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UiPath

UiPath Earns Microsoft Co-Sell Ready Status

Designation to enhance sales, support and go-to-market initiatives for RPA solutions leveraging the Microsoft Azure platform

NEW YORK--(BUSINESS WIRE)-- UiPath, the leading enterprise Robotic Process Automation (RPA) platform, today announced that it has earned co-sell ready status through the Microsoft One Commercial Partner Program. Building on its status as a Microsoft Gold Application Development Competency partner, UiPath now joins an elite group of global independent software vendors selected by Microsoft for intensive joint sales, support and go-to-market initiatives.

UiPath will work directly with Microsoft's global sales force to accelerate adoption of RPA solutions that leverage the power of Microsoft Azure. The company will also collaborate with Microsoft sales teams and partners on targeted customer opportunities to offer a new era of Intelligent RPA, including machine learning and cognitive services. Customers will be able to deploy their RPA solutions on Azure or in a hybrid cloud/on-premise model.

"UiPath's achievement of co-sell ready status strengthens a relationship going back many years and creates significant value for customers heavily invested in existing and new Microsoft technologies," said David Marcus, VP for product technology alliances, UiPath. "We look forward to collaborating more with the Microsoft sales team to help organizations reduce costs, remove risks and drive efficiencies."

Microsoft initiated co-sell ready status in 2016 to provide comprehensive sales and marketing support for select partners. To be eligible, businesses must submit customer references that demonstrate successful projects, meet a performance commitment and pass technology and sales assessments.

"We are pleased to have UiPath be an Azure partner and jointly deliver innovation and value to our customers and channel partners," said Arpan Shah, General Manager, Azure Product Marketing.

About UiPath

Built for both business and IT, UiPath is the leading platform for enterprise Robotic Process Automation (RPA). More than 1,500 business customers and government agencies use UiPath's Enterprise RPA platform to rapidly deploy software robots that perfectly emulate and execute repetitive processes, boosting business productivity, ensuring compliance and enhancing customer experience across back-office and front-office operations.

With a thriving RPA developer community of more than 200,000 worldwide, UiPath is on a mission to democratize RPA and support a digital business revolution. Based in New York

City, UiPath's presence extends to 14 countries throughout North America, Europe and Asia. The company is backed by $183M in series A & B funding from Accel, CapitalG, KPCB, Credo Ventures, Earlybird's Digital East Fund and Seedcamp.

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