

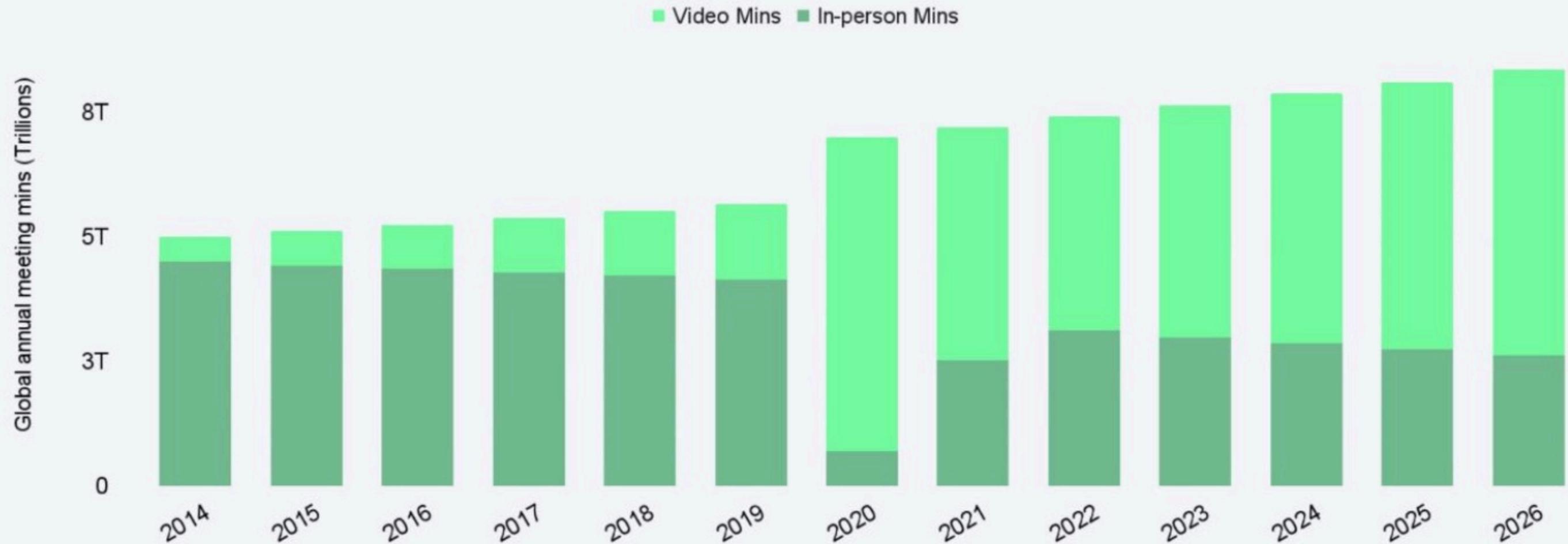
Grain

Turn Video Meetings in to Assets



Video meetings are the future.

COVID just accelerated the existing trend. [1]



[1] - <https://www.mckinsey.com/business-functions/organization/our-insights/what-executives-are-saying-about-the-future-of-hybrid-work>, <https://hbr.org/2014/05/your-scarcest-resource>

But current ways to leverage video meeting data really suck.

And nobody has time to sort the signal from the noise.

✘ Transcripts
are awful to
read.

