

## STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

1. Name and Address of Reporting Person* <u>Abdiel Capital Management, LLC</u>  (Last) (First) (Middle) C/O ABDIEL CAPITAL 90 PARK AVENUE, 29TH FLOOR  (Street) NEW YORK NY 10016  (City) (State) (Zip)	2. Issuer Name and Ticker or Trading Symbol <u>APIAN CORP [ APPN ]</u>	5. Relationship of Reporting Person(s) to Issuer (Check all applicable) Director <input checked="" type="checkbox"/> 10% Owner Officer (give title below) Other (specify below)
	3. Date of Earliest Transaction (Month/Day/Year) 11/30/2020	
	4. If Amendment, Date of Original Filed (Month/Day/Year)	6. Individual or Joint/Group Filing (Check Applicable Line) Form filed by One Reporting Person <input checked="" type="checkbox"/> Form filed by More than One Reporting Person

Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)		4. Securities Acquired (A) or Disposed Of (D) (Instr. 3, 4 and 5)			5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Beneficial Ownership (Instr. 4)
			Code	V	Amount	(A) or (D)	Price			
Class A Common Stock	11/30/2020		S		4,153	D	\$181.44 <sup>(2)</sup>	7,271,445	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	11/30/2020		S		97	D	\$181.44 <sup>(2)</sup>	7,271,348	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	11/30/2020		S		1,752	D	\$182.41 <sup>(3)</sup>	7,269,596	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	11/30/2020		S		41	D	\$182.41 <sup>(3)</sup>	7,269,555	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	11/30/2020		S		3,112	D	\$183.49 <sup>(4)</sup>	7,266,443	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	11/30/2020		S		73	D	\$183.49 <sup>(4)</sup>	7,266,370	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	11/30/2020		S		964	D	\$184.35 <sup>(5)</sup>	7,265,406	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	11/30/2020		S		23	D	\$184.35 <sup>(5)</sup>	7,265,383	I	By Abdiel Capital, LP <sup>(1)</sup>

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)		4. Securities Acquired (A) or Disposed Of (D) (Instr. 3, 4 and 5)			5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Beneficial Ownership (Instr. 4)
			Code	V	Amount	(A) or (D)	Price			
Class A Common Stock	11/30/2020		S		391	D	\$185 <sup>(6)</sup>	7,264,992	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	11/30/2020		S		9	D	\$185 <sup>(6)</sup>	7,264,983	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		88,170	D	\$130.27 <sup>(7)</sup>	7,176,813	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		2,494	D	\$130.27 <sup>(7)</sup>	7,174,319	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		49,064	D	\$131.42 <sup>(8)</sup>	7,125,255	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		1,388	D	\$131.42 <sup>(8)</sup>	7,123,867	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		43,645	D	\$132.53 <sup>(9)</sup>	7,080,222	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		1,235	D	\$132.53 <sup>(9)</sup>	7,078,987	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		16,470	D	\$133.41 <sup>(10)</sup>	7,062,517	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		466	D	\$133.41 <sup>(10)</sup>	7,062,051	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		92,661	D	\$134.16 <sup>(11)</sup>	6,969,390	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		2,621	D	\$134.16 <sup>(11)</sup>	6,966,769	I	By Abdiel Capital, LP <sup>(1)</sup>

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)		4. Securities Acquired (A) or Disposed Of (D) (Instr. 3, 4 and 5)			5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Beneficial Ownership (Instr. 4)
			Code	V	Amount	(A) or (D)	Price			
Class A Common Stock	12/01/2020		S		33,255	D	\$135.69 <sup>(12)</sup>	6,933,514	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		941	D	\$135.69 <sup>(12)</sup>	6,932,573	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		44,157	D	\$136.55 <sup>(13)</sup>	6,888,416	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		1,249	D	\$136.55 <sup>(13)</sup>	6,887,167	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		164,036	D	\$137.17 <sup>(14)</sup>	6,723,131	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		4,642	D	\$137.17 <sup>(14)</sup>	6,718,489	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		67,383	D	\$138.27 <sup>(15)</sup>	6,651,106	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		1,906	D	\$138.27 <sup>(15)</sup>	6,649,200	I	By Abdiel Capital, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		60,149	D	\$139.42 <sup>(16)</sup>	6,589,051	I	By Abdiel Qualified Master Fund, LP <sup>(1)</sup>
Class A Common Stock	12/01/2020		S		1,702	D	\$139.42 <sup>(16)</sup>	6,587,349	I	By Abdiel Capital, LP <sup>(1)</sup>

