To exit full screen, press esc

Business Productivity Automation

API Infrastructure for high value data and rapid application development.

We make the world more productive.

$2.86 Trillion
Lost in 2020 on repetitive tasks in US alone

We power the productivity in the world's best companies

CRM	ATS	Sales & Marketing Automation	Real Estate	Productivity	HR Tech	Auto Tech
FinTech	LegalTech	Cloud Communications	EdTech	Travel & Hospitality	Shipping & Logistics	Customer Support

Nylas

Trailing 12-month Snapshot

700+ Customers

+47,386
Developer Sign-ups

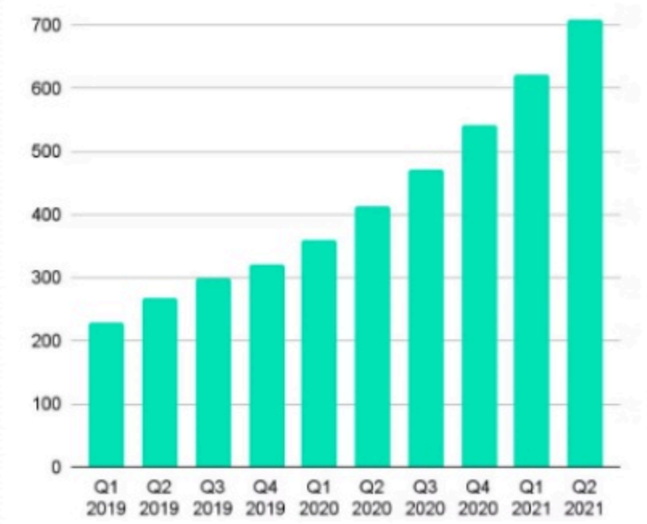
2B+ API requests daily

