

Google

Contact: Alex Zhang – Sr. Director, Cloud ML Ops

Sales Stage: Closed Won

Deal Size: \$310K ARR

Meetings:

March 18: Risk monitoring POC kickoff.

April 10: Training session with model reliability team.

Needs:

Alerting on drift in high-traffic models.

Dashboard integrations with Looker.

Objections:

None – deployment complete, expanding to Ads org.

Internal Notes:

Requested user-level event tagging feature from roadmap.

Next Steps:

Schedule QBR for July with MLOps stakeholders.