

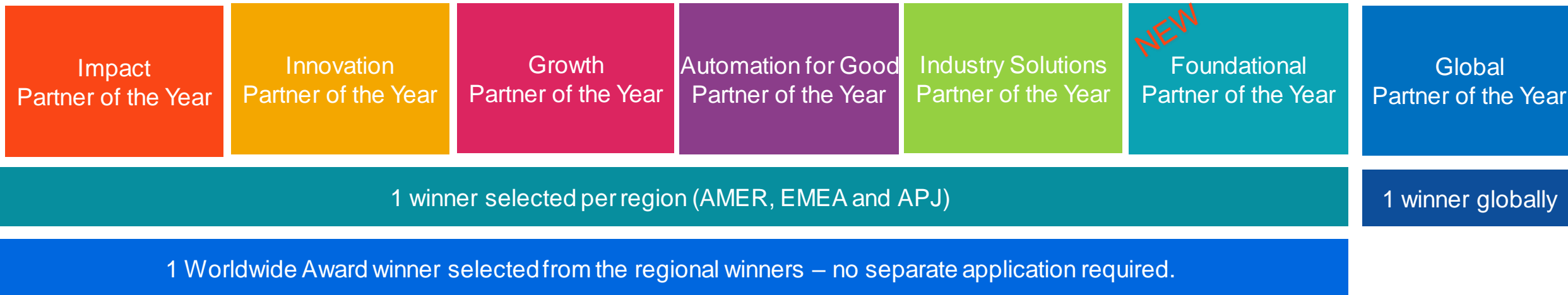
2023 UiPath Partner Awards

Accepting entries:
June 1 – Aug 4, 2023

What are the UiPath Partner Awards?

The UiPath Partner Awards recognize leading partners regionally and worldwide who have proven outstanding results in innovation, expansion, growth, implementation, and community contribution. The awards represent not only UiPath's confidence in these partners but also the trust of our customers. They demonstrate the dedication of winning partners to help customers fully realize their automation potential. A UiPath Partner Award honors these partners and proves that our global partner network is truly the driving force behind UiPath's continued success.

Partners may apply for one or more of the below award categories:



2023 UiPath Partner Award Categories

Category	Description
Impact	The UiPath Impact Partner of the Year Award recognizes partners who align with our strategic priorities to create the strongest impact across key growth areas, such as important wins in strategic accounts or driving enterprise-wide automation within a large account. These partners have delivered key customer wins, market leadership within a vertical, significant expansion within existing customers through growth product adoption, high growth through new customer acquisition, or have shared best practices to accelerate market share capture for UiPath.
Innovation	The UiPath Innovation Partner of the Year award recognizes partners who exhibit true innovation in how they go to market. The nature of innovation is limitless! Winners of this award may have developed new business model concepts that created higher levels of growth and profitability, implemented successful strategies of going to market with 3rd parties, used inventive methods that delivered increased revenue and use of UiPath products and services. This can even include hyper-transformative innovation that redefined or disrupted markets or solved major socio-economic issues.
Growth	The UiPath Growth Partner of the Year award recognizes partners who demonstrate best-in-class collaboration with UiPath in order to bring the full automation experience to clients. Winners of this award have a proven track record of strong business development and bring significant new client relationships to UiPath. They invest in certification attainment and accelerate growth with a focus on products including Test Suite, AI, Document Understanding, and Process Mining.
Automation for Good	The UiPath Automation for Good Partner of the Year recognizes partners who amplify awareness of how automation can accelerate human achievement in the life of the extensive automation community. This can include implementing training and mentoring programs in the UiPath Community and beyond, content creation for the large automation community, robust development of reusable components or workflows for the use of non-governmental organizations and society and any other format that has a social contribution in the life of the automation community.
Industry Solution	The UiPath Industry Solution Partner of the Year award recognizes partners who are dedicated to driving innovative solutions for specific industries and verticals, such as innovation in the banking industry. Winners of this award are partners who have shown success in industry problem solving and expanding the automation footprint across the industry.
Foundational	The UiPath Foundation Partner of the Year award recognizes partners who help clients build stronger companies that serve customers in more innovative ways by delivering transformational UiPath automation solutions across the enterprise. Winners have effectively built pathways that drive more seamless cross-organizational, scalable business solutions and pragmatically evolved the organization's technology stack to deliver greater speed and agility across multiple departments, placing automation truly at the foundation of business innovation and success.
Global Partner of the Year	The UiPath Global Partner of the Year award recognizes the top performing partner for global leadership and impact. Winning partners significantly leverage the full breadth of the UiPath platform to create innovative solutions, drive value to customers, and deliver an elevated customer experience. They put automation at the heart of their digital transformation initiatives. The UiPath Global Partner of the Year exemplifies the best of UiPath globally managed partners.

