UiPath™

Technology Partner Program Guidebook 2019

Join forces with UiPath to fast-track portfolio innovation, expand your capabilities, and accelerate demand.

Contents

Section 1	**01**	**Overview of the UiPath Technology Partner Program**
Section 2	**02**	**Program Benefits at a Glance**
Section 3	**03**	**Program Benefits Summary**
Section 4	**05**	**Program Requirements at a Glance**
Section 5	**06**	**Program Requirements Summary**
Section 6	**08**	**Specialty Program Benefits & Requirements**
	09	Start-up Technology Program Benefits at a Glance
	10	Start-up Technology Program Benefits Summary
	12	Start-up Technology Program Requirements At A Glance
	13	Start-up Technology Program Requirements Summary
Section 7	**13**	**Appendix**

Overview of the UiPath Technology Partner Program

The **UiPath Technology Partner Program**, also known as **Program** or **UTPP**, is developed to create a framework for co-innovation that brings together technology vendors and UiPath, in order to deliver end-to-end business solutions for our joint customers. This **Program** gives an overview on a variety of technical, sales and marketing benefits for partners to develop, test, certify and market their solutions, as well as promote complementary offerings.

This Guide describes the policies, benefits, and requirements applicable to the **UTTP**. UiPath encourages each partner's business, sales, marketing, and technical representatives involved in our partnership to review it.

Program Highlights

- **Tiered program structure**
- **Benefits correlated with level of commitment and performance**
- **Access to dedicated content for Technology Partners**
- **Access to UiPath non-production instances**
- **Access to UiPath Integrations Development Support**
- **Listing of company logo and profile on UiPath Technology Partner dedicated platform**
- **Ability to publish, market, and securely distribute solutions to UiPath customers globally on the UiPath Go! Marketplace**

Program Tiers

The three levels of the **Program** allow you to engage with UiPath based on your commitment to the partnership. Membership is granted after an application review and approval process, followed by the execution of the Technology Partner Agreement. The benefits and requirements increase as our partnership evolves.

Registered

Basic membership and **Program** entry point. Access to generally available and public-facing documentation is granted. Partner benefits are designed to provide a starting point to develop and certify their solutions.

Certified

Partners that successfully certify their solution and publish it on the UiPath Go! Marketplace, have an Academy-certified member and are active in the Beta community advance to the Certified tier. They will have access to benefits such as the use of the UiPath Certified Partner Logo, access to sandbox environments, and other resources.

Premium

The highest level of technology engagement with UiPath, which enables the Technology Partner to have more **Program** benefits, ranging from access to technical resources to joint efforts on sales and marketing campaigns activities, including showcasing the company's logo on our partner web presence.

Specialty Programs

Start-up

A program aimed at companies with a maximum of 5 years' presence on the market, but at least 1 year of existence, with a maximum annual revenue of one million dollars (US). It offers our Start-up Partner a presence with our customer base, impressive technology resources, and business mentorship.

Program Benefits at a Glance

The following table outlines the **Program**'s benefits for which Partners are eligible as participants in the **UiPath Technology Partner Program**.

Benefits*	Registered	Certified	Premium
Develop & Certify			
UiPath Platform Community Edition License	✓	✓	✓
Access to Forum & Community Development Support	✓	✓	✓
Access to Academy Training	✓	✓	✓
Access to Technical Architect			✓
Access to the Insider Preview Program	✓	✓	✓
Access to the Integration Support System		✓	✓
Sandbox Environment for 1 year		✓	✓
Eligible for PoC and Demo Support			✓
1 Orchestrator License			✓
Market & Sell			
Access to Sales, Marketing and Technical Collateral	✓	✓	✓
Use of the UiPath Technology Partner Logo		✓	✓
Co-Marketing Activities			✓
Discounted Tickets to UiPath Events			✓
Support in Creating a Joint Case Study			✓
Training Session to UiPath Sales on Partner Products			✓
Eligible to Sponsor UiPath Events**			✓
Marketing Qualified Leads		✓	✓
Annual Roadmap Preview		✓	✓

(*) The type of specific benefit provided to a Partner by UiPath within any given Benefit category may vary based on a variety of factors including Partner technology, integration, engagement with UiPath, size, location, etc

(**) Event sponsorship eligibility: Partner events from #UiPathForward and #UiPathTogether regional and global events. Subject to availability and approval.

Program Benefits Summary

The **UiPath Technology Partner Program** provides a number of benefits associated with the partner tier level, which are designed to support and reward the partner's technical expertise and solution development, the number and value of certified integrations on the UiPath Go! Marketplace and the level of engagement with UiPath.

