UiPath Reboot Work.™

2020
UiPath Technology Alliance Program Guidebook

Join forces with UiPath to fast-track portfolio innovation and enhance your product capabilities with automation extension to address current and future customer needs in the automation first era.

Contents

Overview of the UiPath Technology Alliance Program

The **UiPath Technology Alliance Program**, also known as Program or UiPath TAP, is a framework for innovation that brings together technology vendors and UiPath in order to deliver end-to-end technology and 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 UiPath TAP. 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 Self Service Tech Partner Portal for easy access to UiPath resources and templates to serve marketing and technical enablement
- Access to dedicated content for Technology Alliances
- Access to UiPath non-production instances
- Access to UiPath Integrations Support System
- Listing of company logo on UiPath Technology Alliance partner dedicated page
- Ability to publish, market, and securely distribute solutions to UiPath customers globally on the UiPath Go! Marketplace

Program Tiers

The three levels of TAP 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.

ADVANCED | Partners that successfully build an integration with UiPath and publish it on the UiPath Go! Marketplace, have an Academy-certified member and are active in the Insider Preview community grow to the Advanced tier. They will have access to benefits such as the use of the UiPath Advanced Partner Logo, access to sandbox environments, and other resources.

PREMIER | The highest level of technology engagement with UiPath, which enables the Technology Alliance 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.

Program Benefits at a Glance

The following table outlines the program benefits for which Partners are eligible as participants in the **UiPath Technology Alliance Program**.

| BENEFITS	REGISTERED	ADVANCED	PREMIER
Develop & Certify			
UiPath Platform Community Edition License or NFR and Non-Production**	●	●	●
Access to Self-Service Partner Portal	●	●	●
Access to Forum & Community Development Support	●	●	●
Access to Academy Training	●	●	●
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 & Promote			
Access to Sales, Marketing and Technical Templates	●	●	●
Use of the UiPath Technology Partner Logo		●	●
Partner Logo on UiPath Website		●	●
Access to Self-Service Marketing Activities			●
Eligible for Discounted Tickets to UiPath Events****			●
Eligible to Sponsor UiPath Events****			●
UiPath Webinar Session on Technology Alliance Partner Integration and Products***			●
UiPath Participation to Technology Alliance Partner Webinar*****			

(*) The type of specific benefit provided to a Partner by UiPath within any given Benefit category may vary based on a factors including Partner technology, integration, engagement with UiPath, size, location, etc.
(**) Not for Resale & Non-Production– based on technology requirements from technology alliances, subject to UiPath approval. To be used for development, testing or demo, non-production type of licenses

(***) Subject to UiPath approval
(****) Discounted tickets & Event sponsorship eligibility: Partner events from #UiPathForward & #UiPathTogether regional & global events. Subject to availability & approval.
(*****) Subject to UiPath approval. Hold by Technology Alliance Partner based on UiPath guidelines
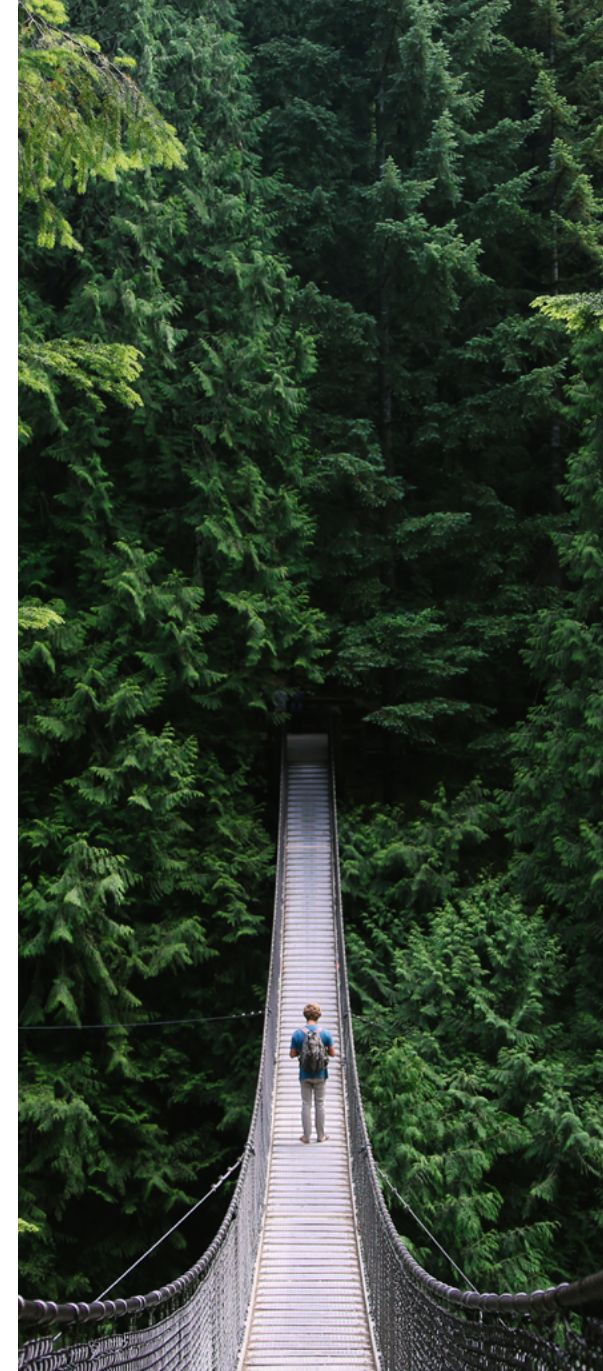
Program Benefits Summary

