

# Corporate Fact Sheet

## CORPORATE HEADQUARTERS

41 University Drive, Suite #202, Newtown, PA 18940

**Email:** Ask@EPAM.com

**Website:** www.EPAM.com

## MARKET POSITION

EPAM is a leading global provider of software product development and digital platform engineering services to hundreds of Fortune 500 and 1000 clients located around the world, primarily in North America, Europe, Asia and Australia. We focus on building long-term partnerships with customers, enabling them to reimagine their businesses through a digital lens. Our industry expertise includes financial services, travel and consumer, software and hi-tech, business information and media, life sciences and healthcare, as well as other emerging industries.

## VALUE PROPOSITION

EPAM helps its customers thrive in a market constantly challenged by the pressures of digitization, delivering true end-to-end value through our innovative and scalable software solutions, best-in-class business consulting and experience design, and a continually evolving mix of advanced capabilities. Our historical core competency in software development and product engineering, as well as our work with global enterprise leaders and emerging technology companies, created the foundation for our evolution of other offerings, which include advanced technology and intelligent enterprise solutions and innovative digital engagement. This combination, along with our deep industry-specific domain expertise, helps us speed our customers' digital transformation journeys.

## EPAM'S UNIQUE APPROACH

Over the past 25 years, we have helped our customers through each wave of technology change, building solutions that help them level the playing field and stay competitive through constant market disruption. Using our software engineering heritage as a foundation, we continue to disrupt ourselves by deepening our technology experience and adding strategic business and innovation consulting, design thinking and physical-digital capabilities to provide business value through human-centric innovation.

## QUICK FACTS & FINANCIALS

- Established: 1993
- Public Company since 2012: NYSE: EPAM
- Fortune Global 2000 Customers: 120
- Number of employees: 30,100+
- FY 2018 Revenue: \$1.84B
- 20+% YOY Organic Revenue Growth
- FY 2018 revenue by geography: 60% North America, 33% Europe, 4% CIS, 3% APAC
- FY 2018 revenue by industry: 23% Financial Services, 21% Travel & Consumer, 19% Software & Hi-Tech, 18% Business Information & Media, 10% Emerging, 9% Life Sciences & Healthcare

## CLIENTS

- Working with 5 of the 10 largest investment banks and 30+ of the top 100 software ISVs
- Collaborating with 9 of the 10 top pharmaceutical companies
- Partnering with 3 of the 5 top US health plans and 4 of the 10 top healthcare ISVs
- Helping 4 of the 4 top broadcast networks and 14 of the 30 top TV networks transform consumer-driven media
- Delivering solutions for the largest online travel association and the largest global hospitality company
- Developed two solutions for customers, GE Healthcare Life Sciences and Southern Phone Company, which won 2018 Sitecore Experience Awards
- Won the 2018 Service Design Award in the Best in Private Sector Category for Digital Wayfinding Design & Prototype for EPAM Continuum's work with Southwest Airlines
- Developed the Hotels.com mobile app, winner of the 2018 MediaPost Appy Award in the Travel & Tourism category
- Winner of the Banking Technology Award for Best Use of IT Private Banking/Wealth Management for UBS SmartWealth, a digital wealth management tool from UBS
- Developed the Alexion SmartPanel in partnership with Alexion Pharmaceuticals, winner of the Judges' Prize in the Bio-IT World Best Practices Award in 2018

## INDUSTRIES SERVED

- Financial Services
- Travel & Hospitality
- Software & Hi-Tech
- Retail & Distribution
- Business Information & Media
- Life Sciences & Healthcare
- Energy & Utilities
- Automotive & Manufacturing
- Insurance

## SERVICE MIX

### Consult

Industry Consulting  
Experience Consulting  
Technology Consulting  
Innovation as a Service  
Security Consulting

### Design

Service Design  
Customer Experience  
Data Visualization  
AR/VR  
Solution Architecture

### Engineer

Engineering Excellence  
Digital Platforms  
Enterprise Applications  
Agile Application Development  
Cloud & DevOps  
IoT

### Operate

New BPO/KPO  
Dedicated Delivery Centers  
SaaS & PaaS

### Optimize

Delivery Optimization  
RPA & Machine Learning  
Artificial Intelligence  
QA & Test Automation  
Cybersecurity

## ENTERPRISE PRODUCTS

- InfoNgen™, an AI-based text analytics platform
- TelescopeAI™, an IT project and people management platform

## KEY PARTNERSHIPS

We partner with over 100 technology companies globally, including these strategic market leaders:

- Adobe
- SAP
- Sitecore
- Google
- Microsoft
- Amazon Web Services

## CULTURE

Our culture of innovation, technology leadership, process excellence and high-quality project delivery helps us continue to build a strong reputation in the marketplace and offers our global teams a broad range of opportunities. We are consultants, designers, architects and engineers who enable our customers to be competitive and disruptive in the marketplace. We adopt a global growth strategy, think and act like a start-up, work in multidisciplinary teams and deliver results. Relentlessly.

