WalkMe's Partner Ecosystem Gains Momentum, Adds New Strategic Alliances With Industry Leaders

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Cognizant and UST help customers navigate AI transformation and expand European reach

SAN FRANCISCO, May 23, 2024 (GLOBE NEWSWIRE) -- WalkMe Ltd. (NASDAQ: WKME), a leading provider of digital adoption solutions for effectively navigating technology change, today announced key momentum in their partner ecosystem with the introduction of new partnerships with Cognizant and UST.

These strategic alliances were formed to help joint customers tackle the challenge of effectively adopting and scaling the latest technologies, particularly in light of the generative AI revolution. As the surge of AI-powered applications brings immense potential for productivity and innovation, it also introduces new complexities in change management and digital adoption. WalkMe's partnerships with industry leaders Cognizant and UST position the Company at the forefront of helping organizations navigate this transformative landscape.

Cognizant stands out in the global marketplace with its comprehensive suite of solutions that blend deep cross-industry experience with robust enterprise application expertise. Cognizant's consulting and advisory services are tailored to help clients accelerate business transformation, ensuring that partners like WalkMe can navigate complexities with ease. WalkMe can leverage Cognizant's extensive certified training resources and innovative methodologies to enhance their digital adoption platform, supporting mutual clients' efforts to drive growth and improve user productivity and adoption. Cognizant's commitment to understanding the clients' unique operational models enables customized, end-to-end solutions that are both cost-effective and integrate seamlessly with existing systems to unlock value rapidly.

With Cognizant's global scale and rich pool of diverse talent, including thought leaders and industry experts, this strategic collaboration with WalkMe has the potential to deliver multiple benefits for clients, including accelerated cloud adoption, enhanced competitive edge, and a seamless integration of technology that simplifies and enriches the user experience.

"Cognizant's end-to-end capabilities to implement process, transformation, and technology modernization programs place strong emphasis on human-centered change," says **Michael Valocchi, SVP and head of Cognizant Consulting Americas**. "Cognizant and WalkMe together can deliver faster training results, increased adoption of new processes and technology and unlock the powerful impact of DAPs on the enterprise software ecosystem."

"With advanced analytics, cross-application functionality, and context-sensitive on-screen tips and guidance, DAPs help enterprises maximize the value and benefits of their software investments," says **Gina Smith, PhD, research director, IT Skills for Digital Business practice at IDC**. "When thoughtfully implemented, they can lead to faster training results and higher returns on software investment overall."

UST's open innovation collaboration program, UST Spark, builds strategic partnerships and explores technological synergies to address its client's current and future business challenges through impactful technology solutions. UST Spark selected WalkMe as a partner, due to its close alignment with UST's core operations and expertise.

Partnering with WalkMe reinforces UST's commitment to building a comprehensive open partner ecosystem that encompasses emerging and leading-edge technologies. The partnership is already active in Spain and LATAM and is expanding to other territories.

WalkMe is particularly excited to partner with UST in these regions to bring best-in-class, AI-powered digital adoption to this new market.

"WalkMe is actively supporting UST customers in their digital transformation efforts by streamlining their technological landscape and business processes," said **Jose Salamanca, UST managing director, Spain and LATAM.** "By adopting an all-encompassing customer-centric approach, they aim to make the transformation journey smoother and more efficient. WalkMe helps UST´s strategy to prioritize simplification and user-centricity, which are crucial elements in successful digital transformations."

"Our partnerships with Cognizant and UST come at a very opportune time, amid the surge in generative AI applications and the ensuing rush to reap the benefits of this transformative technology," said **Travis Dion, global vice president, Channel & Alliance Leader, WalkMe**. "Fully harnessing these new AI capabilities requires people to actually use these technologies and we've been solving that problem for over a decade. WalkMe is thrilled to help Cognizant, UST, and AFS bring their clients leading digital adoption expertise and technology."

Additional Resources:
Learn more about the **Propel Partner Program.**
Register now for WalkMe's annual flagship event, Realize , on June 18, 2024!

About WalkMe

WalkMe (WKME) pioneered the world's leading Digital Adoption Platform (DAP) so companies can effectively navigate the constant change brought on by technology. With WalkMe, organizations drive enterprise productivity and reduce risk by ensuring consistent, responsible, and efficient adoption of software and the workflows it powers. Our AI-driven platform sits on top of an organization's tech stack, identifies where people experience friction, and delivers the personalized guidance and automation needed to get the job done, right in the flow of work. Customers like IBM, Nestle, ThermoFisher Scientific, and the U.S. Dept. of Defense trust WalkMe to create the people-centric experiences required to boost the effectiveness of

their workflows and maximize software ROI. www.walkme.com

About UST

For more than 24 years, UST has worked side by side with the world's best companies to make a real impact through transformation. Powered by technology, inspired by people, and led by our purpose, we partner with our clients from design to operation. Through our nimble approach, we identify their core challenges, and craft disruptive solutions that bring their vision to life. With deep domain expertise and a future-proof philosophy, we embed innovation and agility into our clients' organizations—delivering measurable value and lasting change across industries, and around the world. Together, with over 30,000 employees in 30+ countries, we build for boundless impact—touching billions of lives in the process. Visit us at www.ust.com.

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 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 18, 2024, 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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