



Enterprise Tech 30—The 2020 List

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We are pleased to present the second annual Enterprise Tech 30, an exclusive list of the most promising private companies in enterprise technology as determined by the leading venture capitalists in the sector.

The inaugural ET30 last year received a great response. As an example, one LinkedIn post alone had 50,000+ views. For this year, we are pleased to welcome NASDAQ as an official partner. The 30 companies will be featured on the NASDAQ Tower in Times Square and interviewed on NASDAQ.com.

The Enterprise Tech 30 for 2020 are:

Early	Mid	Late
1. Zapier zapier.com	1. Figma figma.com	1. HashiCorp hashicorp.com
2. Notion notion.so	2. LaunchDarkly launchdarkly.com	2. Snowflake snowflake.com
2. Retool retool.com	3. Verkada verkada.com	3. Databricks databricks.com
4. Clearbit clearbit.com	4. Webflow webflow.com	4. Stripe stripe.com
5. LogDNA logdna.com	4. Fivetran fivetran.com	5. Airtable airtable.com
6. FortressIQ fortressiq.com	6. Front frontapp.com	6. Carta carta.com
7. Finix finixpayments.com	7. Ironclad ironcladapp.com	7. Confluent confluent.io
8. productboard productboard.com	8. Netlify netlify.com	8. GitLab gitlab.com
9. Modern Treasury Moderntreasury.com	9. Benchling benchling.com	9. Gusto gusto.com
10. Sketch sketch.com	10. Domino Data Lab dominodatalab.com	10. Segment segment.com

Mission

The purpose of the Enterprise Tech 30 is to identify the most promising private companies in enterprise technology.

The data signals for enterprise tech startups are opaque and/or are unavailable outside of the companies themselves. As a result, journalists, customers, partners, prospective team members, service providers, and others in the startup ecosystem generally have limited information to ascertain which private companies have underlying momentum and business potential.

The process combines fundamental research with curated voting.

The Enterprise Tech 30 is engineered to provide the “Inside Tech” data signals. The process combines fundamental research with curated voting to capture the discernment of the leading venture capitalists in the sector, while mitigating the impact of self-promotion bias. The mission is to drive the tech ecosystem to the quality companies in enterprise tech:

- For customers to identify potential suppliers and vendors
- For channels to identify potential partners
- For journalists to engage with a qualified set of companies
- For prospective team members to gain additional validation
- For service providers to identify and prioritize prospects

Research Participants

The research participants for the 2020 ET30 were 96 investment partners at 72 venture capital firms.

The partners were selected on an invitation-only basis. The criteria included: 1) General Partner or Managing Director at a prestigious firm; 2) a track record for success; and 3) a reputation for discernment.

The 72 venture firms have funded 153 of the 178 enterprise tech exits and financings valued at \$1B+ since 2016.

The group represents the range of early-, multi-, and late-stage firms. Collectively, the 72 venture firms have funded 153 of the 178 enterprise tech exits and financings valued at \$1 billion or greater since January 1, 2016.

It is rare to have the expertise and judgement of such a group of venture capital investors. Thank you to all of the participants for their leadership in the Enterprise Tech 30.

Partner	Title	Firm
Ramu Arunachalam	General Partner	A.Capital Ventures
Theresia Gouw	Founding Partner	Acrew Capital
Mark Kraynak	Founding Partner	Acrew Capital

Partner	Title	Firm
Jeff Chung	Managing Director	AME Cloud Ventures
Martin Casado	General Partner	Andreessen Horowitz
Peter Levine	General Partner	Andreessen Horowitz
Kristina Shen	General Partner	Andreessen Horowitz
Ajay Agarwal	Partner	Bain Capital Ventures
Enrique Salem	Partner	Bain Capital Ventures
Dharmesh Thakker	General Partner	Battery Ventures
Byron Deeter	Partner	Bessemer
James Cham	Partner	Bloomberg Beta
Nimi Katragadda	Partner	BoxGroup
David Tisch	Managing Partner	BoxGroup
Rebecca Lynn	General Partner	Canvas Ventures
Gene Frantz	General Partner	CapitalG
Shirish Sathaye	General Partner	Cervin Ventures
Chris Rust	Managing Partner	Clear Ventures
Jay Leek	Managing Partner	ClearSky
Yan-David Erlich	General Partner	Coatue
Greg Sands	Managing Partner	Costanoa Ventures
Ted Wang	Partner	Cowboy Ventures
Izhar Armony	General Partner	CRV
Max Gazor	General Partner	CRV
Alan Cohen	Partner	DCVC (Data Collective)
Matt Ocko	Co-Managing Partner	DCVC (Data Collective)
Jon Sakoda	Founder	Decibel Partners
Christian Jensen	Co-Head, Private Inv.	Dragoneer
Kevin Spain	General Partner	Emergence Capital
Gaurav Tuli	Partner	F-Prime Capital
John Komkov	Managing Partner	Fathom Capital
Cherian Mathew	Founder and Partner	Firebolt Ventures
Gokul Rajaram	Partner	Firebolt Ventures
Ann Miura-Ko	Co-founding Partner	Floodgate
Chris Howard	Founder and Partner	Fuel Capital
Steve Herrod	Managing Director	General Catalyst
Glenn Solomon	Managing Partner	GGV Capital
Asheem Chandna	Partner	Greylock Partners
Hunter Walk	Partner	Homebrew
Jeb Miller	General Partner	Icon Ventures
Michael Mullany	General Partner	Icon Ventures
Will Griffith	Founding Partner	ICONIQ Growth
Shardul Shah	Partner	Index Ventures
Andrew Lee	Partner	Initialized Capital
Garry Tan	Managing Partner	Initialized Capital
Deven Parekh	Managing Director	Insight Partners

Partner	Title	Firm
Teddie Wardi	Managing Director	Insight Partners
Brian Byun	Venture Partner	Khosla Ventures
Bucky Moore	Partner	Kleiner Perkins
Arif Janmohamed	Partner	Lightspeed
Bilal Zuberi	Partner	Lux Capital
Matt McIlwain	Managing Director	Madrona Venture Group
S. Somasegar	Managing Director	Madrona Venture Group
Robin Vasan	Founder	Mango Capital
Rajeev Batra	Partner	Mayfield Fund
Matt Murphy	Managing Director	Menlo Ventures
George Bischof	Managing Director	Meritech Capital Partners
Rob Ward	Managing Director	Meritech Capital Partners
Pete Sonsini	General Partner	New Enterprise Associates
Pete Flint	Managing Partner	NFX
Mar Hershenson	Managing Partner	Pear
Pejman Nozad	Managing Partner	Pear
Satish Dharmaraj	Managing Director	Redpoint Ventures
Tomasz Tunguz	Managing Director	Redpoint Ventures
Anand Rajaraman	Founding Partner	rocketship.vc
Jai Das	President and MD	Sapphire Ventures
Stacey Bishop	Partner	Scale Venture Partners
Carl Eschenbach	Partner	Sequoia Capital
Deep Nishar	Snr. Managing Partner	Softbank
Tae Hea Nahm	Managing Director	Storm Ventures
Seth Berman	General Partner	Susa Ventures
Chad Byers	General Partner	Susa Ventures
Yuval Shachar	Executive Chairman	Team8
Alex Doll	Managing Member	Ten Eleven Ventures
Andreas Stavropoulos	Partner	Threshold Ventures
Josh Stein	Partner	Threshold Ventures
Puneet Agarwal	Partner	True Ventures
Adam D'Augelli	Partner	True Ventures
Andy McLoughlin	Partner	Uncork Capital
Salil Deshpande	General Partner	Uncorrelated Ventures
Brian Ascher	Partner	Venrock
Jonathan Heiliger	General Partner	Vertex Ventures
Aaref Hilaly	Partner	Wing Venture Capital
Peter Wagner	Founding Partner	Wing Venture Capital
Jonathan Lehr	General Partner	Work-Bench
Jocelyn Goldfein	Managing Director	Zetta Venture Partners
Mark Gorenberg	Managing Director	Zetta Venture Partners
<i>(Additional 9 anonymously)</i>		

Methodology

The Enterprise Tech 30 is designed to be institutional, comprehensive, and neutral.

