

Automate with Bots!:

RPA vs. IDP

Is RPA Taking Over IDP? Consuming IDP from
UiPath & Microsoft PowerAutomate



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UIPATH & MICROSOFT POWERAUTOMATE

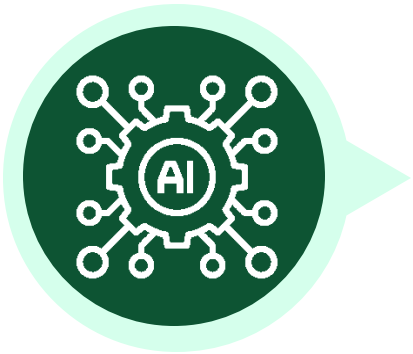


Agenda

- RPA and IDP – What's the Difference?
- RPA vs. IDP – Trends & Cannibalization
- RPA vs. IDP - Pro's and Con's
- RPA Comparison – UiPath vs. Microsoft PowerAutomate
- Commercial Pricing Scenarios
- Customer specific use cases
- Demonstrations
 - UiPath – DocuSign and AP Invoice demos
 - PowerAutomate – AP Invoice IDP



RPA vs. IDP – What's the Difference?



Ask Microsoft Copilot - Robotic Process Automation (RPA) and Intelligent Document Processing (IDP) are both powerful automation technologies, but they serve different purposes:

Robotic Process Automation (RPA)

- Focus: Automates repetitive, rule-based tasks.
- Data Type: Works with structured data.
- Functionality: Uses software robots or “bots” to mimic human actions, such as data entry, processing transactions, and generating reports.

Intelligent Document Processing (IDP)

- Focus: Extracts and interprets data from unstructured and semi-structured documents.
- Data Type: Handles unstructured data, such as text from invoices, receipts, forms, and contracts.
- Functionality: Utilizes AI and Optical Character Recognition (OCR) to understand and process the content of documents, learning and improving over time.

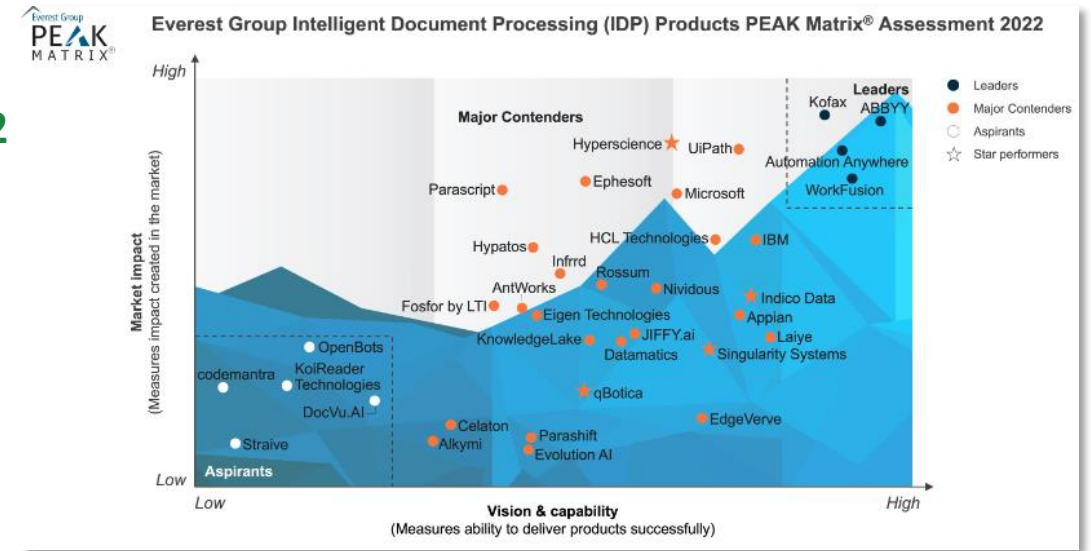
Now the definition is rapidly changing in that RPA is now moving into AgenticAI

- RPA Can Take Action
 - IDP Cannot
- IDP can be called from RPA
- RPA is an extensible platform, IDP is single point capture solution

