ROI Inhibitors! Scale Destroyers!

One of the oft-overlooked and frequently downplayed aspects of an automation implementation is not the one-time process discovery exercise, nor the rapid development or simple maintenance of the robots.

It's the license fees of both the bots and the management control platforms – some call them '*Runners'*, others *'Orchestrators'*, not to mention the licenses required to actually develop the robotic code.
There are an entire plethora of these ongoing costs that occur on an annual basis just to keep your digital workforce online.

The reason for these license fees is that's where the money is for software vendors who have very little interest in how your solutions actually perform and whether or not they even unlock any value.

The business model here, as with any other software organisation is to replicate and shift license keys.

These fees are charged right up front before the automation program even can be measured for success.

As the number of 'bots' and the complexity of the processes increase, so do the license fees.

Simple '*Attended'* bots are pretty cheap, but these are no good for complex processes that need to run automatically. For those, you'll need *'Unattended'* bots, with license fees that are usually triple the price.

Oh, and *'unattended'* bots won't work alone as the name suggests, they need a rather expensive management system to run them, that's another four-figure cost. Per year.

Due to the fantastic value-unlocking power of automation (when compared to a slow, fallible and expensive alternative such as humans), it's no surprise that there's scope for some pricey license fees that *only* inhibit the return on investment.

However, when it comes to scaling an automation programme enterprise-wide, that's where things get interesting.

For every process we automate, there's a number of bots requiring license fees, and if we go the way the marketing machine wants us to go, there's a bot for every employee, each with a license fee.

Where're the gains?

We've just gone and increased our employee overhead by about 25% each year.

When we consider that one bot is capable of doing the work of multiple people, where's the sense in giving each one a robot?

Even a modest automation programme of let's say 25 robots and their management system would run annual costs of somewhere in the region of £178k per year, every year!

Worked Example

Crosspoint House & 28 Stafford Road & Wallington & Surrey & SM6 9AA
enquiries@ampliotechnologies.com & Company Registration Number 12803828 (England & Wales)
www.ampliotechnologies.com

- Bots: 25 x £6k = £150k
- Management System: 1 x £20k = £20k
- Developer Licenses 4 x £2k = £8k

This is even without the ongoing maintenance required.

There is, however, an alternative: License-free platforms, and robots; attended and unattended. For the life of the deployment!

Give Amplio a call today to free yourself from ROI inhibiting and scale destroying license fees!

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