



# Why Dremio Cloud?

# Overview of Dremio Cloud

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

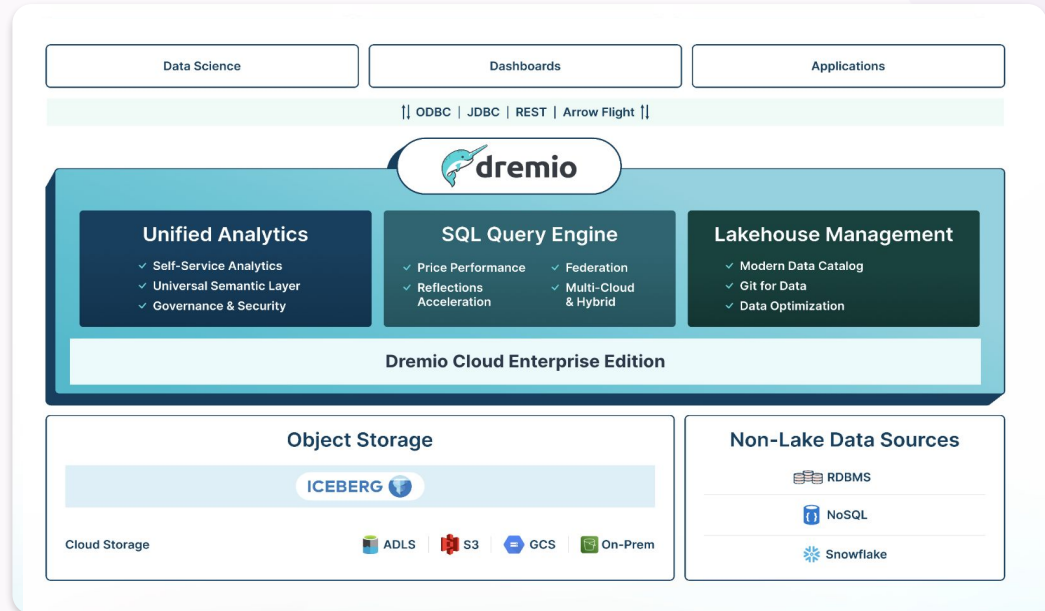
# Companies Experience Pain in Managing Software and Infrastructure

- ✗ 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

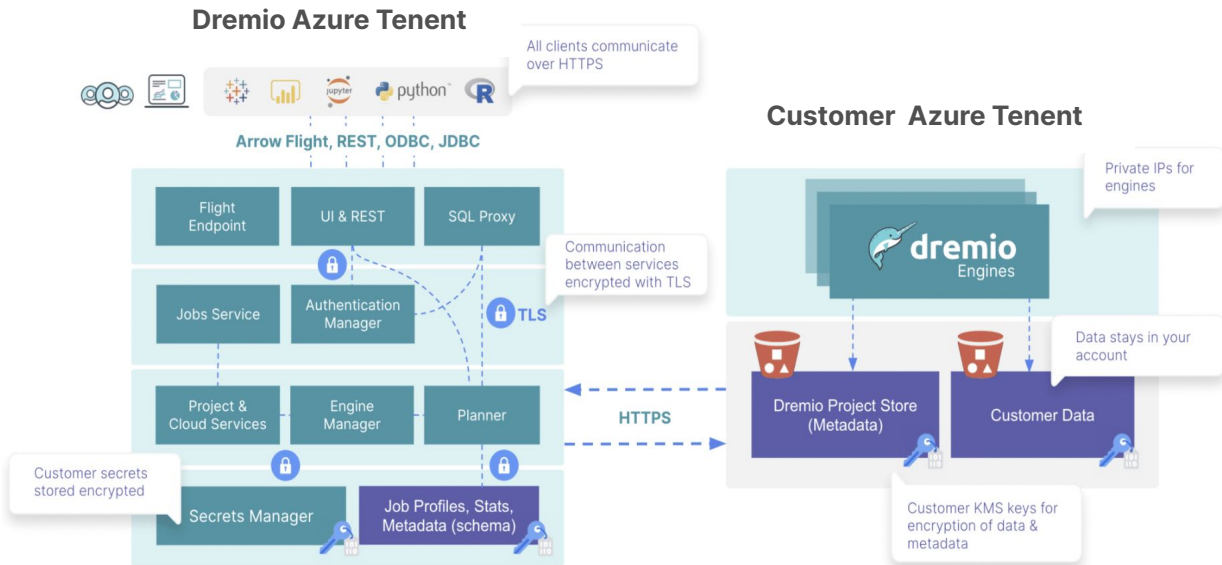
- ✓ Next Generation Architecture
- ✓ Zero Downtime Upgrades
- ✓ Zero Setup & Management Overhead
- ✓ Consumption Pricing
- ✓ Latest Functionality
- ✓ Quickest Time to Value



