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UiPath's Janette Hausler, Christine Linthacum and Caroline Grey Honored as CRN's 2019 Women of the Channel

NEW YORK--(BUSINESS WIRE)-- The leading robotic process automation (RPA) software company, UiPath, today announced that CRN®, a brand of The Channel Company, has named three UiPath leaders – Janette Hausler, global vice president of partner marketing, Christine Linthacum, senior director of partner operations and programs, and Caroline Grey, strategic partner sales – to its prestigious 2019 Women of the Channel list. The leaders on this annual list are from all areas of the IT channel ecosystem; representing technology suppliers, distributors, solution providers and other IT organizations. Each recipient is recognized for her contributions to channel advocacy, channel growth and visionary leadership.

Today, the channel is investing heavily in technologies that address the workplace of the future. UiPath works diligently to educate and empower channel partners around the world to meet the skyrocketing demand of RPA through a drumbeat of partner communications, partner events, activities and resources. In the past year alone, UiPath has:

- Grown the global partner ecosystem 5x to more than 1,000;
- Launched both a Partner Acceleration Fund and Venture Innovation Fund to help partners capture and monetize the skyrocketing demand for RPA; and
- Increased its partner sales team from more than five to nearly 120 worldwide to support global and regional technology partners.

Hausler, Linthacum and Grey played vital roles in building the infrastructure for UiPath's partner ecosystem. As women spearheading channel initiatives, Hausler, Linthacum and Grey contributed greatly to UiPath's unprecedented growth of customers, partners and revenue. Specific achievements include:

- Hausler executed UiPath's two first-ever Partner Forward events (in the U.S. and EMEA), generating attendance of more than 900 global, regional business and technology partners.
- Linthacum spearheaded the strategy, execution and infrastructure for UiPath's new business partner program creating the unicorn company's first formal partner program. She developed foundational assets, globalized contracts, discount model and a competency-based tier level strategy.
- Grey devised a go-to-market and enablement approach for GSI organizations – increasing channel sales to more than 60 percent and building a strong pipeline for further growth.

“At UiPath, we’re committed to providing our partners with the education, delivery and selling frameworks needed to be successful,” said Chris Morgan, global vice president of partners and alliances at UiPath. “Our achievements thus far would not have been possible without the dedication from Janette, Christine and Caroline. I’m extremely proud to work alongside these women – and am excited for them to receive this recognition.”

Over the next year, UiPath will continue to help its partners address and support the significant demand for RPA technology and position value added services and complementary technologies around RPA and AI. The company will continue to evolve its strategy, programs, policies and systems to help partners choose to invest in UiPath every day.

UiPath will expand partner enablement and co-marketing, introduce a distribution strategy for specific countries and generate stronger alliance and business partner engagements this year. UiPath is on track to meet its corporate goal to drive more than 70 percent of its overall business through partners. With its channel partners, UiPath is democratizing RPA and driving the “automation first” era around the world.

“CRN’s 2019 Women of the Channel list honors influential leaders who are accelerating channel growth through mutually-beneficial partnerships, incredible leadership, strategic vision and unique contributions in their field,” said Bob Skelley, CEO of The Channel Company. “This accomplished group of leaders is driving channel success and we are proud to honor their achievements.”

The 2019 Women of the Channel list will be featured in the June issue of CRN Magazine and online at www.CRN.com/WOTC.

About UiPath
UiPath is leading the “automation first” era – championing one robot for every person, delivering free and open training and collaboration and enabling robots to learn new skills through AI and machine learning. Led by a commitment to bring digital era skills to more than a million people, the company’s enterprise Robotic Process Automation (RPA) platform has already automated millions of repetitive, mind-numbing tasks for business and government organizations all over the world, improving productivity, customer experience and employee job satisfaction.

Recently named by Comparably as the 6th happiest place to work and the 11th best company culture among large businesses, UiPath is one of the fastest growing and highest-valued AI enterprise software companies worldwide.

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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