Registered, Certified and Premium partners receive a standard set of UiPath software products aligned with their partnership level. Partners also have access to training resources and support, according to their respective status.

Any request for any action that requires UiPath resources, staff or attention needs to be submitted via the Integration Support System.

UiPath Platform Community Edition License

All Technology Partners have access to the Community Edition of the UiPath RPA platform (Orchestrator, Studio, Robots) which includes all the extensive features of the UiPath RPA platform, except phone and email support. Through this option, you are granted access to experiment, test and learn more about the capabilities of the UiPath RPA Platform. You can also check the **UiPath Documentation portal** and **Resources**. For more details on the Community Edition License Agreement, please access the following **link**.

Forum & Community Development Support

UiPath has developed a great RPA developers community and forum around its platform, with enthusiastic people who contribute ideas, help, and suggestions on various RPA-related topics. Feel free to explore the forum by accessing this **link**. You are invited to sign up for an account to have full access to the forum space and all the good ideas that are shared there.

Academy Training

Our goal is to equip you with the tools and the training you need to build relevant and successful solutions using the UiPath RPA platform.

UiPath is the first RPA provider to offer an open online training platform for RPA users and business professionals. Our Technology Partners have access to a variety of trainings that bring essential skills and knowledge, both technical and business-related,to create a successful journey using RPA.

For a detailed view of the UiPath Academy Training Program follow this **link**. The UiPath Academy Training policies are available **here**. You can also check the **UiPath Academy FAQ**.

Technical Architect

Premium Partners have access to a pool of UiPath Technical Architects to assist them while developing solutions using UiPath RPA tools. We want to enable you to bring high-quality solutions and thrive on the market.

Insider Preview Program

UiPath has launched its Insider Preview Program where we invite our Technology Partners to become pioneers in using the newest and greatest features of our product release. We are interested in our partners' feedback while checking the stability of our features, as well as the potential case studies according to business needs. Once you are accepted into the program, you can also join this program by registering **here**.

Integration Support System

Technology Partners from the Certified or above tiers receive access to a ticketing system to get in contact with the Technology Alliances Integration team. Each partner from those tier levels needs to delegate one or more people who will receive an invitation to create an account in the Help Center of the Technology Alliances Support System, where you can raise requests and get help from our Integration team.

Sandbox Environment for 1 year

The Technology partners from the Certified tier and above have access to the Enterprise version of the UiPath platform for their own use, either in testing, development and/or in production. The Sandbox environment includes 1 Orchestrator, 2 Studios, 2 Attended Robots and 1 Unattended Robot. Premium Technology Partners also receive an additional Orchestrator license.

Eligible for PoC and Demo Support

Premium level partners are eligible to request UiPath support in a PoC or during a Demo. Please note that eligibility does not guarantee support and it is subject to the availability of UiPath-related resources. All PoC and Demo support requests are accepted at the discretion of UiPath and must be raised via the Support System.

Access to Sales, Marketing and Technical Collaterals

We provide sales, marketing, and technical collaterals for our Technology Partners to leverage the RPA and automation story and the UiPath technology key differentiators when approaching customers.

Use of UiPath Technology Partner Logo

All Technology Partners at the Certified tier level and above receive the UiPath Technology Partner tagline according to their tier level partnership (Certified or Premium) and are encouraged to leverage the UiPath Technology Partner brand to promote their partnership and **Program** membership. The logo can be used in advertisements, on websites, in customer communications and in other marketing materials. Partners need to comply with the **UiPath Press and Brand Guidelines**.

Co-Marketing Activities

As a benefit of our partnership, Premium Technology Partners have access to co-marketing activities. The marketing activities vary and may include PR support & social media amplification, quotes from UiPath for Partner-driven blog posts, co-managed events and webinars with UiPath, and 1:1 joint marketing planning.

Discounted Tickets to UiPath Events

UiPath Premium Technology Partners have access to discounted tickets to UiPath Events. Please note that the discounted tickets to events are subject to availability. Partners will receive regular communications in the form of email newsletters and updates that may include event invitations, product releases etc.

Support in Creating a Joint Case Study

Another benefit for the Technology Partners at Premium tier level is the support given to create customer awareness while building a joint case study on the integration solution, as a result of our cooperation. The case study will be driven by our Partner and UiPath supports this initiative by bringing the RPA and automation story.

Training Session to UiPath Sales on Partner Products

Our Premier Partner can introduce their products to the dedicated UiPath sales members through online webinars. This action would have to be coordinated with UiPath, to establish the right audience for a specific technology. Additionally, it will be subject to UiPath resources availability and UiPath will decide, at its discretion, which participants are involved.

