

Qumulo Company Statistics

Qumulo is the leading file data platform for multicloud environments, providing unrivaled freedom, control, and real-time visibility for file data at massive scale. Fortune 500 companies, major film studios, and the largest research facilities in the world trust Qumulo to help them innovate with their mission-critical digital files. The Qumulo experience makes file data management simple with continuous new features, a single solution for all workloads, and access to customer success experts on your schedule.

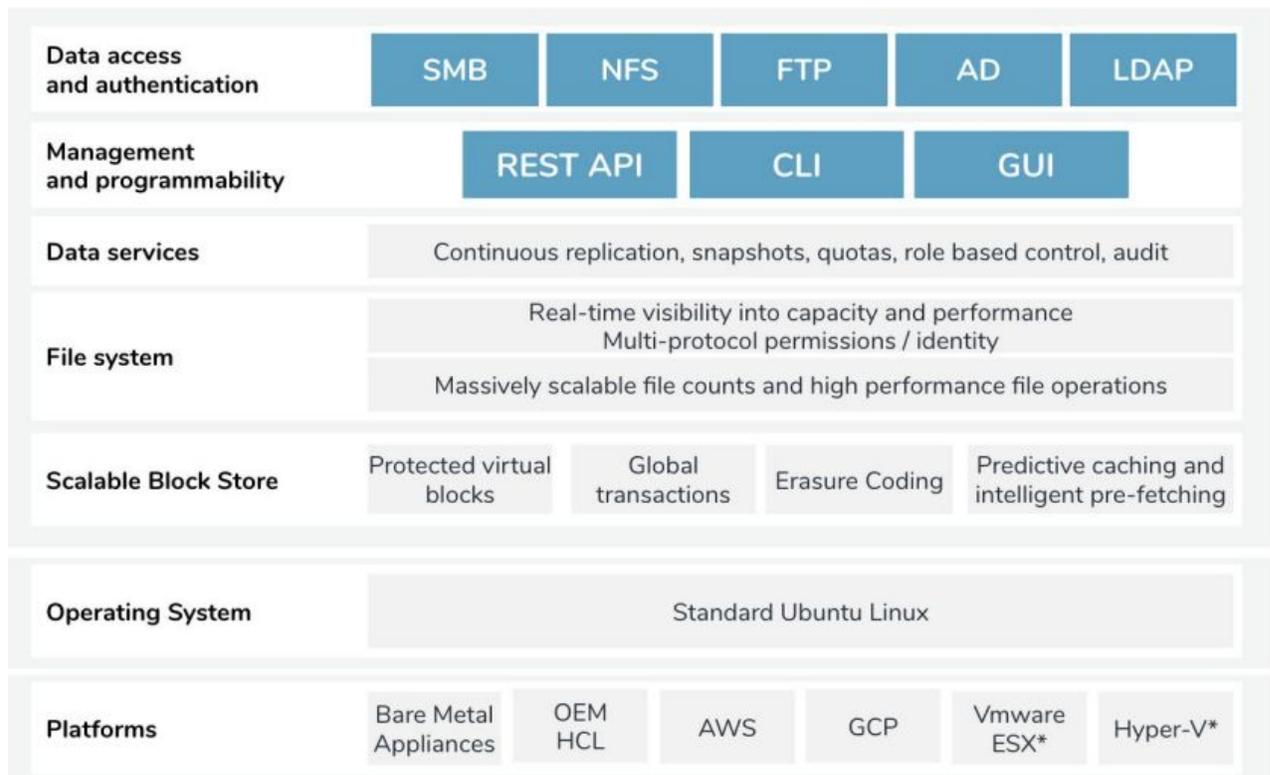
- Founded in 2012
- Headquartered in Seattle with operations in Canada, United Kingdom, and Germany
- More than 300 employees
- Customer retention rate is 120%
- Consistent 85+ Net Promoter Score
- Recognized as a Leader in the Gartner Magic Quadrant for the Distributed File Systems and Object Storage market in both 2018 and 2019