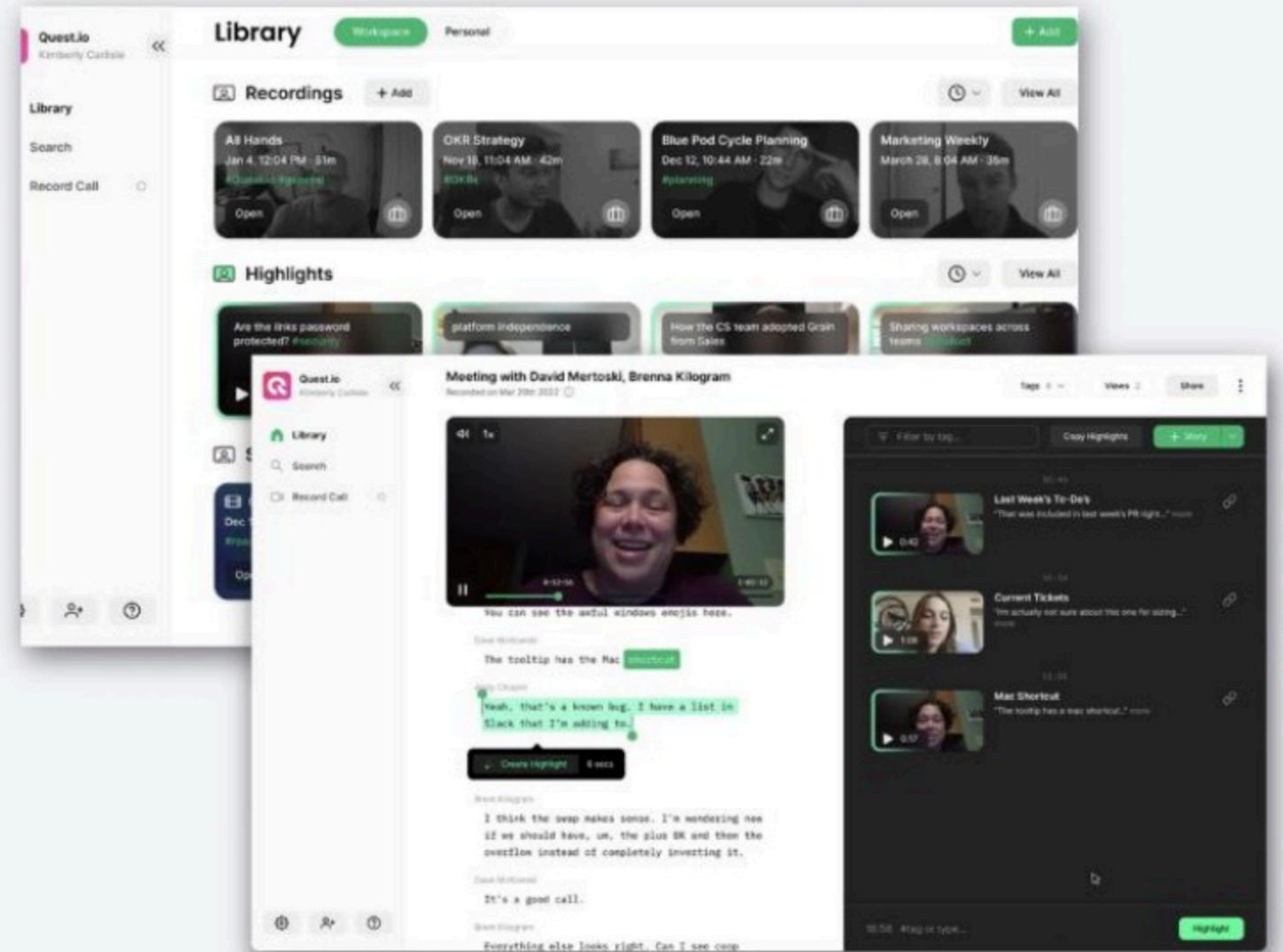
✘ Recordings
are too long
to rewatch.

✘ Video Libraries
are impossible
to search.

Grain unlocks the real value of video meeting data.

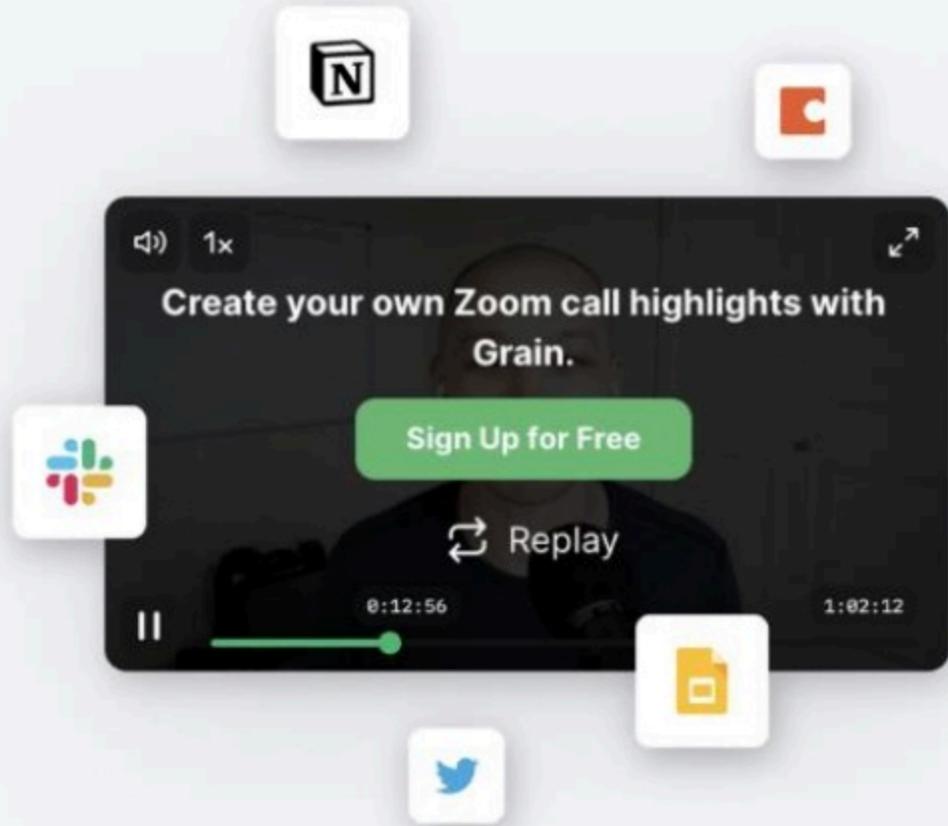
For teams to make the most of every conversation.

