# Dossier: Mattermost, Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,909.00

**Award Date:** 2023-07-25

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Mattermost, Inc. provides secure, open-source collaboration solutions designed for technical and operational teams, particularly those in highly regulated industries. Their primary business is offering a self-hosted and cloud-based platform that enables secure communication, workflow orchestration, and knowledge management. Mattermost's core mission is to empower organizations to control their own communication data and workflows, addressing the growing need for data sovereignty, compliance, and security in environments where sensitive information is exchanged. The company's unique value proposition lies in its open-source nature, deep customizability, and robust security features, providing an alternative to proprietary collaboration tools that can be tailored to meet specific organizational needs, especially those related to DoD security requirements.

**Technology Focus:**

* Secure Collaboration Platform:\*\* Mattermost offers a customizable messaging platform with end-to-end encryption options, compliance features, and role-based access controls. It integrates with existing DevOps tools and workflows through extensive APIs and integrations, allowing for automation and streamlined incident resolution.
* Workflow Automation:\*\* Mattermost Playbooks is a structured workflow and incident response tool that helps teams standardize processes, track progress, and automate routine tasks within the collaboration environment. It supports use cases ranging from incident management to onboarding processes, improving team efficiency and operational resilience.

**Recent Developments & Traction:**

* Atlassian Partnership (November 2021):\*\* Announced a deep integration with Atlassian Jira, enabling seamless collaboration and incident management workflows between the two platforms.
* Series B Extension (October 2021):\*\* Secured an extension to its Series B funding round. While specific amounts were not publicly announced, this extension indicated continued investor confidence and growth potential. The initial Series B was led by Y Combinator Continuity and Redpoint Ventures.
* FedRAMP Authorization In Process (Ongoing):\*\* While not yet achieved, Mattermost has publicly declared its intention to pursue FedRAMP authorization to serve US Federal agencies with its secure collaboration platform, aiming to meet strict security and compliance requirements. This indicates a strategic focus on government sector sales.

**Leadership & Team:**

* Ian Tien (CEO):\*\* Founder and CEO. Previously involved in product management and engineering roles at various technology companies.
* Corey Hulen (CTO):\*\* Co-founder and CTO. Brings extensive experience in software architecture, development, and security.

**Competitive Landscape:**

* Slack:\*\* Mattermost competes with Slack, but differentiates itself with its open-source nature, self-hosting options, and heightened focus on security and compliance for sensitive data environments.
* Microsoft Teams:\*\* Similar to Slack, Mattermost provides an alternative to Microsoft Teams, particularly for organizations that require greater control over their data and infrastructure.

**Sources:**

1. [https://mattermost.com/](https://mattermost.com/)

2. [https://mattermost.com/blog/](https://mattermost.com/blog/)

3. [https://www.crunchbase.com/organization/mattermost](https://www.crunchbase.com/organization/mattermost)

4. [https://atlassian.mattermost.com/](https://atlassian.mattermost.com/)