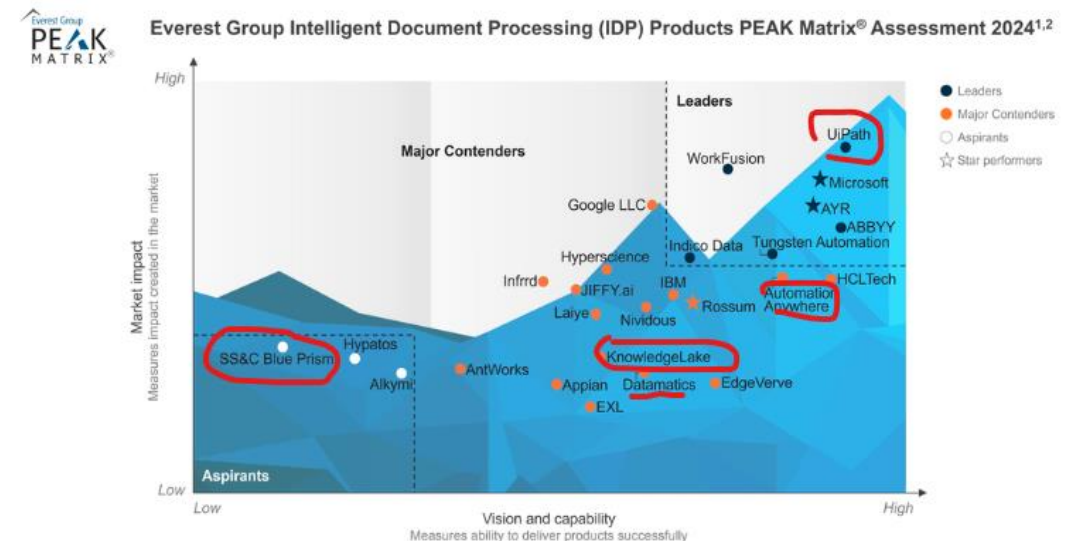
RPA vs. IDP – Trends & Cannibalization

- IDP manufacturers are now acquiring bot companies or adding RPA to the portfolio
 - Datamatics, KnowledgeLake (RatchetSoft), Rossum
- True RPA companies are leaders in IDP Analyst Annual Matrix
 - UiPath, Pega, Automation Anywhere, Blue Prism, Datamatics
- Agentic AI & Legacy IDP players
 - More IDP consolidation

2022



2024



RPA vs. IDP

Pros and Cons

RPA is a single platform which can consume hundreds of AI/ML tools with integrations with popular line of business systems

Pros

RPA

- Take action on data
- Integrate with legacy desktop systems
- Sequential or linear workflows
- Internal Document Understanding
- Consume other hypervisor IDP engines
- Agentic AI
- Tighter integration (ecosystem)

IDP

- User interface and data verification
- Batch capture experience
- Desktop scanning support
- Classification & Separation
- Document manipulation
- Designed for documents

Cons

RPA

- Expensive
- Must buy the platform to get Document Understanding
- Complexity
- No scanning support
- Limited document manipulation
- No batch-based processing
- Limited legacy capture methods

IDP

- Integration connectors are limited
- Limited workflow designer**
- No cloud orchestration
- Cannot take action
- Limited trigger points

** some IDP solutions include workflow designer like Base64, Klippa, Kofax, ABBYY

The UiPath Technology Community

300+ integrations

1200+ reusable RPA listings



Document Understanding

Conversational Understanding

Process Understanding

Specialized ML

Test Automation



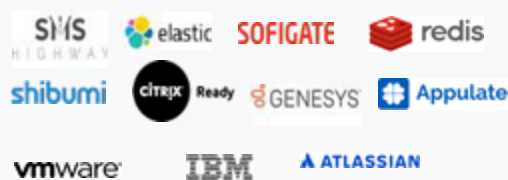
Security

Infrastructure & Architecture

Intelligent BPM

Content Management & Collaboration

Others



RPA vs. IDP Commercials

RPA Pricing

- Developer licenses
- Cloud Orchestrator
- Consumption pricing for Document Understanding
- Document understanding needs a bot to trigger

Example: 

- ~\$13,000 per year for cloud orchestration + 1 named dev license
- \$0.20/page for Document Understanding

IDP Pricing

- Concurrent user licenses
- Server licensing
- Consumption pricing based on page or document

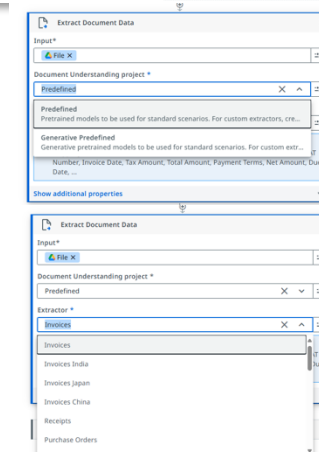
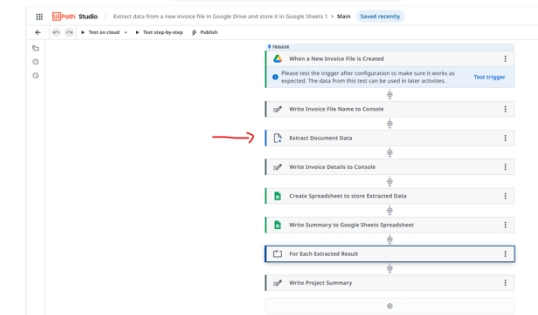
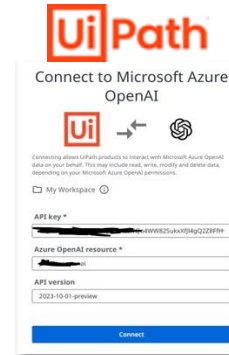
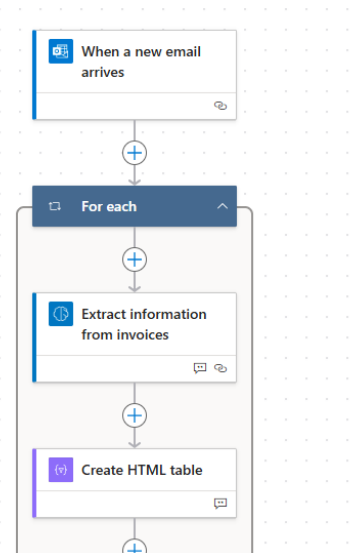
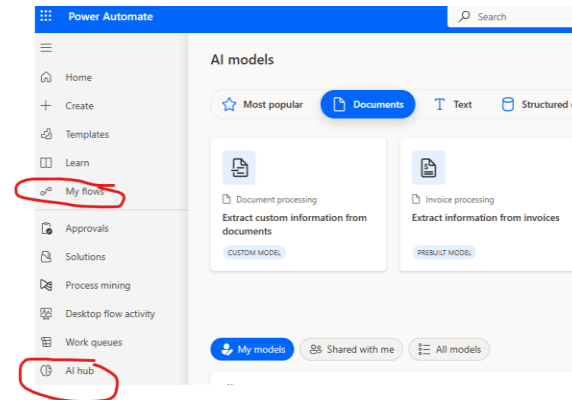
Example: 