- ✓ **Record, Transcribe, and Clip Video:** capture key meeting moments and create powerful narratives from your meetings.
- ✓ **Share Everywhere:** bring video insights into your workflows to align teams.
- ✓ **Video Libraries for Every Team:** one place of organized and searchable customer, company, and market knowledge.

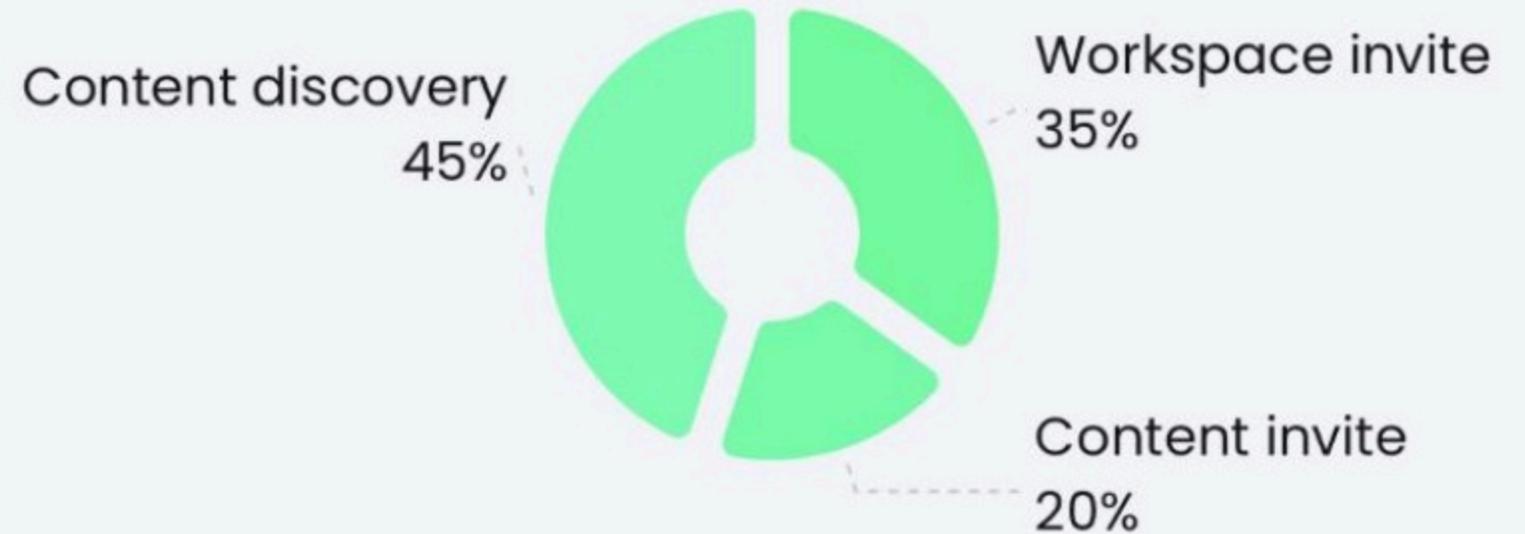


Every shared Grain video is an opportunity to acquire a new user.

