

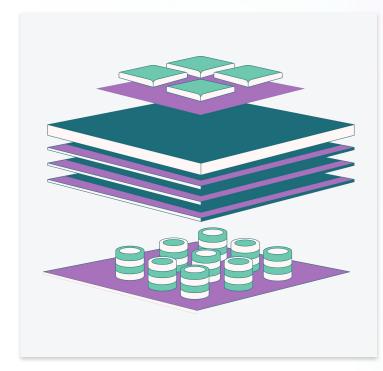
Why Dremio Cloud?

Overview of Dremio Cloud

- Unique Benefits of Dremio Cloud
- Value Proposition to A Fully Managed Offering
- Customers on Dremio Cloud

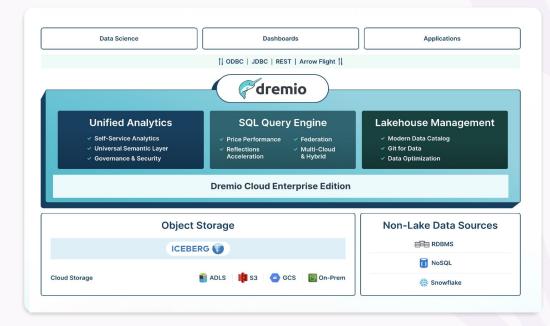
Companies Experience Pain in Managing Software and Infrastructure

- × Deep product knowledge & manual work required to scale capacity
- × Need to manage and implement all software, configuration changes & upgrades
- × Cost and complexity in setting up and managing a backup & recovery solution
- × Management of all security and compliance needs
- × Pricing models do not map to product usage
- × Time it takes to get software up and running through knowledge transfer



Why Dremio Cloud - Key Capabilities

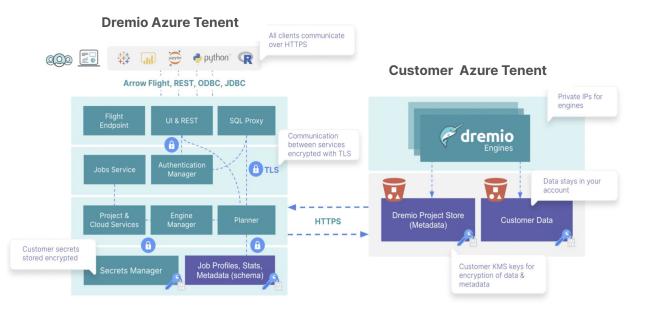
- ✓ Next Generation Architecture
- ✓ Zero Downtime Upgrades
- Zero Setup & Management
 Overhead
- ✓ Consumption Pricing
- ✓ Latest Functionality
- ✓ Quickest Time to Value



Dremio Cloud Next Generation Architecture

Dremio Cloud's next generation architecture puts security and infrastructure flexibility at the forefront

- Encryption End to end TLS encryption provides higher levels of data security
- Efficiency Dremio managed coordinators scale on resource utilization
- Scalability Executors autoscale in your VPC based on concurrency
- Isolation Zero storage of customer business data



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Dremio Cloud deals with dynamically changing business demands

Dremio Cloud Provides Zero Downtime Upgrades

- ✓ Control plane patches & upgrades
- ✓ Executor patches & upgrades
- ✓ No interruption of queries
- ✓ No downtime



Dremio Cloud Eliminates Setup & Management Overhead

No:

Infrastructure Management	Manual upgrades for infrastructure or features	Creating and managing certificates
Multiple URLs for connections	Manual debugging with logs	Back-up tasks
Knobs to tune or configure	Security Man	agement

Dremio Cloud Offers Flexible Consumption Pricing

- ✓ Pre-purchase pool of Dremio Cloud Units (DCU)
- DCUs consumed hourly based on actual usage
- ✓ Fully transparent usage reporting
- ✓ DCUs applied only for utilized workloads
 - Decreases when workloads are less, your bill decreases with it
 - Increases for peak workloads, only when needed
- Simplified capacity planning and budgeting

