



\$20M Investment Available for UiPath Partners

Do you have what it takes to get a piece of the action?

As a UiPath partner, your customers already gain efficiency and cost-savings through RPA. But imagine what you could do for them with additional funding? We're on the hunt for partners who can **exponentially accelerate our growth** and **meet head-on the rising demand for RPA + AI** among enterprises worldwide as we lead them into the **Automation First** era.

UiPath' offers two partner-focused funds to support your success in 2019 (the **"Investment Program"**):

- The **UiPath Venture Innovation Fund** which includes investments in AI-focused partners with expertise in machine learning, business process management (BPM), process mining and intelligence. Investments will also go toward chatbot companies and other startups that commit to simplifying and speeding integration with UiPath.
- The **UiPath Partner Acceleration Fund** which is designed to help global partners inspire and support automation and AI innovation across go-to-market and enablement activities, complement technology investments and accelerate enterprise-wide RPA adoption.

Make your case to expand UiPath's technology ecosystem in adjacent technologies that help customers achieve their digital transformation objectives. Submit requests for:

- Training and support investments
- Sandbox access
- Technical guidance
- Use case development support
- UiPath mentorship
- Development
- Financial investment

Prepare your pitch for a chance to secure go-to-market funds to:

- Explore innovative, new customer acquisition strategies
- Drive RPA demand through compelling proof of concept and marketing activities
- Launch a competitive take out campaign
- Elevate the caliber of your team through additional training and certification
- Expand your organization with additional, dedicated RPA headcount

This might be an **unprecedented opportunity** to acquire funding for resources to grow your business immediately. **Get the financial backing you need** and apply now for your chance to capture a share of the investment.



Investment Program Terms and Conditions

Partner Eligibility

All applicants must have a current and valid agreement with UiPath on file for participation eligibility (UiPath Master Partner Agreement, UiPath Technology Partner Agreement, UiPath OEM Agreement or other applicable agreement) to qualify as partners (“**Partners**”). Investment Agreements confirming the relevant funding must be executed separately after the proposals are accepted.

Application Process

The process to apply for either the UiPath Venture Innovation Fund or the UiPath Partner Acceleration Fund is the same, and your proposal may be funded by either of them. Here’s what you need to do:

1. Together with your partner or alliance management team, develop a business investment plan proposal using the UiPath Investment Template and include a description of your idea, your investment commitment, the details of the UiPath investment, and expected value to UiPath. You can find the template on the UiPath Partner Portal or get it from your Partner Manager.
2. Submit the plan to partners@uipath.com. All submissions will be treated confidentially, unless written permission is granted.
3. Be ready to pitch your idea to the UiPath Partner Review Board. Pitch sessions will be scheduled for all proposals that are considered for funding.

Proposal review sessions will be held on the following dates:

- November 8 and 15, 2018
- December 5 and 13, 2018
- January 9 and 16, 2019

Additional sessions may be scheduled in 2019.

Selection Process

Attributes. Because of the limited number of proposals that can be funded, the UiPath Review Board will evaluate proposals based on the following attributes as applicable to the proposal:

- Ability to promote UiPath in RPA marketplace
- Value of the investment to UiPath
- Innovation
- Proven competency to execute and deliver
- Existing partnerships with technology partners
- Proven marketing expertise to drive end-user demand for solutions
- Executive level commitment



- Solid financials and proven management team

Compliance. No investments will be approved if they directly or indirectly violate the applicable law, government regulations, UiPath Code of Conduct or MDF Program Guidelines (UiPath Code of Conduct or MDF Program Guidelines are available on the UiPath Partner Portal and on demand).

Feedback. Partners will receive feedback within 20 business days from review date. UiPath Review Board decisions will be final regarding a specific proposal; however, a partner can submit an alternate proposal if there are still review sessions available.

Accepted Proposals

If your proposal is approved, a summary of UiPath's investment and agreed upon partner performance results will be provided in, and be subject to, an Investment Agreement signed between you and UiPath.

Performance Results

UiPath expects partner proposals to contain achievable results and may limit future investments and/or benefits to partners that deliver less than expected returns.