



Enterprise Tech 30—The 2019 List

The Enterprise Tech 30 is an exclusive list of the most promising private companies in enterprise tech, as determined by an institutional research process with the prominent venture capital investors in the sector.

The companies are categorized by total capital raised. Early-stage includes companies that have raised \$25 million or less; mid-stage includes between \$25 million to \$100 million; and late-stage includes \$100 million or more.

The inaugural Enterprise Tech 30 are:

Early	Mid	Late
1. Zapier zapier.com	1. Figma figma.com	1. Snowflake snowflake.com
2. Clearbit clearbit.com	2. Canva canva.com	2. Airtable airtable.com
3. Mattermost mattermost.com	3. Gong gong.io	3. Datadog datadoghq.com
4. Lattice lattice.com	4. Cockroach Labs cockroachlabs.com	4. Confluent confluent.io
4. Notion notion.so	4. LaunchDarkly launchdarkly.com	5. HashiCorp hashicorp.com
4. Pachyderm pachyderm.com	4. Tray.io tray.io	6. Plaid plaid.com
4. Retool tryretool.com	7. Algolia algolia.com	7. Carta carta.com
8. Blameless blameless.com	8. People.ai people.ai	8. Stripe stripe.com
9. Gatsby gatsbyjs.org	9. AppZen appzen.com	9. UiPath uipath.com
9. Sketch sketch.com	9. Domino Data Lab dominodatalab.com	10. Databricks databricks.com

Rajeev Chand
Partner
Head of Research

Peter Wagner
Founding Partner

July 11, 2019

Wing Venture Capital
480 Lytton Avenue
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Background—by Rajeev Chand

In December, Peter had an initial idea: 1) there is no good list of enterprise tech startups, 2) venture capital investors are in the center of discernment for evaluating startups, and 3) just as there are Coaches Polls in collegiate sports where coaches rank fellow sports teams, there needs to be an Investors Poll for enterprise tech startups.

The idea resonated with me for two reasons. First, when I transitioned from Rutberg to Wing, I looked for top enterprise tech startup lists to start our research practice. There were none that worked. The ones that I found were based on press access to information or were focused on later-stage private companies only.

Second, while at Rutberg, we hosted a summit called Future: Mobile in Silicon Valley for nine years. The summit featured the 100 most influential startup CEOs in mobile as speakers, and the research process involved diligence meetings with venture capitalists, during which I reviewed a spreadsheet of 500+ companies. After having met with 50 venture capitalists over a two-month period, I—as an analyst at an investment bank—had a well-informed perspective on which private companies were doing well and which were not.

From December to March, we iterated on the idea to form the Enterprise Tech 30 mission and design principles, and from April to June, we conducted the underlying research and voting to produce the inaugural Enterprise Tech 30.

Mission

Enterprise Tech 30 is engineered to provide the “Inside Tech” perspective on the most promising enterprise tech companies—for use by the broader ecosystem of corporate customers, corporate partners, service providers, prospective team members, journalists, and the companies themselves.

Private enterprise tech companies are driving business growth and innovation globally; however, it is often difficult to ascertain which startups have real underlying momentum. The signals in enterprise tech are not publicly available, unlike those for consumer tech. Financing announcements are infrequent and/or are intentionally delayed from actual closing dates. As a result, a few enterprise tech companies often garner a disproportionate share of press and influencer attention, and it is frequent that enterprise tech companies get coverage only on major financing or exit events.

The mission for the Enterprise Tech 30 is to help the tech ecosystem drive to quality private companies. We anticipate that:

- Enterprise customers and channels will identify suppliers and partners;

Enterprise Tech 30 is engineered to provide the “Inside Tech” perspective.

- Service providers will source and prioritize prospects;
- Prospective team members will gain additional comfort joining companies; and
- Journalists will find a quality set of companies to cover.

Research Participants

The research participants for the Enterprise Tech 30 are 73 prominent investment partners at 55 venture capital firms.

The partners were selected on an invitation-only basis. The criteria included: 1) General Partner or Managing Director at a prestigious firm; 2) a track record for success; and 3) a reputation for discernment.

The group represents the range of early-, multi-, and late-stage venture capital firms. Collectively, the 55 firms have funded 95 of the 115 enterprise tech unicorns, including financings and exits, since January 1, 2016.

It is rare to have the input and experience of such a group of venture capital experts. Thank you to all of the participants for their leadership and contribution to the Enterprise Tech 30.

Collectively, the 55 participating firms have funded 95 of the 115 enterprise tech unicorns since 2016.

Partner	Title	Firm
Ajay Agarwal	Partner	Bain Capital Ventures
Puneet Agarwal	Partner	True Ventures
Praveen Akkiraju	Managing Partner	Softbank
Izhar Armony	General Partner	CRV
Ramu Arunachalam	General Partner	A.Capital Ventures
George Bischof	Managing Director	Meritech Capital Partners
Zack Bogue	Co-Managing Partner	DCVC (Data Collective)
Navin Chaddha	Managing Director	Mayfield Fund
James Cham	Partner	Bloomberg Beta
Asheem Chandna	Partner	Greylock Partners
Tyson Clark	General Partner	GV
Jai Das	President and MD	Sapphire Ventures
Adam D'Augelli	Partner	True Ventures
Satish Dharmaraj	Managing Director	Redpoint Ventures
Gene Frantz	General Partner	CapitalG
Gaurav Garg	Founding Partner	Wing Venture Capital
Max Gazor	General Partner	CRV
Jocelyn Goldfein	Managing Director	Zetta Venture Partners
Mark Gorenberg	Founder and MD	Zetta Venture Partners
Theresia Gouw	Founding Partner	Aspect Ventures
Sarah Guo	Partner	Greylock Partners

Partner	Title	Firm
Steve Harrick	General Partner	IVP
Stephen Herrod	Managing Director	General Catalyst
Chris Howard	Founder and Partner	Fuel Capital
Maha Ibrahim	General Partner	Canaan Partners
Arif Janmohamed	Partner	Lightspeed
Christian Jensen	Co-Head, Private Inv.	Dragoneer Investment
Kittu Kolluri	Founder and MD	Neotribe Ventures
Manu Kumar	Founder	K9 Ventures
Jon Lehr	Co-founder and GP	Work-Bench
Rebecca Lynn	Co-founder and GP	Canvas Ventures
Jules Maltz	General Partner	IVP
Nino Marakovic	CEO and MD	Sapphire Ventures
Matt McIlwain	Managing Director	Madrona Venture Group
Andy McLoughlin	Partner	Uncork Capital
Jeb Miller	General Partner	Icon Ventures
Ann Miura-Ko	Co-founding Partner	FLOODGATE
Ravi Mohan	Managing Director	Shasta Ventures
Michael Mullany	General Partner	Icon Ventures
Matt Murphy	Managing Director	Menlo Ventures
Tae Hea Nahm	Co-founder and MD	Storm Ventures
Dror Nahumi	General Partner	Norwest Venture Partners
Deep Nishar	Senior Managing Partn.	Softbank
Matt Ocko	Co-Managing Partner	DCVC (Data Collective)
Enrique Salem	Partner	Bain Capital Ventures
Greg Sands	Founder and MD	Costanoa Ventures
Shardul Shah	Partner	Index Ventures
Yuval Shahar	Executive Chairman	Team8
Kristina Shen	Partner	Bessemer
Mark Siegel	Managing Director	Menlo Ventures
Harpinder Singh	General Partner	Innovation Endeavors
Glenn Solomon	Managing Partner	GGV Capital
Soma Somasegar	Managing Director	Madrona Venture Group
Pete Sonsini	General Partner	New Enterprise Associates
Kevin Spain	General Partner	Emergence
Josh Stein	Partner	Threshold/DFJ
Dharmesh Thakker	General Partner	Battery Ventures
Peter Wagner	Founding Partner	Wing Venture Capital
Hunter Walk	Partner	Homebrew
Rob Ward	Co-founder and MD	Meritech Capital Partners
Bilal Zuberi	Partner	Lux Capital
<i>(Additional 12 anonymously)</i>		

Design Principles

The design principles for the Enterprise Tech 30 are to be institutional, exhaustive, collaborative, and neutral.