We use a broad definition of enterprise tech, including not only traditional products and services sold to corporate CIOs and CTOs but also newer investment themes of vertical SaaS, line-of-business SaaS, and SMB tech. We exclude distinct themes such as life sciences, crypto, and cleantech, and distinct geographies such as China and India.

The methodology has two phases: 1) a fundamental research phase, to identify the universe of potentially interesting candidates at three different stages of development, and 2) a curated voting phase, to capture the judgment of the venture capital investors.

The research phase started with companies who received two or more votes in the 2019 ET30. We added new companies through 1) enterprise tech-related queries in Pitchbook as of December 9, 2019, and 2) secondary literature review of tech publications for enterprise tech fundings over the prior six months. We then requested recommendations from the venture capital participants. Each recommended company was included, although we requested recommendations for top companies only to maintain a quality list.

The resultant 612 companies were categorized by total capital raised as of January 13, 2020 according to Pitchbook. Early-stage included companies that have raised \$25 million or less; mid-stage included between \$25 million to \$100 million; and late-stage included \$100 million or more.

The data signals include both highest rankings within portfolios and unbiased rankings outside portfolios.

The voting phase was held between January 13 and January 31, 2020. Investors reviewed the 612-company list and voted for up to ten most promising companies per stage—no more than three of which were from their portfolio. As a result, the data signals in the Enterprise Tech 30 include both the highest rankings by investors for their own portfolios and the unbiased rankings by investors for outside-portfolio companies.

The results were aggregated and anonymized, and companies that were acquired or went public during the voting phase were removed. The top 10 per stage formed the 2020 ET30, ordered by number of votes received. No company and no venture capital firm, including Wing, received differentiated influence in the process.

Of note, five of the 2020 ET30 companies raised additional funding after the voting phase began on January 13. For the 2020 ET30, the companies remain

in their respective stages as of January 13, as the venture capital participants voted for them relative to the peers in those stages. However, we note the five companies and fundings:

- productboard: \$45M Series B on January 15
- LaunchDarkly: Additional \$54M Series C on January 16
- Front: \$59M Series C on January 22
- Verkada: \$80M Series C on January 29
- Finix: \$35M Series B on February 4

Key Takeaways

8 of the 30 companies reflect data as a core function of the enterprise.

1) Data. 8 of the 30 companies are data platforms, data pipeline monitoring and management, AI tooling, and underlying infrastructure and services. Data is a now core function of the enterprise.

- HashiCorp: cloud-native infrastructure
- Snowflake: data warehouse
- Databricks: data analytics
- Confluent: event streaming
- Clearbit: marketing data platform
- Segment: customer data platform
- Fivetran: data connectors
- Domino: data science

2) Business processes. Business processes are being redesigned by new applications that are now grounded in a consumer-grade design and experience. 5 of the 30 companies reflect redesigned business processes.

- Gusto: human resources
- Carta: financial cap tables
- productboard: product management
- Modern Treasury: treasury
- Ironclad: legal contracting

3) APIs. APIs are increasingly tablestakes for everything. The result is an organizational structure that is both decomposed and composable. 6 of the 30 companies reflect API Everything.

- Zapier: application integration API
- Clearbit: marketing data API
- Finix: payment facilitator API
- Modern Treasury: money movement API
- Stripe: payments processing API
- Segment: customer data API

4) Low-code/no-code. As software permeates the enterprise, and as AI permeates software, enterprises are enabling more employees to be developers and to create software. 4 of the 30 companies reflect the low-code/no-code developer mindset.

- Zapier: application integration
- Retool: internal tools
- Webflow: website design
- Airtable: re-imagined Excel with collaboration

5) Zapier. Zapier returns as #1 in the Early-Stage Category. This is not surprising, as Zapier, a highly capital efficient company, is mid- or late-stage by metrics other than total capital raised.

6) ML. FortressIQ is one of the more interesting ML companies this year. The company uses machine learning to observe business processes and formulate improvement recommendations.

7) JAMstack. Netlify represents the rise of the JAMstack (JavaScript, APIs, and Markup) and new hosting models for modern web architecture, without the requirement of a tradition origin server.

8) Notable mentions. Rippling and Samsara are notable mentions. Both companies would have been added to Mid-Stage and Late-Stage categories, respectively, if the results were filtered for outside-portfolio votes only.

9) 2019 ET30. It is difficult to measure the results of the inaugural 2019 ET30 as venture capital and startups are a 10+ year journey. As an initial note, though, two of the 2019 ET30 had successful exits over the past 9 months. Datadog went public at a valuation of \$7.8 billion, and Plaid was acquired by Visa for \$5.3 billion.

Conclusion

The Enterprise Tech 30 serves as a platform for the tech industry to identify, understand, and build relationships with the most promising private companies in enterprise tech.

Our overarching view is that the Modern Enterprise is a digital-native workplace, built on data and powered by AI—as reflected by many of the 2020 Enterprise Tech 30 companies.

We wish to congratulate the 2020 ET30 companies and to thank the venture capital participants. It is a privilege to partner with you.

FortressIQ is one of the interesting ML companies this year.

The Modern Enterprise is a digital-native workplace, built on data and powered by AI.

In addition to being an information source, Enterprise Tech 30 serves as a basis to build a dialogue. What do the companies tell you about the future of the Modern Enterprise? Which companies do you disagree with, if any? And, which companies are missing in your view?

We look forward to your thoughts and reactions.

As disclosure, Snowflake is a Wing portfolio company.

We would like to thank Lizzy Labeeuw-Anderson for her continued research and contribution to the Enterprise Tech 30.

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San Francisco, CA
airtable.com

All-in-one collaboration
platform

Founded: 2012
Employees: 150

Total raised: \$170M
Valuation: \$1.1B

Company Description

Airtable is a no-code platform enabling users to build their own useful, collaborative business applications. As a result, companies are able to manage processes such as video production, communications planning, product road mapping, UX research, customer-relationship management, and more.

News & Announcements

- 2/10/2020 Listed in Forbes article, "10 startups leading the way in customer experience."
- 1/16/2020 Listed in Silicon Republic article, "9 digital technology start-ups innovating around the world."
- 11/4/2019 Featured in BBC article, "No-one understood our idea, but now it's worth over \$1bn."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	11/15/2018	\$100.0
Series B	3/15/2018	\$52.0
n/a	n/a	\$7.4
Series A	6/29/2015	\$7.6
Seed	2/25/2015	\$3.0

Selected Investors

Benchmark, Caffeinated Capital, Coatue, CRV, Freestyle Capital, Founder Collective, Slow Ventures, Thrive Capital

CEO, Co-Founders, Board Members

Howie Liu, Co-Founder & CEO
Andrew Ofstad, Co-Founder & CPO
Emmett Nicholas, Co-Founder & CTO
Max Gazor, General Partner, Charles River Ventures

Source: Wing, Pitchbook, company website



San Francisco, CA
benchling.com

Cloud based informatic
platform for life sciences

Founded: 2012
Employees: 180

Total raised: \$62M

Company Description

Benchling is the first R&D cloud platform powering the life science industry and helping the next generation of scientists make breakthrough discoveries faster than ever before. Replacing outdated pen and paper processes, Benchling offers unified R&D solutions purpose-built for biotech, including Notebook, Molecular Biology, Registry, Inventory, and Request & Workflow Management. Benchling is used globally across the largest multinational pharmaceutical corporations, emerging biotechnology companies, and major research institutions.