# Dremio Cloud Next Generation Architecture

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

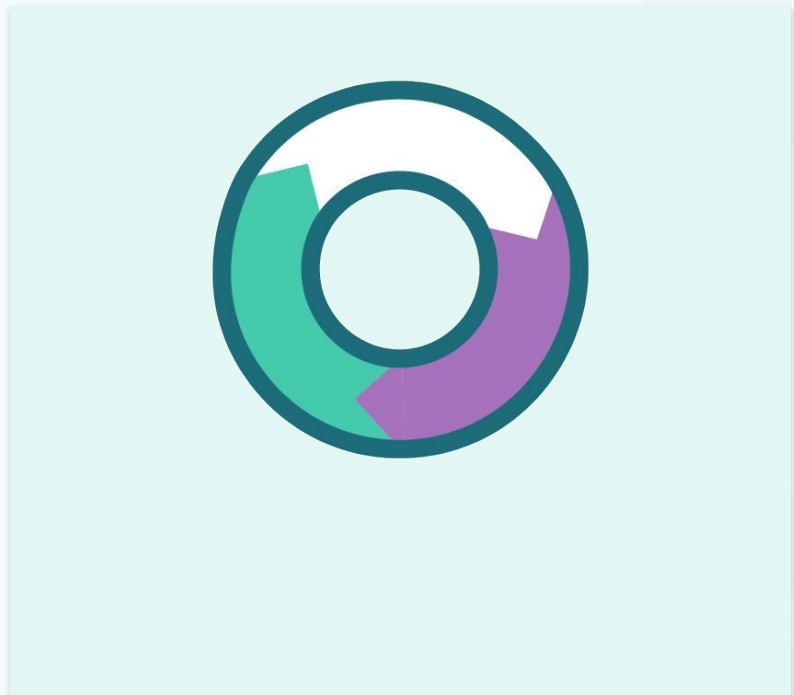
- ✓ **Encryption** - End to end TLS encryption provides higher levels of data security
- ✓ **Efficiency** - Dremio managed coordinators scale on resource utilization
- ✓ **Scalability** - Executors autoscale in your VPC based on concurrency
- ✓ **Isolation** - Zero storage of customer business data



