



Jim Nairn of WalkMe Recognized as 2024 CRN® Channel Chief

February 5, 2024

SAN FRANCISCO, Feb. 05, 2024 (GLOBE NEWSWIRE) -- WalkMe Inc. (NASDAQ: WKME), a leading provider of digital adoption solutions, today announced that [CRN®](#), a brand of [The Channel Company](#), has named Jim Nairn, Senior Vice President of Strategic Alliances at WalkMe, to the prestigious 2024 CRN® Channel Chiefs list, which recognizes the IT vendor and distribution executives who are driving strategy and setting the channel agenda for their companies.

Jim Nairn brought his enthusiasm and significant channel expertise to WalkMe three years ago and has been working to grow the company's partner initiatives ever since. Most recently, he spearheaded the launch of WalkMe's new Propel Partner Program, which gives global and regional services integrators and ISV/tech alliance partners a head-start in 1) harnessing the rapidly-expanding Digital Adoption Platform (DAP) market, 2) unlocking enterprise-scale revenue streams, and 3) delivering unparalleled, personalized digital experiences to joint customers.

"On behalf of the WalkMe team, I'd like to congratulate Jim and thank The Channel Company for recognizing his incredible work," said WalkMe CEO and co-founder Dan Adika. "Jim personifies WalkMe's deep commitment to supporting our exceptional partners through collaboration and by empowering them with the content, tools and training they need to expand their revenue, and deliver amazing experiences and responsive service to our joint customers." The Channel Chiefs list, released annually by CRN, showcases the top leaders throughout the IT channel ecosystem who work tirelessly to ensure mutual success with their partners and customers.

"These channel evangelists are dedicated to supporting solution providers and achieving growth by implementing robust partner programs and unique business strategies," said Jennifer Follett, VP, US Content, and Executive Editor, CRN, at The Channel Company. "Their efforts are instrumental in helping partners bring essential solutions to market. The Channel Company is pleased to acknowledge these prominent channel leaders and looks forward to chronicling their achievements throughout the year."

CRN's 2024 Channel Chiefs list will be featured in the *February 2024* issue of CRN® Magazine and online at www.CRN.com/ChannelChiefs.

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 The Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education, and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 40 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelcompany.com

Follow The Channel Company: [Twitter](#), [LinkedIn](#), and [Facebook](#).

© 2024. CRN is a registered trademark of The Channel Company, LLC. All rights reserved.

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 and Section 21E of the Securities Exchange Act of 1934, as amended. All statements contained in this press release other than statements of historical fact 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

Jim Nairn



Senior Vice President of Strategic Alliances at WalkMe

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 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.

WalkMe Media Contact:

press@walkme.com

WalkMe Investor Contact:

investors@walkme.com

The Channel Company Contact:

Natalie Lewis

The Channel Company

nlewis@thechannelcompany.com

A photo accompanying this announcement is available at <https://www.globenewswire.com/NewsRoom/AttachmentNg/3c6d28b3-8754-4e68-a2c6-3bf4cd3de5b7>