News & Announcements

- 1/22/2020 Listed in Business Insider article, "72 startups that will boom in 2020, according to VCs."
- 12/19/2019 Featured in Forbes article, "How the cloud can solve life science's big data problem."
- 2/10/2019 Featured in The New York Times article, "The next wave of 'unicorn' start-ups."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	7/24/2019	\$34.5
Series B	4/13/2018	\$14.5
Series A	10/9/2016	\$7.0
Seed	4/15/2015	\$5.0
Angel	3/25/2014	\$0.1
Accelerator	2/20/2014	\$0.8

Selected Investors

Andreessen Horowitz, Benchmark, Draper Associates, Founders Fund, F-Prime Capital Partners, Menlo Ventures, SV Angel, Thrive Capital, Y Combinator

CEO, Co-Founders, Board Members

Sajith Wickramasekara, Co-Founder & CEO
Ashutosh Singhal, Co-Founder
Eric Vishria, General Partner, Benchmark
Miles Grimshaw, Partner, Thrive Capital

Source: Wing, Pitchbook, company website



Palo Alto, CA
carta.com

Ownership and equity
management platform

Founded: 2012
Employees: 900

Total raised: \$482M
Valuation: \$1.7B

Company Description

Carta is a global ownership management and compliance platform designed to consolidate company ownership data onto one common electronic registry. The company's platform features portfolio insights, cap table management, board management, fund administrators, LP management, and other services. As a result, Carta is changing how companies, investors, law firms, and employees manage equity and ownership.

News & Announcements

- 2/12/2020 Listed in Forbes Fintech 50: The Most Innovative Fintech Companies In 2020
- 8/19/2019 Listed in Inc. article, "The hottest San Francisco startups of 2019 (they're not all tech companies)."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series E	4/1/2019	\$318.0
Series D	12/26/2018	\$80.0
Series C2	3/18/2018	\$16.0
Series C	10/11/2017	\$42.0
Series B	7/12/2015	\$17.0
Series A	11/7/2014	\$7.0
Seed	8/13/2013	\$1.8
Seed	7/18/2012	\$0.2
Accelerator	n/a	n/a

Selected Investors

Andreessen Horowitz, Goldman Sachs Principal Strategic Investments, Haystack, K9 Ventures, Lightspeed, Menlo Ventures, Meritech, Oakhouse Partners, Spark Capital, Thrive Capital, Tribe Capital, Union Square Ventures

CEO, Co-Founders, Board Members

Henry Ward, Co-Founder & CEO	Manu Kumar, Co-Founder, Carta & Founder, K9 Ventures
Manu Kumar, Co-Founder	
Marc Andreessen, Co-Founder, Andreessen Horowitz	Alex Kurland, General Partner, Meritech
John Buttrick, Partner, Union Square Ventures	Matt Murphy, Managing Director, Menlo Ventures
Michael Deleray, Partner, Broadhaven Capital Partners	Andrew Parker, former General Partner, Spark Capital
	Arjun Sethi, Co-Founder, Tribe Capital

Source: Wing, Pitchbook, company website



Clearbit

San Francisco, CA
clearbit.com

Customer data engine
for sales and
marketing

Founded: 2015
Employees: 112

Total raised: \$17M
Valuation: \$250M

Company Description

Clearbit is the growth engine for the fastest growing B2B SaaS companies in the world. Clearbit provides data across the entire marketing funnel to help B2B companies generate and convert demand. Businesses are able to find and reach their future prospects, recognize intent to take action as soon as a prospect shows interest, then increase conversion with personalized marketing and sales interactions.

News & Announcements

- 2/7/2020 Listed in Boss Magazine, "Five best APIs to use for business in 2020."
- 9/18/2019 Featured in MarTech Series article, "Clearbit unveils X, the first data-driven platform for B2B marketing and sales teams."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	1/23/2019	\$15.0
Seed	3/3/2015	\$2.0

Selected Investors

Battery, Bedrock Capital, BoxGroup, Cross Creek, First Round Capital, Fuel Capital, S2 Capital, Zetta Venture Partners

CEO, Co-Founders, Board Members

Alex MacCaw, Co-Founder & CEO
Rob Holland, Co-Founder & Engineer
Harlow Ward, Co-Founder & CTO
Joshua Buckley, CEO, Mino Games

Source: Wing, Pitchbook, company website



Mountain View, CA
confluent.io

Event streaming
platform for real-time
data access

Founded: 2014
Employees: 1,000

Total raised: \$206M
Valuation: \$2.5B

Company Description

Confluent is an enterprise-ready event streaming platform based on Apache Kafka that enables companies to easily access enterprise data as real-time streams. The company's platform allows organizations to move data from isolated systems into a real-time data pipeline where they can act on it immediately, enabling them to maximize the value of data and benefit from scalability, security, and flexibility.

News & Announcements

- 12/11/2019 Listed in CRN article, "The 10 hottest new big data technologies of 2019."
- 9/4/2019 Mentioned in Forbes article, "Top startups to work for in 2019 according to LinkedIn."
- 10/23/2019 Featured in CNBC article, "Co-founder of a multi-billion dollar company says a lesson from her dad was 'the single biggest influence' on her career."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	1/23/2019	\$125.0
Series C	3/7/2017	\$50.0
Series B	7/8/2015	\$24.0
Series A	11/6/2014	\$6.9

Selected Investors

Benchmark, DCVC (Data Collective), Index, LinkedIn, Sequoia Capital

CEO, Co-Founders, Board Members

Jay Kreps, Co-Founder & CEO
 Neha Narkhede, Co-Founder & CTO
 Jun Rao, Co-Founder
 Matt Miller, Partner, Sequoia
 Eric Vishria, Partner, Benchmark
 Mike Volpi, Partner, Index
 Jonathan Chadwick, former EVP & CFO/COO, VMWare

Source: Wing, Pitchbook, company website



Company Description

San Francisco, CA
databricks.com

Unified data analytics
platform

Founded: 2013
Employees: 1,200

Total raised: \$897M
Valuation: \$6.2B

Databricks helps data teams solve the world's toughest problems. As the leader in Unified Data Analytics, Databricks helps organizations make all their data ready for analytics, empower data-driven decisions across the organization, and rapidly adopt machine learning to outpace the competition. The company's global customer base has thousands of organizations including Comcast, Shell, Expedia, and Regeneron. Databricks is venture-backed and founded by the original creators of popular open source projects, including Apache Spark, Delta Lake and MLflow.