We use a broad definition of enterprise tech, including not only traditional products/services sold to corporate CIOs/CTOs but also newer investment themes of vertical SaaS, line-of-business SaaS, and SMB tech. We exclude distinct themes such as life sciences, crypto, cleantech, and adtech and distinct geographies such as China and India.

The methodology has two phases: 1) a research phase, to identify the universe of potentially interesting candidates at three different stages of development, and 2) a voting phase, to tap into the judgment of the 73 venture capital investors to determine the leaders.

The research phase started with a database of 3,600 private companies. The initial database was sourced from enterprise tech-related queries in Pitchbook as of April 2019 and from a secondary literature review of all venture capital financings over the prior six months.

We narrowed the database to 778 companies based on 1) financing and business metrics available in secondary research, and 2) recommendations from the venture capital participants. Each recommended company from the participants was included, although we requested participants to recommend top companies only to maintain a quality list.

The companies were categorized by total capital raised as of May 2019. Early-stage included companies that have raised \$25 million or less; mid-stage included between \$25 million to \$100 million; and late-stage included \$100 million or more.

The data signals include both highest rankings within portfolios and unbiased rankings outside portfolios.

The voting phase was held between May 28 and June 14, 2019. Investors reviewed the 778-company list and voted for up to ten most promising companies per stage—no more than three of which were from their portfolio. As a result, the data signals in the Enterprise Tech 30 include both the highest rankings by investors for their own portfolios and the unbiased rankings by investors for outside-portfolio companies.

The results were aggregated and anonymized, and companies that were acquired or went public during the voting phase were removed. The top 10 per stage formed the inaugural Enterprise Tech 30, ordered by number of votes received. No company and no venture capital firm, including Wing, received differentiated influence in the process.

Discussion & Analysis

Congratulations to the inaugural Enterprise Tech 30.

Our takeaways are:

1) Data and analytics infrastructure and modern software development are two core themes.

- Data and analytics companies, most of whom are late-stage, include Cockroach Labs, Confluent, Databricks, Datadog, Domino Data Lab, Pachyderm, and Snowflake.
- Software development companies, most of whom are early-stage, include Blameless, Gatsby, LaunchDarkly, Retool, and Zapier.

2) Other trends include automation (3 companies), design (3 companies), and fintech (3 companies). In particular, Figma and Canva took the top two spots in the mid-stage and Sketch ranked #9 in early-stage—highlighting the disruption in the design software sector.

3) Zapier is a stand-out in early-stage for two reasons. First, the company is later stage by numerous metrics other than capital raised, such as founding date (2011), number of employees (170), or revenues. Second, and perhaps as a result, the company received 63% more votes than the #2 in its stage.

Verkada is an honorable mention for 2019.

4) Verkada is an honorable mention. When we examined the data using outside-portfolio votes only, there was no change in the group of 30 companies. There was one addition, Verkada, which would have been tied for #9 in mid-stage based on outside-portfolio votes only.

5) Palantir, Tanium, Rubrik, and Cohesity are surprising exclusions in the late-stage list.

- Palantir and Tanium would have been on the most promising lists in previous years, in our view; however, as companies are staying longer, and as voting has inherent recency bias, venture capital excitement in these companies has waned.
- Rubrik and Cohesity effectively split the votes for their sector; on a combined basis either would have made the top 10 in the late-stage list.

6) As a note, Canva raised a late-stage round during the voting phase. As we were mid-stream in collecting votes, we kept Canva as mid-stage in the results; however, we note that Canva is now late-stage by total capital raised.

**51% of the 778
companies received at
least one outside-
portfolio vote.**

7) Overall, enterprise tech is a dynamic, high growth sector with many strong businesses. As two data points:

- 3 of the 778 companies went public or were acquired during the voting phase alone: Slack (IPO at \$23B), CrowdStrike (IPO at \$6.7B), and Looker (acquisition by Google for \$2.6B).
- 398 of the 778 companies (51%) received at least one outside-portfolio vote from an investor.

Conclusion

It is our intent for the Enterprise Tech 30 to serve as a platform for the tech industry to identify, understand, and build relationships with the most promising private companies in enterprise tech.

We wish to congratulate the 2019 companies and to thank the venture capital participants. It is a privilege to partner with you.

In addition to being an information source, Enterprise Tech 30 serves as a basis to build a dialogue. What do the 30 companies tell you about the future of business and work? Which companies do you disagree with, if any? And, which companies are missing in your view?

We look forward to your thoughts and reactions.

As disclosure, Cohesity, Gong, and Snowflake are Wing portfolio companies.

We would like to thank Brendan Baker and Lizzy Labeeuw-Anderson for their research and contribution to the Enterprise Tech 30.

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San Francisco, CA
airtable.com

Platform democratizing
software creation

Founded: 2012
Employees: 96

Total raised: \$170M
Valuation: \$1.1B

Company Description

Airtable is a no-code platform enabling users to build their own useful, collaborative business applications. As a result, companies are able to manage processes such as video production, communications planning, product roadmapping, UX research, and more.

News & Announcements

- 7/1/2019 Named a 2019 Technology Pioneer by the World Economic Forum.
- 5/15/2019 Ranked #36 on CNBC 2019 Disruptor 50.
- 2/19/2019 Ranked #22 on Fast Company's Most Innovative Companies of 2019.

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	11/15/2018	\$100.0
Series B	3/15/2018	\$52.0
Series A	6/29/2015	\$7.6
Seed	2/25/2015	\$3.0

Selected Investors

Benchmark, Caffeinated Capital, Coatue, CRV, Freestyle Capital, Founder Collective, Slow Ventures, Thrive Capital

CEO, Co-Founders, Board Members

Howie Liu, Co-Founder and CEO
 Andrew Ofstad, Co-Founder and CPO
 Peter Fenton, General Partner, Benchmark
 Josh Kushner, Founder and Managing Partner, Thrive Capital
 Max Gazor, General Partner, CRV

Source: Wing, Pitchbook, company website



San Francisco, CA
algolia.com

Search and discovery
experience development
platform

Founded: 2012

Total raised: \$74M

Company Description

Algolia is the search-as-a-service platform that enables companies of all sizes to deliver fast, relevant and scalable search and discovery experiences for consumers across web, mobile, and voice. Algolia allows developers and product teams to build conversational, consumer-grade search to increase online engagement, conversion, and revenue.