Usage							Past 30 Days	~
All Projects and Catalogs	30748.66	Field-Sonar						
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> 👌 brock-semantic-layer-webinar	121.74	11/07/2023	102.28					
Arctic	0.00	11/07/2023	8.00					
> 💽 loans	0.00	11/08/2023	102.41					
> ScottGurney	0.00	11/08/2023	16.00					
> I MoonShot	0.00	11/09/2023	8.02					
		11/09/2023	99.87					
> 🗹 SupplyChain	0.00	11/10/2023	99.49					
> 💽 Thermador	0.00	11/10/2023	8.01					
> 💽 dave-arctic	0.00	11/11/2023	8.01 99.16					
> 💽 MFcatalog	0.00	11/11/2023	8.02					
> 💽 shellArctic	0.00	11/12/2023	99.27					
> I ArcticCatalogRavi	0.00	11/13/2023	99.31					-
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Dremio Cloud Delivers the Latest Dremio Features

- Faster release cadence Dremio Cloud releases delivered every 2-3 weeks
- ✓ First access to latest features Latest features are always available on Dremio Cloud first
- Exclusive cloud-only capabilities- Some features will be delivered only on Dremio Cloud

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Dremio Cloud Delivers Quickest Time to Value

Eliminates the need for:

- ✓ Hardware Acquisition
- ✓ Server Configuration
- ✓ Software Installation
- ✓ Setup & Configuration
- ✓ Administration Training
- ✓ Software Tuning
- ✓ Security Setup and Configuration

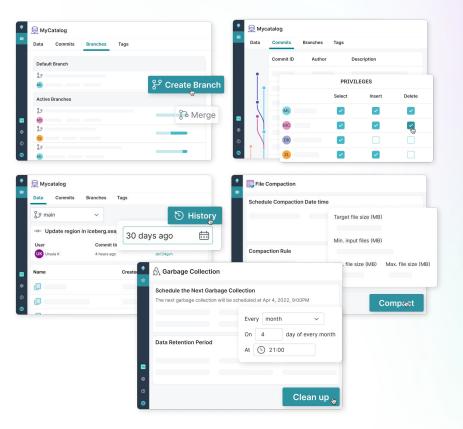
Users are able to quickly begin to query data and drive business insight and value.



Dremio Cloud Only Unique Features

Dremio Cloud Provides Lakehouse Management

- Isolation experiment with data without impacting other users
- Version Control reproduce models and dashboards from historical data
- Governance all changes to the data and metadata are tracked
- Table Optimization automatically rewrites smaller files into larger files and groups similar rows in a table together
- Table Cleanup -automatically removes unused manifest files, manifest lists, and data files



Dremio Cloud Delivers Generative Al

Automatically Generate Wiki

Automatic generation of dataset descriptions, SQL examples, and more.

Automatically Generate Labels

Automatic generation of data tags for tables and views.

Text to SQL

Generate SQL from natural language Refine generated SQL using Generative AI *

Autonomous Semantic Layer

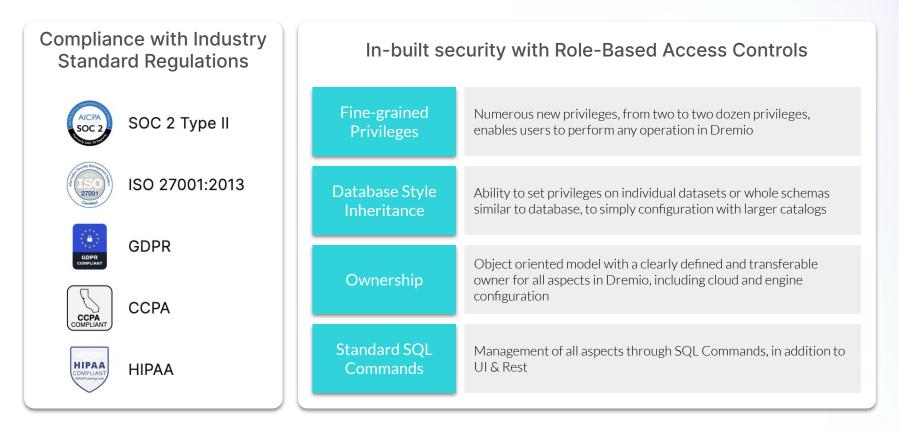
- Easy data exploration for analysts and data scientists
- No manual enrichment