News & Announcements

- 10/22/2019 Featured in Bloomberg article, "Databricks doubles valuation to \$6 billion in eight months."
- 10/15/2019 Featured in TechTarget article, "Databricks contributes Delta Lake to the Linux Foundation."
- 9/4/2019 Mentioned in CNBC article, "These are the 25 hottest U.S. start-ups to work for, according to LinkedIn."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series F	10/22/2019	\$400.0
Series E	2/5/2019	\$250.0
Series D	8/22/2017	\$140.0
Series C	12/15/2016	\$60.0
Series B	6/30/2014	\$33.4
Series A	9/24/2013	\$13.9

Selected Investors

A.Capital Ventures, Andreessen Horowitz, Australia Future Fund, B7 Ventures, Battery, BlackRock, Coatue, DCVC (Data Collective), Dragoneer Investment Group, In-Q-Tel, Microsoft, New Enterprise Associates, Tiger Global Management, T. Rowe Price

CEO, Co-Founders, Board Members

Ali Ghodsi, Co-Founder & CEO
 Ion Stoica, Co-Founder & Executive Chairman
 Matei Zaharia, Co-Founder & Chief Technologist
 Patrick Wendell, Co-Founder & VP, Engineering
 Reynold Xin, Co-Founder & Chief Architect
 Andy Konwinski, Co-Founder & VP, Product
 Ben Horowitz, Co-Founder, Andreessen Horowitz
 Scott Shenker, Professor, Computer Science, UC Berkeley
 Pete Sonsini, General Partner, New Enterprise Associates

Source: Wing, Pitchbook, company website



San Francisco, CA
dominodatalab.com

Data science platform
for model management

Founded: 2013
Employees: 180

Total raised: \$81M
Valuation: \$260M

Company Description

Domino Data Lab provides a data science platform focused on the needs of large enterprises (governance, reproducibility, security and compliance) with teams of code-first data scientists. Domino helps these organizations increase the business impact of their data science teams through the platform's openness in tools and infrastructure. This flexibility and openness also allow companies to future-proof their data science investment in a world of rapidly evolving tools and standards.

News & Announcements

- 2/17/2020 Named a "Visionary" in the 2020 Gartner Magic Quadrant for Data Science and Machine Learning Platforms
- 1/24/2020 Listed in Solution Review article, "The 12 best data science and machine learning platforms for 2020."
- 9/17/2019 Ranked #21 on Forbes AI 50: America's Most Promising Artificial Intelligence Companies
- 7/10/2019 Ranked #3 on InsideBIGDATA Impact 50 List for Q3 2019
- 2/10/2019 Listed in CBInsights 50 Future Unicorns - New Up and Coming Companies

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	8/8/2018	\$15.0
Series C	4/26/2017	\$2.0
Series B	11/17/2016	
Series A	8/3/2015	
Seed	4/15/2015	

Selected Investors

Bloomberg Beta, Coatue, In-QTel, Sequoia Capital, Slow Ventures, The Dcode Group, Zetta Venture Partners

CEO, Co-Founders, Board Members

Nick Elprin, Co-Founder & CEO
Chris Yang, Co-Founder & CTO
Matthew Granade, Co-Founder
Mark Gorenberg, Founder & Managing Director, Zetta Venture Partners
Bryan Schreier, Partner, Sequoia

Source: Wing, Pitchbook, company website



San Francisco, CA
figma.com

Collaborative design
platform

Founded: 2012
Employees: 150

Total raised: \$83M
Valuation: \$440M

Company Description

Figma is a web-based collaborative design platform, changing the way people design, prototype and iterate together. The company's platform enables multiple people to work together in the same file. As a result, Figma has simplified the design process for teams of designers, developers, and stakeholders by creating an online space for them to collaborate visually as a team.

News & Announcements

- 12/5/2019 Listed as Tool of the Year in The State of UX in 2020
- 12/5/2019 Appointed Lynn Vojvodich to Figma's Board of Directors
- 8/1/2019 Featured in TechCrunch article, "Cloud-based design tool Figma launches plug-ins."
- 1/29/2019 Featured in TechCrunch article, "Figma's design and prototyping tool gets new enterprise collaboration features."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	2/14/2019	\$40.0
Series B	2/1/2018	\$25.0
Series A	12/3/2015	\$14.0
Seed	6/14/2013	\$3.9

Selected Investors

Coatue, Founders Fund, Fuel Capital, Greylock, Haystack, ICONIQ Capital, Index, Kaplan Group Investments, Kleiner Perkins, LocalGlobe, O'Reilly AlphaTech Ventures, Sequoia Capital

CEO, Co-Founders, Board Members

Dylan Field, Co-Founder & CEO
 Evan Wallace, Co-Founder & CTO
 Mamoon Hamid, Partner, Kleiner Perkins
 Andrew Reed, General Partner, Sequoia Capital
 John Lilly, Partner, Greylock
 Daniel Rimer, Partner, Index
 Lynn Vojvodich, former EVP & CMO, Salesforce

Source: Wing, Pitchbook, company website



San Francisco, CA
finixpayments.com

Payments
infrastructure for
platforms,
marketplaces, and
ISVs

Founded: 2015
Employees: 60

Total raised: \$55M

Company Description

Finix allows businesses to own, manage, and monetize payments. Their APIs allow growing software businesses to manage payments the same way Amazon Web Services enables them to manage infrastructure. By bringing payments "in-house," companies unlock the ability to generate revenue from payments instead of paying third-party vendors to manage the process for them, thereby delivering a better overall customer experience. With Finix, companies can complete this process in months, not years -- and at a fraction of the price.

News & Announcements

- 2/6/2020 Featured in FinTech Futures article, "US paytech Finix raises \$35m to rival Stripe and Square."
- 9/10/2019 Featured in Cincinnati Business Courier article, "Startup adds batch of former Worldpay executives."
- 7/16/2019 Featured in Forbes article, "Fintech startup Finix raises \$18 million, aims to become the Twilio of payments."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	2/4/2020	\$35.0
Series A	7/1/2019	\$17.5
Seed	6/23/2017	\$2.0

Selected Investors

Acrew Capital, Activant Capital, Bain Capital Ventures, Homebrew, Insight Partners, Inspired Capital, Sequoia Capital, Visa

CEO, Co-Founders, Board Members

Richard Serna, Co-Founder & CEO
Sean Donovan, Co-Founder & COO
Matthew Harris, Partner, Bain Capital Ventures
Satya Patel, Co-Founder & Partner, Homebrew

Source: Wing, Pitchbook, company website



Oakland, CA
fivetran.com

Automated data
integration for the
centralization of data
into data warehouses
and data lakes

Founded: 2013
Employees: 175

Total raised: \$63M

Company Description

Fivetran automated data integration delivers ready-to-use connectors, transformations and analytics templates that adapt as schemas and APIs change to ensure reliable data access. With Fivetran, prebuilt connectors and customizable templates accelerate analytics; data is continuously synchronized from source to warehouse, and data dynamically adjusts to schema and API changes.

News & Announcements

- 2/19/2020 Ranked #33 on the Inc. 5000 Series: California's Top Companies
- 11/21/2019 Earned 2019 Gartner Peer Insights Customers' Choice Distinction
- 10/2/2019 Featured in TechCrunch article, "These are the top Y Combinator companies of all time, based on valuation."
- 9/24/2019 Featured in TechCrunch article, "Fivetran hauls in \$44M Series B as data pipeline business booms."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	9/24/2019	\$44.0
Series A	12/4/2018	\$15.0
Seed	11/21/2017	\$4.0
Accelerator	3/26/2013	\$0.1

Selected Investors

Andreessen Horowitz, CEAS
Investments, Matrix Partners, Y
Combinator

CEO, Co-Founders, Board Members

George Fraser, Co-Founder & CEO
Taylor Brown Co-Founder & COO
Ilya Sukhar, General Partner, Matrix Partners
Martin Casado, General Partner, Andreessen Horowitz
Shan Sinha

Source: Wing, Pitchbook, company website

Fortress IQ

San Francisco, CA
fortressiq.com

Cognitive automation
platform

Founded: 2017
Employees: 15

Total raised: \$16M

Company Description

FortressIQ is an enterprise platform that powers and accelerates digital transformation with data-driven metrics on current state operations. Using AI we learn how a business functions through live activity analysis. By radically lowering the cost, effort and time to document and model processes, customers quickly gain the insights necessary to implement automation and improve business operations. It requires no integration or APIs, works across all applications, and delivers value in weeks.

