

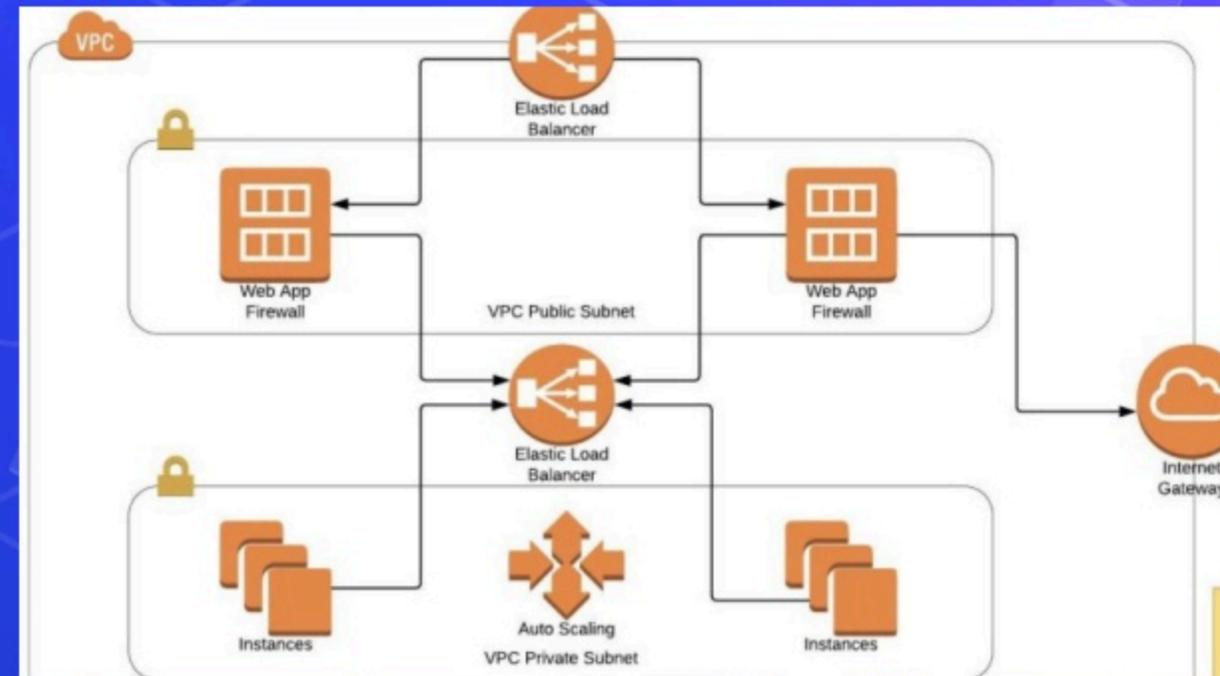
# N↑ NETMAKER

next-gen networking



# Modern networking is fundamentally flawed. Existing solutions brush the problems under the rug.

- Static
- Complex
- Insecure



Every year it's getting worse.



