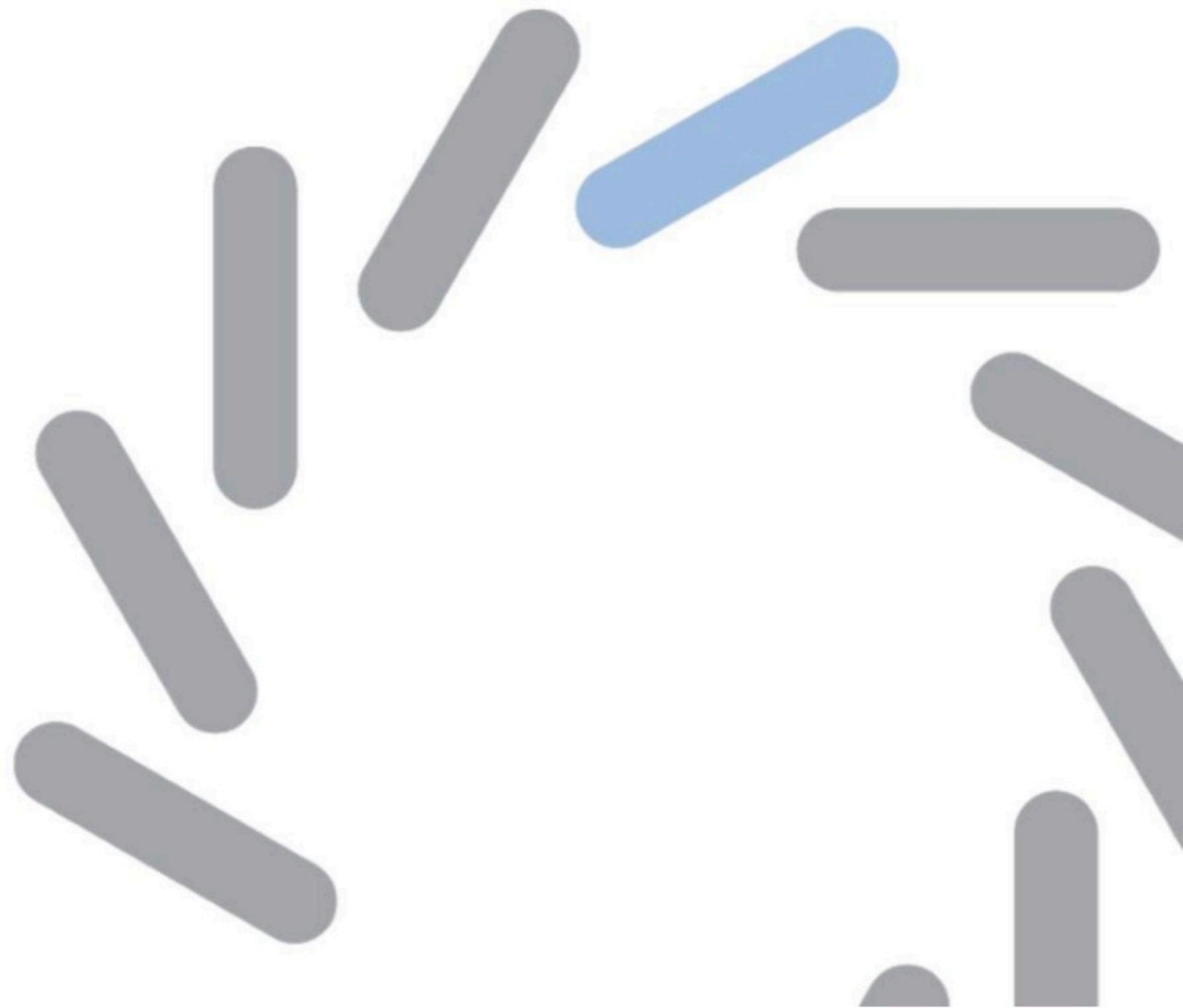




# DOMINO DATA LAB

Q1 2020

**CONFIDENTIAL**





Enterprises will spend \$60B on  
AI/ML this year, *excluding salaries*



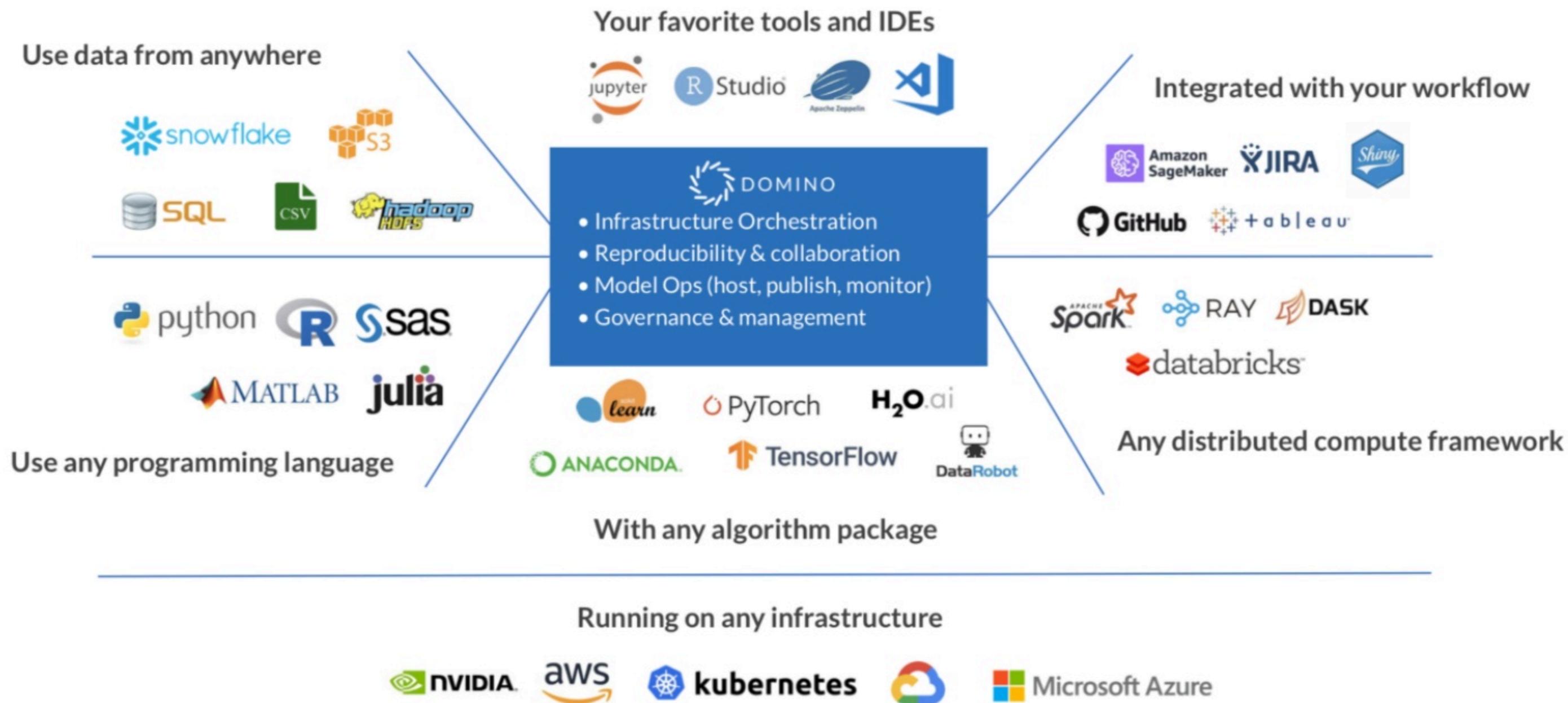
But it's *a mess* of disorganized people, tools, and infrastructure

That creates the **only** large,  
greenfield system-of-record  
opportunity in enterprise software

Domino is the only  
**open system of record**  
for enterprise AI/ML

# Domino is “The center of the enterprise ML ecosystem”

The gateway to ML infrastructure and the system of record for work



# The leading data science platform

FORRESTER®

Notebook-based Predictive Analytics and ML Solutions

Gartner®

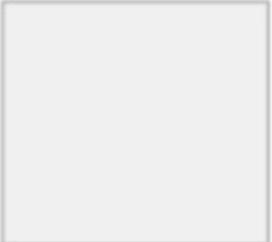
Magic Quadrant Visionary on Data Science and ML Platforms



“Domino successfully enables enterprises in their industrial-strength deployments.