News & Announcements

- 1/11/2020 Listed in Innovation Enterprise article, "San Francisco's 20 most exciting startups."
- 11/20/2019 Featured in MarTech Series article, "FortressIQ, Servicemob and Xtract win ISG Startup Challenges."
- 11/4/2019 Announced partnership with Microsoft in blog, "Robotic process automation now in preview in Microsoft Power Automate."
- 4/24/2019 Featured in CFO.com article, "Tech companies to watch 2019: FortressIQ."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	12/4/2018	\$12.0
Seed	12/14/2017	\$4.0

Selected Investors

BOLDstart Ventures, Comcast Ventures, Eniac Ventures, Lightspeed Venture Partners

CEO, Co-Founders, Board Members

Pankaj Chowdhry, Founder & CEO
Ed Sim, Founder and Managing Partner, BOLDstart Ventures
Nakul Mandan, Partner, Lightspeed

Source: Wing, Pitchbook, company website



San Francisco, CA
frontapp.com

Multi-channel inbox for
teams

Founded: 2013
Employees: 170

Total raised: \$138M

Company Description

Front replaces corporate email with an inbox that unites your team to do their best work. It transforms work email into a powerful platform that provides easy access to the people, messages, and apps you need to act quickly and effectively. With Front, your team gets a shared perspective on the communications that power your business, stays aligned, and becomes more productive — together.

News & Announcements

- 1/22/2020 Featured in Forbes article, "Email startup Front raises rare \$59 million round led by other software founders."
- 9/16/2019 Mathilde Collin featured on Inc 2019 Female Founders 100 List
- 7/16/2019 Featured on Forbes 2019 Next Billion-Dollar Startups List
- 4/29/2019 Featured on Bloomberg TV, "How Front is tackling email and workplace inefficiency."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	1/22/2020	\$59.0
Series B	12/20/2017	\$66.0
Series A	5/26/2016	\$10.0
Seed	10/1/2014	\$3.1
Seed	9/30/2019	\$0.2
Accelerator	8/19/2014	\$0.1

Selected Investors

Anthos Capital, DFJ Growth, Initialized Capital, Point Nine Capital, Sequoia Capital, Sinai Ventures, Slow Ventures, Social Capital, Threshold Ventures, Uncork Capital, Y Combinator

CEO, Co-Founders, Board Members

Mathilde Collin, Co-Founder & CEO
Laurent Perrin, Co-Founder & CTO
Bryan Schreier, Partner, Sequoia Capital

Source: Wing, Pitchbook, company website



San Francisco, CA
gitlab.com

DevOps platform

Founded: 2011
Employees: 1,150

Total raised: \$414M
Valuation: \$2.7B

Company Description

GitLab is a complete DevOps platform, delivered as a single application, fundamentally changing the way Development, Security, and Ops teams collaborate and build software. From idea to production, GitLab helps teams improve cycle time from weeks to minutes, reduce development costs and time to market while increasing developer productivity.

News & Announcements

- 1/29/2020 Listed in Kiplinger article, "The 13 hottest IPOs to watch for in 2020."
- 9/17/2019 Featured in Forbes article, "Gitlab more than doubles valuation to \$2.75 billion ahead of planned 2020 IPO."
- 7/21/2019 Featured in Forbes article "He built a \$1 billion business where all 700 employees work remotely."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series E	9/17/2019	\$268.0
Series D	9/19/2018	\$100.0
Series C	10/9/2017	\$20.0
Series B	9/13/2016	\$20.0
Series A	9/24/2015	\$4.0
Seed	7/9/2015	\$1.7
Accelerator	3/23/2015	\$0.1

Selected Investors

500 Startups, BlackRock, Coatue, FundersClub, General Catalyst, GV, ICONIQ Capital, In-Q-Tel, Khosla Ventures, Sound Ventures, The Goldman Sachs Group, Tiger Global Management, Two Sigma Ventures, Y Combinator

CEO, Co-Founders, Board Members

Sytse Sijbrandij, Co-Founder & CEO
 Dmitriy Zaporozhets, Co-Founder
 Bruce Armstrong, Operating Partner, Khosla Ventures
 David Horni, General Partner, August Capital
 Karen Blasing
 Larry Augustin, VP, AWS
 Matthew Jacobson, General Partner, ICONIQ Capital
 Susan Bostrom, former EVP and CMO, Cisco

Source: Wing, Pitchbook, company website



San Francisco, CA
gusto.com

Cloud-based payroll,
benefits, and HR
management software

Founded: 2011
Employees: 1000

Total raised: \$521M
Valuation: \$3.8B

Company Description

Gusto is a modern, online people platform that helps small businesses take care of their teams. The company's integrated platform automates and simplifies payroll, benefits, and HR, all while providing expert support. On top of full-service payroll, Gusto offers health insurance, 401(k)s, expert HR, and team management tools.

News & Announcements

- 11/8/2019 Ranked #3 on OppTrends Top 5 Payroll Companies in 2020
- 9/11/2019 Ranked #18 on Forbes The Cloud 100 2019 List
- 5/31/2019 Featured in Denver Business Journal, "Gusto isn't stopping at 1 or even 2 headquarters: it's opening a 3rd in this major city."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	7/24/2019	\$200.0
Series C	7/31/2018	\$145.2
Series B2	1/11/2016	\$90.0
Series B	8/25/2015	\$60.0
Series A	2/19/2014	\$20.0
Seed	12/11/2012	\$6.1

Selected Investors

Acrew Capital, AME Cloud Ventures, Aspect Ventures, CapitalG, Cota Capital, DCVC (Data Collective), Dragoneer Investment Group, Emergence Capital Partners, General Catalyst, GV, Homebrew, Kleiner Perkins, Pear, Salesforce Ventures, Slow Ventures, SV Angel, T. Rowe Price, Y Combinator

CEO, Co-Founders, Board Members

Joshua Reeves, Co-Founder & CEO
Edward Kim, Co-Founder & CTO
Tomer London, Co-Founder
Anne Raimondi, Chief Customer Officer, Guru
Hemant Taneja, Managing Director, General Catalyst

Source: Wing, Pitchbook, company website



San Francisco, CA
hashicorp.com

Multi-cloud
infrastructure
automation

Founded: 2012
Employees: 900

Total raised: \$175M
Valuation: \$1.9B

Company Description

HashiCorp is the leader in multi-cloud infrastructure automation. The HashiCorp software suite provides consistent workflows to provision, secure, connect, and run any infrastructure for any application, which enables enterprises to unlock a common cloud operating model to solve development, operations, and security challenges across their infrastructure.