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**

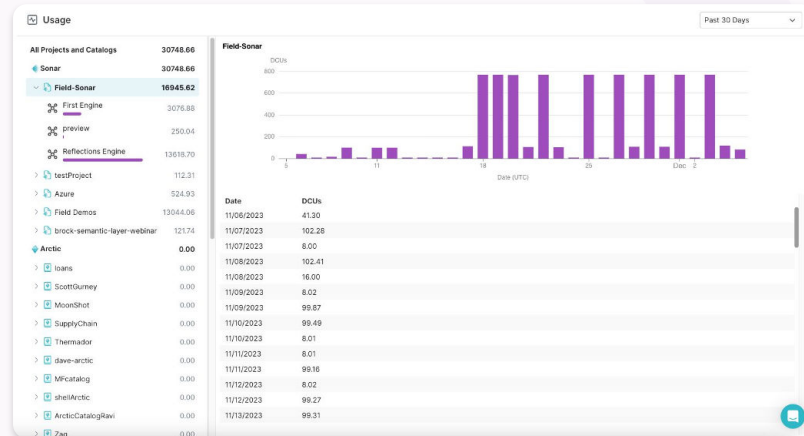
**Back-up tasks**

**Knobs to tune or configure**

**Security Management**

# 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



# 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



# 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

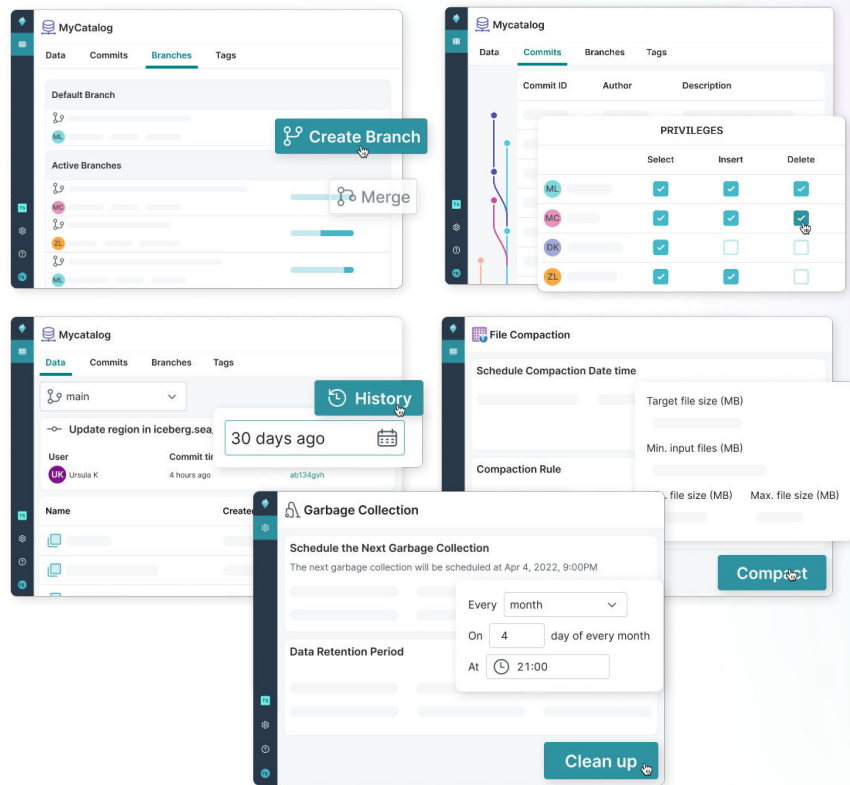
*Users are able to quickly begin to query data and drive business insight and value.*



# 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 AI

## Automatically Generate Wiki

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

## Automatically Generate Labels

Automatic generation of data tags for tables and views.

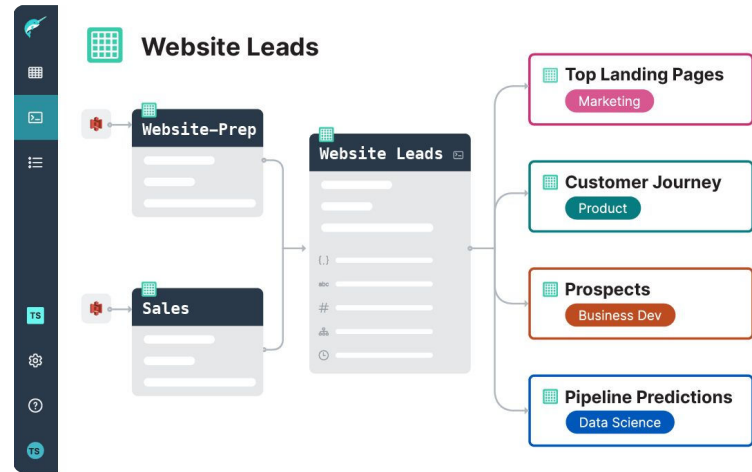
## Text to SQL

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

## Compliance with Industry Standard Regulations



SOC 2 Type II



ISO 27001:2013



GDPR



CCPA



HIPAA

## In-built security with Role-Based Access Controls

### Fine-grained Privileges

Numerous new privileges, from two to two dozen privileges, enables users to perform any operation in Dremio

### Database Style Inheritance

Ability to set privileges on individual datasets or whole schemas similar to database, to simply configuration with larger catalogs

### Ownership

Object oriented model with a clearly defined and transferable owner for all aspects in Dremio, including cloud and engine configuration

