



WalkMe Joins UK Government's G-Cloud Digital Marketplace

November 8, 2022

Best-in-class digital adoption solution now available to the UK public sector

LONDON, Nov. 8, 2022 /PRNewswire/ -- [WalkMe Ltd.](#) (NASDAQ: WKME), a leading provider of digital adoption solutions, today announced its approval to join the G-Cloud Digital Marketplace by the Crown Commercial Service of the UK government. WalkMe is now a part of the G-Cloud 13 initiative, a centralized hub for the streamlined procurement of cloud-related IT services and technologies by public sector organizations such as central and local governments, non-profit organizations, education, defense, and emergency and health services. The G-Cloud Marketplace reduces the complex requirements to purchase IT by centralizing the vendor qualification process.



There is an urgent need to deliver more and better services quicker with tighter budgets in the National Healthcare Service (NHS) and across the British government. WalkMe's digital adoption platform (DAP) provides customised on screen guidance and automation to realise the promise of digital technology while improving the employee and end user experience as well as overall programme efficiency.

WalkMe's DAP not only increases the adoption of digital technologies, but also levels the playing field for citizens with varying degrees of digital dexterity making for more equitable access to government services. The platform can identify usage inefficiencies so that solutions can be deployed to improve adoption and overall user experience while providing unprecedented data insights to continuously improve.

Improving the adoption of digital technologies in the public sector will make services more accessible, reduce pressure on contact centers as end users opt for on screen help and automation, and lower staff attrition as employees can use their digital tools more easily and efficiently.

"We are honored to join the G-Cloud Digital Marketplace and do our part to strengthen government-citizen relationships through enhanced user experience and accessibility," said **Simon Blunn, Senior Vice President & General Manager EMEA, WalkMe**. "We look forward to playing a role in the improvement of the digital citizen experience across the UK and to discover the innovative ways public sector organizations will use WalkMe technology to drive efficiency, save money, and elevate the experience for end users across the board."

Additional Resources:

- [Learn more about what WalkMe can do for the UK public sector here](#)
- Visit the [WalkMe Website](#)
- Read the [WalkMe Blog](#)

About WalkMe

WalkMe's cloud-based digital adoption platform enables organizations to measure, drive and act to ultimately accelerate their digital transformations and better realize the value of their software investments. Our code-free platform leverages our proprietary technology to provide visibility to an organization's Chief Information Officer and business leaders, while improving user experience, productivity and efficiency for employees and customers. Alongside walkthroughs and third-party integration capabilities, our platform can be customized to fit an organization's needs.

Special Note Regarding Forward-Looking Statements:

Certain statements in this press release may constitute "forward-looking" statements and information, within the meaning of Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934, and the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995 that relate to our current expectations and views of future events. In some cases, these forward-looking statements can be identified by words or phrases such as "may," "might," "will," "could," "would," "should," "expect," "plan," "anticipate," "intend," "seek," "believe," "estimate," "predict," "potential," "continue," "contemplate," "possible" or similar words. These forward-looking statements are subject to risks, uncertainties and assumptions, some of which are beyond our control. In addition, these forward-looking statements reflect our current views with respect to future events and are not a guarantee of future performance. Actual outcomes may differ materially from the information contained in the forward-looking statements as a result of a number of factors, including, without limitation, the following: our ability to manage our growth effectively, sustain our historical growth rate in the future or achieve or maintain profitability; the impact of the COVID-19 pandemic or adverse macro-economic changes on our business, financial condition and results of operations; the growth and expansion of the markets for our offerings and our ability to adapt and respond effectively to evolving market conditions; our estimates of, and future expectations regarding, our market opportunity; our ability to keep pace with technological and competitive developments and develop or otherwise introduce new products and solutions and enhancements to our existing offerings; our ability to maintain the interoperability of our offerings across devices, operating systems and third-party applications and to maintain and expand our relationships with third-party technology partners; the effects of increased competition in our target markets and our ability to

compete effectively; our ability to attract and retain new customers and to expand within our existing customer base; the success of our sales and marketing operations, including our ability to realize efficiencies and reduce customer acquisition costs; the percentage of our remaining performance obligations that we expect to recognize as revenue; our ability to meet the service-level commitments under our customer agreements and the effects on our business if we are unable to do so; our relationships with, and dependence on, various third-party service providers; our dependence on our management team and other key employees; our ability to maintain and enhance awareness of our brand; our ability to offer high quality customer support; our ability to effectively develop and expand our marketing and sales capabilities; our ability to maintain the sales prices of our offerings and the effects of pricing fluctuations; the sustainability of, and fluctuations in, our gross margin; risks related to our international operations and our ability to expand our international business operations; the effects of currency exchange rate fluctuations on our results of operations; challenges and risks related to our sales to government entities; our ability to consummate acquisitions at our historical rate and at acceptable prices, to enter into other strategic transactions and relationships, and to manage the risks related to these transactions and arrangements; our ability to protect our proprietary technology, or to obtain, maintain, protect and enforce sufficiently broad intellectual property rights therein; our ability to maintain the security and availability of our platform, products and solutions; our ability to comply with current and future legislation and governmental regulations to which we are subject or may become subject in the future; changes in applicable tax law, the stability of effective tax rates and adverse outcomes resulting from examination of our income or other tax returns; risks related to political, economic and security conditions in Israel; the effects of unfavorable conditions in our industry or the global economy or reductions in information technology spending; factors that may affect the future trading prices of our ordinary shares; and other risk factors set forth in the section titled "Risk Factors" in our Annual Report on form 20-F filed with the Securities and Exchange Commission on March 24, 2022, and other documents filed with or furnished to the SEC. These statements reflect management's current expectations regarding future events and operating performance and speak only as of the date of this press release. You should not put undue reliance on any forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. Except as required by applicable law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

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