



## FAQ

### UiPath \$20M Innovation Funds for Partner

UiPath' offers two partner-focused funds to support your success in 2019:

- 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** 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.

#### 1. Who is eligible to participate? Any limits on scope of investment?

All UiPath Business Partners, UiPath Technology Partners, and OEM Partners are eligible to access the UiPath innovation funds. Current and valid contracts are required. We recommend the proposal be reasonable to your current business capabilities to execute. Proposals can be submitted for prospective partners, however, existing UiPath partners will be given priority and a contract must be signed for any partner investment.

#### 2. How can I submit a proposal for funding consideration?

We have combined the proposal process for both funds. Work with your partner management team to develop a proposal, use the UiPath Innovation Fund Proposal template. Once complete, submit by email to [partners@uipath.com](mailto:partners@uipath.com).

#### 3. What is the timeline for submitting a proposal?

Proposal review sessions will be held on the following dates:

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

#### 4. Where can I find the UiPath Innovation Fund Proposal Template?

The template will be available from your Partner Manager.

#### 5. What are examples of the types of investments that may qualify?

Technology examples:

- Training and support investments
- Sandbox access
- Technical guidance
- Use case development support



- UiPath mentorship
- Development
- Financial investment

Go-to-market examples:

- 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

## **6. What type of investments will not be considered eligible?**

Generally, technology development that is not applicable to UiPath platform and activities like sporting events, corporate boxes, parties, travel expenses, gifts or gratuities, seasonal events, UiPath sponsored events would not be eligible. Additionally, any investment that would directly or indirectly violate UiPath Code of Conduct, MDF Program Guidelines or government regulations would not be eligible.

## **7. What type of return is expected from an investment?**

Returns are dependent on the type of investment requested, however go-to-market proposals with a 20 to 1 return ratio would be considered valuable.

## **8. What criteria will be used to determine which partners get funding?**

Proposals should be focused to inspire and support automation and AI innovation across go-to-market and enablement activities that accelerate enterprise-wide RPA adoption. Partners with the most detailed and thought out proposals will be given a priority. A specific plan that explains how the plan will be managed and if applicable, show a return would be desired.

## **9. Is the funding guaranteed?**

All projects that are accepted by the UiPath Review Board will be documented on the amount funded. This funding is guaranteed on the contingency that the Partner commitments/milestones are met as outlined in the confirmation letter.

## **10. Is this process required to access Market Development Funds (MDF) dollars?**

The proposal template and pitch process are not required for access to MDF funds for less than \$50,000 USD. However, MDF activities can be included in your investment proposal.



## **11. Who is on the UiPath Partner Review Board?**

The review process will include UiPath Sales, Marketing and Technical leaders and may include any combination of the following:

- Global VP Partners and Alliances
- VP Global Partner Marketing
- Global VP Strategic Alliances
- SVP of Business Development & Alliance
- Chief Corporate Development Officer
- UiPath Finance
- And Geo Sales and Marketing Leadership based on proposals