



WHY: Empower customers to realize the benefits of open and accessible software defined infrastructure

HOW: DivvyCloud provides enterprises with an extensible platform that autonomously enforces governance, security, and compliance policies

Who is DivvyCloud



XXX ARR
XX



Low churn

We have only lost 1 enterprise customer in 6 years



Fortune 500

Of our 34 customers 12 are in the Fortune 500



Capital Efficient

We have raised \$10M over the life of the company



50 Employees

Majority of the company is based in Washington D.C.



Strong ACV Growth
Across all customers we have 173k ACV



Fannie Mae



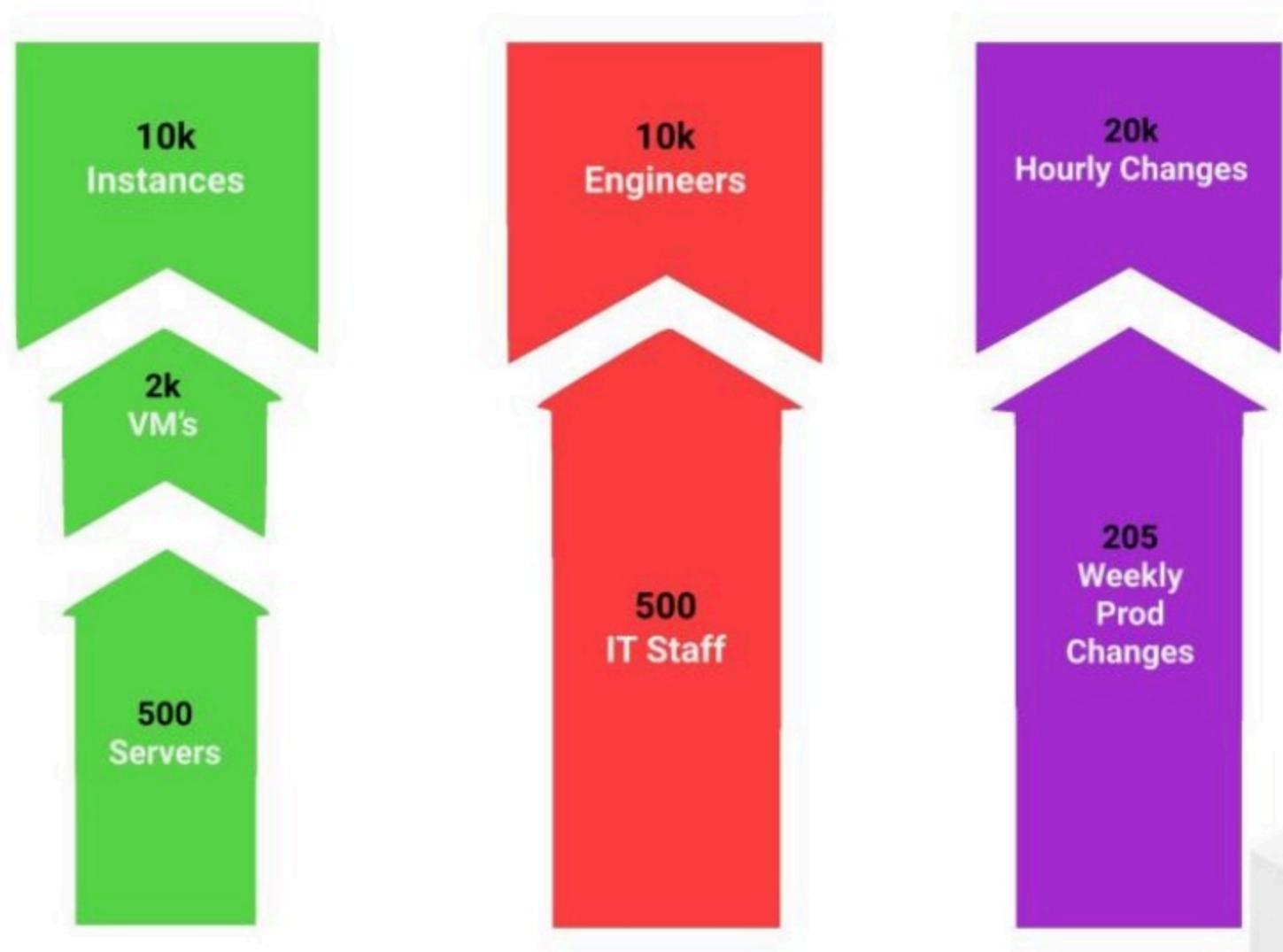
Leadership

- ◆ 01 Brian Johnson – CEO/Co-Founder
- ◆ 02 Chris DeRamus – CTO/Co-Founder
- ◆ 03 Peter Scott – COO/CFO
- ◆ 04 Chris Hertz – CRO
- ◆ 05 Jeremy Snyder – VP of Sales
- ◆ 06 Scott Totman – VP of Engineering



Business transformation problem

Operating at Scale is not just a technology problem.