- \$0.20/page
- Includes all hosting, skills workflow designer

Calling IDP from RPA

Consume the same prebuilt and custom AI models from any RPA workflow

- Use UiPath Pilot to create workflow steps and integrations
- Microsoft Copilot to create workflow steps and integrations



RPA Comparison – Why UiPath vs. PowerAutomate

- Affordability
- Decision always needs to be use case specific
- Long term automation goals of customer
- Non-Microsoft 365 customers
- Functionality
 - Cloud orchestration
 - Queues
 - Connectors & Integrations
 - Ease of coding
 - Advanced features
 - Self-healing
 - Agentic AI



What is Cloud orchestration?

PowerAutomate does not have an orchestration capability which will make it hard to stop bot processes midstream when an error occurs that requires a human decision, notify the user, have them fix the data entry and then proceed.

Additionally, other use cases, if a data value is not ready as part of the process, the bot can hang out in a queue

<https://www.uipath.com/automation/uipath-vs-microsoft-power-automate>

Pricing & Terms – UiPath vs. PowerAutomate

Infrastructure Costs

- Regardless of what product, you still need a VM or PC to run the bot



- Easy to buy
- Included in your M365 subscription
 - Add premium for \$15/user/month
- Includes PA desktop for coding and bot flow creation
- PowerAutomate RPA/Process – 2 flavors
 - Standalone (\$150/per month)
 - With VM (\$215/month)
- AI Builder/AI Hub/AI Document intelligence starting at \$0.016/page
- \$2,580 per year including a VM to run the bot
- Microsoft Partner Program – 20-25% margin



UiPath

- Difficult to buy and become a partner
- Must work with distribution and cannot buy direct
- Must buy named RPA developer licenses at ~\$4,000 per year
- Unattended bots start at \$9,000 per year
- Min of \$13,000 per year and you still need a PC to run the bot
- Document Understanding starting at \$0.25/page
- Very low margins – 10% margin



RPA use cases



Case Study

Pine State Trading

Industry: Alcohol and beverage distributor

Location: Serving most of New England. HQ -Gardiner, Maine

Use case: AP Automation

- Reduction in manual data entry of PO based invoices in VIP based on Beer or Wine category
- Reduction of double data entry into Dynamics SL for General Ledger (GL)
- Automated data entry of NON-PO based invoices in Dynamics SL

Use case: Robotic Process Automation projects that feed data into VIP

1. Unsaleables
2. Depletion allowances
3. Freight bills associated with multiple PO's
4. Supplier forms
5. Inventory imports from Blue Ridge
6. DHL shipping and receiving reports
7. Promotion item pricing updates
8. Liquor/Spirits Base price updates
9. Recycling
10. Bill backs





Case Study

Sanderson Farms

Industry: 3rd largest chicken processor in the US

Location: North Carolina based with locations all over the country

Use case: DOT Onboarding & Background checks. Bi-directional integration with Accio employee background check software



Driver Onboarding Steps

1. HR personnel complete a web form for the truck driver onboarding
2. The form data through web service is sent to Accio background check software
3. The bot enters the applicant SSN, name and DOB into Accio to return whether applicant can move forward
4. Background check status is returned to the web form and the applicant continues to add documents and additional information
5. When form is submitted, the bot places an "order" within Accio for motor vehicle background check.
6. Notification sent to HR manager if applicant is cleared to onboard

Demo

- UiPath
 - Document Understanding & DocuSign
 - Document Understanding, Google & AP Invoices
- Power Automate
 - Desktop Automation - AP Invoice IDP