News & Announcements

- 6/27/2019 Featured in Globe article, "Algolia to provide scalable, enterprise-grade search and discovery experience on Azure."
- 10/6/2018 Featured in Forbes article, "In \$9B business search market Algolia tops Google."
- 5/2/2018 Ranked #1 on 50 Highest Rated Private Cloud Computing Companies to Work For by Glassdoor.

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	6/8/2017	\$53.0
Series A	5/6/2015	\$18.3
Seed	6/19/2014	\$1.3
Seed	3/25/2014	\$0.2
Seed	10/1/2013	\$1.2

Selected Investors

500 Startups, Accel, Acequia Capital, Aglaé Ventures, Alven Capital Partners, Index, Initialized Capital, Lead Edge Capital, LocalGlobe, Point Nine Capital, SaaStr, Storm Ventures, The Family, Y Combinator

CEO, Co-Founders, Board Members

- Nicolas Dessaigne, Co-Founder and CEO
- Julien Lemoine, Co-Founder and CTO
- Philippe Botteri, Partner, Accel
- Kendall Collins, EIR, Accel
- Nate Niparko, Principal, Accel
- Raffi Kamber, Partner, Alven

Source: Wing, Pitchbook, company website



San Jose, CA
appzen.com

Spend auditing
automation platform for
finance teams

Founded: 2012
Employees: 160

Total raised: \$52M
Valuation: \$175M

Company Description

AppZen is an AI platform designed to automate manual processes, uncover problems, and optimize decision-making for modern finance teams. The company's platform combines deep learning, computer vision, and semantic analysis with intelligence from thousands of online data sources to understand financial transactions in the business context and make decisions before those transactions happen.

News & Announcements

- 6/19/2019 Featured in HR Technologist article, "How AI can prevent employee expense fraud."
- 5/29/2019 Featured in Forbes article, "Improving – and empowering – the finance team through technology."
- 4/4/2019 Featured on CNBC, "AppZen is fighting expense reporting fraud with artificial intelligence."

Financings

Round	Date	Amount
Series B	7/25/2018	\$35.0
Series A	11/1/2017	\$12.7
Seed	1/18/2017	\$1.6
Seed	5/12/2016	\$2.9
Accelerator	5/28/2015	n/a
Seed	1/14/2015	n/a
Accelerator	11/1/2014	\$0.1

Selected Investors

500 Startups, Amicus Capital, Arba Seed Investment Group, Azoic Ventures, Bloomberg Beta, Commerce.Innovated, Evolution VC Partners, FundersClub, KBW Ventures, Lightspeed, MasterCard, NAV.VC, PROOF.VC, Redpoint, Resolute Ventures, Right Ventures, Silicon Valley Bank

CEO, Co-Founders, Board Members

Anant Kale, Co-Founder and CEO
Kunal Verma, Co-Founder and CTO
Alex Bard, Partner, Redpoint
Arif Janmohamed, Partner, Lightspeed

Source: Wing, Pitchbook, company website

BLAMELESS

San Mateo, CA
blameless.com

End-to-end site reliability engineering (SRE) platform

Founded: 2017
Employees: 23

Total raised: \$20M
Valuation: \$55M

Company Description

Blameless is the operating system for site reliability engineering (SRE) that enables companies to run with optimal reliability while achieving maximum velocity. The company's end to end SRE platform prevents customer downtime through an integrated use of SLOs, error budgets, root cause analysis, change orchestration and AI-driven incident resolution.

News & Announcements

- 3/25/2019 Featured in TechTarget article, "SRE software refines DevOps incident response for enterprise."
- 3/20/2019 Featured in TechCrunch article, "Blameless emerges from stealth with \$20M investment to help companies transition to SRE."
- 3/20/2019 Featured in ITOps Times article, "Making site reliability Blameless."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	1/1/2019	\$16.5
Seed	1/31/2018	\$3.7

Selected Investors

Accel, Decibel VC, Lightspeed

CEO, Co-Founders, Board Members

Ashar Rizqi, Co-Founder and CEO
Lyon Wong, Co-Founder and COO

Source: Wing, Pitchbook, company website



Surry Hills, Australia
canva.com

Online graphics design platform

Founded: 2012
Employees: 600+

Total raised: \$168M
Valuation: \$2.5B

Company Description

Canva is an online graphic design and publishing tool designed to simplify the process of graphic design for everyone. The company's platform combines a drag-and-drop interface and professionally designed layouts with media assets such as photographs, illustrations, and fonts enabling individuals to design presentations, social media graphics, and more from scratch.

News & Announcements

- 5/20/2019 Featured in Wall Street Journal article, "Graphic Design Firm Canva Valued at \$2.5 Billion."
- 5/17/2019 Featured in The Sydney Morning Herald article, "All you can eat: Canva snaps up photo sites, set to offer 'Netflix-style' subscriptions."
- 5/17/2019 Featured in TechCrunch article, "Australia's design unicorn, Canva, picks up two free image-sharing services, and launches new photo product."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	5/21/2019	\$70.0
Series C	1/8/2018	\$40.0
Series A1	9/13/2016	\$16.0
Series A	10/9/2015	\$27.6
Early Stage	5/4/2015	\$6.0
Early Stage	6/19/2014	\$3.6
Seed	3/19/2013	\$3.0
Accelerator	1/1/2013	\$0.3
Angel	8/16/2012	\$1.0

Selected Investors

500 Startups, Adcock Private Equity, AirTree Ventures, Blackbird Ventures, Bond, General Catalyst, Hack VC, Investible, Felicis, Five V Capital, Founders Fund, Global Founders Capital, InterWest Partners, Macdoch Ventures, Matrix Partners, Sequoia Capital China, Shasta, Springboard Enterprises, Square Peg Capital, Vayner/RSE

CEO, Co-Founders, Board Members

Melanie Perkins, Co-Founder and CEO
Cliff Obrecht, Co-Founder and COO
Cameron Adams, Co-Founder and CPO

Source: Wing, Pitchbook, company website



Palo Alto, CA
carta.com

Ownership and equity management platform

Founded: 2012
Employees: 450

Total raised: \$464M
Valuation: \$1.7B

Company Description

Carta is a global ownership management and compliance platform designed to consolidate company ownership data onto one common electronic registry. The company's platform features portfolio insights, cap table management, board management, fund administrators, LP management, and other services. As a result, Carta is changing how companies, investors, law firms, and employees manage equity and ownership.