20TB+of data daily

171M+Unique
People Connected

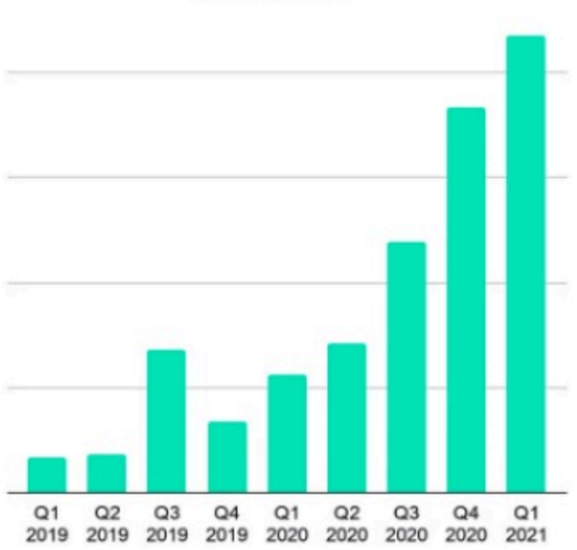
2X YoY

New Customers



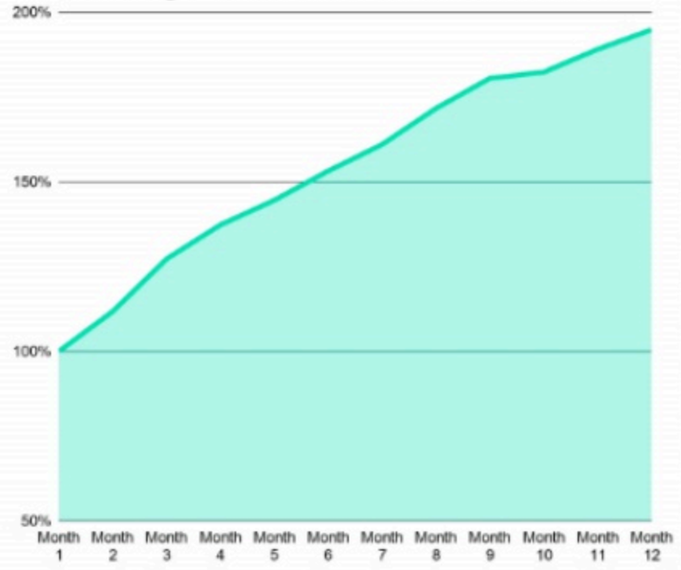
3X+ YoY

New ARR



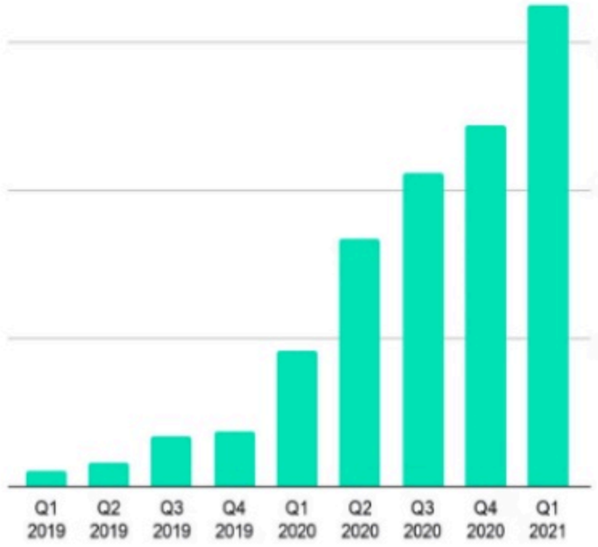
2X YoY

Average Customer Revenue Ramp



7X+ YoY

Developer Sign-Ups

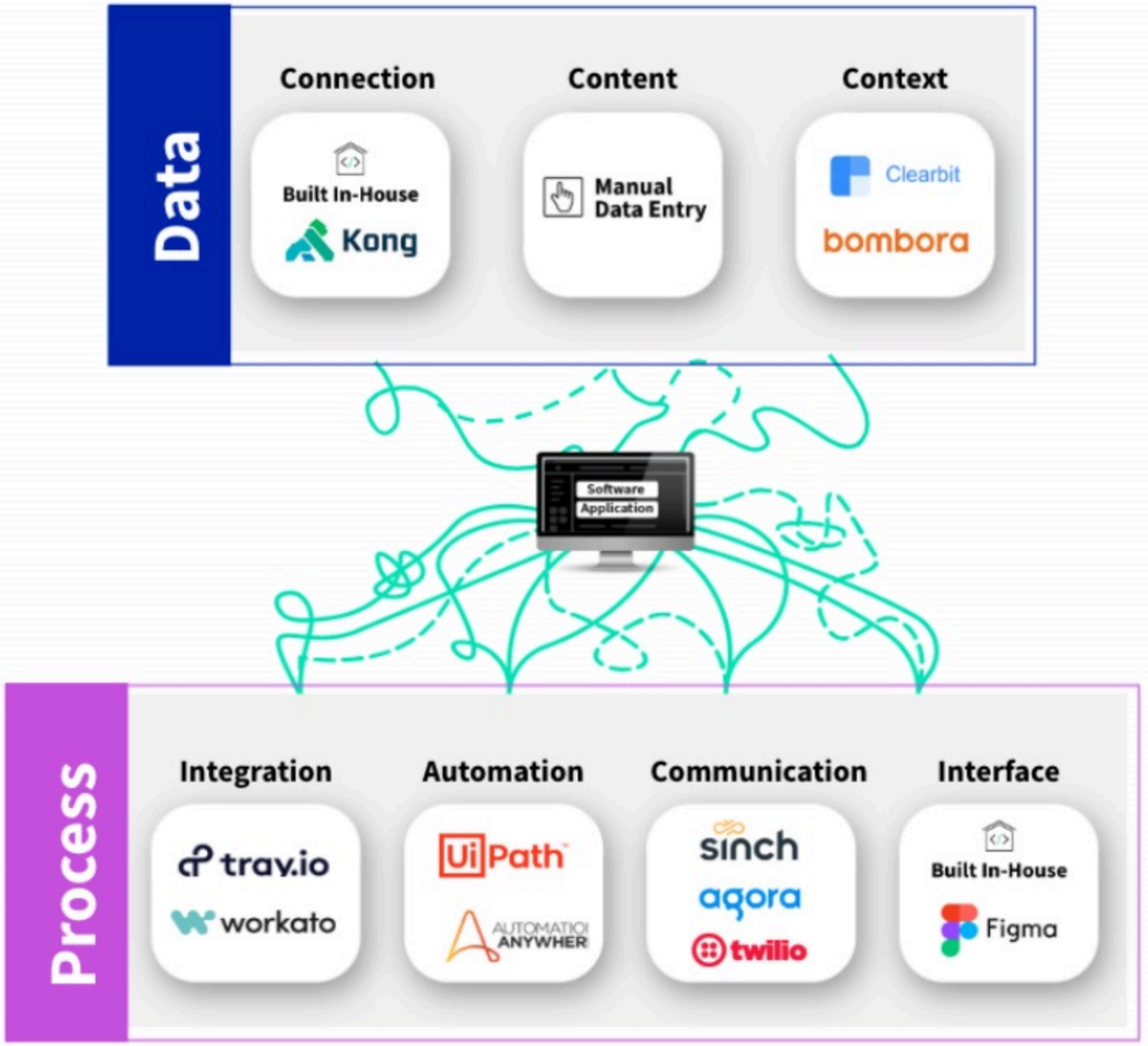


Developers currently spend years weaving together partial solutions.

Productivity is the outcome of **structured data** and **efficient process**.

Connecting and collecting data is easy. Putting data to work is hard.

Others are **limited** because they only solved the easiest technical problems.

