

# Reveal Group Blue Prism Training At Scale With Heropa's Virtual Labs



Reveal Group, the Intelligent Automation specialists, use Heropa's Virtual Labs platform to run Blue Prism training courses. The business agility and responsiveness provided by Heropa has allowed them to reduce course setup time by 90%, and also successfully scale their training offering.

## About Reveal Group

Reveal Group have worked with leading RPA technologies since 2015, and have implemented Blue Prism, UiPath and Microsoft RPA for clients in more than 20 industries globally. Their goal is to quickly build client capability and self-sufficiency with automation technologies.

As the first and only certified Blue Prism Double Platinum Capability and Delivery Provider in the world, Reveal Group's Training Academy offers accredited Blue Prism training courses to their consulting clients.

Learn more about Reveal Group at [revealgroup.com](https://revealgroup.com)

## The Challenge

### DELIVERING VIRTUAL TRAINING LABS AT SCALE

Before using Heropa, Reveal Group offered a customized Blue Prism Foundation training course with self-paced labs using an in-house developed solution. The lab environments were manually provisioned in Amazon Web Services (AWS)

and course participant access to these virtual machines was handled using open-source remote access gateway software.

Participant management was handled in isolation. The course facilitator sent individual email invitations with a large training manual PDF to each participant. Each course typically took at least half a day to set up.

Throughout the 30 day course duration, the participant's AWS virtual machine was constantly running and generating costs – even when not in use. The training coordinator was responsible for the lifecycle management of all virtual machines, each with a different destruction date.

The administrative overhead involved with course setup and management made it impossible to scale.

**Before Heropa, our solution wasn't easy to support, it was very effort intensive, and we never felt fully confident with selling, supporting and scaling it.**

**Mark Rothfield, Chief Technology Officer, Reveal Group**

## The Solution

Heropa worked with Reveal Group to set up the Blue Prism Foundation training course within the platform. Reveal Group's existing AWS virtual machine images for Blue Prism were directly imported into Heropa saving rework, and their existing training manual was integrated to the participant workspace.

Fully branded course invitation emails were configured within Heropa, removing substantial friction in the process. Using the access link embedded in the email invitation, participants could now complete the entire signup and Blue Prism lab launch without administrator assistance.

The integrated training manual allowed participants to complete the training in a self-paced approach. User assistance was simplified using Heropa's built-in screensharing capability. Reveal Group could also track participant progress and share this information with their clients.

Course setup time went from over half a day to under 30 minutes. Heropa's lab lifecycle policy manager defined and tracked the shutdown and deletion rules for all environments, therefore completely eliminating the manual tracking previously required by course facilitators. Environments only consumed resources when being used, leading to a reduction in server costs.

**Heropa elegantly solves a complex problem - one that seems straightforward to tackle until you try to do it well. It's the fact that Heropa solves that problem really well, that makes it valuable to us.**



**Mark Rothfield, Chief Technology Officer, Reveal Group**

## Results and Benefits

Using Heropa has translated into two main benefits for Reveal Group:

### **1. Being able to confidently offer customized training within their holistic menu of consulting services.**

- ✔ "Knowing our sales team can very quickly say yes to training is really helpful", says Mark Rothfield, Reveal Group's CTO.

### **2. Growth in their training offering**

- ✔ A 90% reduction in course setup time meant Reveal Group were able to introduce classroom training - previously not possible due to the effort involved. Specialised courses such as the Blue Prism Advanced Practitioner training course - where each user environment contains 3 Blue Prism VMs - have also been made possible by Heropa.
- ✔ Reveal Group are now also using Heropa to provision their sales team with their own on-demand demo environments for Blue Prism and UiPath.

# About Heropa

Experience the future of technical training with Heropa, the leader in interactive product experiences.

Our Virtual IT Labs empower training teams to deliver fully immersive training environments tailored to each customer's needs.

Our clients save time, control costs, and enhance learner retention by delivering customized, value-driven hands-on experiences.

Email us at [sales@heropa.com](mailto:sales@heropa.com)



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