



NEWS RELEASE

Zuora Appoints Senior Vice President of Global Alliances

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SAN MATEO, Calif.--(BUSINESS WIRE)-- **Zuora, Inc.**, (NYSE:ZUO) the leading cloud-based subscription management platform provider, today announced that it has named a new senior vice president of Global Strategic Alliances. **James Huang**, previously of SAP, Workday, and WorkForce Software, will be responsible for leading Zuora's global strategic alliances and channel strategy.

"Partners are central to Zuora's mission to enable companies to win in the Subscription Economy®. James and his team will continue to invest in growing our partner ecosystem, engaging them on all routes to market. By providing partners with a breadth of solutions to implement at scale, together we'll help customers unlock success in digital transformations," said **Robbie Traube, Chief Revenue Officer at Zuora**. "We have seen James' work at some of the world's leading software companies and look forward to having him at the helm leading Zuora's global alliance efforts."

Zuora's rich partner ecosystem helps companies around the world navigate the transformation to subscription business models, including modernizing their existing billing infrastructure and establishing a subscription centric revenue recognition model. Under James' leadership, Zuora's Global Strategic Alliances team will work to establish a scalable framework to drive growth with the leading global partners including systems integrators, technology partners, and managed service providers. The combined solutions will enable unprecedented customer success and business value -- across EMEA, APAC and North America -- leveraging Zuora® technologies to help companies grow, scale and win in their respective markets.

James said, "As more digital transformations occur around the world with the rapid shift to the Subscription Economy, I see huge opportunities and synergies to leverage my extensive ecosystem experience with companies such as SAP and Workday to scale Zuora's global go-to-market efforts. The opportunities for our partners are immense as we go through a once in a generation business model shift to the Subscription Economy."



James comes to Zuora with his proven track record working with global system integrators driving fast growth businesses with partners like Accenture and Deloitte, as well as ISV programs leveraging all routes to market. He was most recently Vice President, Alliances at WorkForce Software, where he built a revenue channel with global system integrators, strategic ISV's, resellers, and managed service providers. James also held the role of VP Service Partners at Workday, where he established a framework to help grow the service partner ecosystem delivering an implementation ecosystem driving customer success. While at SAP, as its VP Global Ecosystem & Channels, James drove the partner program for SAP's emerging solutions (Mobile, Database & Technology, SaaS Offerings) including Business Objects, Sybase, Success Factors, Ariba, and established sales enablement programs to ramp adoption of these solutions for thousands of consultants.

About Zuora, Inc.

Zuora provides the leading cloud-based subscription management platform that functions as a system of record for subscription businesses across all industries. Powering the Subscription Economy®, the Zuora® Central platform was architected specifically for dynamic, recurring subscription business models and acts as an intelligent subscription management hub that automates and orchestrates the entire subscription order-to-cash process, including billing and revenue recognition. Zuora serves more than 1,000 companies around the world, including Box, Rogers, Schneider Electric, Xplornet and Zendesk. Headquartered in the Silicon Valley, Zuora also operates offices around the world in the U.S., EMEA and APAC. To learn more about the Zuora platform, please visit www.zuora.com.

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