Eligible to Sponsor UiPath Events

Partners at Premium partnership tier are eligible to sponsor UiPath events (e.g. #UiPathForward, #UiPathTogether, etc.). Please note that eligibility does not guarantee sponsorship and requirements may vary for each event. All sponsorship requests are accepted at the discretion of UiPath.

Marketing Qualified Leads

UiPath can pass on suitable marketing qualified leads to its Premium Technology Partners.

Annual Roadmap Preview

Our Technology Partners from the Certified tier and above have the opportunity to get a preview of our technology roadmap by being invited to an annual webinar where UiPath showcasts its plans going forward.

Program Requirements at a Glance

The following table outlines the **Program** requirements for participants in the **UiPath Technology Partner Program**. UiPath may elect, in its sole discretion, to waive or substitute a specific requirement where a suitable business equivalent(s) has been demonstrated.

Requirements	Registered	Certified	Premium
Develop & Certify			
Accept the UiPath Technology Partner Agreement	✓	✓	✓
Accept the UiPath GO! Marketplace Terms and Conditions		✓	✓
> 1 Solution published on the UiPath Go! Marketplace		✓	✓
> 1 Academy Certified Members		✓	✓
> 2 Reviews for Insider Preview Program			✓
Market & Sell			
1 Customer Feedback			✓
Minimum 4+ Stars Average for Generated Content on the UiPath Go!Marketplace			✓
$50K+ Yearly UiPath Partner Generated Revenue			✓
Dedicated Account Manager			✓

Program Requirements Summary

To maintain **Program** membership and tier status, each requirement is subject to an annual compliance audit. The audit will be conducted in January for the previous year, and the status will be awarded for the 12 months following the audit.

The following summary statements provide the general description and clarifications for each requirement. UiPath reserves the right to waive or change requirements at its discretion without prior notice.



UiPath Technology Partner Agreement

The UiPath Technology Partner Agreement is made available during the application process, once the partner's application is reviewed and approved. The execution of the Technology Partnership Agreement is the sole access method to the **UTPP**.

UiPath Go! Marketplace Terms and Conditions

All Technology partners should comply with the Terms of use from the UiPath Go! Marketplace set out **here**.

Build Integration or Solution on the UiPath Go! Marketplace

Partners are expected to build integration or to create lead generation content for the UiPath Go! Marketplace within 12 months of joining the **UTPP**.

For publication on UiPath Go!, the application needs to go through an approval/certification process, where the partners must present evidence of the Functional and Security testing performed, which is independent of the **UiPath Technology Partnership Program's** approval process. The certification team will look for three things: security, functionality, and performance. During the certification process partners must provide the documentation of the built integration, to ensure access to the integration application for the certification team (eg. credentials, license, account, if needed) as well as the testing environment for the integration application.

If the partner offers lead generation content for the marketplace, it will be reviewed and approved by UiPath at its discretion.

Technology Partners must ensure that all their generated marketplace content is properly supported and maintained, and all customer support requests are responded to. UiPath does not provide support for any third-party developed content/application and will direct the support requests to the respective Technology Partner. Also, customers are expected to open tickets directly with the publishing partner on the UiPath Go! Marketplace, in case of any errors of the partner's solution.

Academy Certified Members

The UiPath Academy is the open online training platform for RPA users. All the trainings on UiPath Academy are associated with a course completion diploma, for more details see the **UiPath Academy page**.

The Technology Partner needs to ensure that it has at least 1 active employee who has completed the Academy training, who must use their corporate email to create the Academy account to be associated with the Technology Partner name. The trainings recommended for our Technology partners are: Level 1 – Foundation Training (mandatory), Level 2 – Orchestrator. Once the trainings are completed, we ask our partners to provide proof of completion.

Reviews For Insider Preview Program builds

The Insider Preview Program provides a great overview of the newest UiPath product features. We expect our Premium Partners to have stronger interaction with the new features and provide at least 2 reviews per year.

Customer Feedback

Following the cooperation with Premium Technology Partners and the built integration solution obtained, UiPath expects feedback and a relevant use case from at least one common customer driven by the Partner, with UiPath having the right to quote it.

4+ Stars Average Rating and Minimum Downloads for Generated Content on the UiPath Go! Marketplace

We expect our Technology Partners at the Premium tier level to be significantly involved in generating high-quality marketplace content that would be valued by the UiPath Go! marketplace users with 4+ stars ratings and have a good download rate, with a minimum of 1,000 downloads within a year. The content must also be supported through collateral materials for a higher promotion rate.