News & Announcements

- 2/6/2020 Featured in Forbes article, "HashiCorp wants to be the next VMware."
- 9/11/2019 Ranked #4 on Forbes The Cloud 100 2019 List
- 6/6/2019 Recognized as Winner for 2019 Microsoft Partner of the Year for Open Source Applications and Infrastructure on Azure

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	11/1/2018	\$100.0
Series C	10/24/2017	\$40.0
Series B	9/7/2016	\$24.0
Series A	12/10/2014	\$10.0
Seed	5/31/2013	\$0.5

Selected Investors

Bessemer Venture Partners, GGV Capital, IVP, Mayfield, Redpoint, True Ventures

CEO, Co-Founders, Board Members

David McJannet, CEO
 Mitchell Hashimoto, Co-Founder & Co-CTO
 Armon Dadgar, Co-Founder & Co-CTO
 Scott Raney, Partner, Redpoint
 Glenn Solomon, Managing Partner, GGV Capital
 Navin Chaddha, Managing Director, Mayfield
 Susan St. Ledger, President, Worldwide Field Operations, Splunk

Source: Wing, Pitchbook, company website



San Francisco, CA
ironcladapp.com

Digital contracting
platform

Founded: 2014
Employees: 140

Total raised: \$84M

Company Description

Ironclad is the leading digital contracting platform for legal teams. By streamlining contract workflows, from creation and approvals to compliance and insights, Ironclad frees legal to be the strategic advisors they're meant to be. Ironclad is used by modern General Counsels and their teams at companies like Dropbox, AppDynamics, MasterCard, L'Oréal and Fitbit to unlock the power of their contracts data.

News & Announcements

- 12/10/2019 Featured in Forbes article, "2019 has been a very good year for Ironclad and digital contracting."
- 10/2/2019 Ranked #47 on Y Combinator - Top Companies List – 2019
- 9/11/2019 Recognized on Forbes 2019 Cloud 100 Rising Stars List
- 10/2/2019 Featured in San Francisco Business Times article, "Exclusive: fast-growing Ironclad opens up on its financials and new executive hires."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	8/7/2019	\$50.0
Series B	1/30/2019	\$23.0
Series A	8/2/2017	\$11.0
Accelerator	7/30/2015	n/a

Selected Investors

500 Startups, Accel, Emergence Capital Partners, Greylock Partners, Haystack, IA Ventures, Sequoia Capital, Soma Capital, SV Angel, Y Combinator

CEO, Co-Founders, Board Members

Jason Boehmig, Co-Founder & CEO
Cai GoGwilt, Co-Founder & CTO
Ali Rowghani, Partner, Y Combinator
Jess Lee, Partner, Sequoia Capital
Steve Loughlin, Partner, Accel

Source: Wing, Pitchbook, company website



Oakland, CA
launchdarkly.com

Feature management
platform for software
development

Founded: 2014
Employees: 174

Total raised: \$133M

Company Description

LaunchDarkly is a feature management platform designed for software teams to build better software, faster. Development teams use feature management as a best practice to separate code deployments from feature releases. Serving over 1 trillion feature flags daily, LaunchDarkly enables teams to control their entire feature lifecycles from concept to launch to value.

News & Announcements

- 1/22/2020 Listed in Business Insider article, "72 startups that will boom in 2020, according to VCs."
- 1/17/2020 Mentioned in Wall Street Journal article, "VC daily: Bessemer triples valuation in inside round for LaunchDarkly; SparkBeyond's smarter AI; new Wipro Ventures fund."
- 12/30/2019 Listed in PacktPub article, "10 tech startups for 2020 that will help the world build more resilient, secure, and observable software."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C1	1/16/2020	\$54.0
Series C	3/13/2019	\$44.0
Series B	12/4/2017	\$21.0
Series A	12/20/2016	\$11.2
Accelerator	4/2/2015	n/a
Seed	12/14/2014	\$2.6

Selected Investors

500 Startups, Bessemer, Bloomberg Beta, Cervin Ventures, Threshold Ventures, Heavybit, Redpoint, Vertex Ventures, Uncork Capital

CEO, Co-Founders, Board Members

Edith Harbaugh, Co-Founder & CEO
John Kodumal, Co-Founder & CTO
Ethan Kurzweil, Partner, Bessemer
Scott Raney, Partner, Redpoint
Josh Stein, Partner, Threshold/DFJ

Source: Wing, Pitchbook, company website



Mountain View, CA
logdna.com

Cloud-services-based
server-log
management

Founded: 2016
Employees: 80

Total raised: \$33M

Company Description

LogDNA provides detailed insights into the production environment. It enables engineering and DevOps professionals to easily and quickly gather all systems and application logs into one intuitive platform to get back to focusing on what is most important: building great products.

News & Announcements

1/14/2020 Announced Year-Over-Year Annualized Revenue Run Rate Growth Increased by 3.6X
10/29/2019 Recognized on Upstart Tech Awards 2019 List
9/11/2019 Recognized on Forbes 2019 Cloud 100 Rising Stars List

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	12/11/2018	\$25.0
Series A	11/7/2017	\$7.0
Seed	7/20/2016	\$1.3

Selected Investors

Initialized, Emergence Capital, Y Combinator

CEO, Co-Founders, Board Members

Christopher Nguyen, Co-Founder & CEO
Lee Liu, Co-Founder & CTO
Garry Tan, Managing Partner, Initialized Capital
Joseph Floyd, General Partner, Emergence Capital

Source: Wing, Pitchbook, company website

MODERN TREASURY

San Francisco, CA
moderntreasury.com

Payment operations
software

Founded: 2018
Employees: 10

Total raised: \$10M

Company Description

Modern Treasury automates and manages the full cycle of money movement—from payment and approvals to reconciliation and accounting—all from one app and API. Modern Treasury seamlessly preserves data so teams can confidently manage reconciliation, control approvals and spending, and conduct internal audits.

News & Announcements

- 12/20/2019 Mentioned in PYMNTS article, "VCs back fintechs that help other firms manage money."
- 12/19/2019 Issued PR Newswire press release, "Modern Treasury announced \$10M series A led by Benchmark to help CFOs streamline payments and instantly close books."
- 12/19/2019 Featured in Wall Street Journal article, "Venture firm Benchmark invests in payments startup as sector heats up."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	12/19/2019	\$10.0
Accelerator	8/22/2018	\$0.1

Selected Investors

Benchmark, Quiet Capital, Rivet Ventures, Y Combinator

CEO, Co-Founders, Board Members

Dimitri Dadiomov, Co-Founder & CEO
 Sam Aarons, Co-Founder & CTO
 Matt Marcus, Co-Founder & Chief Product Officer
 Chetan Puttagunta, General Partner, Benchmark

Source: Wing, Pitchbook, company website



San Francisco, CA
netlify.com

All-in-one platform for
automating modern
web projects

Founded: 2014
Employees: 90

Total raised: \$44M

Company Description

Netlify is the fastest way to build the fastest sites. Used by more than 750,000 web developers and businesses, the Netlify platform provides modern build workflows, serverless functions and a global Application Delivery Network to deliver the most performant, secure and scalable websites and applications. Netlify pioneered the JAMstack category, a modern web architecture that marries the best practices of static sites with the API economy and serverless functions, to deliver the faster load times and dynamic content, without worrying about web servers.

News & Announcements

- 11/6/2019 Mentioned in Silicon Valley Business Journal article, "VC Bucky Moore on why he joined Kleiner Perkins, enterprise cloud prospects he likes."
- 7/10/2019 Featured in The Register article, "Javascript tracking punks given a thrashing by good old-fashioned server log analytics."
- 10/24/2018 Featured in Wired article, "This company wants to make the Internet load faster"
- 3/20/2018 Featured in The New Stack article, "Netlify embeds serverless functionality into its web app development platform."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	10/9/2018	\$30.0
Series A	8/9/2017	\$12.0
Seed	8/16/2016	\$2.1

Selected Investors

Andreessen Horowitz, Bloomberg Beta, Kleiner Perkins, Mango Capital

CEO, Co-Founders, Board Members

Mathias Christensen, Co-Founder & CEO
Christian Bach, Co-Founder & President
Mamoon Hamid, Partner, Kleiner Perkins
Ohad Eder-Pressman, Co-Founder & CEO, Stackbit
Peter Levine, General Partner, Andreessen Horowitz

Source: Wing, Pitchbook, company website



San Francisco, CA
notion.so

All-in-one workspace
for notes, tasks, docs,
and databases.