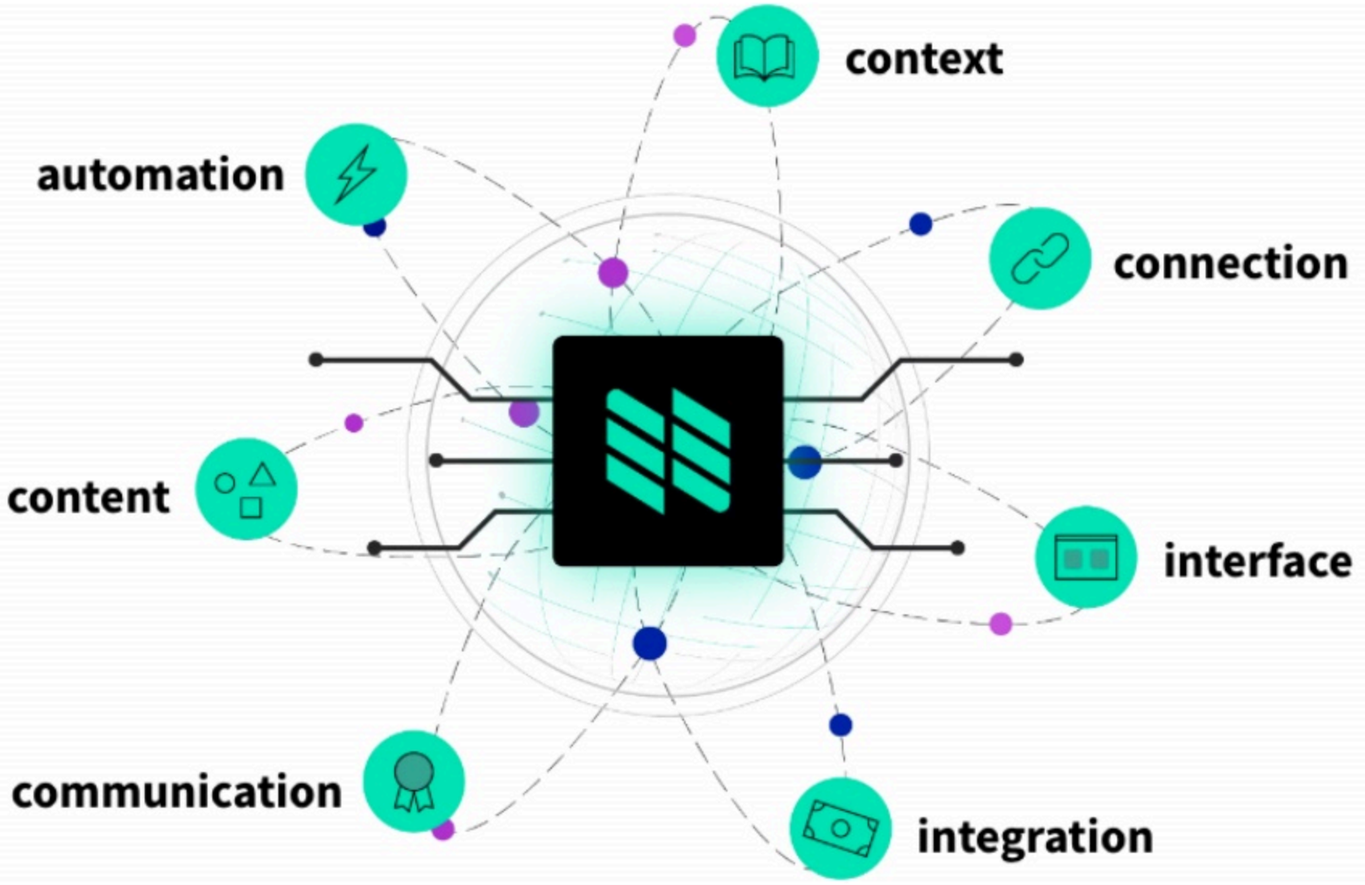


We give developers the useful data and the tools to put it to work.

