



## Appian and VASS Extend Strategic Alliance across the UK and Latin America

March 26, 2018

### Partnership expansion makes VASS' Appian implementation expertise available in new markets

RESTON, Va. and LONDON, March 26, 2018 (GLOBE NEWSWIRE) -- Appian (NASDAQ:APPN) and [VASS](#) today announced an extension of the two companies' strategic alliance. VASS consultants are now available to implement low-code business process management (BPM) solutions on the Appian platform across the UK and Latin America. VASS has accumulated extensive Appian implementation expertise as an Appian partner in Spain for the past 10 years.

Founded in 1999, VASS is an IT consulting firm with 1,200 employees, and presence in multiple countries in Europe and America. Appian and VASS formed a strategic alliance in 2008 in VASS' home country of Spain. A decade of effective collaboration establishes a solid foundation for expanding the partnership to the UK and to Latin America.

This announcement is backed by executive commitments to grow in new markets and acquire new customers through these additional initiatives:

- Increase in the number of Appian trained and certified specialists at VASS by 67% by the end of 2018
- Jointly go-to-market to meet increased demand to create enterprise applications, faster, to meet business needs
- Grow the business in Latin America by helping organisations achieve Digital Transformation through the Appian platform and services delivered by VASS

"We have a long history with VASS, and a successful track-record of servicing clients together," said Marc Wilson, Senior Vice President of Industry Markets at Appian. "Taking our partnership to new markets will benefit many more organisations that are struggling to achieve digital transformation."

#### About Appian

Appian provides a leading low-code software development platform that enables organizations to rapidly develop powerful and unique applications. The applications created on Appian's platform help companies drive digital transformation and competitive differentiation. For more information, visit [www.appian.com](http://www.appian.com).

#### About VASS

VASS is an IT consulting company with 100% private capital with offices in Spain, England, the United States, Mexico, Colombia, Peru, Chile and Brazil with capacity to provide services globally. With a staff of more than 1,300 people, it bases its strategy on technological innovation and collaboration with the main market leaders to help transform the business of its customers. Thanks to this business model, VASS is a company that grows at double digits per year. As a sign of its commitment to society, the company allocates 2% of the profit and its workers 1% of their time to solidarity actions.

*This press release includes forward-looking statements. All statements contained in this press release other than statements of historical facts, including, without limitation, the results obtained by customers using the Appian low-code software development platform, increase in demand for enterprise applications, growth of Appian's business internationally, and increase in the number of Appian-trained resources are forward-looking statements. The words "anticipate," "believe," "continue," "estimate," "expect," "intend," "may," "will" and similar expressions are intended to identify forward-looking statements. Appian has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that Appian believes may affect its financial condition, results of operations, business strategy, short-term and long-term business operations and objectives and financial needs. Those forward-looking statements are subject to a number of risks and uncertainties, including, without limitation, risks that Appian's recent growth may not be indicative of future growth, risks related to market adoption of our low-code platform, risks associated with international operations, and risks associated with our strategic relationships with third parties, and the risks and uncertainties set forth in the "Risk Factors" section of Appian's Quarterly Report on Form 10-K for the year ended December 31, 2017 filed with the Securities and Exchange Commission, and subsequent reports that Appian has filed with the Securities and Exchange Commission. Moreover, Appian operates in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for Appian's management to predict all risks, nor can Appian assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements Appian may make. In light of these risks, uncertainties and assumptions, Appian cannot guarantee future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. Appian is under no duty to update any of these forward-looking statements after the date of this press release to conform these statements to actual results or revised expectations, except as required by law.*

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# Appian

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