“I am not a security guard, I am a security monitor. I only notify people when there is a robbery. There is a robbery..”

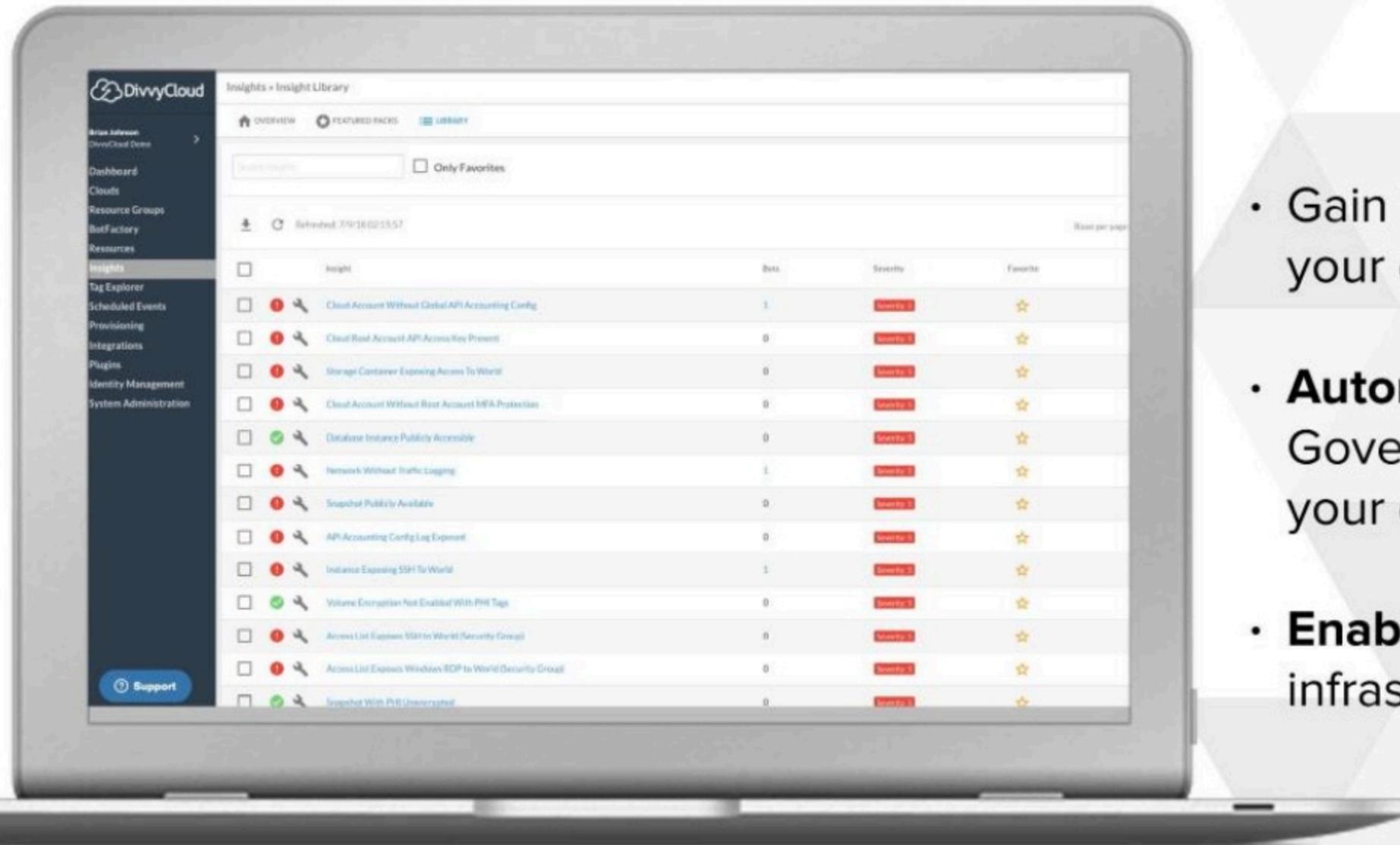
Freedom is Good -||- Chaos is Bad

The rate of change and the dynamic nature of cloud infrastructure has outstripped human capacity to analyze and react.

