

# Databotics streamlines RPA



By [Evan-Lee Courie](#)

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Databotics is a South African tech startup that incorporates Robotics Process Automation (RPA), giving customers a streamlined solution geared towards generating value for their client base with the least amount of operational effort.



Paulo Scholle and Torrie Sephton, co-founders of DataBotics

We chat to Paulo Scholle, co-founder of DataBotics who was chosen by Startupbootcamp AfriTech to attend a three-month accelerator in Cape Town, South Africa.

## ■ **Can you tell us a bit about DataBotics?**

DataBotics was a brainchild from years of management consulting to the financial services industry. In these engagements, it was clear that clients were receiving Robotic Process Automation (RPA) deployments from exuberantly overpriced firms without a true understanding of customer-centric business needs.



## What you need to know about Robotic Process Automation (Part 1)

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DataBotics was consequently established with a mandate, to assist corporates to eliminate admin-intensive and mundane processes that steal time from human resources. The dream we are driving is to see humans beings enabled to pursue true creativity and ingenuity.

## ■ **When, how and why did you get started?**

We attended a hackathon as Convergenc3, and impressed one of the corporate partners with a solution we presented combining data analytics and robotic process automation. After that interaction, we decided to isolate the capability and form a company that specialises in these fields.



## What you need to know about Robotic Process Automation (Part 2)

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There is an extensive opportunity in the market for our services, and so we entered the boot camp to: 1.) accelerate and package our offering to make it most appetizing for our customer, and 2.) gain access to a network of potential clients with the backing of SBC AfriTech.

### ■ ***What are some of the services you provide?***

Process engineering, software robotic process automation, and data analytics.

### ■ ***What are some of the obstacles you've had to overcome since starting out?***

Moving our business from a consulting model to a scalable-repetitive model.

Making RPA tools available to medium smaller companies. In the current world, only large corporations can afford these technologies because the tools are extremely pricey, but we have cracked it on how to make this capability available to every single company.

### ■ ***What advice would you give to other aspiring entrepreneurs?***

Take all opportunities that present themselves! Who would have thought that simply attending a hackathon would result in starting a new company and being accepted into the SBC AfriTech program? I certainly didn't, and now look at how the events turned out.

### ■ ***What has been your proudest achievements thus far?***

Validating a need for our services. We have received so many requests through our engagement in the SBC network. Amongst all the coffees and individual pitches to the network partners, we have landed two major clients, and many more are in conversation.

### ■ ***What does the future of entrepreneurship look like to you?***

If a venture fails, it's onto the next venture! If a venture succeeds, then I will most probably become an investor and mentor other young startups in Africa.

### ■ ***What is the importance of startup accelerator/incubator programmes?***

Providing the right support and expertise to talented teams so that they launch their ideas to make the biggest impact as quickly and as effectively as possible.



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▣ ***What would you like to see changed in the South African/Africa startup landscape?***

I want to see more risk appetite of investors in SA and Africa. I feel that there are so many great teams with awesome ideas that simply do not get traction due to lack of accessible funding which they would have received elsewhere in the world.

▣ ***What do you believe are the traits an entrepreneur needs in order to succeed?***

Determination, risk-appetite, and a little bit of arrogance.

▣ ***Why would you encourage someone to become an entrepreneur?***

It forces you to grow in many aspects in your life and business career, and more importantly, it gives you an appetite to take on responsibility. It might be intimidating at first, but the growth that takes place in that period is priceless.

▣ ***Where would you like to see Databotics in the next five years?***

DataBotics will enter the European/Western markets and compete with the Western counterparts offering similar services. We want the world to know that Africa can compete with the West when it comes to technical delivery – and at a cheaper price tag!

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