Founded: 2016
Employees: 30

Valuation: \$800M

Company Description

Notion is the all-in-one tool for taking notes, sharing documents, building wikis, and managing projects. Highly customizable, the product lets you combine these elements however you want to solve a variety of problems. Create a central hub for your company's knowledge, oversee a product roadmap, track your own personal to-do's, and more — all in one place. Notion makes it easy to define your own workflows so you all get more done, together.

News & Announcements

- 1/22/2020 Listed in Business Insider article, "72 startups that will boom in 2020, according to VCs."
- 11/12/2019 Featured in TechCrunch article, "Work collaboration startup Notion cozies up to Silicon Valley's top accelerators"
- 7/5/2019 Featured in Pulse 2.0 article, "Notion: \$10 million funding at \$800 million valuation."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Seed	7/8/2019	\$10.0

Selected Investors

a_capital, First Round Capital,
Lachy Groom, Mike Vernal, Ram
Shriram, Shana Fisher

CEO, Co-Founders, Board Members

Ivan Zhao, Co-Founder & CEO
Simon Last, Co-Founder & Head of Product

Source: Wing, Pitchbook, company website



San Francisco, CA
productboard.com

Product management
software

Founded: 2014
Employees: 130

Total raised: \$65M

Company Description

productboard is the product management system that helps organizations get the right products to market, faster. Designed on the Product Excellence Methodology, productboard aligns everyone on the right features to build next. Over 2,500 modern product-led companies, like Microsoft, Zendesk, and UiPath use productboard to understand what users need, prioritize what to build next, and rally everyone around the roadmap.

News & Announcements

- 1/22/2020 Listed in Business Insider article, "72 startups that will boom in 2020, according to VCs."
- 1/15/2020 Featured in Forbes article, "This software startup raised \$45 million to make life easier for product managers."
- 9/13/2018 Recognized on Forbes 2018 Cloud 100 Rising Stars List

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series B	1/15/2020	\$45.0
Series A1	2/4/2019	\$10.0
Series A	7/16/2018	\$8.0
Seed	10/19/2016	\$1.7

Selected Investors

Bessemer Venture Partners,
Index Ventures, Kleiner Perkins,
Sequoia Capital

CEO, Co-Founders, Board Members

Hubert Palan, Co-Founder & CEO
Daniel Hejl, Co-Founder & CTO
Andrew Reed, Partner, Sequoia Capital
Ilya Fushman, Partner, Kleiner Perkins
Jan Hammer, General Partner, Index Ventures

Source: Wing, Pitchbook, company website



San Francisco, CA
retool.com

Custom internal tool
development platform

Founded: 2017
Employees: 23

Total raised: \$20M

Company Description

Retool is a fast way of building custom internal business applications. The company's platform lets engineers quickly build internal applications in a drag and drop interface, which is faster than writing code from scratch. As a result, businesses can build the internal software they need, quickly, without being constrained on engineering resources.

News & Announcements

- 1/30/2020 Listed in Business Insider article, "15 low code/no code startups to watch, according to experts."
- 9/11/2019 Recognized on Forbes 2019 Cloud 100 Rising Stars List

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	4/16/2019	\$19.5
Accelerator	8/22/2017	\$0.1

Selected Investors

Sequoia Capital, Y Combinator

CEO, Co-Founders, Board Members

David Hsu, Founder & CEO

Source: Wing, Pitchbook, company website



San Francisco, CA
segment.com

Customer data platform

Founded: 2012
Employees: 550

Total raised: \$284M
Valuation: \$1.5B

Company Description

Segment is a customer data platform (CDP) that helps companies harness first-party customer data. The Segment platform democratizes access to reliable data for all teams and offers a complete toolkit to standardize data collection, unify user records, and route customer data into any system where it's needed. More than 20,000 companies like Intuit, FOX, Instacart, and Levi's use Segment to make real-time decisions, accelerate growth, and deliver compelling user experiences.

News & Announcements

- 12/4/2019 Featured in Venture Beat article, "How Segment survived its brush with death to become a customer data infrastructure unicorn."
- 10/29/2019 Featured in Business Insider article, "Meet 22 of the most important executives shaping the future of marketing technology."
- 7/16/2019 Featured in Forbes article, "These Forbes under 30 founders are now running the next billion-dollar startups."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series D	4/2/2019	\$175.0
Series C	7/13/2017	\$64.0
Series B	10/9/2015	\$27.0
Series A	10/8/2014	\$15.0
Seed	1/1/2013	\$0.6
Accelerator	1/1/2011	\$2.0

Selected Investors

Accel, e.ventures, General Catalyst, Kleiner Perkins, Meritech Capital Partners, Sapphire Ventures, Thrive Capital, Y Combinator

CEO, Co-Founders, Board Members

Ilya Volodarsky, Co-Founder & President
 Peter Reinhardt, Co-Founder & CEO
 Calvin French-Owen, Co-Founder & CTO
 Ian Taylor, Co-Founder
 Vasant Natarajan, Partner, Accel
 Ali Rowghani, CEO, Y Combinator Continuity
 Kimberly Hammonds
 Sue Barsamian

Source: Wing, Pitchbook, company website



The Hague,
Netherlands
sketch.com

macOS and cloud-
based design platform

Founded: 2008
Employees: 91

Total raised: \$20M

Company Description

Sketch is a digital design platform that combines the power of a native macOS app with cloud-based collaboration tools to help teams design better products. With it, organizations can iterate fast, share prototypes, create extensible design systems and collaborate throughout the whole process — from early ideas, right through to developer handoff. Sketch has one million customers — from freelancers and startups, to some of the world's largest companies.

News & Announcements

12/5/2019	Featured in TechCrunch article, "Design may be the next entrepreneurial gold rush."
9/11/2019	Recognized on Forbes 2019 Cloud 100 Rising Stars List

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	3/14/2019	\$20.0

Selected Investors

Benchmark

CEO, Co-Founders, Board Members

Pieter Omvlee, Co-Founder & CEO
Emanuel Sá, Co-Founder & Chief Design Officer
Chetan Puttagunta, General Partner, Benchmark

Source: Wing, Pitchbook, company website



San Mateo, CA
snowflake.com

Cloud data warehouse
platform

Founded: 2012
Employees: 1,500

Total raised: \$1.4B
Valuation: \$12.4B

Company Description

Snowflake is the data warehouse built for the cloud, enabling the data-driven enterprise with instant elasticity, secure data sharing, and per-second pricing, across multiple clouds. Snowflake combines the power of data warehousing, the flexibility of big data platforms, and the elasticity of the cloud at a fraction of the cost of traditional solutions.

