

## Charter

The UiPath Global Partner Advisory Board is a forum for strategic partners to engage with UiPath executives to drive joint success and cultivate innovation in the automation industry, by sharing feedback and insights on the UiPath strategy, support process, and GTM motions.

### Partners will engage in:

#### Refining go-to-market partner strategies:

align and optimize strategies for our partner ecosystem by validating market opportunities and focusing investments strategically.

#### Enablement and advocacy:

contribute to improving platform usability, service quality, and the overall customer experience, strengthen industry thought leadership and market positioning.

#### Community and relationship building:

enable an environment for valuable knowledge exchanges, thought leadership, and networking opportunities.

## Overview and commitment

- Members represent diverse partner companies from across regions to provide a range of perspectives to the UiPath executive team
- Collaborate with UiPath executive leadership
- Shape partner strategy and joint GTM programs, and partner support
- Provide input for future strategy and get insights into the new platform roadmap
- Learn from UiPath customers how to sell and implement the UiPath Platform

## Engagement

- Advisory board meetings are in-person meetings
- Meetings last 3-6 hours on average, inclusive of breaks
- Agendas are to engage members in discussion
- Meeting executive summaries are shared after sessions
- Materials shared by members, are only shared upon approval
- Social media posts will only be done after obtaining permission from individual members to use their name or company logo
- Mutual Non-Disclosure Agreement (MNDA) must be signed prior to meeting participation
- UiPath will plan to cover accommodations and meals when in compliance with company member guidelines

## Overview and commitment

- Attend two in-person meetings a year, in person or virtual
- Commit to attending meetings (delegates are not permitted)
- Agree to the non-transferable seat (with only one person per partner company)
- Serve an inaugural term of 18-24 months; tenure will be reassessed after first year
- Participate in pre- and post-meeting Interviews and surveys
- Serve as a panelist or presenter at one meeting per year
- Participate in a minimum of one project or beta test