**In 10 years, network infrastructure will be virtualized with simple overlay networks.**

**No company will own networking hardware or configure complex networks.**

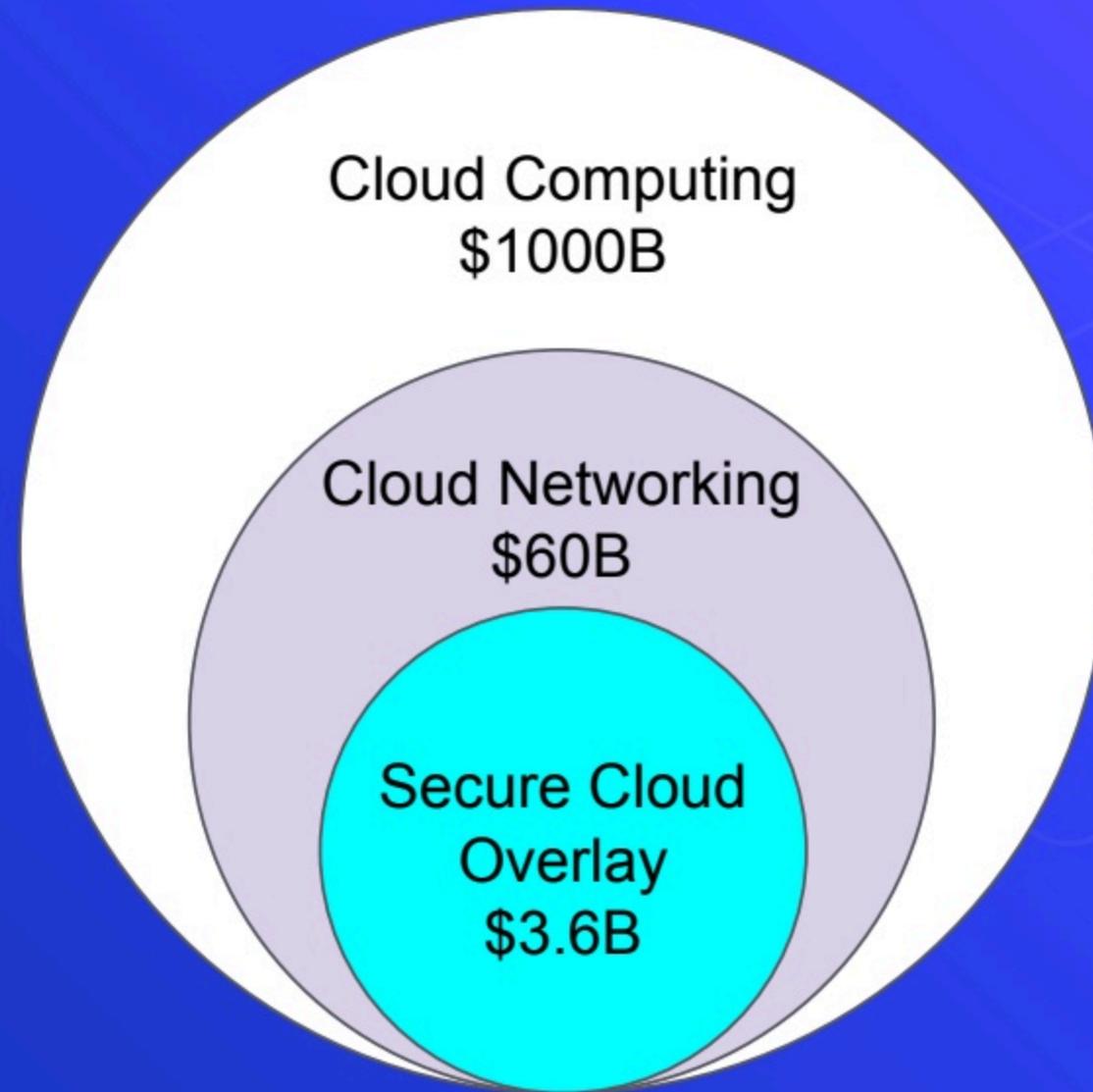