Today's Infrastructure monitoring and reporting tools just don't cut it anymore

Automated Guard Rails for your Cloud Environment

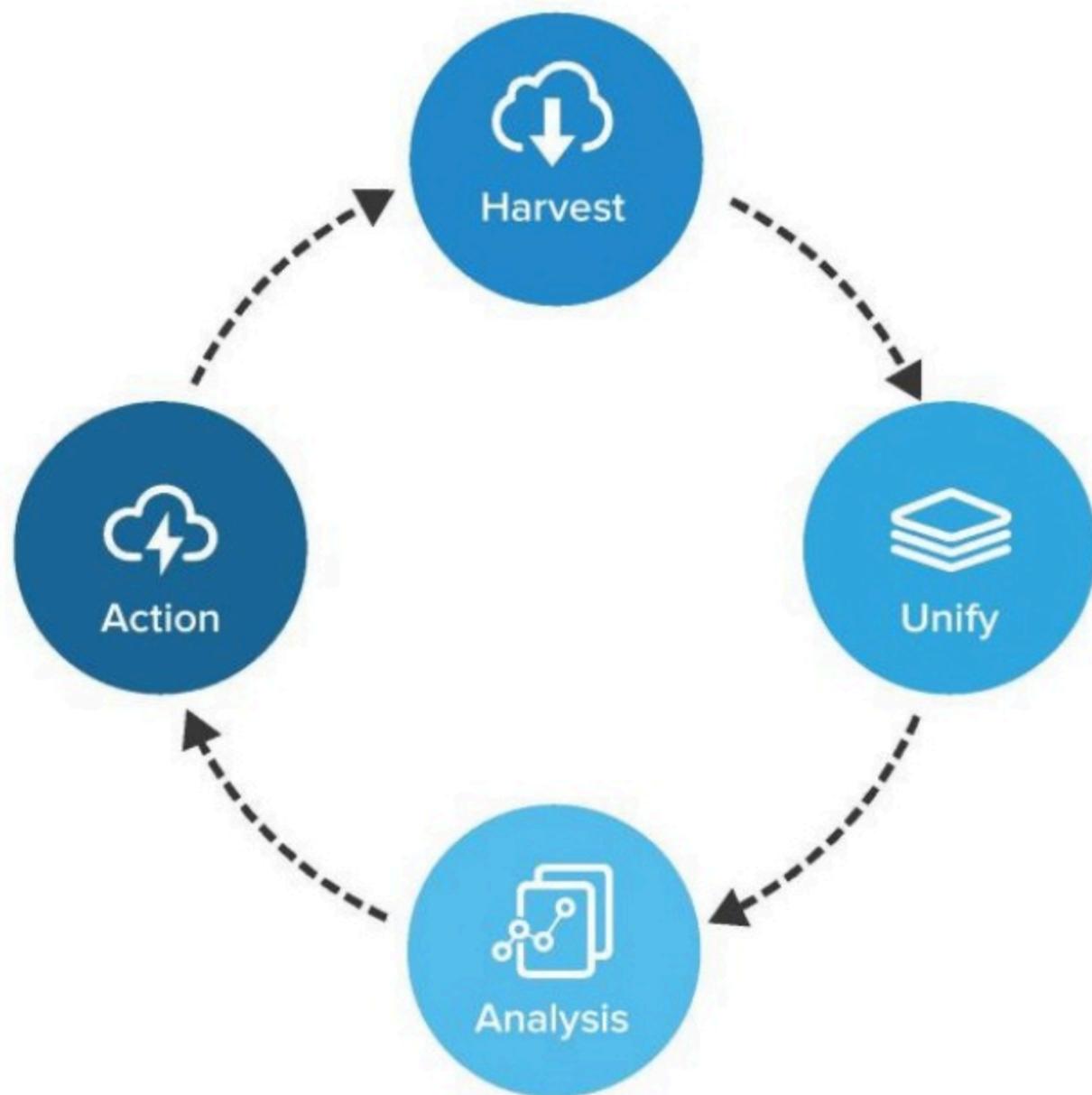
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- Gain in-depth, realtime **visibility** across your dynamic cloud infrastructure
- **Autonomously** enforce security, Governance, compliance polices across your entire environment
- **Enable productivity** of self-service infrastructure, while remaining in control

How does it work

Analyze cloud infrastructure in real-time and react to change based on enterprise defined policies (Bots) that are built using BotFactory



Harvest

Pervasively harvest data using cloud native API endpoints.