Reference customer scores for support and service was among the highest of all vendors evaluated.

As the center of the enterprise ML ecosystem, Domino's open architecture helps consolidate all data science assets and workloads within a single platform.



# With Domino, [COMPANY] dramatically increased rate of seed testing

Initial Deal: 500k ACV  
Today: 2.4M ACV

**2016:** Initial deal for Data Science Center of Excellence

**2017:** Organic expansion across multiple separate business units

**2018:** Firm-wide platform on Domino

## Why Domino:

- Flexibility to support diverse types of analysis
- Unique reproducibility & collaboration capabilities
- Most powerful infrastructure orchestration, accelerates research and data scientists' productivity

# Case study: A major health insurance company – \$1.2M ACV

## **Problem:**

- Chief Analytics Officer needed “workforce orchestration” (knowledge management, process consistency, governance) for 1000+ researchers
- IT leaders needed to stop “shadow IT” among data scientists

## **Evaluation:**

- Formal RFP and bakeoff, looked at everything in the market

## **Why Domino:**

- Most diverse tool and compute support, necessary for large, heterogeneous research org
- Most advanced security functionality
- Best knowledge management solution

# A large, growing market

## Today

- ~2M data scientists globally
- \$12B market

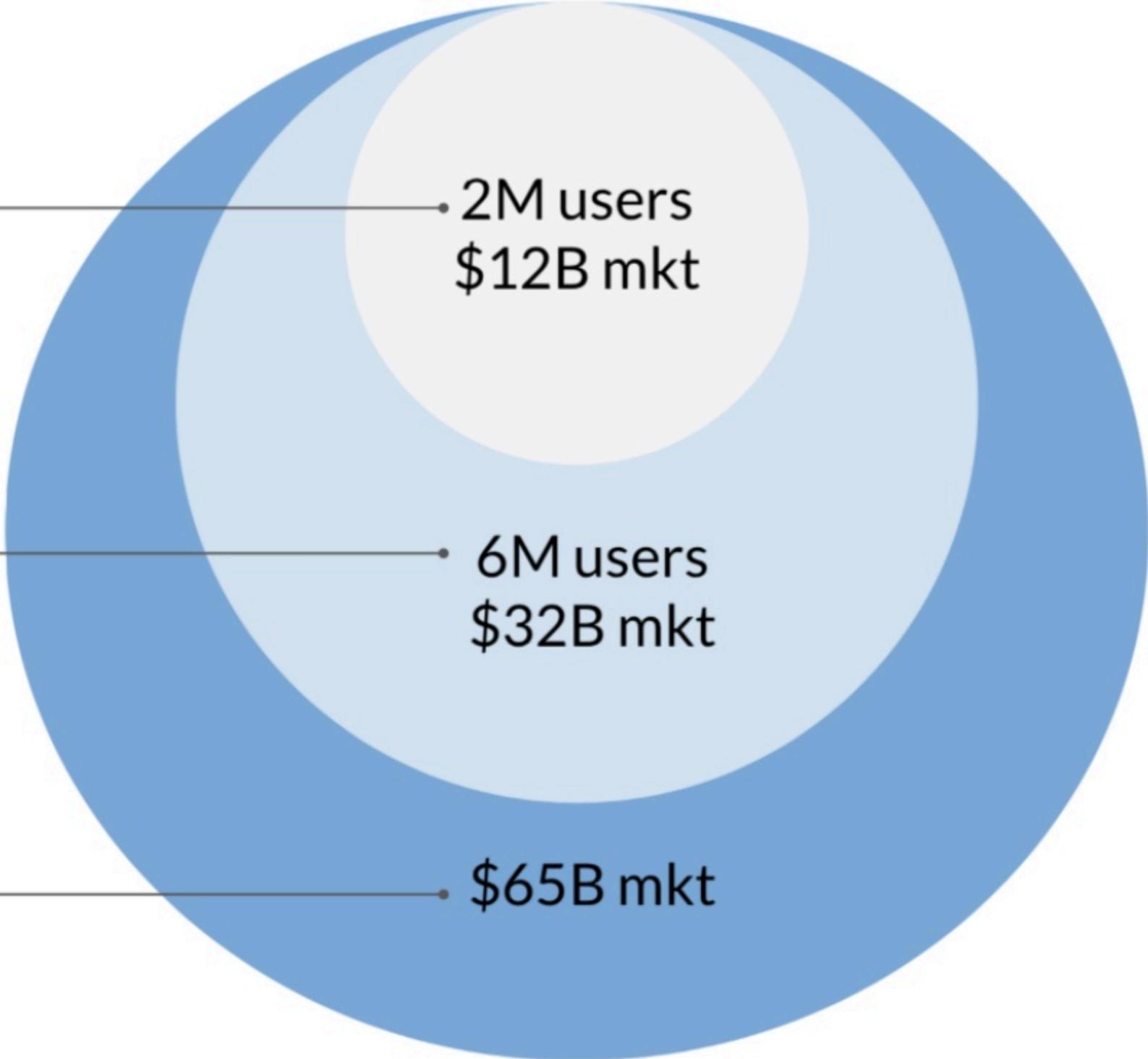
## 5 years of user growth\*

- ~6M potential users
- \$30B market

\* Data science jobs growing at 36% y/y

## New products, pricing and packaging

Capture value from additional use cases and new products



# Every enterprise will depend on Domino – Many already do

**3 of top 5**  
ratings  
agencies

**5 F500 US**  
manufacturers

## **20% of the Fortune 100**

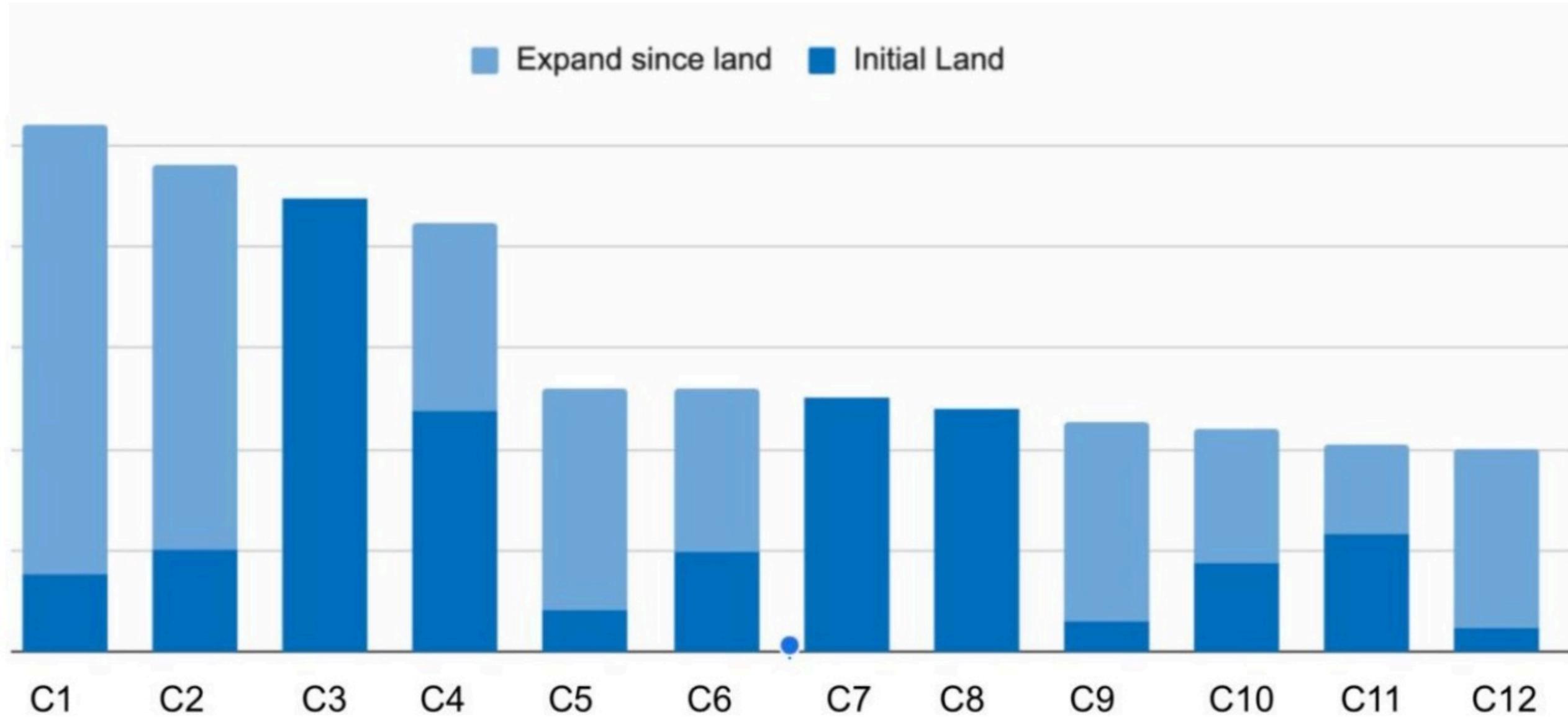