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)**

1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)		5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)		6. Date Exercisable and Expiration Date (Month/Day/Year)		7. Title and Amount of Securities Underlying Derivative Security (Instr. 3 and 4)	8. Price of Derivative Security (Instr. 5)	9. Number of derivative Securities Beneficially Owned Following Reported Transaction(s) (Instr. 4)	10. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	11. Nature of Indirect Beneficial Ownership (Instr. 4)
				Code	V	(A)	(D)	Date Exercisable	Expiration Date					

1. Name and Address of Reporting Person\*

[Abdiel Capital Management, LLC](#)

(Last) (First) (Middle)

C/O ABDIEL CAPITAL  
90 PARK AVENUE, 29TH FLOOR

(Street)  
NEW YORK NY 10016

(City) (State) (Zip)

1. Name and Address of Reporting Person\*

[Abdiel Qualified Master Fund LP](#)

(Last) (First) (Middle)

C/O ABDIEL CAPITAL  
90 PARK AVENUE, 29TH FLOOR

(Street)  
NEW YORK NY 10016

(City) (State) (Zip)

1. Name and Address of Reporting Person\*

[Abdiel Capital LP](#)

(Last) (First) (Middle)

C/O ABDIEL CAPITAL  
90 PARK AVENUE, 29TH FLOOR

(Street)  
NEW YORK NY 10016

(City) (State) (Zip)

1. Name and Address of Reporting Person\*

[Abdiel Capital Advisors, LP](#)

(Last) (First) (Middle)

C/O ABDIEL CAPITAL  
90 PARK AVENUE, 29TH FLOOR

(Street)  
NEW YORK NY 10016

(City) (State) (Zip)

1. Name and Address of Reporting Person\*

[Moran Colin T.](#)

(Last) (First) (Middle)

C/O ABDIEL CAPITAL  
90 PARK AVENUE, 29TH FLOOR

(Street)  
NEW YORK NY 10016

(City) (State) (Zip)

**Explanation of Responses:**

1. The share numbers in Column 5 represent the aggregated holdings of Abdiel Qualified Master Fund, LP ("AQMF") and Abdiel Capital, LP ("ACL"). Abdiel Capital Management, LLC is the general partner of AQMF and ACLP, and Abdiel Capital Advisors, LP serves as the investment manager of AQMF and ACLP. Colin T. Moran is the managing member of Abdiel Capital Management, LLC and Abdiel Capital Partners, LLC, which is the general partner of Abdiel Capital Advisors, LP. By virtue of the foregoing relationships, each of the Reporting Persons may be deemed to beneficially own the securities held by AQMF and ACLP. Each Reporting Person disclaims beneficial ownership of such securities, except to the extent of its or his pecuniary interest therein.

2. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$181.02 to \$181.99. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.

3. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$182.00 to \$182.98. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.

4. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$183.00 to \$183.76. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.

5. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$184.00 to \$184.98. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.

6. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$185.00 to \$185.01. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
7. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$130.00 to \$130.99. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
8. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$131.00 to \$131.98. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
9. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$132.00 to \$132.97. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
10. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$133.00 to \$133.99. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
11. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$134.00 to \$134.68. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
12. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$135.00 to \$135.94. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
13. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$136.00 to \$136.99. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
14. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$137.00 to \$137.99. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
15. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$138.00 to \$138.99. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.
16. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$139.00 to \$139.99. The Reporting Person undertakes to provide to the Issuer, any security holder of the Issuer or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote.

**Remarks:**

Form 3 of 4

By: /s/ Colin T. Moran as  
managing member of Abdiel  
Capital Management, LLC     12/02/2020

By: /s/ Colin T. Moran as  
managing member of Abdiel  
Capital Management, LLC,  
general partner of Abdiel  
Qualified Master Fund, LP     12/02/2020

By: /s/ Colin T. Moran as  
managing member of Abdiel  
Capital Management, LLC,  
general partner of Abdiel  
Capital, LP     12/02/2020

By: /s/ Colin T. Moran as  
managing member of Abdiel  
Capital Partners, LLC, general  
partner of Abdiel Capital  
Advisors, LP     12/02/2020

By: /s/ Colin T. Moran,  
individually     12/02/2020

\*\* Signature of Reporting Person     Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

\* If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

\*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

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