Compelling Security Model

Dremio Cloud Security and Compliance



Dremio Cloud Durability Statistics

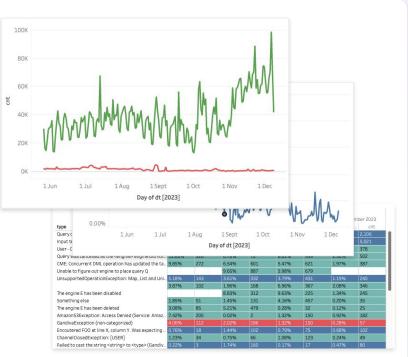
Dremio Cloud Durability Overview

Dremio Cloud Overview

✓ Last 90 days: <0.5% query failure rate

Ongoing Monitoring

- ✓ Ongoing analysis of failing queries
- Triggers on failed jobs notify Dremio teams
- ✓ High cardinality errors are prioritized for fixes



Internal Dremio Cloud Monitoring Dashboards (example)

Stability

Dremio Cloud Stability

- ✓ Monitored at <u>https://status.dremio.com/</u>
- Receive notifications instantly upon downtime
- ✓ Last 90 days uptime:
 - US: 100%
 - EMEA: 99.98%
- Last 60 days: Zero OOM Coordinator failures

Inbuilt Stability

- ✓ Scaling control plane to handle spikes in usage
- 24/7 monitoring, alerting and tracing with on-call Site Reliability Engineers

drem The SQL Lakehouse	
Dremio Cloud Status	SUBSCRIBE TO UPDATES
All Systems Operational	
Dremio Cloud - US	
Site Availability	Operational
□ Dremio Cloud - Europe	
Site Availability	Operational
Dremio Cloud Status Page	

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Dremio Cloud Customers

Dremio Cloud Customers



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Dremio Cloud vs Dremio Software

Comparing Dremio Cloud and Software (1/4)

	Cloud	SW
anagement		
No Infrastructure Setup	•	•
No Infrastructure Upgrades	+	•
Io Software Configuration	•	•
o Software Upgrade Tasks	٠	•
o Backup Tasks	•	•
o Manual Debugging with Logs	•	-
No Security Maintenance Tasks	٠	-
lo Certificate Creation	+	

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Comparing Dremio Cloud and Software (2/4)

	Cloud	SW
ecurity		
Catalog Fine Grain Privileges	•	•
Security Certifications	•	•
External Token Providers	•	•
Social Identity Providers	•	•
Access Policy Providers	Coming Soon!	+
Oauth app	•	•
Policy Driven Access and Masking	Coming Soon!	+

Comparing Dremio Cloud and Software (3/4)

	Cloud	SW
Scalability	+	•
Dynamic Control Plane Scaling	+	•
Dynamic Engine Scaling	+	•
AI		
Text to SQL w. GenAl	•	•
Automatic Data Labeling	•	•
akehouse Management		
Iceberg Auto-optimization	•	•
Git Inspired Data Version Control	+	-

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Comparing Dremio Cloud and Software (4/4)

	Cloud	SW
Miscellaneous		
Data Lineage	Coming Soon!	+
Multiple Projects	+	•
Connector Coverage	Details	+

When to Consider Dremio Software vs. Dremio Cloud

Choose Dremio Software when:

- ✓ You have a desire to stay on premises
- ✓ Data gravity is located on premises
- Need for data source connectors not yet supported by Dremio Cloud
- ✓ Unique security requirements
- ✓ Public Cloud cost model



Thank you