Users share Grain videos in their internal team channels.



How Grain workspaces grow:



Grain virally spreads across teams and throughout the entire company.

It becomes the centralized system for all video meeting data.

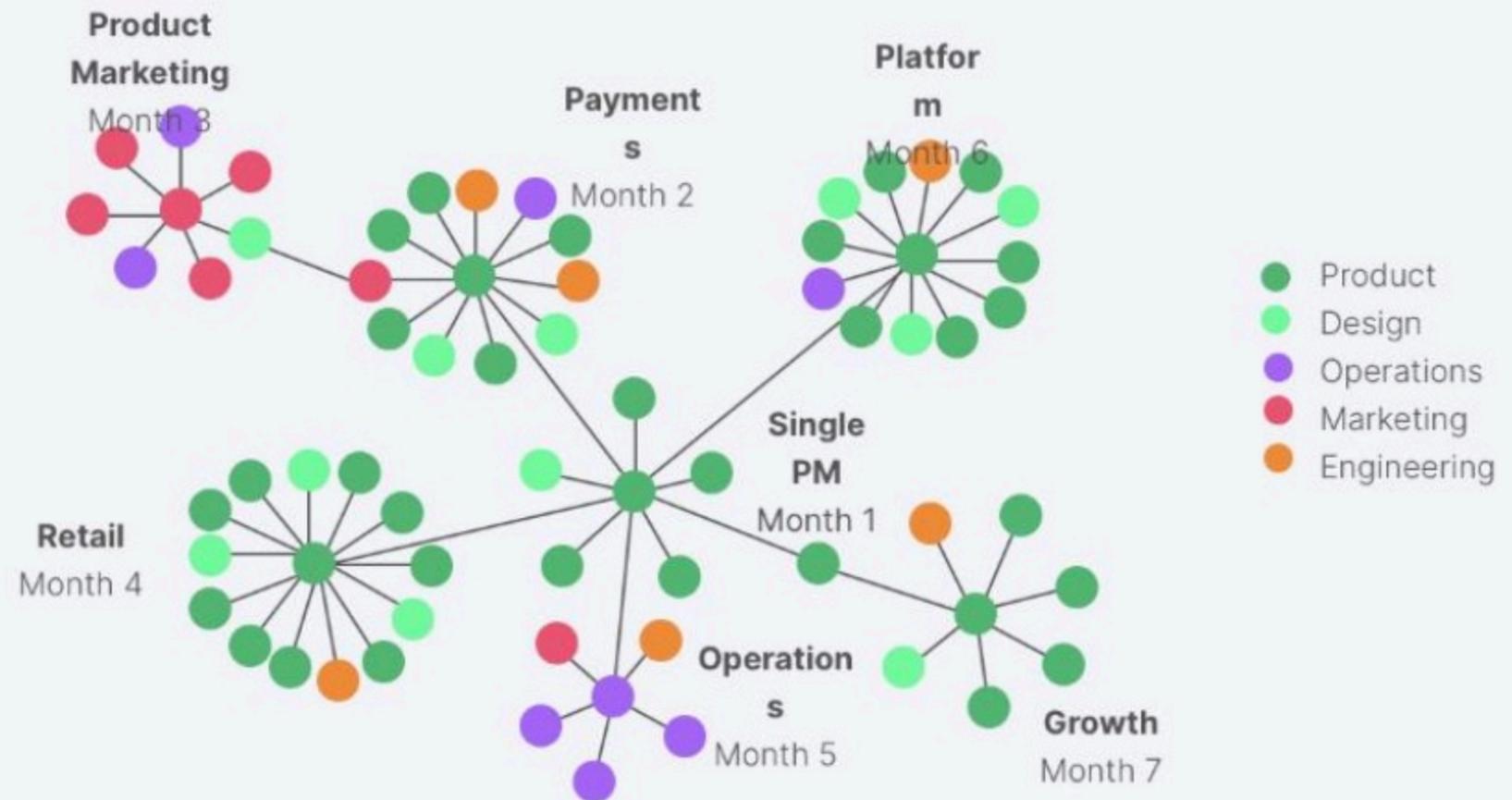
Logo Redacted

Case study

110 Total Users

55 Licensed Users

13% Org Penetration



Grain is already used by many of the best companies in the world.