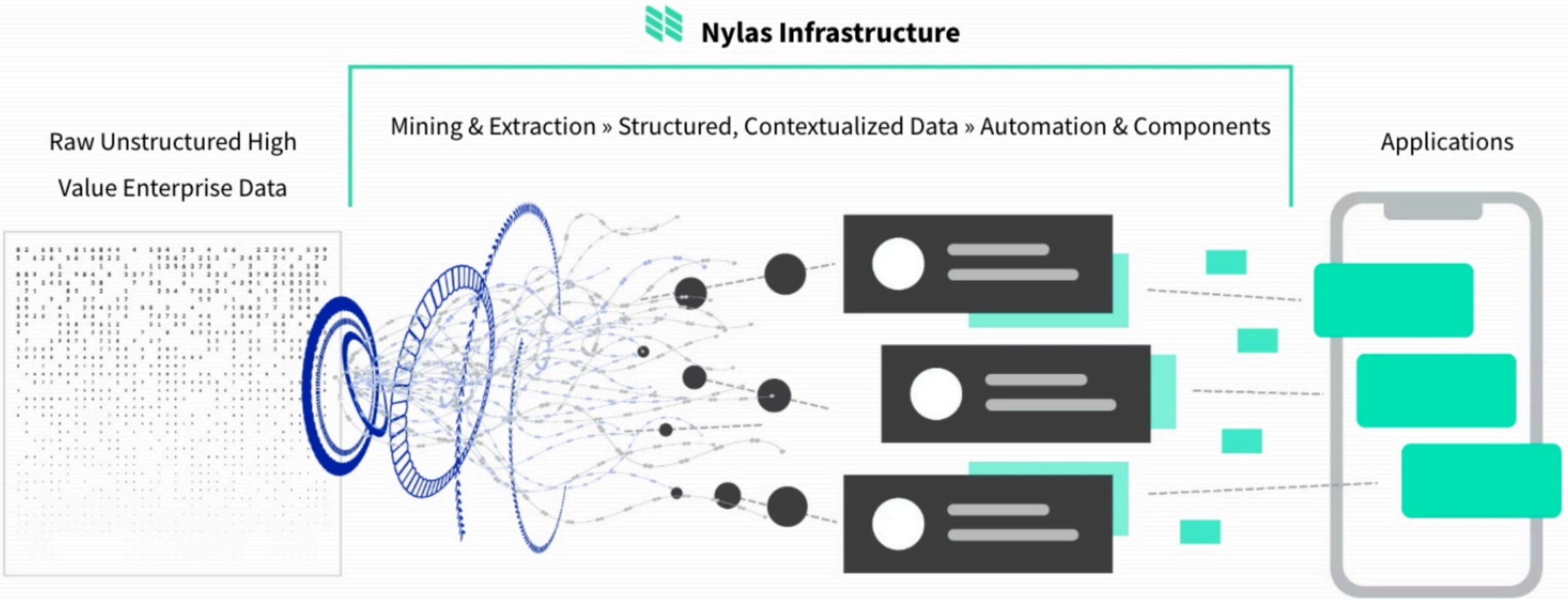
We built the hard thing first:
A Universal Data Engine.

We give developers the **extensible** data and process focused on the outcome of business **interactions**.

This allows us to power the
Future of Productivity.