**Netmaker simplifies networking by securely connecting devices everywhere.**

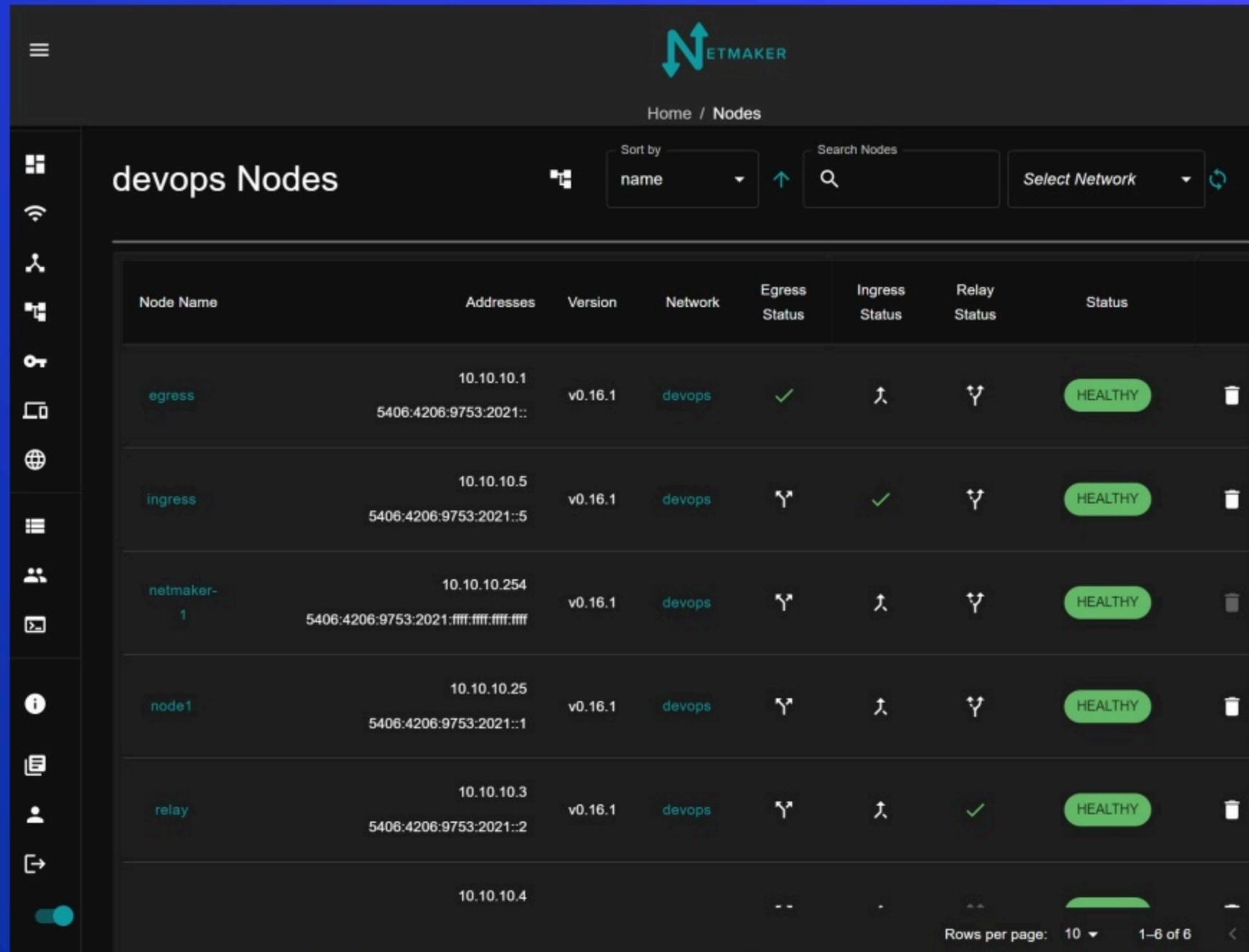
**The platform uses WireGuard, which makes it extremely fast, secure, and dynamic.**



