



ROBOTIC PROCESS AUTOMATION SOLUTIONS

GMG OVERVIEW

Gartland & Mellina Group (GMG) is a management consulting firm with extensive experience within the Financial Services Industry providing innovative insights and strategic solutions in an evolving and challenging business and regulatory environment.

Our practice groups are aligned with our clients' businesses across Regulatory & Compliance, Wealth & Investment Management, Capital Markets and Alternative Investments.

STRATEGY AND SOLUTIONS PRACTICE

GMG's Strategy and Solutions team has a broad spectrum of industry experience and partnerships:

- Strategic Planning
- Asset Management and Capital Markets
- Product Design and Implementation
- Trading, Margin Finance and Collateral Management
- Fund Manager Operations
- Private Wealth
- Custody and Administration
- Technology and Data

The broad combination of skills, experience and knowledge positions GMG to help clients with: Business Model Transformation; Corporate Strategy, Merger/Integration Strategy; Operational Effectiveness and Creative Process and Product Design.

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- Robotic Process Automation (RPA) solutions are digital tools that automatically perform routine tasks quickly, reliably, and securely without changing an organization's existing interfaces and workflows. These tools are best suited to perform repetitive, high-volume activities such as reconciliation, data remediation, regulatory/trade reporting, account-opening/closing, and employee onboarding. RPA program adoption is high in the financial services sector, particularly in banking and capital markets, insurance and asset/wealth management. Uses span across operations and finance departments, as well as other middle and back-office functions like risk, HR, and compliance.
- Automated processors, referred to as "bots," are "trained" within an organization to replicate human action. Typically, the training processes involves an employee of the organization recording the electronic action the bot needs to perform in real time on their own computer. The bot software will save the action steps and repeat them as directed. New tasks can be created, tested, and delivered within days or weeks.
- Once trained, the bots can perform tasks within a matter of seconds or minutes, around the clock. This drastically increases an organization's execution of high volume work while reducing the frequency of errors.
- RPA tools allow organizations to better leverage employee skillsets as they move away from redundant activities. By significantly reducing the time of certain tasks and processes, bots free up employees to concentrate on value adding tasks. Organizations see an increase both in productivity and employee satisfaction, and in many cases, reduced dependence on labor arbitrage.
- Cost savings from RPA programs typically span 20 to 60% in the capital markets sector, with cost reduction reaching up to 75% . RPA implementation can show very quick ROI – typically within 6 to 24 months.
- Optimum enterprise-wide RPA program design centralizes select functions such as framework design and vendor management, while individualizing processes locally within different departments. This hybrid design reduces burden on any one department, while increasing adoption of RPA best practices company-wide.
- Implementation options are abundant: bots can be hosted locally on a desktop, on a public or private cloud, or through a hybrid model.
- RPA tools can be expanded to include intelligent or cognitive automations, which track prior decisions and data patterns. This allows for processes to be revised with minimal human oversight.

GMG is prepared to deliver the following Robotic Process Automation solutions:

- Current state assessment and gap analysis versus industry best practices
- Process re-engineering / target operating model selection
- Analysis of vendor capabilities / RFP and vendor selection
- Risk and control frameworks
- Implementation planning and program management
- Proof of concept development and testing oversight
- Training
- Reconciliation reports and systems integration