



Cloud9 Analytics Corporate Fact Sheet

Company Overview

Cloud9 Analytics is the global leader in SaaS performance management applications delivered directly to line-of-business managers so they can accelerate revenue. The Cloud9 Pipeline Accelerator Suite enables sales management and operations to more effectively manage their sales pipeline and forecast. The result is a dramatic increase in forecast accuracy, increased win rates and higher CRM adoption. Powered by patent-pending row-versioning database technology, Cloud9's applications deliver value in just 24 hours and require zero installation, zero maintenance and zero IT support. Cloud9's customers include Covad Communications, Dow Jones, Siemens, Thermo-Fisher Scientific, and Thomson Reuters.

Products

Cloud9 Pipeline Accelerator Suite – The Cloud9 Pipeline Accelerator Suite delivers everything sales leaders need to become "dynamic pipeline management" experts, including applications, mobile solutions, and pipeline management best practices to complete sales pipeline visibility anytime, anywhere - including critical, real-time "what's changed" information so sales teams can:

- Improve forecast accuracy and predictability
- Increase win rates
- Boost CRM adoption

Cloud9 Analyst Suite – Comprehensive report and dashboard building capabilities that enable sales teams to create custom reports across all Salesforce objects in their Cloud9 data warehouse, including all custom objects.

Customers

Cloud9 Performance Management solutions are employed by more than 90 organizations of all sizes globally and across every industry. Selected customers include:

- Avaya
- Beckman Coulter
- Carestream Health
- Covad
- Dow Jones
- Fandango
- GENBAND
- Lenovo
- Siemens
- Thermo-Fisher Scientific
- Thomson Reuters

Partners

- Acelarus
- CoreMatrix Systems
- salesforce.com
- Sales Performance International



Company Profile

Founded:

2007

Headquarters:

Redwood City, CA

Offices:

Philadelphia, PA
London, England
Frankfurt, Germany
Sydney, Australia

Status:

Privately Held

Executives:

Swayne Hill, CEO
Scott Wiener, CTO
Steve DeRodeff, Sr., VP Engineering
Karen Steele, VP Marketing
Tracey Kaufman, Sr. Director, Customer Experience

Board of Directors:

Swayne Hill, Cloud9 Analytics
Bruce Cleveland, InterWest Partners
Mike Boich, Independent Entrepreneur
Peter Sinclair, Leapfrog Ventures
Rajeev Batra, Mayfield Fund

Advisory Board:

Jim Dickie, Managing Partner, CSO Insights
Steve Mankoff, ex-Sr. VP Technical Services at Siebel Systems
Tien Tzuo, CEO, Zuora and ex-CMO salesforce.com

Key Milestones:

January 2007: Founded
July 2007: Series A Funding
September 2007: Launched Cloud9 Pipeline Accelerator
June 2008: Launched Cloud9 Pipeline Accelerator Suite
November 2008: Expansion into EMEA and APAC
June 2009: Series B Funding
November 2009: Launched Cloud9 Pipeline Accelerator Enterprise
May 2010: Series C Funding
May 2010: Launched Cloud9 Performance Management Applications for the Front Office