# A \$3.6B market at the intersection of cloud security and cloud networking.



# A powerful networking platform



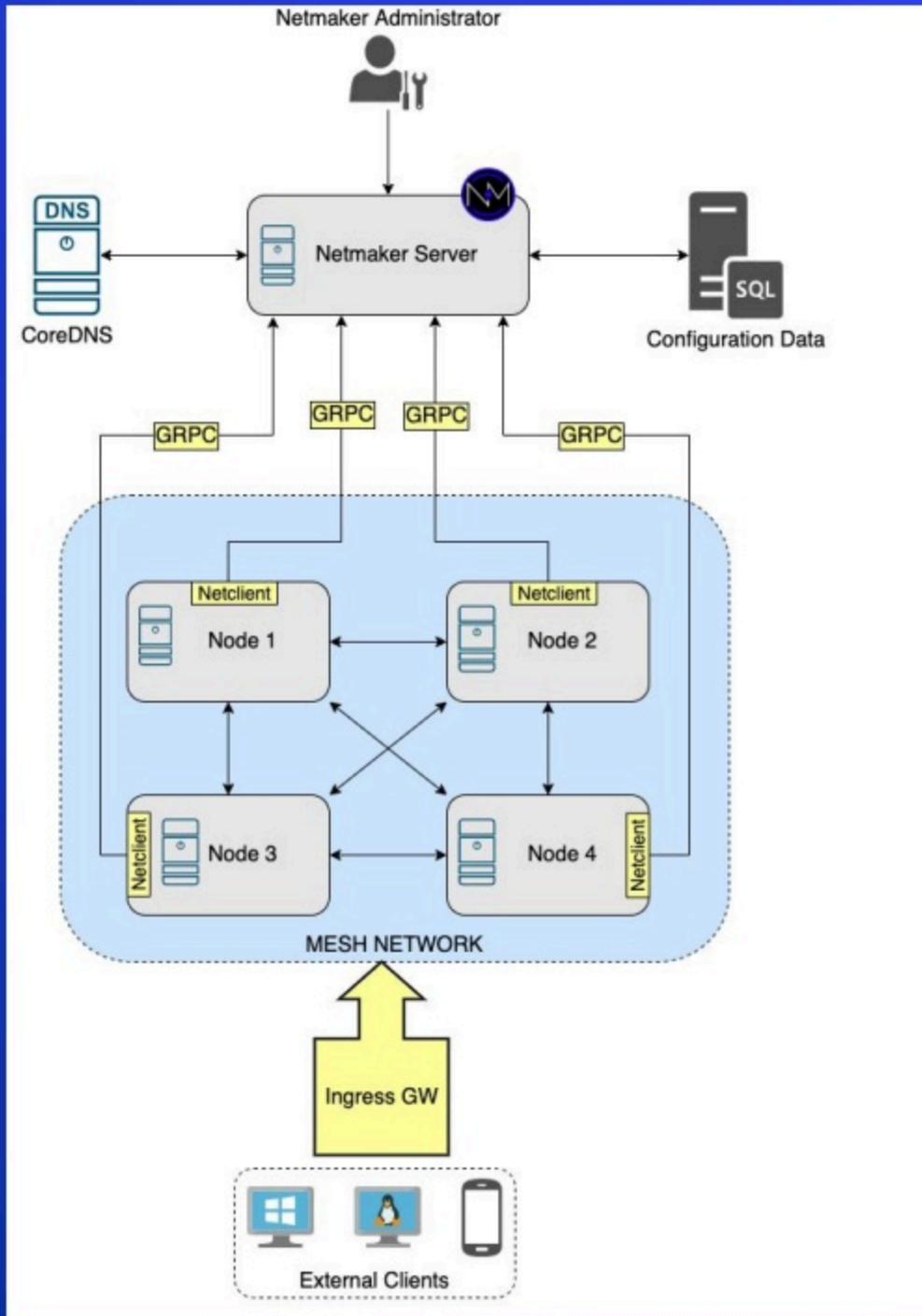
The screenshot displays the Netmaker web interface. At the top, the Netmaker logo is visible, along with a breadcrumb trail 'Home / Nodes'. Below this, the page title 'devops Nodes' is shown. A control bar includes a 'Sort by' dropdown set to 'name', a 'Search Nodes' input field, and a 'Select Network' dropdown. The main content is a table with the following columns: Node Name, Addresses, Version, Network, Egress Status, Ingress Status, Relay Status, and Status. The table lists six nodes, all of which are in a 'HEALTHY' state. A sidebar on the left contains various navigation icons, and a footer at the bottom right shows 'Rows per page: 10' and '1-6 of 6'.