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

Registered, Advanced and Premier alliance partners receive a standard set of UiPath software products aligned with their partnership level. The Technology Alliances 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. Please see the Community Edition License Agreement for more details.

Access to Self-Service Partner Portal

UiPath Technology Alliances are invited to join the Technology Partner portal, self-service tool where they have access to UiPath resources, from technical to marketing materials and all program journey details. It is a self-service tool, where they can create integration use cases, communicate with UiPath teams and get the right information to navigate and grow through the Program.

The access is based on Tier level to guide our alliances partners through the journey.

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.

Join our ecosystem to learn, collaborate, and create with the world's largest RPA community of 500,000 users. Grow your automation skills with free online training, get help in real-time in our forum, and build automations with reusable components from our marketplace. Feel free to explore the forum and sign up for an account.

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 Alliance 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.

Integration Support System

Technology Alliance partners that have went through the mandatory Academy trainings can solicit support from a pool of dedicated technical people by accessing the ticketing system from this link.

Eligible for PoC & Demo Support

Premier 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.

Sandbox Environment for 1 year

Technology partners from the Advanced tier and above can access the Enterprise version of our platform for testing, development and/or production. The Sandbox Environment includes 1 Orchestrator, 2 Studios, 2 Attended Robots & 1 Unattended Robot. Premier Technology Partners receive an additional Orchestrator license, subject to UiPath approval.

Insider Preview Program

We invite our Technology Partners to become pioneers in using the newest and greatest features of our products. We're interested in our partners' feedback while checking the stability of our features, and potential case studies according to business needs. Once you are accepted into the program, you can also join this program by registering.

Access to Sales, Marketing and Technical Templates

We provide sales, marketing, and technical templates for our Technology Alliances to leverage the RPA and automation story and the UiPath technology key differentiators when approaching customers. These assets are available on the self service Technology Alliance Partner Portal.

Use of UiPath Technology Partner Logo

All Technology Alliance Partners at the Advanced tier level and above receive the UiPath Technology Partner tagline according to their tier level partnership (Advanced or Premier) 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.

Self Service Marketing Activities

As a benefit of our partnership, Premier Technology Alliances have access to marketing activities powered through Tech Partner Portal. The marketing activities vary and may include PR support & social media amplification, quotes from UiPath for Technology Alliance- driven blog posts, webinars, access to UiPath events and webinars with UiPath. These activities are subject to UiPath approval and are driven by Technology Alliance Partner in collaboration with UiPath.

Discounted Tickets to UiPath Events

UiPath Premier Technology Partners are eligible to receive 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.

