

Appian and Leonardo Consulting Announce Partnership

Global BPM innovator joins forces with Key regional BPM Service Provider

RESTON, Va. & Sydney NSW.—April 27, 2011— [Appian](#), the global innovator in enterprise and on-demand Business Process Management (BPM) technology, and [Leonardo Consulting](#), a regional leader in BPM consulting and technology services, have announced a strategic partnership to deliver BPM solutions supported by Appian technology to customers throughout the ANZ region.

After announcing the best quarter in the company's history at Appian World 2011, with a 202 percent increase in software sales over Q1 2010 and demonstrating Appian's continued leadership in [Cloud BPM](#) with 42 percent of the quarter's sales for cloud deployment of the Appian BPM Suite, Matthew Calkins President and CEO of Appian was quick to point out their expansion strategy.

"We will continue to lead innovation in the BPM space by aggressively developing the Appian platform. This means we need to expand our reach by fostering and enabling key partners to support our global customers. We are excited about the developing relationship with Leonardo as they bring a strong BPM services capability that has been supporting the region for over 10 years."

Appian is committed to its customers' success, and delivers industry-leading return-on-investment. Two of Appian's marquee customers received significant industry recognition for the success of their BPM programs and the value they have delivered to their organisations. Global IT Analysis firm Gartner, Inc. honoured Appian customers [UPS](#) and [Nokia Siemens Networks \(NSN\)](#) in the [Gartner, Inc. 2011 BPM Excellence Awards](#). In addition, UPS won the "KM Reality 2010" award for a deployment that has improved operational efficiencies, enhanced customer service excellence, and generated [significant cost-savings](#). Late in 2010, NSN was [also named winner](#) in the Global Awards for Excellence in BPM and Workflow 2010.

Leonardo Consulting delivers BPM [consulting](#), [education](#) and [software](#) solutions to leading organisations across all verticals including some of the [region's largest companies](#). Leonardo Consulting will work closely with clients to deploy Appian-based applications to support optimised processes by providing objective recommendations as well as customised design and implementation support.

"It's important to us to work with organisations that share our vision and values," said Chris Nagel, CEO of Leonardo Consulting. "This is certainly the case with the Appian team. There is also a strong alignment with our existing service capabilities and we see enormous potential in the ability to deliver rapid benefits to organisations through tactical deployment of BPM solutions with cloud technology. After talking to a number of customers it's clear that minimising time-to-deployment, having no up-front investment, and seamless migration to on-premise are key reasons to innovate solution delivery through cloud based BPM."

About Leonardo Consulting

For the past 11 years Leonardo Consulting has been providing comprehensive support in all areas related to Business Process and Enterprise Architecture Management to some of Australia's largest and most successful organisations. Leonardo is based in Brisbane and has offices in Sydney, Melbourne, Canberra and Perth supporting customers from Auckland in the East to Perth in the West. With a strong focus on customer capability development, Leonardo is committed to fostering innovation and a growing community of practice in BPM amongst customers and partners through education and research. This is achieved by encouraging the exchange of ideas by hosting events such as the annual ProcessDays conference, regular master classes, forums and a close association with the academic world. For more information visit www.leonardo.com.au

About Appian

Appian is the global innovator in enterprise and cloud-based Business Process Management (BPM) software. Appian's combination of simplicity and power provides everything business users need to drive transformational process improvement – on the desktop or via mobile devices. Commercial and government organisations around the globe use Appian to increase agility and collaboration, and accelerate business performance. Appian empowers more than 3 million users from large Fortune 100 companies, to the mid-market and small businesses worldwide. Appian is headquartered in the Washington, D.C. region, with professional services and partners around the globe. For more information, visit www.appian.com.

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