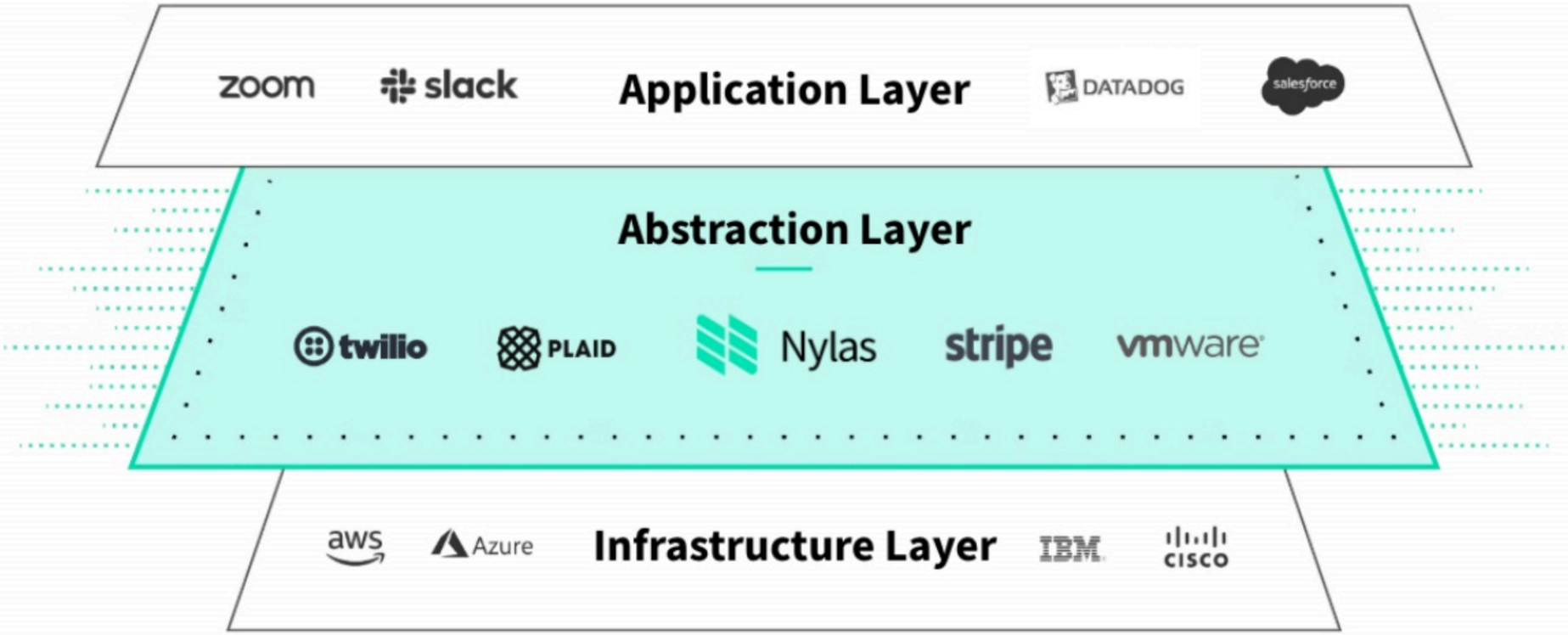


We’ve revolutionized the way business apps are built.



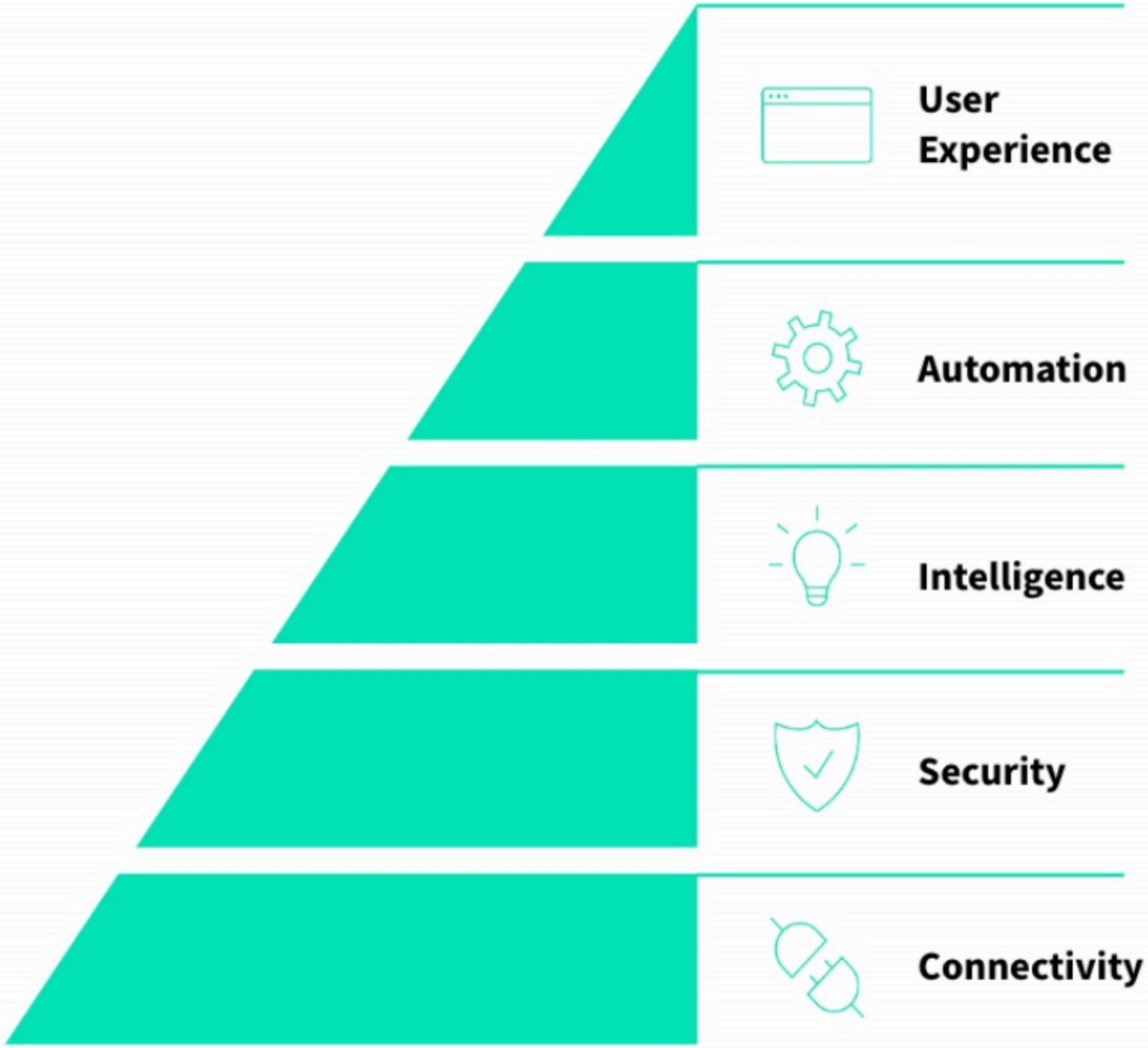
Nylas is democratizing productivity.

