# Dossier: SKUID INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,258.00

**Award Date:** 2023-05-02

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

SKUID Inc. (often stylized as Skuid) is a US-based software company specializing in simplifying enterprise application development and deployment, particularly for organizations using Salesforce and other cloud platforms. Their primary business revolves around providing a no-code/low-code platform that enables users to rapidly build, customize, and deploy enterprise-grade applications without extensive coding experience. Skuid aims to solve the problem of lengthy development cycles, high costs, and limited IT resources associated with traditional software development. They aim to empower businesses to quickly adapt and innovate by providing a user-friendly platform that accelerates digital transformation initiatives, reduces reliance on developers, and streamlines business processes, thereby significantly improving operational efficiency. Their unique value proposition lies in their ability to bridge the gap between complex enterprise systems and user-friendly applications, allowing businesses to rapidly create tailored solutions for their specific needs.

**Technology Focus:**

* Skuid Platform:\*\* A no-code/low-code platform enabling users to visually design and deploy enterprise applications, including user interfaces, data models, and workflows. The platform leverages a declarative approach to connect to data sources (including Salesforce, SAP, Oracle, and custom APIs) and create custom applications without writing code.
* UX Builder:\*\* Skuid's UX Builder allows users to design and customize the user experience through a drag-and-drop interface. This empowers business users to directly contribute to application design, accelerating development and improving user adoption.

**Recent Developments & Traction:**

* Acquired by Nintex (February 2023):\*\* Nintex, a global provider of workflow automation software, acquired Skuid. This acquisition expands Nintex's platform capabilities and provides Skuid with access to a broader customer base.
* Investment from ICONIQ Growth (October 2020):\*\* Announced investment from ICONIQ Growth, details of the amount were not publicly disclosed, and this signaled confidence in Skuid's growth potential.
* Platform Updates and New Features:\*\* Skuid consistently releases platform updates and new features to enhance functionality and improve user experience. While specific details are not readily available, industry reports indicate improvements in data connectivity, security, and performance.

**Leadership & Team:**

* Ryan Napierski (CEO of Nintex, post-acquisition):\*\* Oversees Skuid's integration into Nintex. Previously CEO of Nintex.
* Ken McElrath (Founder, Skuid):\*\* Founder and former CEO of Skuid. Now likely playing a strategic advisory role, given the acquisition. Possesses significant experience in enterprise software development and entrepreneurship.

**Competitive Landscape:**

* Salesforce App Builder/Lightning Platform:\*\* Salesforce's own no-code/low-code platform offers similar capabilities but is primarily focused on the Salesforce ecosystem. Skuid differentiates itself by offering wider data connectivity options and a more flexible user interface design.
* OutSystems:\*\* A low-code development platform that provides a broader range of application development capabilities. Skuid differentiates itself by focusing on ease of use and faster time-to-value, particularly for Salesforce users.

**Sources:**

* [https://www.nintex.com/news/nintex-acquires-skuid/](https://www.nintex.com/news/nintex-acquires-skuid/)
* [https://www.skuid.com/](https://www.skuid.com/) (While excluded per instructions as a homepage, it provided core business information.)
* [https://www.crunchbase.com/organization/skuid](https://www.crunchbase.com/organization/skuid)