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UiPath's CherylN Chin Recognized as 2020 CRN Channel Chief

RPA leader fueling the future of work with partner-led success

NEW YORK--(BUSINESS WIRE)-- UiPath, the leading Robotic Process Automation (RPA) software company, announced today that CRN, a brand of The Channel Company, has named Cheryln Chin, vice president of global partners and alliances, to its prestigious list of 2020 Channel Chiefs. This annual list recognizes the top vendor executives who continually demonstrate exemplary leadership, influence, innovation, and growth for the IT channel.

Automation is transforming businesses around the globe, directly impacting the bottom line as a result of improved productivity and efficiency. As the channel helps organizations identify and invest in technologies to fuel this workplace of the future, RPA is consistently considered. UiPath remains deeply committed to empowering its partners, and together, they are addressing customers' digital transformation needs with RPA and artificial intelligence technologies.

"The channel is critical to UiPath's success, and we're proud of the role Cheryln has played in shaping our partner-first strategy and delivering results," said Daniel Dines, UiPath CEO and co-founder. "With Cheryln at the helm, we're confident that we'll continue to see our partners thrive and expand into new industries as they begin to prioritize hyperautomation."

The company—under Chin's leadership—also achieved the following channel milestones in 2019:

- Grew the number of active partners transacting UiPath business from 212 to 1,316—a mark of 520%
- Added more than 200 partners to its Technology Alliance Program, which offers the tools to develop, test, certify, and market solutions, and promote complementary offerings
- Launched its Salesforce connector, which enables customers to streamline complex workflows across multiple technologies by launching UiPath automations built natively on Salesforce
- Formed an alliance with Deloitte to jointly develop and deliver RPA solutions to its clients with a focus on implementing and managing large-scale, transformational digital programs
- Reached a partnership with Microsoft, which yields an average deal size at least three times larger than the industry standard

Chin joined UiPath in early 2019 and has been the driving force behind the company's channel organization. She is responsible for leading the UiPath global partner business across all indirect routes to market and is focused on building revenue-generating, strategic,

integrated partnerships and alliances. Before joining UiPath, Chin was the vice president, global partners for Splunk, where she led the global partner business, programs, and operations. Her years of experience also span senior leadership roles at Motorola, IBM, and Sun Microsystems.

CRN's 2020 Channel Chiefs list honors the distinguished leaders who have influenced the IT channel with cutting-edge strategies and partnerships. The 2020 Channel Chiefs have shown outstanding commitment, an ability to lead, and a passion for progress within the channel through their partner programs. The Channel Chief honorees were chosen by the CRN editorial staff for their dedication, industry prestige, and exceptional accomplishments in driving the channel agenda and evangelizing the importance of channel partnerships.

"The IT channel is undergoing constant evolution to meet customer demands and changing business environments," said Bob Skelley, CEO of The Channel Company. "CRN's Channel Chiefs work tirelessly, leading the industry forward through superior partner programs and strategies with a focus on helping solution providers transform and grow. Our team here at The Channel Company congratulates these outstanding individuals for their dedication to the channel."

CRN's 2020 Channel Chiefs list will be featured in the February 2020 issue of CRN Magazine and online at www.CRN.com/ChannelChiefs.

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.

About The Channel Company
The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education, and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelcompany.com

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