News & Announcements

- 2/5/2020 Received InfoWorld's 2020 Technology of the Year Award
- 1/27/2020 Featured in Bloomberg article, "These are the fastest-growing business apps."
- 9/4/2019 Ranked #1 on LinkedIn Top Startups 2019: The 50 Hottest U.S. Companies to Work for Now
- 9/11/2019 Ranked #2 on Forbes The Cloud 100 2019 List

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series G	2/7/2020	\$478.8
Series F	10/11/2018	\$450.0
Series E	1/12/2018	\$263.5
Series D	9/6/2017	\$105.0
Series C	3/30/2016	\$78.8
Series B	10/21/2014	\$20.0
Series A	3/8/2013	\$5.0
Seed	8/23/2012	\$0.8

Selected Investors

Dragoneer Investment Group, ICONIQ Capital, Madrona Venture Group, Meritech Capital Partners, Redpoint Ventures, Salesforce Ventures, Sequoia Capital, Sutter Hill Ventures, Wing Venture Capital

CEO, Co-Founders, Board Members

Frank Sloatman, Chairman & CEO
Benoit Dageville, Co-Founder & President, Products
Thierry Cruanes, Co-Founder
Carl Eschenbach, Partner, Sequoia
Jeremy Burton, CEO, Observe

Mark Garrett, former CFO, Adobe
John McMahon
Mike Speiser, Managing Director, Sutter Hill
John Walecka, Partner, Redpoint
Kevin Wang, Partner, Altimeter
Kelly Kramer, EVP & CFO, Cisco
Teresa Briggs

Source: Wing, Pitchbook, company website



San Francisco, CA
stripe.com

Online payment
platform

Founded: 2010
Employees: 2,000

Total raised: \$1.3B
Valuation: \$35.3B

Company Description

Stripe is a technology company that builds economic infrastructure for the internet. Businesses of every size — from new startups to public companies like Salesforce and Amazon — use the company's global payments and treasury network to accept online payments and run technically sophisticated financial operations in more than 100 countries. Stripe helps new companies get started and grow their revenues, and established businesses accelerate into new markets and launch new business models. Over the long term, Stripe aims to increase the GDP of the internet.

News & Announcements

- 2/14/2020 Featured in Business Insider article, "35 billion fintech Stripe just inked a deal with hospitality PoS-maker Lightspeed."
- 9/19/2019 Featured in The New York Times article, "Hard times in Silicon Valley? Not for the payments start-up Stripe."
- 9/11/2019 Ranked #1 on Forbes The Cloud 100 2019 List
- 9/10/2019 Featured in TechCrunch article, "Payments giant Stripe debuts a credit card in its latest step into the financing fray."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series G	9/19/2019	\$250.0
Series F	1/29/2019	\$100.0
Series E	9/26/2018	\$245.0
Series D	11/25/2016	\$150.0
Corporate	10/3/2016	n/a
Series C2	7/28/2015	\$100.0
Series C1	12/2/2014	\$70.0
Series C	1/22/2014	\$80.0
Series B2	6/27/2013	n/a
Accelerator	6/18/2013	n/a
Series B	7/9/2012	\$20.0
Series A	2/9/2012	\$18.0
Seed	3/28/2011	\$2.0
Accelerator	1/1/2010	n/a

Selected Investors

Andreessen Horowitz, Capital G, General Catalyst, Khosla Ventures, Kleiner Perkins, Sequoia Capital, Tiger Global, Visa, Y Combinator

CEO, Co-Founders, Board Members

Patrick Collison, Co-Founder & CEO
John Collison, Co-Founder & President
Jonathan Chadwick, former CFO, VMware

Diane Greene, former CEO, Google Cloud
Michael Moritz, Partner, Sequoia
Michelle Wilson, former General Counsel, Amazon

Source: Wing, Pitchbook, company website



San Mateo, CA
verkada.com

Enterprise video
security

Founded: 2016
Employees: 310

Total raised: \$139M
Valuation: \$1.6B

Company Description

Verkada is the leader in cloud-based enterprise video security. Verkada combines on-site hardware with an all-in-one hosted software platform to provide customers with a real-time view into every part of their organization. Designed with simplicity in mind, Verkada is virtually effortless to install, maintain, and manage. Backed by an industry-leading 10-year warranty, Verkada empowers thousands of organizations with the latest security technology without the worry of management overhead or unpredictable costs over time.

News & Announcements

- 1/29/2020 Featured in TechCrunch article, "Verkada raises \$80M at \$1.6B to be every building's security OS."
- 9/17/2019 Ranked #16 on Forbes AI 50: America's Most Promising Artificial Intelligence Companies
- 9/4/2019 Ranked #34 on LinkedIn Top Startups 2019: The 50 Hottest U.S. Companies to Work for Now
- 4/25/2019 Featured in Forbes article, "This startup making cloud-connected security camera systems reached a \$540 million valuation in 3 years."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series C	1/29/2020	\$80.0
Series B	4/15/2019	\$40.0
Series A	4/3/2018	\$15.0
Seed	9/21/2017	\$3.9

Selected Investors

Felicis Ventures, First Round Capital, Meritech Capital Partners, Next47, Sequoia Capital

CEO, Co-Founders, Board Members

Filip Kaliszan, Co-Founder & CEO
James Ren JD, Co-Founder
Hans Robertson, Co-Founder & Executive Chairman
Benjamin Bercovitz, Co-Founder
Bill Trenchard, Partner, First Round Capital
Lakshmikanth Ananth, Managing Partner & CEO, Next47

Source: Wing, Pitchbook, company website

webflow

San Francisco, CA
webflow.com

Responsive web
design tool

Founded: 2013
Employees: 120

Total raised: \$74M
Valuation: \$375M

Company Description

Webflow is the way to design, build, and launch powerful websites visually — without coding. By combining design, animation, content management, marketing, and ecommerce tools into a single visual web development platform, it empowers non-coders and coders alike to ship and promote websites of all kinds in a faster, more cost-efficient, and more collaborative way.

News & Announcements

- 1/30/2020 Listed in Business Insider article, "15 low code/no code startups to watch, according to experts."
- 1/22/2020 Listed in Business Insider article, "72 startups that will boom in 2020, according to VCs."
- 8/7/2019 Featured in Forbes article, "No-code website builder Webflow went from near bankruptcy to a \$72 million Series A funding round."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Series A	6/14/2019	\$72.0
Seed	3/11/2014	\$1.5
Accelerator	1/1/2013	n/a

Selected Investors

Accel, Draper Associates, FundersClub, Khosla Ventures, Y Combinator

CEO, Co-Founders, Board Members

Vlad Magdalin, Co-Founder & CEO
Bryant Chou, Co-Founder, CTO & Head of Growth
Sergie Magdalin, Co-Founder & Chief Product Officer

Source: Wing, Pitchbook, company website



100% Remote
zapier.com

Web application and
workflow automation

Founded: 2011
Employees: 300

Total raised: \$1.2M

Company Description

Zapier helps more than five million people grow their businesses with the power of automation. The company connects over 2,000 apps to help people be more productive at work, saving customers up to 20 hours per week.

News & Announcements

- 2/11/2020 Featured in Entrepreneur article, "4 easy tech tweaks you can make today to boost productivity."
- 1/30/2020 Listed in Business Insider article, "15 low code/no code startups to watch, according to experts."
- 1/23/2020 Listed in Forbes article, "Busy entrepreneurs can't live without these 10 essential productivity tools."

Financings

<u>Round</u>	<u>Date</u>	<u>Amount</u>
Seed	10/31/2012	\$1.2

Selected Investors

Bessemer Venture Partners, DFJ,
Y Combinator

CEO, Co-Founders, Board Members

Wade Foster, Co-Founder & CEO
Bryan Helmig, Co-Founder & CTO
Mike Knoop, Co-Founder & Head of R&D

Source: Wing, Pitchbook, company website