



WalkMe and Deloitte India Enter Strategic Alliance to Drive Digital Adoption across Enterprises in India

August 31, 2023

New alliance accelerates technology adoption for enterprises, delivering enhanced value

SAN FRANCISCO, Aug. 31, 2023 (GLOBE NEWSWIRE) -- [WalkMe Ltd.](#) (NASDAQ: WKME), a leading provider of digital adoption solutions, today announced it has entered into an alliance agreement with Deloitte India, a global leader in Human Capital and Business Transformation Consulting. Deloitte India has invested in a dedicated team to make technology adoption solutions more broadly available for clients across the region. Through the newly established alliance agreement, WalkMe and Deloitte India will help organizations in India reach their digital transformation goals by maximizing technology investments.

As more organizations are realizing the value that digital adoption strategies bring to their bottom lines, new programs and initiatives are emerging to harness its potential. Digital Adoption Platforms (DAP) offer tremendous value with proven ROI. According to an [IDC study](#),* companies have seen a 494% three-year return on investment when using a DAP. Companies also benefit from 60% faster user adoption of features and applications, 20% faster time-to-market and 35% faster employee onboarding.

Digital adoption is the process by which companies help ensure employees and customers are making the most effective use of their digital assets. With more than 35 million users in over 160 countries, and 80% of the Fortune 10, WalkMe is the pioneer of DAP technologies. For more than a decade, WalkMe has continued to deliver digital solutions at scale to help organizations around the world achieve their digital transformation goals by creating frictionless and elegant digital experiences that reduce complexity in the enterprise technology stack.

"The pandemic has further accelerated the process of the new world of work," **Salman Siddiqui, Director - Consulting, Deloitte India.** "This includes the need to reimagine how employees interact with applications, and how businesses can successfully leverage digital transformation to facilitate collaboration. We're excited to collaborate with the leading digital adoption innovator, WalkMe, to help our clients make the most of their technology investments."

"Digital adoption platforms have become the key to unlocking the value of technology investments for organizations," said **Jim Nairn, Senior Vice President of Strategic Alliances, WalkMe.** "We look forward to helping Deloitte India provide their clients with the resources they need to maximize the impact of their digital investments and realize their business goals."

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 platform leverages 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.

About Deloitte

Deloitte is one of the world's largest and most diversified professional services organizations, providing assurance & advisory, tax, management consulting, and enterprise risk management services through more than 410,000 professionals in more than 150 countries. Our organization includes a unique portfolio of competencies integrated in one industry-leading organization.

Deloitte Touche Tohmatsu India LLP (DTTI LLP) is a member firm in India that provides non-audit consulting services. Our experienced professionals deliver seamless, consistent services wherever our clients operate. In India, Deloitte is recognized as one of the country's top professional services firms, with over 24,000 professional staff, across 13 cities. Our professionals are proficient at delivering the right combination of local insight and international expertise to our clientele drawn from across industry segments.

Deloitte is well-equipped to deliver solutions to the complex challenges faced by organizations across the public and private sectors. Being one of the largest professional services organizations, our edge lies in our ability to draw upon a well-equipped global network and teaming this with customized services at a local office. <https://www2.deloitte.com/in/en.html>

*Source: [IDC White Paper](#), sponsored by WalkMe, *IDC White Paper: The Business Value of WalkMe*, IDC #US50860123, June 2023

Special Note Regarding Forward-Looking Statements:

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. We intend such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 27A of the Securities Act of 1933, as amended (the "Securities Act") and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). All statements contained in this press release other than statements of historical fact, including, without limitation, statements regarding the Company's future financial results, including revenue and non-GAAP operating loss guidance, and expectations regarding the company's operations and future

profitability are forward-looking statements. The words “believe,” “may,” “will,” “estimate,” “potential,” “continue,” “anticipate,” “intend,” “expect,” “could,” “would,” “project,” “plan,” “target,” and similar expressions are intended to identify forward-looking statements, though not all forward-looking statements use these words or expressions. 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 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; 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 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 14, 2023, 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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