

# Appian Corporate Fact Sheet

Appian is the global innovator in on-premise and cloud-based business process management (BPM) software. Appian provides everything business users need to drive transformational process improvement – on the desktop or via mobile devices. The Appian platform creates new process applications and integrates legacy systems to the mobile and social age. By making BPM universally accessible and personalized to individual users, we allow everyone to reap the benefits of process and “Be Part of the Process” of creating an agile and adaptive business.

**Drive growth, reduce cost and create a compelling customer experience**

## Customers and Markets

Appian empowers more than 3 million users globally for government, financial services, insurance, healthcare, manufacturing, telecommunications and other industries. These are some of the companies that have entrusted Appian to deliver rapid ROI across mission-critical business processes:



“ The Appian BPM Suite, with its mobile and social capabilities, is truly an enabler that **will change the way we work** with our business partners and how we service our clients.”

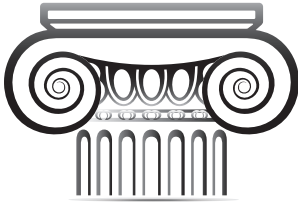
- Brian Flynn, Global CIO, Crawford & Co.

“ Using the Appian platform we have increased visibility and control across all core areas of our business, and **delivered \$16.5M in annual return on investment.**”

- Nick Deacon, Global Head of BPM, Nokia Siemens Networks

## Product

The Appian BPM Suite is the easiest way to drive process improvement and BPM participation across an organization, its partners and customers. Appian's comprehensive suite solution, including native Mobile and Social BPM, empowers end-users and process owners to easily connect and collaborate in the context of business process improvement. Our flexible delivery options bring you identical BPM power in the cloud or on-premise.



## Core Strengths

- **Dedicated** to continuous innovation
- **Trusted** to improve mission-critical business processes
- **Proven** to deliver rapid ROI



## Technology

- **100% web-based**, with complete components to manage every aspect of business processes
- **Native Mobile, Cloud and Social BPM** with Real-time Event Architecture
- **Rated a leader** by Forrester, Gartner, IDC, Ovum and others



## Customers

- More than **3 million end-users** (more than any other BPM firm)
- Global customer base across **all key BPM markets**
- Vibrant, collaborative **online community** of BPM practitioners

## Management Team:

Matthew W. Calkins, Chairman & Chief Executive Officer  
Michael Beckley, Chief Technology Officer  
Mark Lynch, Chief Financial Officer  
Edward Hughes, Senior Vice President, Worldwide Sales  
Samir Gulati, Vice President, Marketing  
Robert Kramer, Vice President, Technology  
Evan McDonnell, Vice President, Solutions  
Chris O'Connell, Vice President, Federal Sales  
Marc Wilson, Vice President, Global Partnerships  
Garry Yeates, Vice President, Professional Services

## Awards

- Red Herring Global 100 Award 2011 Finalist
- KMWorld's Trend-Setting Products of 2011
- FSOx Excellence Award 2011
- GovStar Contractor of the Year Finalist 2011
- Global Awards for Excellence in BPM & Workflow 2009 & 2010
- KMWorld 2010 Reality Award
- American Business Awards - Executive of the Year 2010
- CFO of the Year 2010
- Gartner BPM Excellence Award Finalist 2009
- The Federal 100 2009