UiPath Partner Generated Revenue

UiPath has established a close cooperation with Technology Partners at Premium tier level to increase market value. In this context, we expect our Partners to leverage the UiPath technology partnership and UiPath products to drive $50K+ related revenue per year.

Dedicated Account Manager

Part of the strong cooperation and journey that we want to build with our Premium Technology Partners will include leveraging a dedicated account manager to have a smooth communication and faster reaction to joint efforts to build outstanding integrations together.

Specialty Program Benefits & Requirements

UiPath has created a separate Start-up **Program** to encourage qualified start-up companies with a complementary solution to the RPA space to join our **Program** and contribute with innovative solutions. UiPath provides credit and business mentorship to jointly work on solutions as well as help innovative start-ups thrive on the market.

A technology start-up is defined as a company with a maximum 5 years' presence on the market, but at least 1 year of existence, with a maximum annual revenue of one million dollars (US).

In order to join the **Start-up Specialty Program**, companies need to become Registered Partners first. Following this application, and according to the business requirements (presented above) and the program requirements, these companies are eligible to apply for the Start-up Specialty Program.

UiPath reserves the right to waive or change requirements at its discretion without prior notice.

If the partner is not a start-up anymore, based on the engagement with UiPath, the partner will be invited to join the other Tiers of the program and have access to the respective benefits.



Start-up Technology Program Benefits at a Glance

The following table presents the **Program** benefits for Start-ups in the **UTPP.**

Benefits*	Start-up
Develop & Certify	
Community Edition License	✓
Access to Forum & Community Development Support	✓
Access to Academy Training	✓
Access to Technical Architect (request approval)	✓
Start-up Sandbox Environment for 1 year	✓
Eligible for PoC and Demo Support	✓
Eligible for Submitting Solutions on UiPath Go! Marketplace	✓
Market & Sell	
Eligible for Business Mentorship	✓
Access to Sales, Marketing and Technical Collaterals	✓
Use of the UiPath Technology Partner Logo	✓
Access to UiPath Local Events and Eligibility for Sponsorship**	✓
Discounted Ticket to UiPath Events	✓
Co-Marketing Activities	✓
Eligible for Co-selling Opportunities	✓

(*) The type of specific benefit provided to a Partner by UiPath within any given Benefit category may vary based on avariety of factors including Partner technology, integration, engagement with UiPath, size, location, etc.
(**) Event sponsorship eligibility: Partner events from #UiPathTogether local events. Subject to availability and approval.

Start-up Technology Program Benefits Summary

UiPath Platform Community Edition License

All Partners included in the Start-up Program have access to the Community edition of the UiPath RPA platform (Orchestrator, Studio, Robots) which has all the extensive features of the UiPath RPA platform, with the exception of phone and email support. This benefit gives access to experiment, test, and learn more about the capabilities of the UiPath RPA Platform. Also, you can always check the **UiPath Documentation portal** and **Resources**.

For more details on the Community Edition License Agreement please access the following **link**.

Forum & Community Development Support

UiPath has developed a great RPA developers community and forum around its platform, with enthusiastic people contributing ideas, help, and suggestions on various RPA related topics. Feel free to explore the forum by accessing this **link**. You are invited to sign up for an account to have full access to the forum space and to all the good ideas shared there.

Academy Training

Our goal is to equip you with the tools and training you need to build relevant and successful solutions using the UiPath RPA platform.

UiPath is one of the first RPA providers to offer an open online training platform for RPA users and business professionals. Our Technology Partners have access to a variety of trainings that bring essential skills and knowledge, both technical and business-related, to create a successful journey using RPA.

For a detailed view of the UiPath Academy Training Program, please follow this **link**. The UiPath Academy Training policies are available **here**. You can also check the **UiPath Academy FAQ**.

Technical Architect

In an effort to support start-ups to have access to valuable resources, UiPath provides access to its pool of Technical Architects to assist our start-up partners while developing solutions using UiPath RPA tools. We want to enable you to bring high-quality solutions and thrive on the market.

Start-up Sandbox Environment for 1 year

Our Start-up Partner cluster has access to the enterprise version of the UiPath platform for their own use during testing, development and/or in production. The Sandbox environment includes 1 Orchestrator, 1 Studio, 2 Attended Robots and 1 Unattended Robot.

Eligible for PoC and Demo Support

Start-up partners are eligible to request support from UiPath in a PoC or during a Demo. Please note that eligibility does not guarantee support and it is subject to the availability of the UiPath related resources. All PoC and Demo support requests are accepted at the discretion of UiPath.