Node Name	Addresses	Version	Network	Egress Status	Ingress Status	Relay Status	Status
egress	10.10.10.1 5406:4206:9753:2021::	v0.16.1	devops	✓	⤴	⤵	HEALTHY
ingress	10.10.10.5 5406:4206:9753:2021::5	v0.16.1	devops	⤴	✓	⤵	HEALTHY
netmaker-1	10.10.10.254 5406:4206:9753:2021:ffff:ffff:ffff:ffff	v0.16.1	devops	⤴	⤴	⤵	HEALTHY
node1	10.10.10.25 5406:4206:9753:2021::1	v0.16.1	devops	⤴	⤴	⤵	HEALTHY
relay	10.10.10.3 5406:4206:9753:2021::2	v0.16.1	devops	⤴	⤴	✓	HEALTHY
	10.10.10.4			--	-	--	HEALTHY

Easily create and manage virtual networks that span clouds, data centers, and edge environments.



# How it works

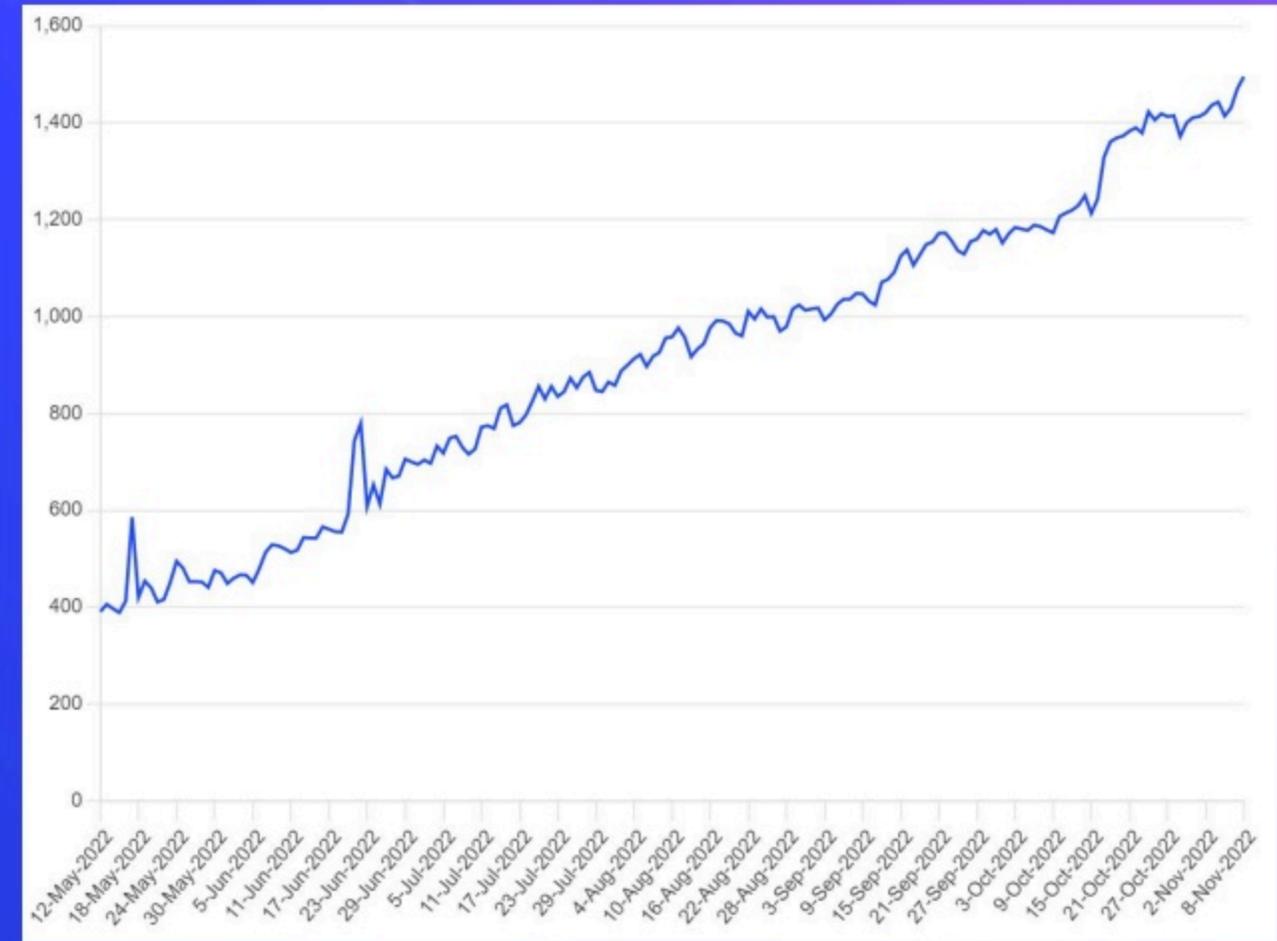


1. Admin manages networks via UI
2. Machines added with keys
3. Machines kept in sync by magic
4. Client devices hook in via gateway



# In active use on over 10,000 devices

- 1400+ production platforms
- 50% MoM growth for 6 months
- 1000 community members
- 5.5k stars on GitHub
- #3 fastest growing startup on GitHub in Q1, 2022\*



Production platform growth



# Open Core Model

**Current:** Source-available, self-hosted platform

- ❏ Focus on adoption
- ❏ Promote 1.0

**Next:** Closed Source Pro Version

- ❏ SMB spend of **redacted** /year
- ❏ Enterprise spend of **redacted** /year

**Redacted MRR by end of 2023:** 150 SMBs + 5 Enterprises



# Go to Market



## Start Free

- Build community & Iterate

## Add Enterprise

- Redundancy
- Metrics
- User ACLs

## Go SaaS

- Backups
- Network backbone



# Roadmap

2022	Q1			Q2			Q3			Q4		
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