We want to own the means of software production



The last 10 years have been all about building the right application.
The next 10 years will be all about **owning the building blocks of software**.

The Nylas Platform



User Experience

Embed powerful front-end features via configurable UI/UX components.

Automation

Trigger intelligent workflows that eliminate time-consuming tasks.

Intelligence

Extract powerful insights from your customers' communications.

Security

Get pre-built security and compliance features that ensure your users' data is always safe and secure.

Connectivity

Access your customers' email, calendar, and contacts data through a single point of integration.

Example Recruiting Use Case

Before Nylas

Recruiter engages Candidate over email

Recruiter tries to engage Candidate by sending multiple emails manually. Candidate sends resume.

Recruiter enters Candidate resume information

After sorting through candidate backlog, Recruiter manually enters name, location, phone number, and other information into tracking system

Candidate and Recruiter exchange availability

Candidate and recruiter send multiple emails to find a time to discuss role.

Recruiter Schedules Candidate

Recruiter manually sends a calendar invite to candidate.

Initial Interview scheduling can take days

Once scheduled, Recruiter sends email confirmation with what to expect. Entire process can take days.

After Nylas

Recruiter sends automated email engagement campaign

No manual drip campaigns.Recruiter is able to enable an automated drip campaign, tailored to engage candidate.

Candidate applies for job position

No need for manual data entry.Candidate information is automatically parsed from their resume.

Automatic Interview Scheduling takes minutes

No back and forth emails.

Candidate receives scheduling link showing their and Recruiter's availability.

Once booked, Candidate receives an automatic follow up email on what to expect for the interview.

	Use Cases Today (cross industry examples)		Use Cases Tomorrow (new industries)	
Email Connectivity	**Sales** Power 1:1 customer engagement flows at scale	**Productivity** Centralized mailbox for all of your email accounts	**Healthcare** Prioritized inbox for Doctor's, cut down reply times	**eCommerce** Extract purchase from customers' emails to improve marketing
Calendar Connectivity & Scheduling	**Recruiting** Schedule candidate interviews across any calendar provider	**Real Estate** Easily see property tour availability	**Healthcare** Automated scheduling of policy renewal meetings	**Insurance** Automate scheduling of appointments
Workflow Automation	**Recruiting** Send automated reminders to interviewers/candidates	**CS** Extract/import tickets directly into your application	**Logistics** Automate asset resourcing via smart email/chat workflows	**Insurance** Automate reminders during agent/customer onboarding
UX Components	**Sales** Send scheduling link and bookable calendar to prospect	**HR** Compose an email and send a performance review directly in application	**eCommerce** Allow customers to compose emails for custom order information	**Logistics** Create centralized agenda view of all trucks currently dispatched
Omni-Channel Integrations	**Productivity** Send Slack message to team when project status updated	**Sales** Send SMS reminder to prospect about upcoming meeting	**Healthcare** Push important notifications by Email/SMS/Chat, improve response time	**Insurance** Improve agent response time via SMS/Chat features
Entity Detection & Content Categorization	**Productivity** Create chat-like experience for emails and extract sentiment.	**CS** Prioritize human-to-human emails, cut down reply times	**eCommerce** Use order confirmation data for addtl. upsell services	**Logistics** Digitize invoices, better purchase/pricing data integrity
Sentiment Analysis	**Recruiting** Predict a candidate's offer acceptance based on sentiment from email	**CS** Automatically sort tickets based on how angry customer is	**FinTech** Optimize delivery for important messages based on reply sentiment	**Insurance** Predict likelihood of customer policy renewal based on customer communications

We sell to the builders — here's why they buy

VP of Engineering

Buys to guarantee delivery and scalability

Promoted for -Delivering new features to market ahead of schedule and below budget

Fired for -Unreliable products, not driving velocity, lack of innovation, security/compliance

CEO / Business Exec

Buys to improve business results and defend market opportunity

Promoted for -Increasing revenue and market share; Finding new strategic opportunities

Fired for -Creating legal/other liability for the company; falling behind competition.

