January 21, 2020

UiPath Enhances Training Strategy to Help Partners Capitalize on Hyperautomation Opportunity

UiPath adds to its Academy learning with new training and content optimized for partners

NEW YORK--(BUSINESS WIRE)-- UiPath, the leading Robotic Process Automation (RPA) software company, today announced a new partner enablement strategy designed to extend the company's advanced training platform for its partners. The cornerstone of this strategy is the launch of UiPath Academy for Partners that allows partners to customize their approach to enablement, achieve profitability, and establish differentiation in the market. An evolution of UiPath's current training site, the new UiPath Academy for Partners was built based on partner feedback and gives individuals a curated learning experience tailored to their specific job role.

The new approach further democratizes access to UiPath training and delivers the same curriculum to both UiPath partner teams and UiPath employees through a user-friendly site. Partners will now be able to access a significantly expanded set of materials, including product training, solution guides, presentation decks, and more. This role-based content enables partners to personalize how they engage and leverage resources with UiPath in order to best meet their needs and to continue winning in the marketplace. The scaled enablement approach means that partners have always-on access to timely, relevant content that grows their expertise and improves their ability to drive business outcomes.

The new UiPath Academy for Partners includes the following benefits to partners:

- **Greatly improved partner learning experience:** Partners can access a much deeper library of materials directly from the existing Business Partner Portal, in a new, more user-friendly learning space. The library will span the full breadth of the UiPath end-to-end platform for hyperautomation, including the recently introduced UiPath Explorer for process discovery and recording, UiPath Process Gold for process mining, UiPath Apps to engage multiple business users, and UiPath Insights for enhanced performance dashboards.
- **Enhanced enablement opportunities:** Partners will be provided with additional tools to help them engage more effectively with customers and close deals more quickly.
- **More timely access to product announcements and launch training:** Partners will be able to enroll in the same product training modules that the UiPath sales, presales, and delivery teams enroll in—at the same time.

Dr. Adam Bujak, vice president and global head of intelligent automation at Capgemini, said, "Capgemini has been a global partner of UiPath since 2015 and a power-user of UiPath Academy since its launch in 2017. The user friendliness and rich content of the new UiPath

Academy for Partners makes this an invaluable tool and source of knowledge for our team around the world."

The training site is built into UiPath's previously launched Business Partner Portal, which houses all the tools, support, and resources that partners need to be successful. UiPath leverages portal analytics and a regular feedback loop to stay aligned to partner needs. This visibility into partner progression and their level of competency allows UiPath to prioritize further investment in partners.

"We recognize and appreciate the important role partners play as an extension of our own sales and technical teams," said Cheryln Chin, global vice president of systems integrators at UiPath. "Together with UiPath, our partners are seizing the unique opportunity to deliver transformative solutions to customers worldwide. Our partner community has become a powerful force in driving the tremendous growth of RPA, and this program is designed to provide them with an unmatched combination of sales and field enablement to help them continue to serve customers and grow their business with us."

About UiPath
UiPath is leading the 'automation first' era—championing a robot for every person and enabling robots to learn new skills through artificial intelligence (AI) and machine learning (ML). Through free and open training, UiPath brings digital era skills to millions of people around the world, improving business productivity and efficiency, employee engagement, and customer experience.

The company's hyperautomation platform combines the #1 Robotic Process Automation (RPA) solution with a full suite of capabilities, including process mining and analytics, that enable every organization to scale digital business operations at unprecedented speed. The company has already automated millions of repetitive, mind-numbing tasks for businesses and government organizations all over the world, including more than 50% of the Fortune 500 and 8 of the Fortune 10.

UiPath was recently recognized as the top company on The Deloitte Technology Fast 500 for 2019, a ranking of the fastest public and private technology companies in North America, and #3 on the 2019 Forbes Cloud 100.

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Source: UiPath