Unify

Convert infrastructure data into standardized data model



Analysis

Analyze unified data and identify change in cloud infrastructure



Action

Take action to notify, record, and ultimately correct non-compliant resources

Use Cases



Governance

- Single Pane of glass
- Unified Data Platform
- Data Export
- Unified control plane
- Tag Policy



Security

- Network security
- Identity Access Management
- Data Protection
- Data Leakage Protection
- Resource/Region Whitelist



Compliance

- PCI-DSS
- HIPAA
- CIS
- NIST 800-53
- More..

Differentiation

Action

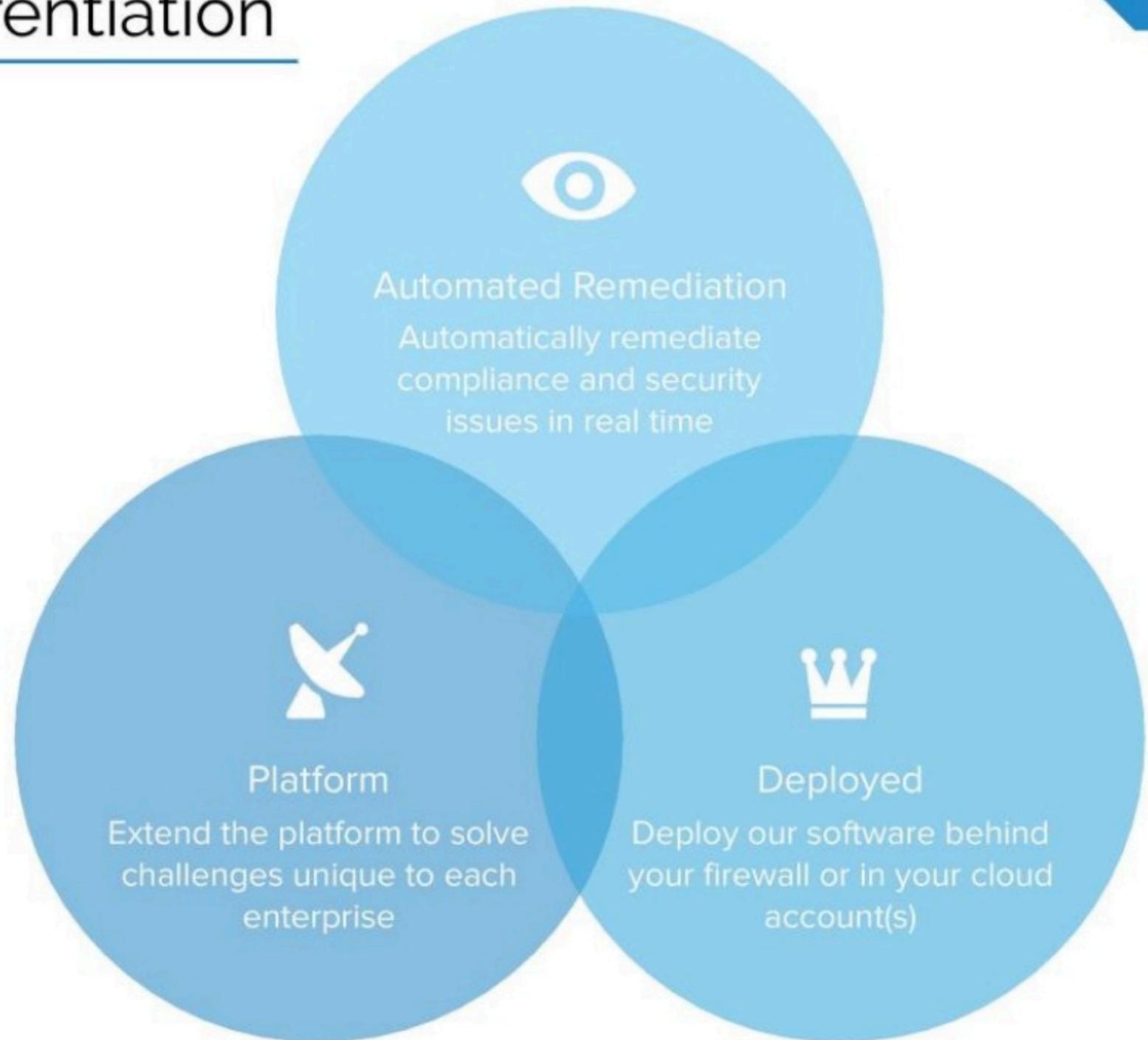
User defined policy and **autonomous remediation** allows our customers to keep up with the rapid pace of change in the cloud