News & Announcements

- 2/4/2019 Listed in Forbes Fintech 50 2019.
- 12/27/2018 Featured in Wall Street Journal article, "Startup equity platform Carta valued at \$800 million."
- 9/19/2018 Mentioned in Washington Post article, "Women don't just face a gender pay gap. They also suffer from a stock options gap."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series E	5/6/2019	\$300.0
Series D	12/26/2018	\$80.0
Series C2	3/18/2018	\$16.0
Series C	10/11/2017	\$42.0
Series B	7/12/2015	\$17.0
Series A	11/7/2014	\$7.0
Seed	8/13/2013	\$1.8
Seed	7/18/2012	\$0.2
Accelerator	n/a	n/a

Selected Investors

Andreessen Horowitz, Goldman Sachs Principal Strategic Investments, Haystack, K9 Ventures, Lightspeed, Menlo Ventures, Meritech, Oakhouse Partners, Spark Capital, Thrive Capital, Tribe Capital, Union Square Ventures

CEO, Co-Founders, Board Members

- | | |
|----------------------------------------------------------------------|--------------------------------------------------------|
| Henry Ward, Co-Founder and CEO | Manu Kumar, Co-Founder, Carta and Founder, K9 Ventures |
| Manu Kumar, Co-Founder | Alex Kurland, General Partner, Meritech |
| Marc Andreessen, Co-Founder and General Partner, Andreessen Horowitz | Matt Murphy, Managing Director, Menlo Ventures |
| John Buttrick, Partner, Union Square Ventures | Andrew Parker, former General Partner, Spark Capital |
| Michael Deleray, Partner, Broadhaven Capital Partners | Arjun Sethi, Co-Founder and Partner, Tribe Capital |

Source: Wing, Pitchbook, company website



Clearbit

San Francisco, CA
clearbit.com

Customer data engine
for sales and marketing

Founded: 2015

Total raised: \$17M
Valuation: \$250M

Company Description

Clearbit is the go-to-market engine for modern B2B SaaS companies. The company provides data for customer analysis, demand generation, lead scoring/routing, and visitor intelligence. As a result, businesses are able to deeply understand their customers, identify future prospects, and highly personalize marketing and sales interactions.

News & Announcements

- 4/7/2016 Featured in TechCrunch article, "Clearbit Connect's new Gmail widget can help you find anyone's email address."
- 2/18/2016 Listed in Forbes article, "7 tools to personalize sales and marketing communications at scale."
- 4/7/2015 Featured in TechCrunch article, "Find out who an email address belongs to with Clearbit."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	1/1/2019	\$15.0
Seed	3/3/2015	\$2.0

Selected Investors

Battery, Bedrock Capital, BoxGroup, Cross Creek, First Round Capital, Fuel Capital, S2 Capital, Udata Partners, Zetta Venture Partners

CEO, Co-Founders, Board Members

Alex MacCaw, Co-Founder and CEO
 Rob Holland, Co-Founder and Engineer
 Harlow Ward, Co-Founder and CTO
 Joshua Buckley, CEO, Mino Games

Source: Wing, Pitchbook, company website



Company Description

New York, NY
cockroachlabs.com

Ultra-resilient open source SQL database

Founded: 2015
Employees: 100

Total raised: \$54M
Valuation: \$278M

Cockroach Labs is the company behind CockroachDB, the cloud-native, distributed SQL database. The company’s platform provides next-level consistency, ultra-resilience, data locality, and massive scale to modern cloud applications.

News & Announcements

- 6/4/2019 Featured in GeekWire article, “Another open-source database company will tighten its licensing strategy, wary of AWS.”
- 5/30/2019 Issued PR Newswire press release, “Cockroach Labs launches broad multi-cloud database partnership program.”
- 10/30/2018 Featured in TechCrunch article, “Cockroach Labs launches CockroachDB as managed service.”

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	5/10/2017	\$27.0
Series A1	3/30/2016	\$20.3
Series A	6/4/2015	\$6.3

Selected Investors

Benchmark, FirstMark Capital, GV, Index, Redpoint, Sequoia Capital, Work-Bench

CEO, Co-Founders, Board Members

- Spencer Kimball, Co-Founder and CEO
- Benjamin Darnell, Co-Founder and Chief Architect
- Peter Mattis, Co-Founder and CTO
- Peter Fenton, General Partner, Benchmark
- Mike Volpi, Partner, Index

Source: Wing, Pitchbook, company website



Palo Alto, CA
confluent.io

Event streaming platform for real-time data access

Founded: 2014
Employees: 500

Total raised: \$206M
Valuation: \$2.5B

Company Description

Confluent is an enterprise-ready event streaming platform based on Apache Kafka that enables companies to easily access enterprise data as real-time streams. The company's platform allows organizations to move data from isolated systems into a real-time data pipeline where they can act on it immediately, enabling them to maximize the value of data and benefit from scalability, security, and flexibility.

News & Announcements

- 6/5/2019 Received Morgan Stanley CTO Innovation Award at 19th TechWeek and CTO Innovation Summit.
- 5/14/2019 Featured in ZDNet article, "Confluent makes Apache Kafka cloud-native."
- 1/23/2019 Featured in Forbes article, "Open-Source Unicorn: Confluent Reaches \$2.5 Billion Valuation Three Years After Hiring Its First Sales Rep."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	1/23/2019	\$125.0
Series C	3/7/2017	\$50.0
Series B	7/8/2015	\$24.0
Series A	11/6/2014	\$6.9

Selected Investors

Benchmark, DCVC (Data Collective), Index, LinkedIn, Sequoia Capital

CEO, Co-Founders, Board Members

- Jay Kreps, Co-Founder and CEO
- Neha Narkhede, Co-Founder and CTO
- Jun Rao, Co-Founder
- Matt Miller, Partner, Sequoia
- Eric Vishria, Partner, Benchmark
- Mike Volpi, Partner, Index

Source: Wing, Pitchbook, company website



San Francisco, CA
databricks.com

Unified data analytics platform

Founded: 2013
Employees: 700

Total raised: \$497M
Valuation: \$2.8B

Company Description

Databricks is a unified data analytics platform powered by Apache Spark and designed to make big analytics data simple by unifying data science, engineering, and business. The company's cloud and machine learning based platform offers an infrastructure that reduces operational complexity and total cost of ownership, enabling data science teams to collaborate with engineering and lines of business to build products and accelerate innovation.

News & Announcements

- 6/6/2019 Featured in ZDNet article, "AI gets rigorous: Databricks announces MLflow 1.0."
- 4/24/2019 Featured in VentureBeat article, "Databricks launches Delta Lake, an open source data lake reliability project."
- 4/24/2019 Mentioned in ZDNet article, "Microsoft to join MLflow project, add native support to Azure Machine Learning."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series E	2/5/2019	\$250.0
Series D	8/22/2017	\$140.0
Series C	12/15/2016	\$60.0
Series B	6/30/2014	\$33.4
Series A	9/24/2013	\$13.9

Selected Investors

A.Capital Ventures, Andreessen Horowitz, Australia Future Fund, B7 Ventures, Battery, Coatue, DCVC (Data Collective), Geodesic Capital, Green Bay Ventures, In-Q-Tel, Microsoft, New Enterprise Associates, SineWave Ventures

CEO, Co-Founders, Board Members

- Ali Ghodsi, Co-Founder and CEO
- Ion Stoica, Co-Founder and Executive Chairman
- Matei Zaharia, Co-Founder and Chief Technologist
- Patrick Wendell, Co-Founder and VP, Engineering
- Reynold Xin, Co-Founder and Chief Architect
- Andy Konwinski, Co-Founder and VP, Product Management
- Ben Horowitz, Co-Founder, Andreessen Horowitz
- Scott Shenker, Professor, Computer Science, UC Berkeley
- Pete Sonsini, General Partner, New Enterprise Associates

Source: Wing, Pitchbook, company website



New York, NY
datadoghq.com

Data monitoring and analytics platform

Founded: 2010
Employees: 1,200

Total raised: \$148M

Company Description

Datadog is a data monitoring and analytics platform designed to help in tracking dynamic infrastructure. The company's platform brings data from servers, databases, applications, tools, and services to present a unified view of the applications that run at scale in the cloud. As a result, DevOps teams are able to work collaboratively to avoid downtime, resolve performance problems, and ensure that development and deployment cycles finish on time.