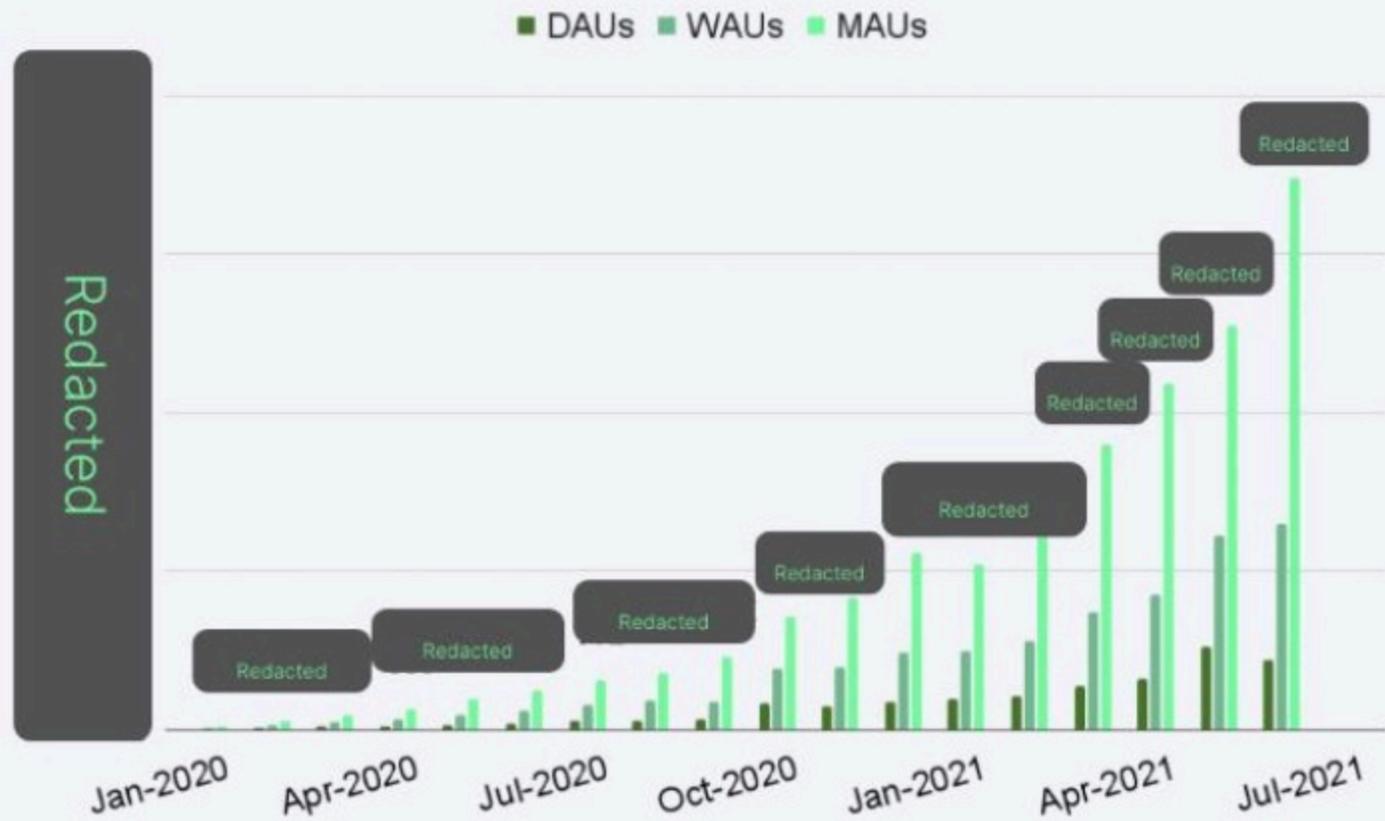
Single self-serve free users have already led to multiple five-figure mid-market contracts.