## CORPORATE SOCIAL RESPONSIBILITY

EPAM's corporate social responsibility goals are driven by our values, correspond with the United Nation's Sustainable Development Goals, and are guided by ISO 26000 standards, which provide guidance on how businesses can operate in a socially responsible way. EPAM is committed to serving as an ethical organization and sharing our time and talent to improve tech education around the world, contributing to the sustainability of our local communities.

### Education

- EPAM eKids encourages young children to explore software engineering by utilizing the Scratch platform developed by MIT. Our employees use their technical knowledge to mentor students and teach them how to code
- eKids Garage strengthens the advanced programming skills of exceptional students from EPAM eKids to prepare them to enter college to study computer science
- Started in 2004, the EPAM University Program has provided university students with the competitive skills they need to contribute to the global IT sector after graduation

### Community

- EPAM encourages social innovation among the tech community and supports Hack4Tourism and Hack4SocialChange to bring together creative professionals to find innovative solutions to the most pressing social challenges

### Environment

- EPAM invests in local green initiatives that result in energy-saving and carbon-footprint-reduction practices

## RECENT AWARDS & RECOGNITIONS

- One of only four companies to appear on Forbes 25 Fastest Growing Public Tech Companies list every year of publication since 2013
- Ranked sixth in The Top 100 Digital Agencies Report 2018 published by Econsultancy
- Gartner® Market Guide for Digital Business Consulting Services, August 2018\*
- Forrester Now Tech: AI Consultancies, Q4 2018
- Forrester Now Tech: Digital Business Transformation Accelerators, Q4 2018
- Forrester Now Tech: Robotic Process Automation Services, Q4 2018
- Gartner® Hype Cycle for the Internet of Things (IoT), July 2018\*
- Ranked #14 in the number of employees that actively contribute to Open Source projects on GitHub in 2017
- Ranked as a Top 25 Enterprise Company in IDC's Financial Insights FinTech Rankings
- Recognized as a Top 10 Travel, Hospitality & Logistics Service Provider in 2018 by HFS Research

## GLOBAL REACH

Armenia, Australia, Austria, Belarus, Belgium, Bulgaria, Canada, China, Czech Republic, Germany, Hong Kong, Hungary, India, Ireland, Italy, Japan, Kazakhstan, Malaysia, Mexico, Netherlands, New Zealand, Poland, Russia, Singapore, Slovakia, South Korea, Spain, Sweden, Switzerland, UAE, Ukraine, United Kingdom, United States

## EXECUTIVE LEADERSHIP

Arkadiy Dobkin, *CEO & President*  
Jason Peterson, *Chief Financial Officer, SVP & Treasurer*  
Balazs Fejes, *Co-Head Global Business, EVP*  
Boris Shnayder, *Co-Head Global Business, SVP*  
Sergey Yezhkov, *Co-Head Global Business, SVP*  
Jason Harman, *Co-Head Global Business, SVP*  
Elaina Shekhter, *Chief Marketing Officer, SVP*  
Victor Dvorkin, *Head of Global Delivery, SVP*  
Yuriy Goliyad, *Head of Global Operations, SVP*  
Larry Solomon, *Chief People Officer, SVP*  
Ed Rockwell, *General Counsel, SVP*  
Philip Storm, *Chief Compliance Officer*

## BOARD OF DIRECTORS

Arkadiy Dobkin, *CEO & President, EPAM*  
Dr. Peter Kuerpick, *Chief Platform Officer of HERE*  
Richard Michael Mayoras, *Chairman and CEO of Virence Health Technologies*  
Karl Robb, *former VP of EPAM and President of EPAM Systems Europe*  
Robert Segert, *former President & CEO and board member of RedPrairie Corporation*  
Helen Shan, *CFO of FactSet Research Systems, Inc.*  
Jill Smart, *President of the National Academy of Human Resources*  
Ronald P. Vargo, *former Executive VP and CFO of ICF International, Inc.*

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