Platform

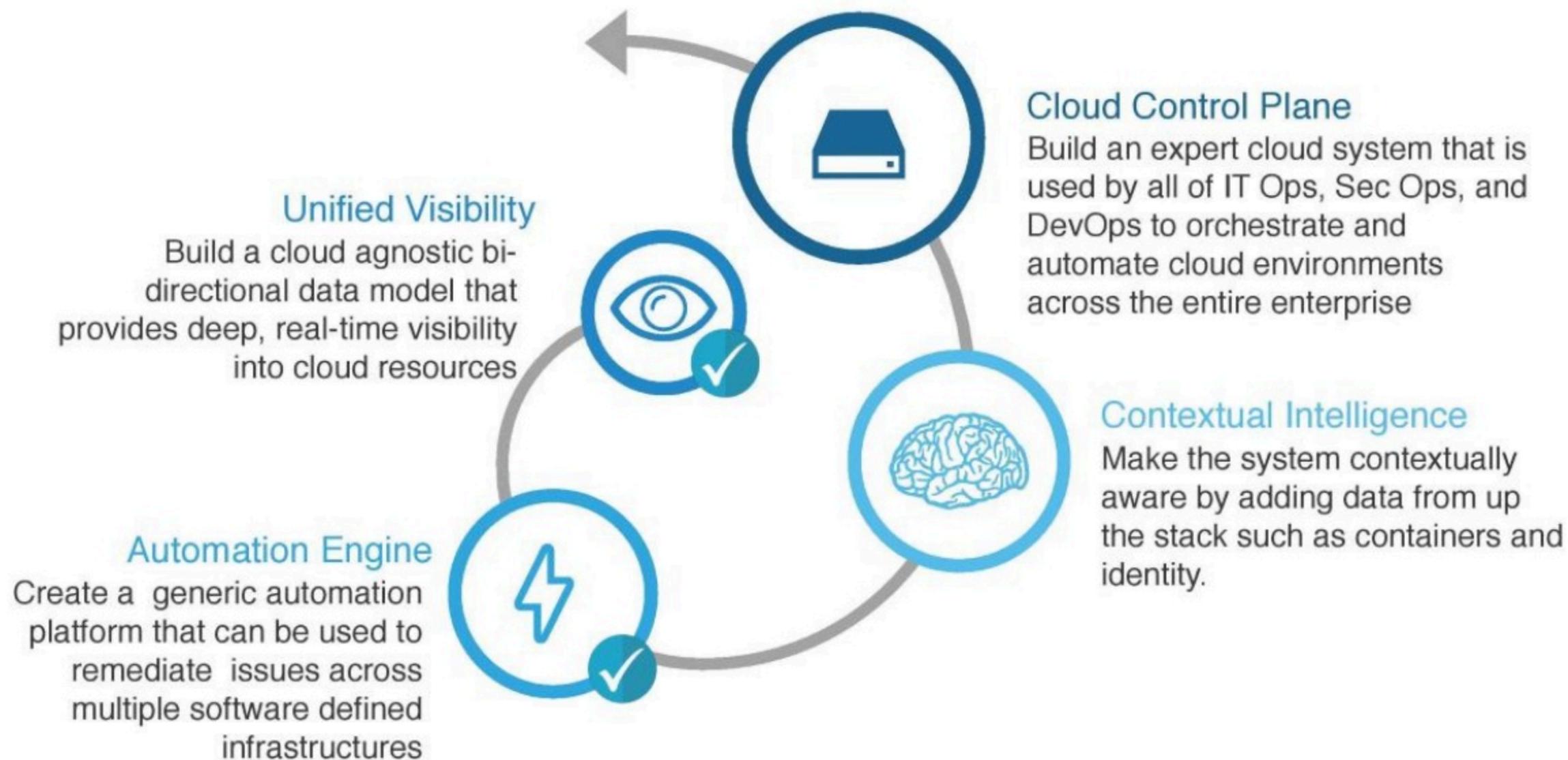
Extensive platform first approach provides our customers with the ability **customize** the software to meet the unique challenges of each enterprise.

Deployed

Our solution is containerized and easily deployable, providing our customers with a **secure**, extensible, and **flexible** solution.



We are Just getting Started



Our Raise

Enterprises Sales

Continue to grow direct and channel sales

Innovation

Add more data to enable platform to be contextually intelligent

Marketing

Increase customer awareness through ABM, events, and brand

Product

Focus on productization of known use cases



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