Developer

Buys to solve problems and ship code

Promoted for -Finding and delivering reliable solutions to complex product goals

Fired for -Adding unnecessary complexity, Wasting money on tools that don't work

Head of Product

Buys to quickly build better products

Promoted for -Delighting users; increasing product adoption and usage

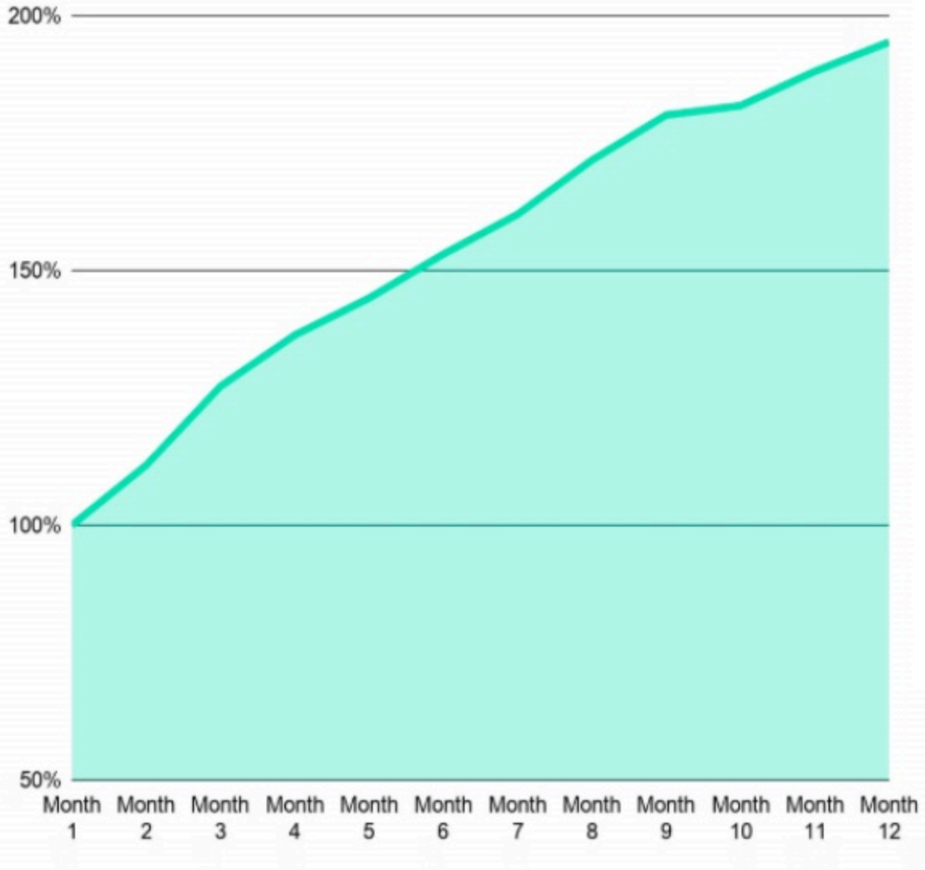
Fired for -Building products that customers don't want, lack of innovation

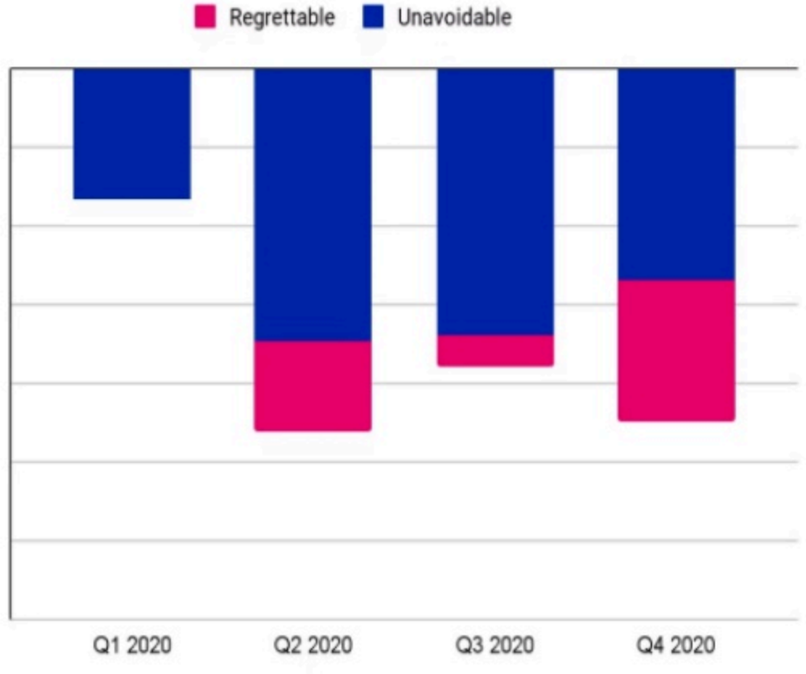
Retention + Expansion = Hypergrowth

Top Reasons Why

1. Adding additional Nylas products or data types to their applications
2. Rolling out new features built with Nylas to their broader user base
3. Organic expansion as customer grows
4. Cross-selling to other customer BUs