Product

The Qumulo file data platform delivers enterprise data management and storage, providing users with the most advanced solution available for managing, protecting, and accessing file data that powers innovation. We provide fast and reliable access to the content creators and innovators that transform data into discovery through key innovation areas:

- **Cloud-native.** Designed for public, private, and hybrid cloud infrastructures, offering unstructured data services in the public cloud and the data center that fit seamlessly within the ecosystem of cloud services (e.g. machine learning, publishing, or cloud object storage services).
- **Scale.** Designed to serve petabytes of data, billions of files, millions of operations, and thousands of users.
- **Leverage standard tools.** The most valuable creators in an innovative organization (artists, researchers, data scientists, and analysts) can use their tools without having to install custom drivers or make changes to their workflows.
- **Data visibility and workflow automation.** Administrators can create, manage, and tear down data services using RESTful APIs. Built-in data analytics enable users and administrators to understand the performance and capacity utilization of their data services in real-time in order to better diagnose issues and plan for the future.
- **Secure and enterprise-ready.** Data is the lifeblood of innovative organizations. Qumulo provides industry-standard identity and encryption tools, as well as data management features to satisfy company requirements for disaster recovery, backup, and user management.

The Qumulo File Data Platform Architecture



Key Customers

- **Hyundai:** Relies on Qumulo to build autonomous cars. Making vehicles intelligent enough to “see” and react like a human requires the development team to collect and pour through hundreds of terabytes of video. Researchers drive vehicles through a broad range of geographies, climates, and environments while cameras record the journey. Back in the lab, teams carefully identify important elements of street-level world views, such as signs, signals, pedestrians, and hazards, and feed that data into the latest training scenarios.
- **Cinesite**, a leading digital entertainment studio for special effects in productions such as the Avengers, James Bond movie franchises and The Witcher, uses Qumulo across multiple Amazon Web Services (AWS) Availability Zones to render 16K video and produce 4K fully animated, full stereo VFX pipelines. meeting tight production deadlines.
- **IHME:** When the COVID-19 pandemic hit, IMHE used Qumulo for data processing on-prem and Microsoft Azure for hosting data visualizations. IHME's Qumulo systems helped analyze up to 20x more data every day by making it possible to ingest, process, and leverage data coming in from a wide range of internal and external sources. With Qumulo, IHME was able to ingest incoming raw data rapidly to create population graph visualizations helping non-medical personnel easily visualize data results and take decisive action.
- **Vexcel**, a German-based aerial imaging company, turned to Qumulo to increase speed and agility, provide lean infrastructure, and offer great potential for expansion. Powerful, hybrid cloud infrastructure with fast data processing enables Vexcel to provide its customers with a reliable digital service for aerial photography.
- **Ellie Mae (Capsilon):** Helps banks, mortgage companies, and credit unions all across the country to store and automate the workflow of mortgage documents to decrease time to complete a mortgage. They have about 30 billion files. Each loan that the organization processes contains roughly 4,000 files, and they're all under 10kb; they rely on Qumulo to help them manage and store terabytes of this file data efficiently.

Series E Stats:

- \$125M round, bringing the company to a \$1.2B valuation
- Qumulo had 2X increase in enterprise value from Series D
- Lead investor is BlackRock, the largest asset manager in the world, with over \$6 trillion in assets under management
- Highland Capital Partners, Madrona Capital Ventures, Kleiner Perkins, and a new investor, Amity Ventures, were also significant investors in this round

Total Invested Capital:

- \$351M is the total of invested capital, including the entire \$125M for Series E
- \$4.12M in common stock
- \$222.5M is the total of invested capital from the prior rounds

Confirmed Investment Breakdown Per Round:

- Seed: \$2.2M (March 1, 2012)
- Series A: \$24.7M (Nov. 20, 2012)
- Series B: \$40M (Feb. 4, 2015)
- Series C: \$32.6M (June 2, 2016)
- Series C-1: \$30M (April 4, 2017)
- Series D: \$93M (June 6, 2018)