UiPath Webinar Session on Technology Alliance Partner Integrations and Products

Our Premier Partner can introduce the integration products to the dedicated UiPath teams 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 Premier partnership tier are eligible to sponsor UiPath events (e.g. Forward and Together, 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.

UiPath Participation to Technology Alliance Partner Webinar

Technology Alliances at Premier tier can invite UiPath to participate to an webinar on the integration products or to discuss the partnership story. The topic will be agreed between the two partners and may have as goals to raise the partnership awareness at customers or internally within the two companies or cover other collaboration needs.

Program Requirements at a Glance

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

BENEFITS	REGISTERED	ADVANCED	PREMIER
Develop & Certify			
Accept the UiPath Technology Partner Agreement	●	●	●
Accept the UiPath GO! Marketplace Terms and Conditions		●	●
> 1 Integration Published on the UiPath Go! Marketplace		●	●
> 1 Academy Certified Members		●	●
> 2 Reviews for Insider Preview Program			●
Market & Promote			
1 Integration Use Case		●	●
> 1 Customer Reference using UiPath (department & solution scope)			●
3 Deals Registered and Closed Per Year via Portal and /or $50K Annual UiPath Revenue Generated by the Technology Alliance Partner			●
Common Customer Case Study by Technology Alliance Partner(*)			●

(*) Following UiPath Guidelines and Reviewed by UiPath

Program Requirements Summary

To maintain **UiPath Technology Alliance 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 Alliance 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 UiPath TAP.

UiPath Go! Marketplace Terms and Conditions

All Technology Alliance partners should comply with the Terms of use from the UiPath Go! Marketplace set out [here](#).

Build an Integration on the UiPath Go! Marketplace

Partners are expected to build integration/s or to create lead generation content for the UiPath Go! Marketplace within 6 months of joining the UiPath TAP.

For publication on UiPath Go!, the application needs to go through an approval process, where the partners must present evidence of the Functional and Security testing performed, process which is independent of the UiPath Technology Alliance Program's approval process. The UiPath Go! 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 (e.g. 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 Alliance Partners must ensure that all their generated marketplace content is properly supported and maintained up to date , 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 Alliance 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.

Reviews for Insider Preview Program Builds

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

Integration Use Case

A chief requirement to reach the next partnership level (Advanced Technology Alliance Tier) is to produce an integration use case, based on the template available in the Tech Partner Portal. This helps to promote the collaboration within UiPath field people and to potential customers.

Academy Certified Members

UiPath Academy is the world's first open online platform for FREE RPA training and certification where virtually anybody in the world can join and learn how to use UiPath professionally.

On the Academy's second anniversary, our Community counts more than 360,000 students from 170 countries, 20,000 certified developers and more than 15 courses available. 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 Alliance Partner name.

The mandatory trainings for our Technology Alliance partners are: Level 1 – Foundation Training (mandatory), Level 2 – Orchestrator. Once the trainings are completed, we ask our partners to provide proof of competition on the Tech Partner Portal.

At Least One Customer Reference Using UiPath

One of the requirements to reach the Premier Tier level is to identify at least one customer of your own that uses UiPath as well, providing the details related to the department and the automation general use case. This helps to position better the common partnership story and to identify the further collaboration path.

3 Deals Registered Closed per Year via Portal and/or $50K Annual UiPath Revenue Generated by the Technology Alliance Partner

UiPath has established a close cooperation with Technology Alliance Partners at Premier tier level to drive customer demand and increase market value. Through Tech Partner Portal, our Technology Alliance partners have the opportunity to add leads that UiPath will pick up and assess the opportunity potential. In this context, we expect our Premier Technology Alliances Partners to leverage the UiPath technology alliance partnership and UiPath products to bring 3 deals through the portal and/or $50K annual UiPath revenue generated by Technology Alliance partner.

Common Customer Case Study by Technology Alliance Partner

Following the customer wins, Premier Technology Alliance partners need to create a case study with an UiPath common customer discovered during the collaboration. The dedicated template and guidelines are to be accessed through the Tech Partner Portal. The case study can be used to more awareness within UiPath customer facing teams that can drive more demand at customers and promote the collaboration.