**2 of top 5**  
Healthcare  
companies

**8 of the largest**  
global banks and  
financial services  
organizations

**4 of top 10**  
pharma  
companies

**6 of the largest**  
global insurance  
companies

# Land vs expand at some of our \$X M+ customers



# High net retention and LTV driven by customer satisfaction



Gross churn in FY20

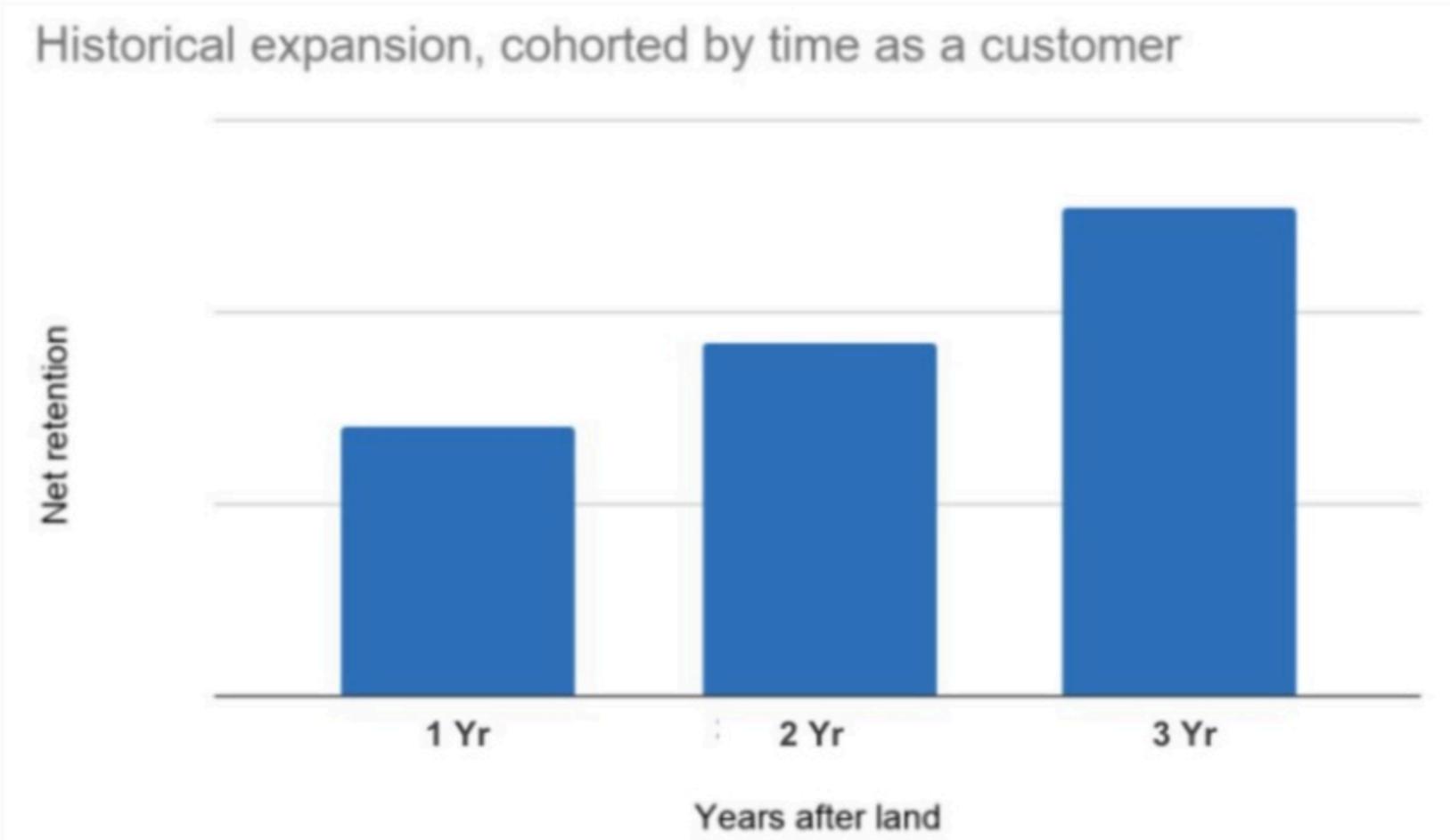


Net retention in FY20



“Domino’s reference customer score for support and service was among the highest of all vendors evaluated.”

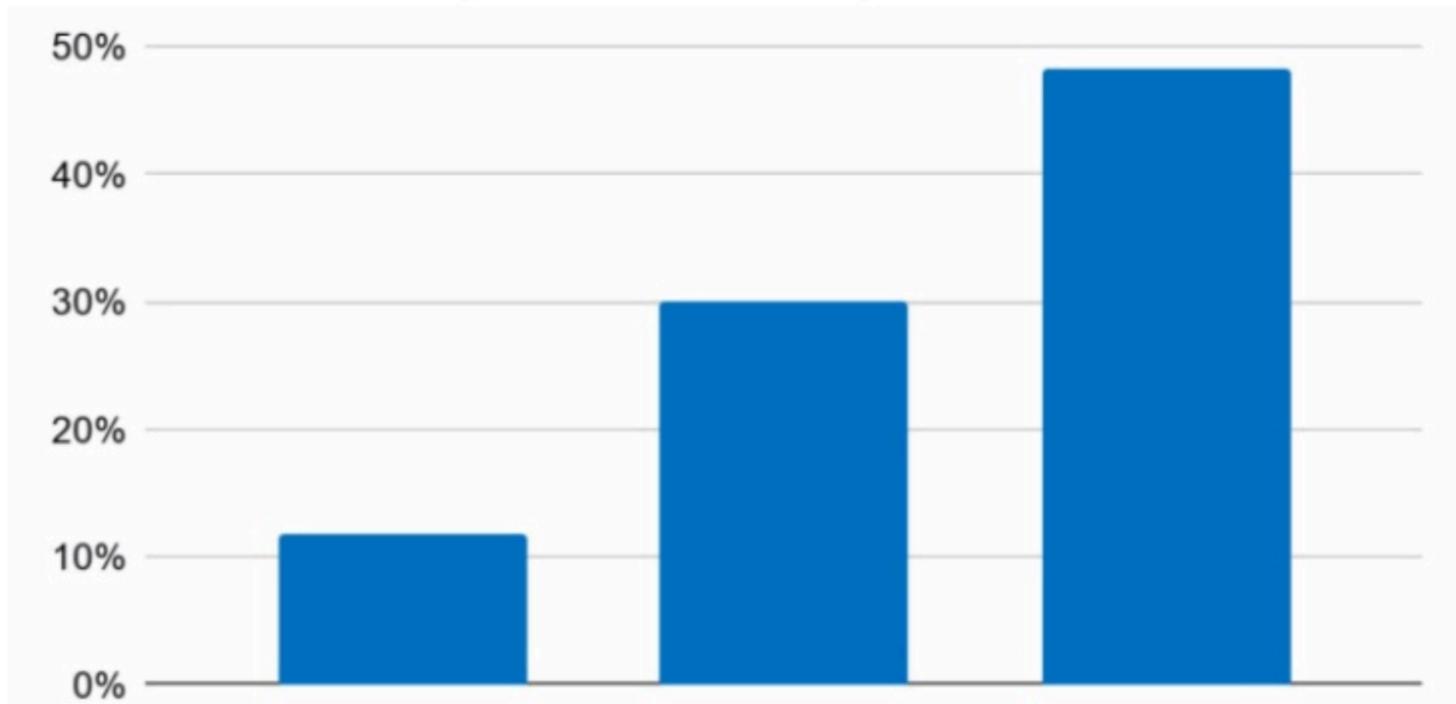
– Gartner 2020 Magic Quadrant on DSML Platforms