Applications close:

August 4, 2023

Award winners will be announced Partner Forward on October 9, 2023. Worldwide and Global Award winners will be announced at FORWARD VI on October 10, 2023.

Partners can apply for more than one award. A separate application is required for each category to the left.

Questions? Contact us:

partnerawards@uipath.com

Why Apply?

We want customers to know that working with a UiPath Partner Award winner means working with the best. UiPath Partner Award winners receive a promotional toolkit that provides unique opportunities for added visibility and promotion.

- **Award Winner Logo** - Promote your award win across marketing channels with UiPath winner logos. Use on social media, your website, email signatures, and other materials.
- **Award Winner Trophy** - Proudly display the physical representation of your accomplishment with a crystal award for your office.
- **Global Visibility** - Get additional visibility on the UiPath Partner Locator as an award winner. Prospective customers searching for partners will know you're among the best.
- **Expanded Promotion** - Take the stage at our flagship FORWARD and Partner FORWARD events, plus receive added visibility in our PR and promotional activities for winners.
- **Communications Toolkit** - Leverage built-for-you marketing and communications templates and resources, including video footage of your award win in your own campaigns.
- **Peer and Customer Recognition** - **Regional award** winners will be announced at Partner Forward on October 9, 2023. Worldwide and Global award winners will be announced in front of customers on the main stage at FORWARD VI on October 10, 2023.

Submission Guidelines

- Partners may nominate themselves or can be nominated for one or more award categories as they deem relevant.
- Responses must be written in English. We have implemented a new submission platform this year that will make the submission very easy. You can start your submission save and continue working on it later and then submit. Please direct any questions to partnerawards@uipath.com.
- **The entry submission deadline is Friday, August 4, 2023, at 11:59 PM PT. No exceptions.**
- You may complete this award application individually or with team members who can provide the details to meet the award criteria. Contact your Partner Manager for advice, if needed.
- Awards cover products, services and solutions **implemented** July 31, 2022 through July 31, 2023.
- All questions in the application must be complete and include current contact information for the partner contact.
- To be considered partners need to be compliant under the UiPath Business Partner Program Guidelines as outlined in the Program Guide.
- Submit a separate application for each of the six main award categories in which you wish to compete. Separate applications are not needed/accepted for the Worldwide Winners; these winners will be selected from among the six primary category application submissions.
- We recommend partners use as much content as possible to deliver a comprehensive, complete picture of their relevant customer success. KPI proof of success is essential to win.
- Winners are determined by decision committee of UiPath executive stakeholders across the business.

Impact Partner of the Year



Impact Partner of the Year

Award Description

The UiPath Impact Partner of the Year Award recognizes partners who align with our strategic priorities to create the strongest impact across key growth areas, such as important wins in strategic accounts or driving enterprise-wide automation within a large account. These partners have delivered key customer wins, market leadership within a vertical, significant expansion within existing customers through growth product adoption, high growth through new customer acquisition, or have shared best practices to accelerate market share capture for UiPath.

Guidance and Recommendations

Winning nominations demonstrate growth through incremental annual recurring revenue or new logo acquisition for successful cloud deployment as supported by customer examples. To be considered, nominations must include key success indicators of impact and ROI such as cost savings, incremental revenue generated, headcount replaced using automation, or other compelling proof and empirical evidence.