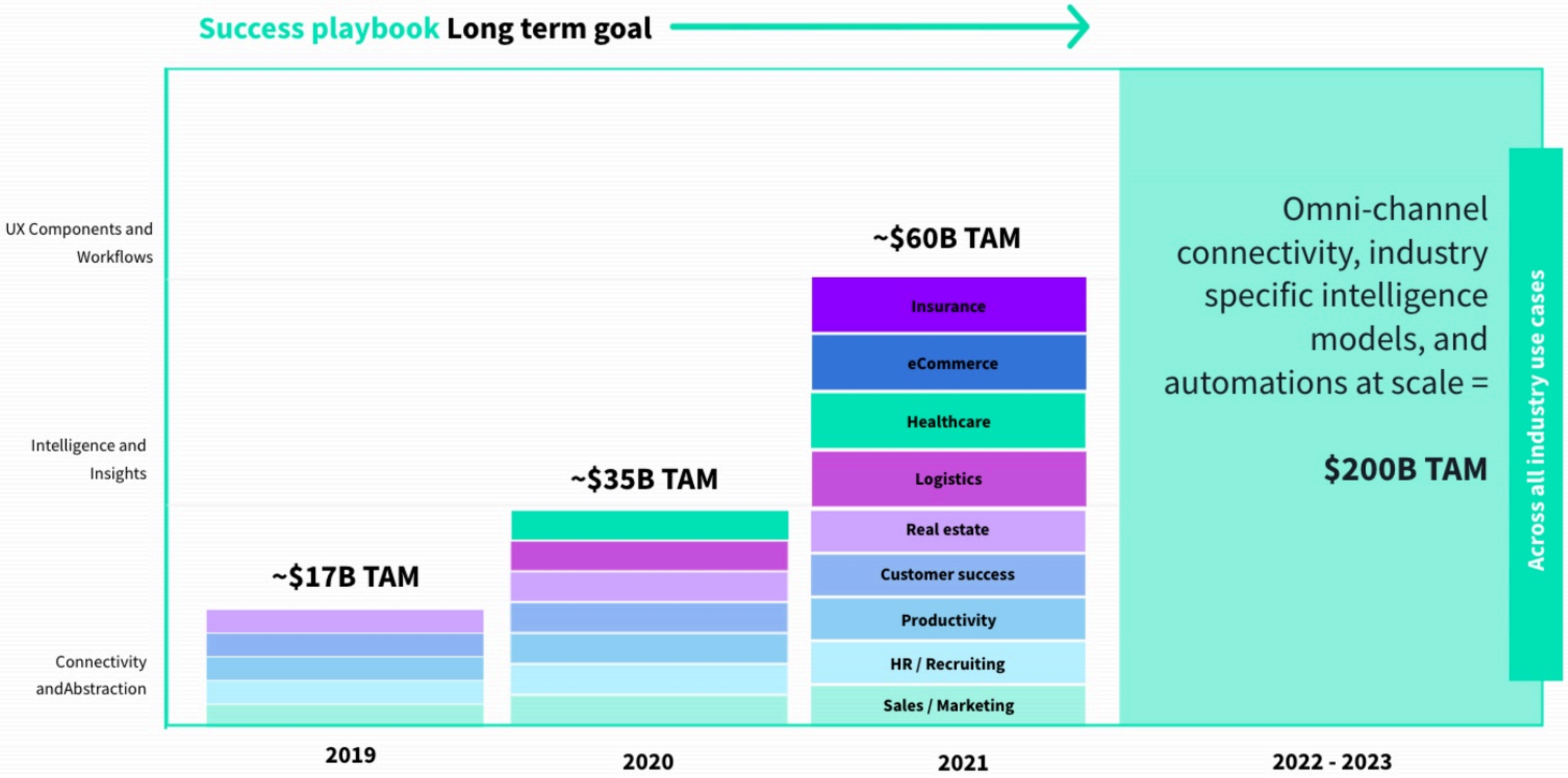
Average Customer Revenue Ramp



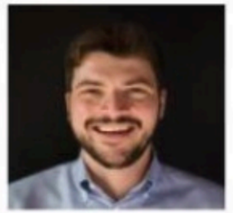


Churn % of ARR	**-0.8%**	**-1.7%**	**-1.1%**	**-1.0%**

Long Term Platform Play



Building a seasoned leadership team



Gleb Polyakov
CEO & Co-founder

Christine Spang
CTO & Co-founder

Lou Salfi
CRO

Waifa Chau
CFO

David Ting
SVP of Engineering

Mike Pfister
VP of Product

Tasia Potasinski
VP of Marketing

ORACLE Cloud Elements Birdeye flexport gest AUTODESK.

World Class Advisors & Investors

Tony Fadell
CEO, Nest

John Chambers
Cisco, JC2 Ventures

Allan Leinwand
SVP Eng, Slack CTO, ServiceNow

Marc Boroditsky
CRO, Twilio

Pankaj Patel
Cisco, Entrepreneur

Rick Armbrust
Partnerships & Alliances

Armando Mann
CBO, Hopin

Ameet Patel
VC Whisperer

Board

8VC SCALEUP ventures

SPARK CAPITAL

Observers

Round13 CAPITAL citi VENTURES

Investors

SVAngel INDUSTRY VENTURES

GREAT OAKS VENTURE CAPITAL

Fuel Capital