News & Announcements

- 2/12/2019 Featured in VentureBeat article, "Datadog acquires French AI-powered app-testing startup Madumbo."
- 9/13/2018 Ranked #19 in Forbes Cloud 100 2018.
- 7/12/2018 Featured in TechCrunch article, "Datadog launches Watchdog to help you monitor your cloud apps."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	12/28/2015	\$94.5
Series C	1/22/2015	\$31.0
Series B	2/4/2014	\$15.0
Series A	11/20/2012	\$6.2
Seed	4/29/2011	\$1.2
Accelerator	n/a	n/a

Selected Investors

Amplify Partners, Battery, Contour Venture Partners, Genacast Ventures, IA Ventures, ICONIQ Capital, Index, IVP, Meritech, Neu Venture Capital, NYC Seed, OpenView Venture Partners, Polaris Partners, RRE Ventures, RTP Global, RTP Ventures

CEO, Co-Founders, Board Members

Olivier Pomel, Co-Founder and CEO
 Alexis Lê-Quôc, Co-Founder and CTO
 Michael Callahan, CEO and Co-Founder, Awake Security
 Dev Ittycheria, President and CEO, MongoDB
 Shardul Shah, Partner, Index
 Kirill Sheynkman, Partner, RTP Ventures

Source: Wing, Pitchbook, company website



San Francisco, CA
 dominodatalab.com

Data science platform
 for model management

Founded: 2013

Total raised: \$81M
 Valuation: \$260M

Company Description

Domino Data Lab provides an open data science platform to help companies run their business on models. The company's platform helps accelerate breakthrough research, increase collaboration, and rapidly deliver high-impact models. The models run and capture all results at once, eliminating the wait time after each experiment concludes and enabling businesses to rapidly develop, improve, and deploy new models.

News & Announcements

- 6/5/2019 Featured in TechRepublic article, "How automation speeds up data science projects."
- 5/9/2019 Listed #5 on Top Ten Data Science and Machine Learning Companies by Gigabit.
- 5/1/2019 Listed in The Coolest Data Science and Machine Learning Tool Companies within The 2019 Big Data 100 by CRN.

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	8/8/2018	\$43.0
Series C	4/26/2017	\$27.0
Series B	11/17/2016	\$10.5
Series A	8/3/2015	\$3.0
Seed	4/15/2015	\$0.1

Selected Investors

Bloomberg Beta, Coatue, In-Q-Tel, Sequoia Capital, Slow Ventures, The Dcode Group, Zetta Venture Partners

CEO, Co-Founders, Board Members

- Nick Elprin, Co-Founder and CEO
- Chris Yang, Co-Founder and CTO
- Matthew Granade, Co-Founder
- Mark Gorenberg, Founder and Managing Director, Zetta Venture Partners
- Bryan Schreier, Partner, Sequoia

Source: Wing, Pitchbook, company website



San Francisco, CA
figma.com

Collaborative design platform

Founded: 2012

Total raised: \$83M
Valuation: \$440M

Company Description

Figma is a web-based collaborative design platform, changing the way people design, prototype and iterate together. The company's platform enables multiple people to work together in the same file. As a result, Figma has simplified the design process for teams of designers, developers, and stakeholders by creating an online space for them to collaborate visually as a team.

News & Announcements

- 4/18/2019 Featured in Inc. article, "Why teams at Uber and Slack use this powerful design tool."
- 2/14/2019 Featured in TechCrunch article, "Figma gets \$40 million Series C to put design tools in the cloud."
- 3/22/2018 Featured in Fast Company article, "As Design And Engineering Blur, Figma Wants To Be Their Platform."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	2/14/2019	\$40.0
Series B	2/1/2018	\$25.0
Series A	12/3/2015	\$14.0
Seed	6/14/2013	\$3.9

Selected Investors

Coatue, Founders Fund, Fuel Capital, Greylock, Haystack, ICONIQ Capital, Index, Kaplan Group Investments, Kleiner Perkins, LocalGlobe, O'Reilly AlphaTech Ventures, Sequoia Capital

CEO, Co-Founders, Board Members

- Dylan Field, Co-Founder and CEO
- Evan Wallace, Co-Founder and CTO
- Mamoon Hamid, Partner, Kleiner Perkins
- John Lilly, Partner, Greylock
- Daniel Rimer, Partner, Index

Source: Wing, Pitchbook, company website



Albany, CA
gatsbyjs.org

Fast modern site and application generator for React

Founded: 2018

Total raised: \$3.8M

Company Description

Gatsby is a fast modern site and application generator based on React, enabling users to build static websites and applications in the cloud without external software installations. The company's platform uses GraphQL to pull in data at build time and pre-render as much of a site as possible. As a result, users can create super-fast websites which can be hosted and served efficiently at a low cost.

News & Announcements

9/18/2018 Featured in Packt article, "Gatsby 2.0, a React based web and app generator, released with improved speeds of up to 75%."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Seed	6/18/2018	\$3.8

Selected Investors

Mango Capital, Trinity Ventures

CEO, Co-Founders, Board Members

Kyle Mathews, Co-Founder, CEO, and Head of Product
Sam Bhagwat, Co-Founder and COO

Source: Wing, Pitchbook, company website



San Francisco, CA
gong.io

Conversation intelligence platform for sales teams

Founded: 2015
Employees: 160

Total raised: \$69M

Company Description

Gong is a sales conversation intelligence platform created to improve calls and demos for sales teams. The company's sales platform is cloud-based and utilizes artificial intelligence to automatically record, transcribe, and analyze every sales conversation. As a result, organizations are able to save time, increase win rates, improve strategic decision-making, and increase revenue.

News & Announcements

- 12/7/2018 Ranked #5 on Globes Tech 10 Most Promising Start-Ups.
- 11/9/2018 Listed on 2019 Top 15 Sales Enablement Vendors by SellingPower.
- 9/13/2018 Named a Rising Star on Forbes' Cloud 100 List.

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	1/17/2019	\$40.0
Early Stage	3/30/2018	\$2.0
Series A1	7/11/2017	\$20.0
Series A	6/21/2016	\$6.0

Selected Investors

Battery, Cisco Investments, NextWorld Capital, Norwest, Shlomo Kramer, Wing Venture Capital

CEO, Co-Founders, Board Members

Amit Bendov, Co-Founder and CEO
 Eilon Reshef, Co-Founder and CTO
 Shlomo Kramer, Founder and CEO, Cato Networks
 Dror Nahumi, General Partner, Norwest
 Dharmesh Thakker, General Partner, Battery

Source: Wing, Pitchbook, company website



San Francisco, CA
hashicorp.com

Multi-cloud
infrastructure
automation

Founded: 2012
Employees: 400

Total raised: \$175M
Valuation: \$1.9B

Company Description

HashiCorp is a multi-cloud infrastructure automation platform designed to solve development, operations, and security challenges in infrastructure. The company's platform provides consistent workflows to provision, secure, connect, and run infrastructure for any application in order to help enterprises address the realities of multi-cloud and adopt workflows.

