Edward Hughes Joins BPM Software Leader as Senior Vice President for Worldwide Sales

The Associated Press

Appian (http://www.appian.com/ [1]) , the global innovator in enterprise and on-demand business process management (BPM) technology, is pleased to announce the appointment of Edward Hughes as Senior Vice President for Worldwide Sales. Mr. Hughes is a proven and successful executive with over 25 years of experience in the software industry, and he is viewed as one of the most capable sales and operational leaders in the software business. Mr. Hughes has established a track record of successfully managing global operations and driving sales organizations to grow revenues and take market leadership.

Prior to joining Appian, Mr. Hughes served as Senior Vice President of Worldwide Sales at Pegasystems Inc. where he was responsible for doubling its size over the last 3 years. Prior to Pegasystems, Mr. Hughes served as Vice President of Sales for the Americas with IBM Software Group. Prior to joining IBM, Mr. Hughes served as Vice President of Sales in EMEA for Rational Software. Mr. Hughes started his career with Compuware Corporation where he rose to the position of Senior Vice President for Professional Services, overseeing a $1.2 Billion business.

"We are pleased to welcome Edward to the Appian team," said Matt Calkins, Appian's Chairman and CEO. "His proven success in the industry, and his commitment to customer satisfaction and great partner support, make him a perfect match for our corporate objectives."

"Appian is positioned for explosive growth," said Mr. Hughes. "It offers an incredibly strong technology that is easy to use and quickly delivers extraordinary value to customers; it has a highly energized and talented team; and it boasts an impressive roster of successful customer implementations. I am very excited about joining the Appian team to help drive our leadership position in the market."

About Appian

Appian is the global innovator in enterprise and on-demand business process management (BPM). Appian provides the fastest way to deploy robust processes, collapsing time to value for new process initiatives. Businesses and governments worldwide use Appian to accelerate process improvement and drive business performance. Appian empowers more than 2.5 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 [2] (http://www.appian.com [2]) .

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