Databricks

Board Deck

Website: https://www.databricks.com

Industry: Data Analytics

Executive Summary

Databricks is a leading player in the Data Analytics industry. This quarter, the company has achieved remarkable milestones, including strong growth in revenue and app usage. The following board deck outlines key metrics, updates, and future plans.

Key Metrics

Headcount: 412

Headcount Growth: 6.7%

Employee Breakdown:

  - Engineering: 240

  - Sales: 108

  - Support: 64

Product Rating: 4.6

Total Fundraising: $193M

Last Round Date: Jan 2019

Monthly Revenue: $656,555

Annual Revenue: $6,476,760

CAC: $865

Retention Rate: 91.8%

Market Trends

The Data Analytics industry continues to grow rapidly. Notable trends include:

- Increasing demand for innovative, user-friendly solutions.

- Growing competition from emerging players.

- Expansion into international markets.

Product Updates

Databricks has made significant strides in product development this quarter:

- Launched a new feature to enhance user experience.

- Improved scalability and performance.

- Expanded capabilities to serve a larger audience.

Financial Performance

Monthly Revenue: $656,555

CAC: $865

Challenges and Opportunities

Challenges:

- Maintaining competitive pricing while scaling operations.

- Attracting and retaining top talent in a competitive market.

Opportunities:

- Expanding to new geographical regions.

- Introducing new features based on user feedback.

Future Roadmap

Databricks aims to:

- Expand into international markets by Q4 2025.

- Launch a new subscription-based pricing model.

- Achieve a 20% increase in user retention by the next quarter.

Board Requests

We request the board's support in:

- Providing strategic guidance for entering new markets.

- Introducing potential investors for future funding rounds.

- Expanding our network of industry advisors and mentors.