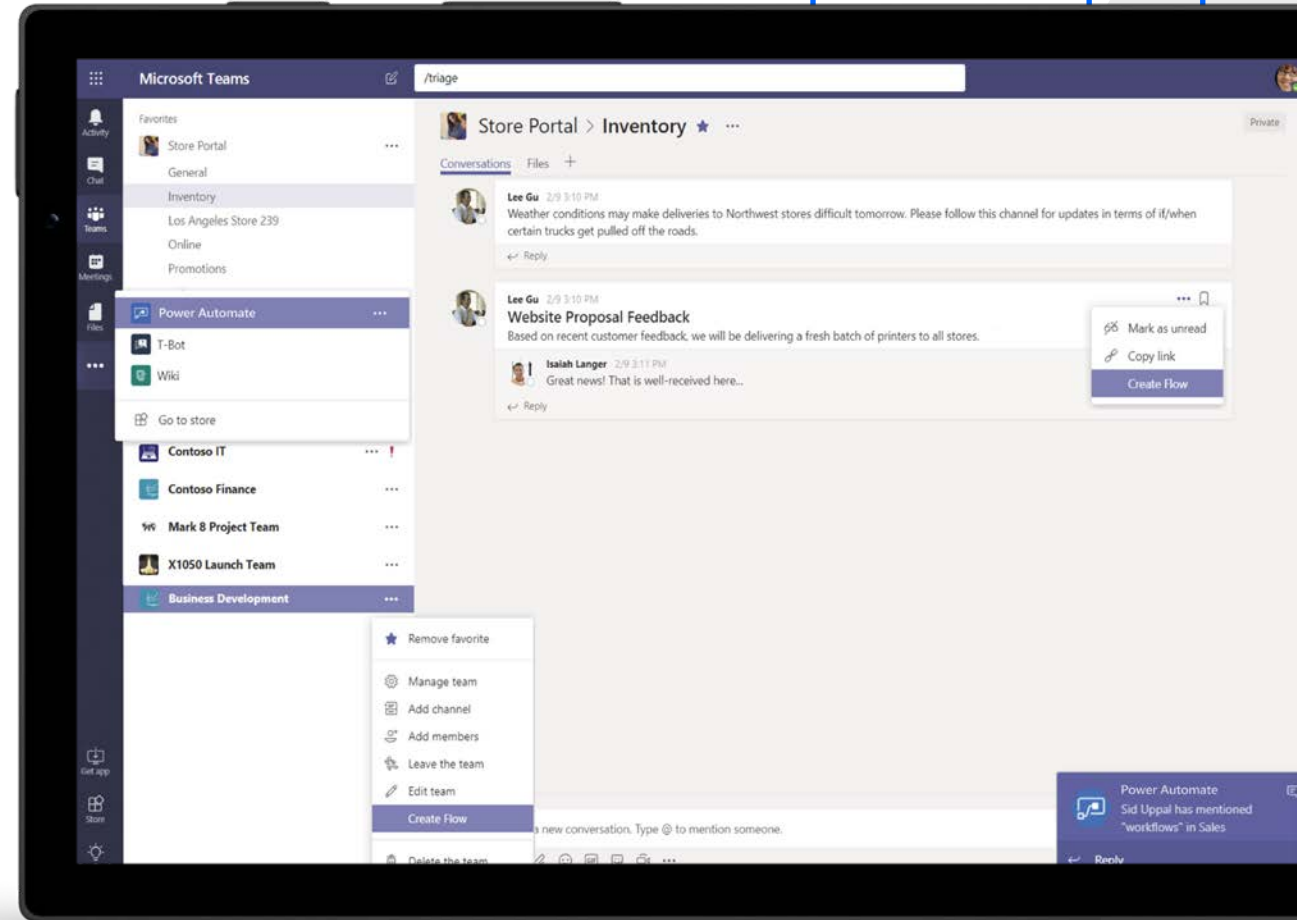
Leverage Microsoft 365

Reinvent business processes

 Deliver apps and processes to first line workers with Microsoft Teams.




 Collect, manage, and distribute content and data using SharePoint lists and libraries.

 Infuse apps and processes with AI and insights from Power BI, Microsoft Graph, and Cognitive Services.



Leverage Azure

Integrate business processes

-  Automate in the most secure and integrated cloud services with Azure Active Directory.
-  Build and scale business processes with your Azure data without APIs.
-  Native integration with [Azure Functions](#), [Azure Logic Apps](#), and [Azure API Management](#) empowers technical developers to extend capabilities of Power Automate.