Criteria

% of score

What was your total contract value (TCV) from July 31, 2022 through July 31, 2023? We will use this data to verify your total incremental annual recurring revenue.	40%
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How many net new logos did you deliver?	30%
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Please include examples of high value or key customers you sold to and how they have helped to serve as marquee accounts or references to you and UiPath.	10%
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Please include examples of how the delivery of UiPath technology provided substantial value to the customer's business (where possible, please quantify the impact using empirical evidence).	10%
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How have your efforts aided UiPath to open new market opportunities such as new verticals, connections to key influencers, development or integration of technologies that exponentially increased UiPath's impact?	10%
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Innovation Partner of the Year



Innovation Partner of the Year

Award Description

The UiPath Innovation Partner of the Year award recognizes partners who exhibit true innovation in how they go to market. The nature of innovation is limitless! Winners of this award may have developed new business model concepts that created higher levels of growth and profitability, implemented successful strategies of going to market with 3rd parties, used inventive methods that delivered increased revenue and use of UiPath products and services. This can even include hyper-transformative innovation that redefined or disrupted markets or solved major socio-economic issues.

Guidance and Recommendations

To be considered, nominations must demonstrate how they have created significant impact in the market through net new logos, key wins, high incremental annual recurring revenue growth, new partnerships, etc. And/or they must demonstrate how they are redefining and disrupting business models, positively impacting humanity, or creating new business models that reach net new customers.

Criteria	% of score
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Please describe how have you created incremental value, either through the development of additional features/capabilities on top of the UiPath Platform or through unique services/delivery capabilities that have led to significant impact in the market (net new logos, key wins, high iARR growth, new partnerships, etc.)?	40%
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How have you used UiPath technologies to help customers create disruptive business models or solve substantial socio-economic challenges?	30%
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How have you created new business models that allow your company and UiPath to scale faster, reaching and impacting more customers than you were previously capable of doing?	10%
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How have you navigated local market dynamics and other challenges to reach new customers, expanding the reach of UiPath into new areas?	10%
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What other interesting and/or creative sources of innovation have you built to expand your business as well as UiPath adoption in the market?	10%
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Growth Partner of the Year



Growth Partner of the Year

Award Description

The UiPath Growth Partner of the Year award recognizes partners who demonstrate best-in-class collaboration with UiPath in order to bring the full automation experience to clients. Winners of this award have a proven track record of strong business development and bring significant new client relationships to UiPath. They invest in certification attainment and accelerate growth with a focus on products including Test Suite, AI, Document Understanding, and Process Mining.

Guidance and Recommendations

Winning nominations demonstrate growth business development through big wins, successful joint marketing campaigns on growth products, and new sales plays. To be considered, nominations must show that they have generated partner-sourced new logos, trained and assessed on Growth Products, launched a solution leveraging one or more growth products, and opened an automation CoE or helped a client open an automation CoE.

Criteria

% of score

How many partner-sourced new logos has your company generated? Provide company details.	60%
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How many people has your firm helped train and assess on Growth Products? Provide details.	30%
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If your firm has launched a solution leveraging 1 or more growth products in the digital briefcase, indicate Yes or No and provide details.	5%
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If your firm has opened an automation CoE, indicate Yes or No and provide details.	5%
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Are there any other reasons UiPath should consider your firm for the Growth Product Partner of the Year award (e.g., big wins, successful joint marketing campaigns on growth products, new sales plays, etc.)?

Automation for Good Partner of the Year

(formerly Community Contribution)



Automation for Good Partner of the Year

Award Description

The UiPath Automation for Good Partner of the Year recognizes partners who amplify awareness of how automation can accelerate human achievement in the life of the extensive automation community. This can include implementing training and mentoring programs in the UiPath Community and beyond, content creation for the large automation community, robust development of reusable components or workflows for the use of non-governmental organizations and society and any other format that has a social contribution in the life of the automation community.