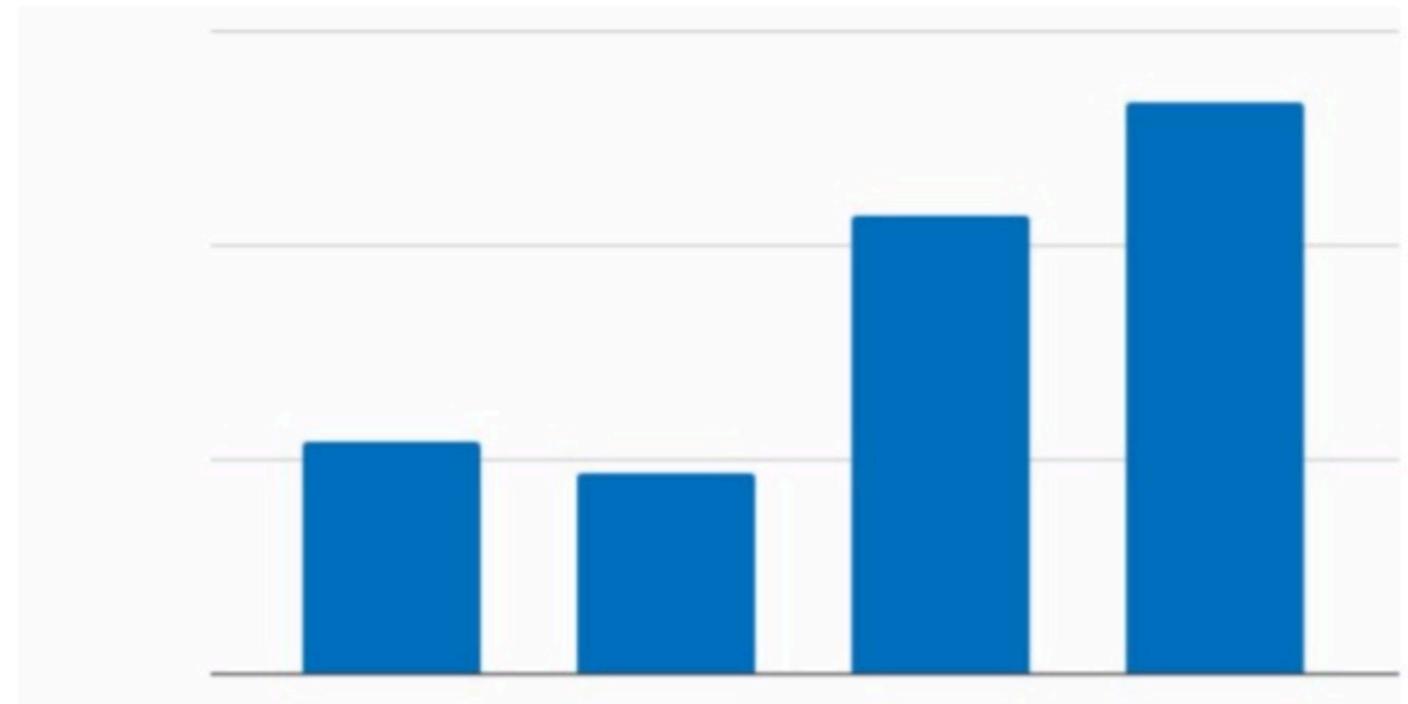
# Market is maturing rapidly

ASP increasing as companies budget for data science platforms and IT leadership drives purchasing

% of wins that originated from budgeted initiatives



New Lands ASP



# In the last year, we built the team to scale



**Nick Elprin**  
CEO, Co-Founder  
Bridgewater



**Natalie McCullough**  
President & COO  
Microsoft, Service Source, McKinsey



**Chris Yang**  
CTO, Co-Founder  
Bridgewater



**Joseph Rozenfeld**  
SVP, Engineering  
Amazon, Captora, Tibco, Jaspersoft



**Jason McClelland**  
CMO  
Heroku (Salesforce), Adobe



**Dennis Sevilla**  
CFO  
Sunrun, Docusign,  
Salesforce



**Billy Waldman**  
VP of Product  
Samsara,  
Cisco (via Meraki),  
Lockheed Martin



**Dave Cole**  
Chief Customer Officer  
Acxiom, Lunexa,  
MicroStrategy