

Nintex Chief Customer Officer Josh Waldo Recognized as 2018 CRN® Channel Chief

BELLEVUE, Wash., Feb. 12, 2018 /PRNewswire/ -- Nintex, the world's leader in intelligent process automation (IPA), announced today that CRN, a brand of The Channel Company, has named **Josh Waldo**, Chief Customer Officer at Nintex, to its esteemed list of 2018 Channel Chiefs. This year marks the third year in row Waldo has been recognized by CRN. Executives on this annual list represent top leaders in the IT channel who excel at driving growth and revenue in their organization through channel partners.

Channel Chief honorees are selected by CRN's editorial staff on the basis of their professional achievements, standing in the industry, dedication to the channel partner community, and strategies for driving future growth and innovation. Each of the 2018 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

Waldo joined Nintex in 2014 as VP of Channels & Strategy and was promoted to Chief Customer Officer in 2017 given his work growing the Nintex partner ecosystem and serving as an unwavering champion of customer success. As CCO, Waldo and his team are responsible for delivering superior customer and partner experiences worldwide. This includes managing and enabling Nintex's partner ecosystem of more than 1,700 partners globally, and establishing strategic alliances that help customers and partners utilize Nintex technology to automate, orchestrate and optimize a wide-range of business processes. Waldo also leads Nintex's global customer support organization.

"Nintex's channel ecosystem is thriving thanks to Josh Waldo's leadership," said **Nintex CEO John Burton**. "Josh is committed to the success of our customers and partners. Thanks to his efforts, more organizations around the globe are realizing the promise of digital transformation by automating, orchestrating and optimizing their business processes."

As Nintex has undergone a transformation to a Software-as-a-Service (SaaS) business model, the organization has grown its cloud-driven business and channel strategy. With the release of Nintex Workflow Cloud® and the company's extensibility framework, Nintex has made it possible for partners build their own connectors to systems of record to enable their own unique value proposition. Nintex also expanded its channel strategy beyond the SI/VAR channel with a new dedicated ISV team that has seen the continued growth within its traditional ecosystem as a top managed Microsoft Gold ISV partner and now the successful engagement and activation of new partners such as Box, ServiceMax/GE Digital, DocuSign, Adobe, Salesforce and others.

"The executives on CRN's 2018 Channel Chiefs list stand out for their exceptional leadership, vision and commitment to the channel," said **Robert Faletra, Executive Chairman of The Channel Company**. "These individuals deserve special recognition for their development and support of robust partner programs, innovative business strategy and significant contribution to the overall health of a vigorously growing channel. We applaud each Channel Chief's impressive record of accomplishments and look forward to their future successes."

Prior to Nintex, Waldo spent nine years at Microsoft most recently serving as senior director of cloud partner strategy within the Microsoft Worldwide Partner Group. He has also held key positions at Oracle and Siebel Systems.

The 2018 CRN Channel Chiefs list, including the 50 Most Influential Channel Chiefs, is featured online at www.crn.com/channelchiefs and will appear in the February 2018 issue of CRN.

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About Nintex

Nintex is the world's leader in intelligent process automation (IPA) with more than 7,500 enterprise clients and 1,700 partners in 90 countries who have built and published millions of workflow applications. With its unmatched breadth of capability and platform support delivered by unique architectural capabilities, Nintex empowers the line of business and IT departments to quickly automate, orchestrate and optimize hundreds of manual processes to progress on the journey to digital transformation. Nintex Workflow Cloud®, the company's cloud platform, connects with all content repositories, systems of record, and people to consistently fuel

successful business outcomes. Visit www.nintex.com to learn more.

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