Guidance and Recommendations

Wining nominations will provide details about initiatives that represent the partner with no commercial interest and dedicated to open community, group, or nongovernment organizations and garners wide support. To be considered, nominations must provide details about how automation was implemented in the initiative, a timeline, the promotion of the initiative, and evidence of the positive impact to the community or society.

Criteria	% of score
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Please provide details of the initiative. Include details of technology and initiative, how automation is involved, how and why the initiative was developed, the challenges overcome, and any support and training provided.	25%
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Provide details about the scale and extent of impact. How many people benefited, or can confidently be predicted to benefit? How significant was the change it enabled? Provide supporting documents wherever applicable.	20%
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Verifiable positive impact to the community or society.	20%
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How did you raise awareness of the initiative to the targeted group? Provide details about how the initiative was promoted. (Campaign launch links, social media link, PR Release etc.)	15%
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What does community mean to your organization and how your organization is supporting it?	10%
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How quickly was the initiative put in place once the need became clear?	10%
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Industry Solution Partner of the Year



Industry Solution Partner of the Year

Award Description

The UiPath Industry Solution Partner of the Year award recognizes partners who are dedicated to driving innovative solutions for specific industries and verticals, such as innovation in the banking industry. Winners of this award are partners who have shown success in industry problem solving and expanding the automation footprint across the industry.

Guidance and Recommendations

To be considered, nominations should show growth in end-customer incremental annual recurring revenue (iARR) or contribution of UiPath Net New Logo's, include details of industries and departments where solutions apply, at least three referenceable customer examples, and customer impact measures such as cost savings, headcount cost savings, as well as other key success indicators of impact/ROI such as cost savings, incremental revenues generated, headcount replaced using automation, etc.

Criteria

% of score

How has your solution created incremental value, either through the development of additional features/capabilities on top of the UiPath Platform or through unique services delivery capabilities that have led to significant impact in the market (net new logos, key wins, high iARR growth, new partnerships, etc.)?	50%
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How have you used UiPath technologies to create solutions to help customers create disruptive business models or solve substantial socio-economic challenges?	20%
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How have you created new business models that allow your company and UiPath to scale faster, reaching and impacting more customers than you were previously capable of doing?	10%
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How have you navigated local market dynamics and other challenges to bring industry solutions to new customers, expanding the reach of UiPath into new areas?	10%
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What other interesting and/or creative sources of industry innovation have you built to expand your business as well as UiPath adoption in the market?	10%
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Foundational Partner of the Year



Foundational Partner of the Year

Award Description

The UiPath Foundational Partner of the Year award recognizes partners who help clients build stronger companies that serve customers in more innovative ways by delivering transformational UiPath automation solutions across the enterprise. Winners have effectively built pathways that drive more seamless cross-organizational, scalable business solutions and pragmatically evolved the organization's technology stack to deliver greater speed and agility across multiple departments, placing automation truly at the foundation of business innovation and success.

Guidance and Recommendations

Today's businesses need to do more without adding more. As economic volatility continues to rise alongside customer expectations, businesses must innovate faster and reduce friction between a good idea and its successful execution. To be considered for this award, nominations must show where UiPath solutions have been developed and successfully adopted across at least three departments in the enterprise (e.g. legal, HR, call center, finance), and must include details of industries and departments where solutions apply. Nominations must provide a referenceable customer example, and customer impact measures such as cost savings, headcount cost savings, and/or other key success indicators of impact/ROI.

Criteria

% of score

How has your solution created cross-organizational business solutions that lay the foundation for your client's business to scale? How has this helped your clients build new product and service innovations that enhanced customer experiences with greater speed and agility, operate more efficiently, or reduce friction between people and systems to enable more creativity and higher productivity? Use quantitative and qualitative answers in your submission.

50%

How have you used UiPath solutions to accelerate your transformation agenda, either optimizing what you already have or improving your enterprise architecture? Use quantitative and qualitative answers in your submission.

