

Brief Description:

Concourse Labs is becoming the catalyst for enterprise cloud adoption. Concourse's innovative SaaS platform uniquely solves key data protection, governance, risk and compliance problems, enabling enterprises to adopt cloud faster, more safely, and more efficiently. It is disrupting a \$32B legacy market with the only comprehensive offering in the market.

The company was founded and is led by a very seasoned team of industry luminaries, including Don Duet, former partner and Head of Technology at Goldman Sachs, Scott Crenshaw, previously EVP/GM of \$1B Revenue businesses at Rackspace and Red Hat, and J Ram, former Head of Cloud at Goldman and Enterprise CTO at Morgan Stanley. Investors include 83North (formerly Greylock Israel), Capri Ventures, and Workbench.

# Leadership Team are Pioneers in Enterprise Cloud Adoption

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Donald J. Duet  
CEO, Co-founder



Scott H. Crenshaw  
President, COO



J Ram  
Co-founder



Ivan Melyakov  
CTO



Roman Chwl  
Co-founder, Biz Dev



Alex Pinchev  
Board Member



Phil Venables  
Advisor

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**Goldman  
Sachs**

**Morgan  
Stanley**



**aws**



**rackspace**



**IBM**

# Enterprises WANT to Move Apps to Cloud

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**41%** Of enterprise workloads will run in public cloud by **2020**.

**30%** Of enterprises expect to host **majority** of applications in public cloud within three years.

**38%** Of enterprises report pressure to migrate **all applications** to cloud.

## Lack of Effective Cloud Governance Stops Them

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**“Most Enterprises Have <10% of Workloads in Public Cloud.”**

-- McKinsey

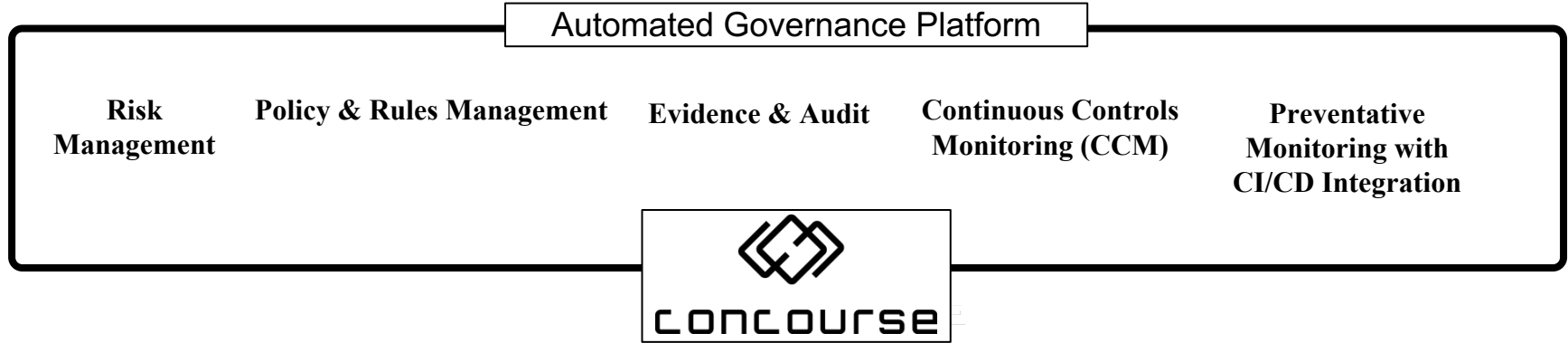
**“Enterprises hit a ceiling at 25-30% of their applications in cloud.”**

-- IDC

**“Governance is the Top Cloud Issue for Enterprises.”**

-- Rightscale State of the Cloud Report

# The First End to End Automated Cloud Governance Solution



## Out-of-the-Box Policies-as-Code Meet ~90% of Enterprise Needs

- Out-of-box policies cover most enterprise cloud needs
- Can be quickly tuned and augmented
- Developed from design partner input
- Proven during customer testing

*Use Cases are Highly Consistent  
Across Customers*

*Fast Time to Value: Short  
Configuration & Training Cycles*

## Concourse Differentiation

- **Comprehensive end to end** governance architecture
- **Automates governance for cloud speed and scale**
- Governance and compliance **know how**
- **Out of the box** enterprise cloud governance;  
**implementation in weeks**, not 1-2 years required by  
DIY/Consulting Firms