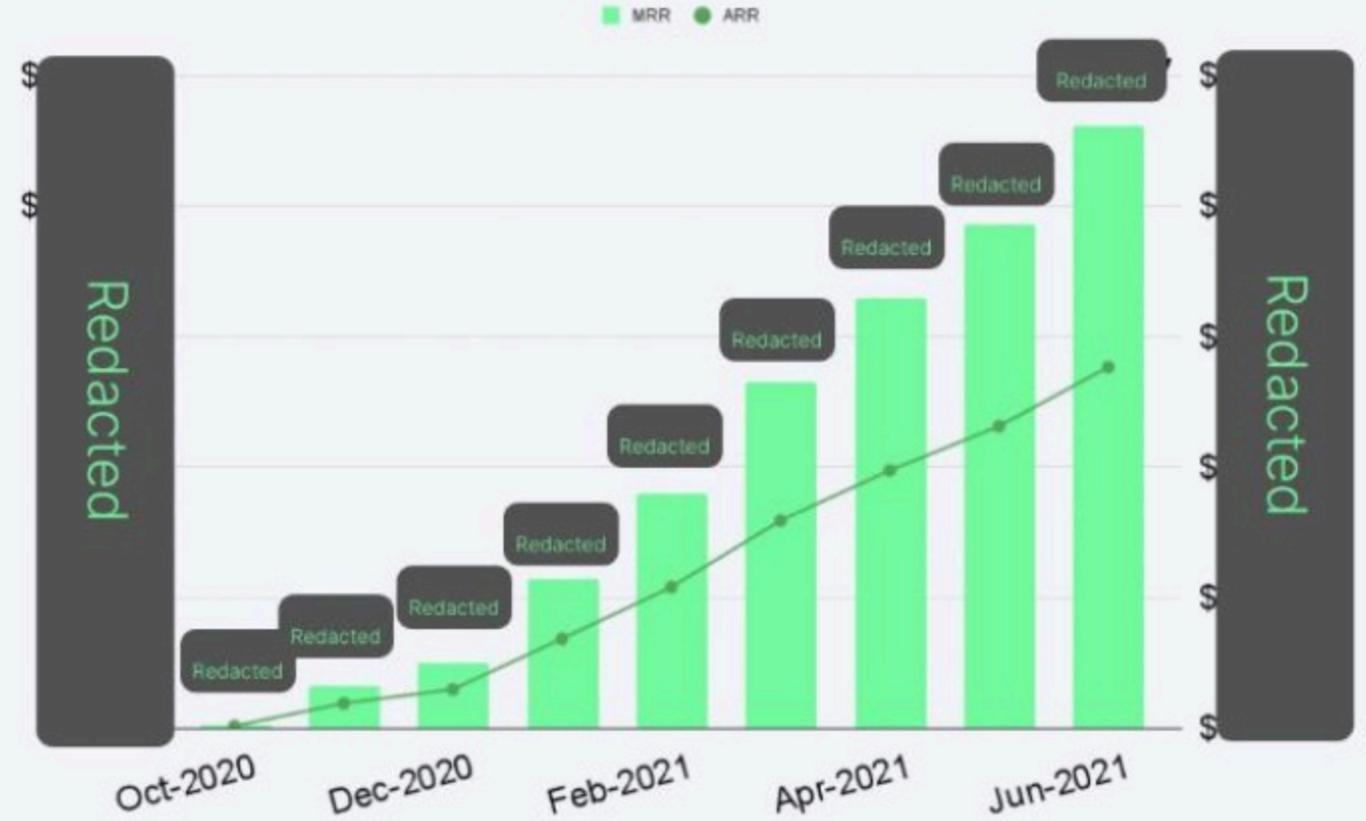
\$0 IN PAID ACQUISITION

Redacted Customer Logos

Our active usage and revenue have grown 20-30% month over month.



USAGE GREW 4.2X OVER THE LAST 6 MONTHS



MRR IS UP 5.2X SINCE JANUARY

And once we land, we quickly expand.

The more that teams use Grain, the more sticky and valuable it becomes.

Cohorted Revenue Retention for All Accounts

Date	M+0	M+1	M+2	M+3	M+4	M+5	M+6	M+7
Nov-2020	100%	113%	98%	98%	104%	111%	115%	108%
Dec-2020	100%	128%	128%	137%	137%	146%	146%	
Jan-2021	100%	83%	102%	102%	106%	106%		
Feb-2021	100%	109%	111%	115%	116%			
Mar-2021	100%	107%	111%	111%				
Apr-2021	100%	146%	143%					
May-2021	100%	104%						
Jun-2021	100%							

133% Net Dollar Retention*

~2% Logo & Rev Churn*

* for team workspaces with 2+ licenses, 114% overall NDR for all accounts

We are the team to define and own a brand new market category.