Eligible for Submitting Solutions on UiPath Go! Marketplace

Start-up companies from our Specialty Partnership Program have access to **UiPath Go! Marketplace**, a one-stop shop for RPA and related tools that creates higher visibility on the market, along with brand awareness.

Eligible for Business Mentorship

Our Technology Start-up Partners are eligible to receive business mentorship by accessing an account managers pool, UiPath resources with valuable business experience in the tech world.

Access to Sales, Marketing and Technical Collaterals

We provide support to all our Technology Partners with sales, marketing and technical collaterals for our Partners to leverage the RPA and automation story and the UiPath technology key differentiators when approaching customers.

Use of the UiPath Technology Partner Logo

All Technology Partners in the Startup Specialty Program receive the UiPath Start-up Technology Partner tagline and are encouraged to leverage the UiPath Technology Partner brand to promote their partnership and **Program** membership. The logo can be used in advertisements, on websites, customer communications and other marketing materials. Partners need to comply with the **UiPath Press and Brand Guidelines**.

Access to UiPath Local Events and Eligibility for Sponsorship

Start-up Partners have access and are eligible to sponsor #UiPathTogether local events. Please note that eligibility does not guarantee sponsorship and requirements may vary from each event. All sponsorship requests are accepted at the discretion of UiPath.

Discounted Tickets to UiPath Events

Start-up Partners have access to discounted tickets to UiPath events. Please note that the discounted tickets to events are subject to availability. Partners will receive regular communication in the form of email newsletters and updates which may include event invitations, product releases etc.

Co-Marketing Activities

To help our Start-up Partners to increase their brand visibility, we support them through a set of marketing activities that vary and which may include publishing joint case studies and cooperation on a go-to-market plan. The activities will be tailored to the needs of the Start-up Partners.

Eligible for Co-Selling Opportunities

Our Start-up Technology Partners are eligible for cooperation on sales opportunities where UiPath Sales sees any suitable fit to the customer's demands and needs. The Co-selling opportunity will be discussed on a case-by-case basis and involves a broader business development discussion with UiPath. All related requests are accepted at the discretion of UiPath.



Start-up Technology Program Requirements At A Glance

The following table outlines the **program** requirements for start-ups in the **UTPP**. UiPath may elect, in its sole discretion, to waive or substitute a specific requirement where a suitable business equivalent(s) has been demonstrated.

Requirements	Start-up
Develop & Certify	
Accept the UiPath Technology Partner Agreement	✓
Accept the UiPath Go! Marketplace Terms and Conditions	✓
> 1 Solution published on the UiPath Go! Marketplace	✓
> 1 Academy Certified Members	✓
Market & Sell	
Minimum 4+ Stars for at least 1 Generated Marketplace Content	✓
> 1 UiPath Use Case	✓

Start-up Technology Program Requirements Summary

To maintain **Program** membership and tier status, each requirement is subject to an annual compliance audit. The audit will be conducted in January and the status will be awarded for the next 12 months following the audit.

The following summary statements provide the general description and clarifications for each requirement. UiPath reserves the right to waive requirements based on technology reach and leadership.

UiPath Technology Partner Agreement

The UiPath Technology Partner Agreement is made available during the online application process, once the partner's application has been reviewed and approved. The execution of the Technology Partnership Agreement is the sole access method to the **UTPP.**

UiPath Go! Marketplace Terms and Conditions

All Start-up Technology Partners should comply with the Terms of use from the UiPath Go! marketplace set out **here**.

Academy Certified Members

The UiPath Academy is an open online training platform for RPA users. All the trainings conducted in the UiPath Academy are associated with a course completion diploma; for more details, please visit the **UiPath Academy page**.

The Technology partner needs to ensure that at least 1 active employee has completed the Academy training.

4+ Stars Average Rating and Minimum Downloads for Generated Content on the UiPath Go! Marketplace

We expect our Start-up Technology Partners to be significantly involved in generating high-quality marketplace content valued by the UiPath Go! marketplace users with 4+ stars ratings and with a good download rate, at least 1,000 downloads within a year. Also, the content will be supported through collateral materials for a higher promotion rate.

UiPath Use Case

We expect our Start-up Partners to create at least 1 dedicated UiPath use case to point out how their technology can work with the UiPath platform, as well as present the key benefits and the problems that they are solving for their customers.

Appendix

Please check the appendix for guidelines in areas like:

1. Partner Code of Conduct
2. Recommendations on Press Releases with Technology Partners
3. Development guidelines
4. QA for Custom Activities
5. Event Participation
6. General Terms and Conditions

Find all files here