News & Announcements

- 6/28/2019 Mentioned in Forbes article, "The future of work is distributed. Here's how your company can strategize."
- 6/6/2019 Recognized as winner for 2019 Microsoft Partner of the Year for Open Source Applications and Infrastructure on Azure.
- 11/2/2018 Featured in Business Insider article, "This 29-year-old's side project has officially grown into a \$1.9 billion cloud company."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Later Stage	1/1/2019	n/a
Series D	11/1/2018	\$100.0
Series C	10/24/2017	\$40.0
Series B	9/7/2016	\$24.0
Series A	12/10/2014	\$10.0
Seed	5/31/2013	\$0.5

Selected Investors

AppDynamics, Bessemer, GGV Capital, Haystack, IVP, Mayfield Fund, Originate Ventures, Redpoint, Slack Fund, Snap, TCV, True

CEO, Co-Founders, Board Members

- David McJannet, CEO
- Mitchell Hashimoto, Co-Founder and Co-CTO
- Armon Dadgar, Co-Founder and Co-CTO
- Scott Raney, Partner, Redpoint
- Glenn Solomon, Managing Partner, GGV Capital
- Robin Vasan, Founder, Mango Capital

Source: Wing, Pitchbook, company website



San Francisco, CA
lattice.com

Continuous employee performance management platform

Founded: 2015
Employees: 77

Total raised: \$24M
Valuation: \$85M

Company Description

Lattice is an employee performance management and employee engagement surveys platform designed to streamline the performance management processes of companies. Lattice helps companies run performance review cycles with ease and enables companies to manage and measure goals achieved by their employees by providing real-time feedback of employees throughout the year.

News & Announcements

- 6/19/2019 Listed in Tech.co's "Best Performance Management Software 2019."
- 4/26/2019 Featured in TechCrunch article, "Lattice raises another \$15M to improve performance reviews."
- 3/25/2019 Listed in HR Technologist's "4 performance management tools that every SMB should know about."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	4/26/2019	\$15.0
Series A	10/13/2017	\$6.4
Seed	5/12/2016	\$2.8
Early Stage	3/23/2016	\$0.1

Selected Investors

Advisors.Fund, Fuel Capital, Khosla Ventures, Shasta, Slack Fund, Soma Capital, Thrive Capital, Upshift Capital, Y Combinator

CEO, Co-Founders, Board Members

Jack Altman, Co-Founder and CEO
Eric Koslow, Co-Founder
Miles Grimshaw, General Partner, Thrive Capital
Douglas Pepper, Managing Director, Shasta

Source: Wing, Pitchbook, company website



Oakland, CA
 launchdarkly.com

Feature management
 platform for software
 development

Founded: 2014

Total raised: \$76.3M
 Valuation: \$288M

Company Description

LaunchDarkly is a feature management platform designed for software teams to build better software, faster. Development teams use feature management as a best practice to separate code deployments from feature releases. Serving over 200 billion feature flags daily, LaunchDarkly enables teams to control their entire feature lifecycles from concept to launch to value.

News & Announcements

- 4/19/2018 Featured in AppDeveloper Magazine article, "Using feature flags in your app release management strategy."
- 4/18/2018 Listed in Entrepreneur article, "8 up-and-coming businesses capitalizing on a forward-thinking business model."
- 12/4/2017 Featured in CNBC article, "This start-up helps companies avoid a user revolt when they launch new features."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	3/13/2019	\$44.0
Series B	12/4/2017	\$21.0
Series A	12/20/2016	\$8.7
Accelerator	4/2/2015	n/a
Seed	12/14/2014	\$2.6

Selected Investors

500 Startups, Bessemer, Bloomberg Beta, Cervin Ventures, DFJ Growth, Threshold/DFJ, Heavybit, Redpoint, Vertex Ventures, Uncork Capital

CEO, Co-Founders, Board Members

- Edith Harbaugh, Co-Founder and CEO
- John Kodumal, Co-Founder and CTO
- Ethan Kurzweil, Partner, Bessemer
- Scott Raney, Partner, Redpoint
- Josh Stein, Partner, Threshold/DFJ

Source: Wing, Pitchbook, company website



Company Description

Palo Alto, CA
mattermost.com

Open source
messaging for secure
team collaboration

Founded: 2011
Employees: 65

Total raised: \$74M
Valuation: \$310M

Mattermost is an open source messaging platform designed to facilitate secure team collaboration for security-conscious enterprises and developers. The company's platform offers secure, highly-scalable, and configurable messaging with archiving, search, and deep integration across in-house systems. As a result, businesses can build intuitive workflows and collaborate across large teams without worrying about security or data privacy.

News & Announcements

- 6/19/2019 Featured in Business Insider article, "This messaging startup raised \$50 million to take on Slack and Microsoft Teams."
- 2/6/2019 Featured in TechRepublic article, "How open source Mattermost is sneaking up on Slack's messaging empire."
- 6/4/2018 Featured in Fast Company article, "The open-source, private cloud alternatives to Dropbox and Slack."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	6/19/2019	\$50.0
Series A	2/5/2019	\$20.0
Seed	8/22/2018	\$3.5
Accelerator	6/5/2012	\$0.1

Selected Investors

S28 Capital, Battery Ventures, Redpoint Ventures, Y Combinator, Y Combinator Continuity Fund

CEO, Co-Founders, Board Members

Ian Tien, Co-Founder and CEO
Corey Hulen, Co-Founder and CEO
Ali Rowghani, CEO, Y Combinator Continuity
Tomasz Tunguz, Managing Director, Redpoint

Source: Wing, Pitchbook, company website



San Francisco, CA
notion.so

All-in-one workspace
for notes, tasks, files,
databases

Founded: 2016

Company Description

Notion is an all-in-one workspace for notes, documents, wikis, task and project management, and databases. The company's platform takes the building blocks of essential work tools, and enables users to flexibly combine and recombine them to solve any problem ranging word processes to roadmap software. As a result, users are able to define their own workflows in a shared, collaborative space boosting transparency, personal productivity, and clarity across teams.

News & Announcements

- 6/19/2019 Featured in Quartz article, "Five 'creator' apps that have captured Silicon Valley's attention."
- 3/6/2019 Featured in The Verge article, "Notion's new web clipper makes it a powerful competitor to Evernote."
- 6/7/2018 Featured in The Verge article, "Notion brings its powerful note-taking app to Android."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Seed	n/a	n/a

Selected Investors

Draft Ventures, First Round Capital, Felicis Ventures, Sequoia Capital

CEO, Co-Founders, Board Members

Ivan Zhao, Co-Founder and CEO
Simon Last, Co-Founder and Head of Product

Source: Wing, Pitchbook, company website



Pachyderm

San Francisco, CA
pachyderm.com

Containerized data
platform for versioning
and pipelining

Founded: 2014
Employees: 11

Total raised: \$12M

Company Description

Pachyderm is an enterprise-grade, open source data science platform that makes explainable, repeatable, and scalable ML/AI a reality. The company's platform brings together version control for data with the tools to build scalable end-to-end ML/AI pipelines while empowering users to use any language, framework, or tool they want. Pachyderm enables data science teams to iterate quickly while everything is tracked and 100% reproducible.