CEO

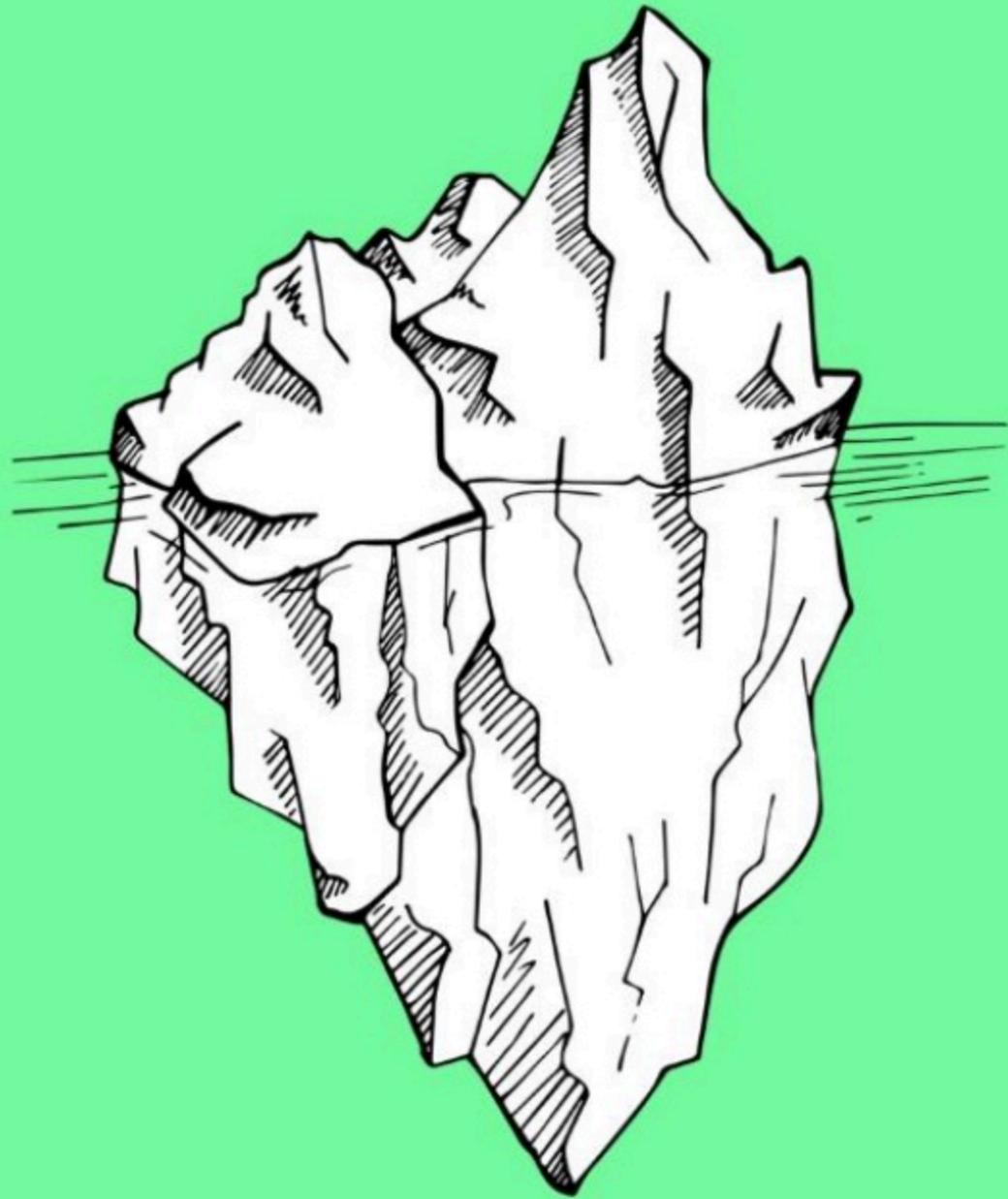
Previously co-founder of MissionU (acquired by WeWork) and Degreed (\$1.4B val).



CPO

First hire at Branch Metrics (\$2.2B val) and founding team at Mutual (+\$2M ARR).





Grain

Contact

Redacted



Browse the best pitch deck examples.

Brought to you by bestpitchdeck.com — the world's largest library of pitch decks: hundreds of winning presentations from leading startups, updated every week.

[Read more →](#)

Follow us [@pitchdecks](#)    