	v0.10, v0.11, v0.12 <ul style="list-style-type: none"><li>• Message Queue</li><li>• Access Control Lists</li><li>• Binary Packaging</li></ul>			v0.13, v0.14 <ul style="list-style-type: none"><li>• ipv6 networks</li><li>• Client GUI</li></ul>			Enterprise Version (beta) <ul style="list-style-type: none"><li>• User Access Controls</li><li>• Network Metrics</li><li>• Failover Networks</li></ul>			1.0 release <ul style="list-style-type: none"><li>• Client proxy</li></ul>		
2023	Q1			Q2			Q3			Q4		
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
	SaaS Beta <ul style="list-style-type: none"><li>• C Client for IoT</li></ul>			SaaS Release <ul style="list-style-type: none"><li>• Kubernetes Integrations</li></ul>			Iterate <ul style="list-style-type: none"><li>• Client and Server Refactors</li><li>• 2.0 release</li></ul>			Redacted MRR		



# Netmaker is built for infra.

	 NETMAKER	 tailscale	 DEFINED NETWORKING (nebula)	 aviatrix
Creates Mesh VPNs	✓	✓	✓	
Uses Kernel WireGuard	✓			
Configures for Infrastructure	✓		✓	✓
>90% Speed of direct, unencrypted connections	✓			✓



# Technical Co-Founders

Alex



Dillon



- Worked together at IBM
- Managed teams for multi-cloud and k8s
- Helped secure millions in deals



A large, white, stylized letter 'N' is the central focus. The left vertical stroke of the 'N' is a downward-pointing arrow, and the right vertical stroke is an upward-pointing arrow. The diagonal stroke connects the top of the right arrow to the bottom of the left arrow.

# NETMAKER





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