News & Announcements

- 3/1/2019 Listed in Business Insider article, "VCs say these 19 startups for open-source software developers will blow up in 2019."
- 4/18/2019 Listed as one of Inc.'s 30 under 30 Rising Stars.
- 5/10/2016 Featured in The New Stack article, "Pachyderm challenges Hadoop with containerized data lakes."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	11/15/2018	\$10.0
Seed	6/11/2015	\$2.0
Accelerator	3/23/2015	\$0.1

Selected Investors

ACE & Company, Benchmark, Blumberg Capital Partners, Caffeinated Capital, DCVC (Data Collective), Foundation Capital, Soma Capital, Susa Ventures, Tuesday Capital, Y Combinator

CEO, Co-Founders, Board Members

Joe Doliner, Co-Founder and CEO
 Joey Zwicker, Co-Founder
 Chetan Puttagunta, General Partner, Benchmark

Source: Wing, Pitchbook, company website



San Francisco, CA
people.ai

Revenue intelligence
platform for sales and
marketing

Founded: 2016
Employees: 145

Total raised: \$97M
Valuation: \$500M

Company Description

People.ai is a revenue intelligence platform designed to solve the problem of sales and marketing alignment. The company's platform offers sales automation tools to automate manual tasks like logging activities into CRM. People.ai enables sales, marketing, and customer success teams to uncover every revenue opportunity from every customer.

News & Announcements

- 5/27/2019 Listed in Forbes article, "25 machine learning startups to watch in 2019."
- 5/21/2019 Featured in Bloomberg Tech TV, "How People.ai accelerates enterprise growth through AI."
- 5/21/2019 Featured in Business Insider article, "This CEO launched an AI startup to fix the hassles he encountered as a software salesman."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	5/21/2019	\$60.0
Series B	10/23/2018	\$30.0
Series A	5/30/2017	\$7.0
Accelerator	8/23/2016	\$0.1

Selected Investors

408 Ventures, Andreessen Horowitz, AVentures Capital, CSC UpShot Ventures, Garage Technology Ventures, GGV Capital, GVA Capital, Haystack, ICONIQ Capital, Index, Lightspeed, Shasta, Y Combinator, Zillionize

CEO, Co-Founders, Board Members

- Oleg Rogynskyy, Founder and CEO
- Andrey Akselrod, CTO
- Will Griffith, Partner, ICONIQ Capital
- Peter Levine, General Partner, Andreessen Horowitz
- Nakul Mandan, Partner, Lightspeed
- Godfrey Sullivan, former CEO, Splunk

Source: Wing, Pitchbook, company website



San Francisco, CA
plaid.com

API platform for banking
and financial services

Founded: 2013
Employees: 300

Total raised: \$309M
Valuation: \$2.7B

Company Description

Plaid provides an API designed to offer financial and banking services. The company's platform accesses transactions and personal data such as names, phone numbers, addresses, and emails for each account from thousands of financial institutions, authenticates them, and verifies information in real time. As a result, consumers are able to easily connect with and manage their bank accounts through API applications.

News & Announcements

- 6/20/2019 Featured in TechCrunch article, "Plaid puts Quovo acquisition right to work with new investments product."
- 6/18/2019 Featured in TechCrunch article, "Fresh off a \$2.65B valuation, Plaid co-founder William Hockey is leaving."
- 5/29/2019 Featured in CNBC article, "Plaid launches in the U.K., setting the stage for more fintech companies to expand abroad."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	12/3/2018	\$250.0
Series B	6/19/2016	\$44.0
Series A	1/23/2015	\$12.5
Seed	7/31/2013	\$2.8

Selected Investors

American Express Ventures, Andreessen Horowitz, BoxGroup, Citi Ventures, Felicis, Goldman Sachs Investment Partners, GV, Homebrew, Index, Kleiner Perkins, New Enterprise Associates, Norwest, Omega Venture Partners, Spark Capital

CEO, Co-Founders, Board Members

Zach Perret, Co-Founder and CEO
William Hockey, Co-Founder
Mo Koyfman, MOKO BRANDS
Mary Meeker, General Partner, Kleiner Perkins
Rick Yang, Partner, New Enterprise Associates

Source: Wing, Pitchbook, company website



San Francisco, CA
tryretool.com

Custom internal tool
development platform

Founded: 2017
Total raised: \$20.1M

Company Description

Retool is a fast way of building custom internal business applications. The company's platform lets engineers quickly build internal applications in a drag and drop interface, which is faster than writing code from scratch. As a result, businesses can build the internal software they need, quickly, without being constrained on engineering resources.

News & Announcements

n/a

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	n/a	\$20.0
Accelerator	8/22/2017	\$0.1

Selected Investors

Sequoia Capital, Y Combinator

CEO, Co-Founders, Board Members

David Hsu, Founder and CEO

Source: Wing, Pitchbook, company website



Hague, Netherlands
 sketch.com

Vector graphics editor
 and design toolkit

Founded: 2008

Total raised: \$20M

Company Description

Sketch is a digital design platform that combines a native Mac app with web-based collaboration tools. The company’s platform enables users to build products, share prototypes, create extensible design systems, and collaborate throughout the whole process.

News & Announcements

- 4/4/2019 Mentioned as newcomer in PCMag Editor product ratings.
- 3/13/2019 Featured in TechCrunch article, “Sketch, maker of popular design tools, just landed \$20 million in Series A funding from Benchmark in its first outside round.”

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	3/14/2019	\$20.0

Selected Investors

Benchmark

CEO, Co-Founders, Board Members

Pieter Omvlee, Co-Founder and CEO
 Emanuel Sá, Co-Founder and Product Manager
 Chetan Puttagunta, General Partner, Benchmark

Source: Wing, Pitchbook, company website



San Mateo, CA
snowflake.com

Cloud data warehouse platform

Founded: 2012
Employees: 1,260

Total raised: \$9238M
Valuation: \$3.9B

Company Description

Snowflake is the data warehouse built for the cloud, enabling the data-driven enterprise with instant elasticity, secure data sharing, and per-second pricing, across multiple clouds. Snowflake combines the power of data warehousing, the flexibility of big data platforms, and the elasticity of the cloud at a fraction of the cost of traditional solutions.

News & Announcements

- 7/8/2019 Featured in Forbes article, "Top VC Exits To Watch In The Second Half of 2019."
- 6/7/2019 Featured in Business Insider article, "Here's why \$3.9 billion data warehousing startup Snowflake is so hot, as told by its partners and experts."
- 6/4/2019 Snowflake and Google Cloud announced strategic partnership.