30%

How has foundational, organization-wide adoption of UiPath empowered your client's organization to address challenges and seize opportunities faster, more affordably, and with less risk? Use quantitative and qualitative answers in your submission.

20%

Global Partner of the Year



Global Partner of the Year

Award Description

The UiPath Global Partner of the Year award recognizes the top performing partner for global leadership and impact. Winning partners significantly leverage the full breadth of the UiPath platform to create innovative solutions, drive value to customers, and deliver an elevated customer experience. They put automation at the heart of their digital transformation initiatives. The UiPath Global Partner of the Year exemplifies the best of UiPath globally managed partners.

Guidance and Recommendations

To be considered, nominations must include details of how UiPath is leveraged to create a sustainable business through a pipeline of repeatable offerings and use cases, enabling practitioners on the UiPath platform globally, doing joint PR, marketing, and programmatically working with UiPath in the field.

Criteria	% of score
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What was your global total contract value (TCV) from July 31, 2022 through July 31, 2023? We will use this data to verify your total incremental annual recurring revenue.	30%
How many horizontal or vertical offerings have you developed over the past year to take to your clients?	30%
What is the role of UiPath automation in your digital transformation GTM initiatives?	10%
Please include examples of high value or key customers you sold to and how they have helped to serve as marquee accounts or references to you and UiPath.	10%
Please include examples of how the delivery of UiPath technology has provided substantial value add to the customers business. Where possible, please quantify the impact using empirical evidence.	10%
How have your efforts aided UiPath to open new market opportunities such as new verticals, connections to key influencers, development or integration of technologies that exponentially increase the impact of UiPath?	10%

UiPath Partner Awards FAQ

- **Who is eligible to participate?** All current UiPath Business Partners in good standing and compliant with the 2023 UiPath Business Partner Program competency and sales volume requirements.
- **When is the submission deadline?** Submission deadline is Friday, August 4, 2023, at 11:59 p.m. Pacific Standard.
- **When will the winners be selected and announced?** Winners will be judged and selected after the submission deadline. Winners will be notified and officially announced on October 9, 2023 at Partner Forward and Worldwide Winners and Global Awards on October 10, 2023 at FORWARD VI.
- **What are the selection criteria and how will the winners be selected?** Selection criteria varies based on each award category. Please refer to the details in this guide for the award criteria. Winners will be evaluated and selected by UiPath executives from various areas of the business. All decisions by UiPath are final. UiPath reserves the right to modify or terminate any UiPath Awards at any time at its sole discretion.

2023 UiPath Partner Awards Rules & Regulations

This is a skill-based contest.

The object of this contest is to recognize the best solution(s). For purposes of this contest, “solution” means a product application or implementation that: (i) uses the most recent versions of UiPath technologies; and (ii) solves customer pain points or a related business problem.

Partners will be asked to describe their successful implementation of a solution for a specific customer and show how the solution added business value. For purposes of this contest, each “solution” you create will be called an “entry”. All eligible entries received will be judged using the criteria described in this guide to determine the winners of the awards described.

If your customer has any proprietary rights in and to the solution you submit, for UiPath to be able to promote your winning story, your customer must be willing and able to grant to you and UiPath the right and permission to feature and otherwise describe the solution in a case study and to use the case study for promotional, editorial, demonstration or any other related purposes. Upon UiPath's request, you undertake to provide proof in this respect. If your customer is not willing to and/or is unable to grant such permission, UiPath will only use the data provided in your entry for evaluation purposes in consideration of this award. You bear the sole liability associated with the data you share with UiPath. UiPath disclaims any liability arising out of any claims in conjunction with such data.

You may submit more than one entry in any category, and you may be chosen as a finalist and/or winner in more than one category. We are not responsible for entries that we do not receive for any reason, or for entries that we receive but are not decipherable for any reason. We will automatically disqualify: any incomplete, unclear, or unverifiable entry; and any entries that we receive from you that are in excess of the entry limit described above. All entries must be submitted in English.

Thank You