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series F	10/11/2018	\$450.0
Series E	1/12/2018	\$263.5
Series D	9/6/2017	\$105.0
Series C	3/30/2016	\$79.0
Series B	10/21/2014	\$26.0
Series A	3/8/2013	\$5.0
Seed	8/23/2012	\$0.9

Selected Investors

Altimeter, Capital One Growth Ventures, ICONIQ Capital, Madrona, Meritech, Redpoint, Sutter Hill, Sequoia Capital, Wing Venture Capital

CEO, Co-Founders, Board Members

Frank Slotman, Chairman & CEO
Benoit Dageville, Co-Founder and President, Product
Marcin Zukowski, Co-Founder
Thierry Cruanes, Co-Founder
Jeremy Burton, CEO, Observe
Mark Garrett, former CFO, Adobe

John McMahon, former SVP, Sales and Services, BMC Software
Mike Speiser, Managing Director, Sutter Hill
John Walecka, Partner, Redpoint
Kevin Wang, Partner, Altimeter

Source: Wing, Pitchbook, company website



San Francisco, CA
stripe.com

Online payment platform

Founded: 2009
Employees: 1,500

Total raised: \$1B
Valuation: \$22.5B

Company Description

Stripe is an online payment platform designed to integrate electronic payments and enable secure transactions. Stripe combines a payments platform with applications that put revenue data at the heart of business operations. The platform offers APIs and streamline coding that focus on fraud prevention, enabling internet businesses to accept payments and manage their business online.

News & Announcements

- 6/13/2019 Featured in Business Insider article, "Stripe is rolling out Terminal across the US."
- 6/6/2019 Mentioned in TechCrunch article, "Step raises \$22.5M led by Stripe to build no-fee banking services for teens."
- 6/5/2019 Featured in Bloomberg column, "The fintech bubble floats toward a \$64 billion pin."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series F	1/29/2019	\$100.0
Series E	9/26/2018	\$245.0
Series D	11/25/2016	\$400.0
Corporate	10/3/2016	n/a
Series C2	7/28/2015	\$100.0
Series C1	12/2/2014	\$70.0
Series C	1/22/2014	\$80.0
Series B2	6/27/2013	n/a
Accelerator	6/18/2013	n/a
Series B	7/9/2012	\$20.0
Series A	2/9/2012	\$18.0
Seed	3/28/2011	\$2.0
Accelerator	1/1/2010	n/a

Selected Investors

Andreessen Horowitz, General Catalyst, GV, Khosla Ventures, Kleiner Perkins, Redpoint, Salesforce Ventures, Sequoia Capital, Y Combinator

CEO, Co-Founders, Board Members

Patrick Collison, Co-Founder & CEO	Diane Greene, former CEO, Google Cloud
John Collison, Co-Founder & President	Michael Moritz, Partner, Sequoia
Jonathan Chadwick, former CFO, VMware	Michelle Wilson, former General Counsel, Amazon

Source: Wing, Pitchbook, company website



San Francisco, CA
tray.io

Enterprise automation
platform for Citizen
Automators

Founded: 2012
Employees: 100+

Total raised: \$60M
Valuation: \$237M

Company Description

Tray.io is a General Automation Platform that enables business users to rapidly grow their business by automating complex business processes using clicks-or-code. Tray Platform users can integrate their entire tech stack rapidly using hundreds of pre-built connectors to take full control of their data with minimal developer resources.

News & Announcements

- 4/29/2019 Featured in TechCrunch article, "Tray.io hauls in \$37 million Series B to keep expanding enterprise automation tool."
- 3/5/2019 Issued PR Newswire press release, "Tray.io launches embedded edition that enables software companies to dramatically accelerate their data and application integration velocity."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	4/23/2019	\$37.0
Later Stage	5/2/2018	\$14.3
Later Stage	1/5/2017	\$5.8
Seed	12/29/2014	\$2.2
Seed	n/a	\$0.6
Seed	11/29/2012	n/a

Selected Investors

Acequia Capital, Ballpark Ventures, Firestart, GGV Capital, HardGamma Ventures, Meritech, Mosaic Ventures, OpenOcean, Passion Capital, Playfair Capital, Redpoint, Spark Capital, True

CEO, Co-Founders, Board Members

- Rich Waldron, Co-Founder and CEO
- Alistair Russell, Co-Founder and CTO
- Dominic Lewis, Co-Founder and Chief Business Officer
- Puneet Agarwal, Partner, True
- Mike Chalfen, Investor, Chalfen Ventures
- Alex Clayton, Partner, Spark Capital
- Glenn Solomon, Managing Partner, GGV

Source: Wing, Pitchbook, company website



New York, NY
uipath.com

RPA software platform

Founded: 2005
Employees: 2,500

Total raised: \$1.1B
Valuation: \$7.1B

Company Description

UiPath is a software platform designed to deliver fast and reliable robotic process automation (RPA) that enhances business performance. The company's software seeks to eradicate tedious, redundant tasks, and let software robots do the grunt work. UiPath provides a state-of-the-art platform for software robot orchestration and enables companies to develop an agile robotic workforce.

News & Announcements

- 6/24/2019 Mentioned in TechCrunch article, "Gartner finds RPA is fastest growing market in enterprise software."
- 6/4/2019 Unveiled public preview of cloud-based enterprise RPA platform.
- 6/2/2019 Announced partnership with BAE Systems to expedite machine learning adoption across the U.S. defense and intelligence communities.

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	4/30/2019	\$568.0
Series C	11/5/2018	\$265.0
Series B	3/2/2018	\$153.0
Series A	4/27/2017	\$30.0

Selected Investors

Accel, CapitalG, Coatue, Credo Ventures, Dragoneer Investment Group, Draper Esprit, Earlybird, GVentures, IVP, Kleiner Perkins, Madrona, Meritech, Plug and Play Tech Center, Sands Capital Ventures, Seedcamp, Senovo, Sequoia Capital, Wellington Drive Technologies

CEO, Co-Founders, Board Members

Daniel Dines, Co-Founder and CEO
 Marius Tîrcă, Co-Founder and CTO
 Ondrej Bartos, Co-Founder and Partner, Credo Ventures
 Carl Eschenbach, Partner, Sequoia
 Philippe Laffont, Founder, Coatue
 Luciana Lixandru, Partner, Accel

Dan Lupu, Partner, Earlybird
 Tom Mendoza, Vice Chairman, NetApp
 Soma Somasegar, Managing Director, Madrona
 Laela Sturdy, Partner, CapitalG
 Richard Wong, Partner, Accel

Source: Wing, Pitchbook, company website



100% Remote
zapier.com

Web application and
workflow automation

Founded: 2011
Employees: 224

Total raised: \$1.3M

Company Description

Zapier is an online tool that connects over 1,500 work apps and eliminates busywork by automating manual, repetitive tasks.

News & Announcements

- 4/10/2019 Featured in Forbes article, "Zapier Is the Web service that will make your productivity soar."
- 9/13/2018 Featured in Forbes article, "Bringing it all together: how Zapier is making your productivity apps even more productive."
- 6/25/2018 Featured in PC Magazine article, "10 Zapier automations anyone can use in the workplace."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Seed	10/31/2012	\$1.3
Accelerator	6/20/2012	n/a

Selected Investors

Bessemer, Threshold/DFJ, Y Combinator

CEO, Co-Founders, Board Members

Wade Foster, Co-Founder and CEO
 Bryan Helmig, Co-Founder and CTO
 Mike Knoop, Co-Founder and CPO

Source: Wing, Pitchbook, company website