### Standard SQL Commands

Management of all aspects through SQL Commands, in addition to UI & Rest

# Dremio Cloud Durability Statistics

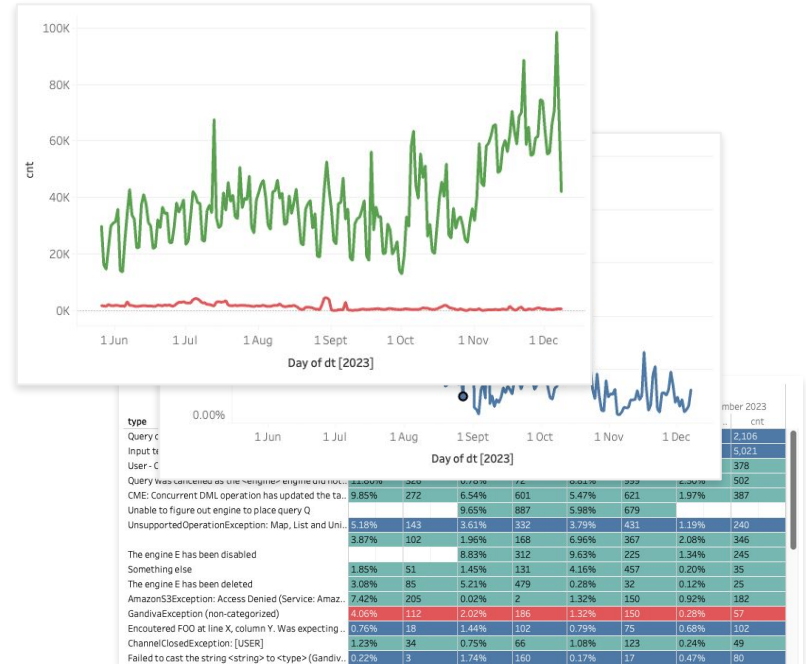
# Dremio Cloud Durability Overview

## 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)

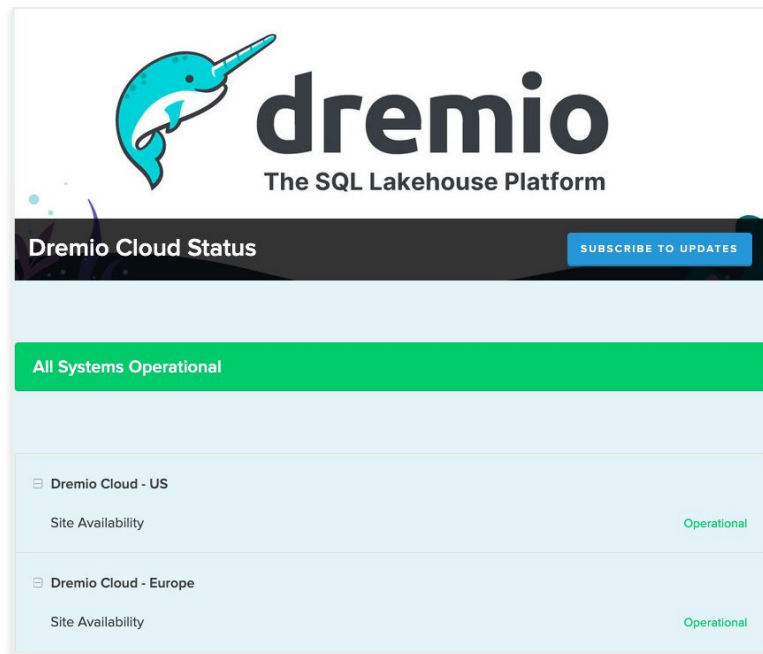
# Stability

## Dremio Cloud Stability

- ✓ Monitored at <https://status.dremio.com/>
- ✓ 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



The screenshot shows the Dremio Cloud Status page. At the top left is the Dremio logo, a blue narwhal. To its right is the word 'dremio' in a large, bold, black font, with 'The SQL Lakehouse Platform' in a smaller font below it. Below the logo and text is a black horizontal bar containing the text 'Dremio Cloud Status' on the left and a blue button with the text 'SUBSCRIBE TO UPDATES' on the right. Below this bar is a green horizontal bar with the text 'All Systems Operational'. Below the green bar is a light blue background with two sections. The first section is titled 'Dremio Cloud - US' and contains the text 'Site Availability' followed by 'Operational' in green. The second section is titled 'Dremio Cloud - Europe' and contains the text 'Site Availability' followed by 'Operational' in green.

Dremio Cloud Status Page

















# Dremio Cloud Customers

# Dremio Cloud Customers















# Dremio Cloud vs Dremio Software















# Comparing Dremio Cloud and Software (1/4)

|                               | Cloud   | SW  |
|-------------------------------|---|---|
| <b>Management</b>             |   |   |
| No Infrastructure Setup       |    |    |
| No Infrastructure Upgrades    |    |    |
| No Software Configuration     |    |    |
| No Software Upgrade Tasks     |    |    |
| No Backup Tasks               |    |    |
| No Manual Debugging with Logs |    |    |
| No Security Maintenance Tasks |    |    |
| No Certificate Creation       |  |  |





# Comparing Dremio Cloud and Software (2/4)

|                                  | Cloud   | SW  |
|----------------------------------|---|---|
| <b>Security</b>                  |   |   |
| Catalog Fine Grain Privileges    |  |  |
| Security Certifications          |  |  |
| External Token Providers         |  |  |
| Social Identity Providers        |  |  |
| Access Policy Providers          | <i>Coming Soon!</i>   |  |
| Oauth app                        |  |  |
| Policy Driven Access and Masking | <i>Coming Soon!</i>   |  |

# Comparing Dremio Cloud and Software (3/4)

|                                   | Cloud  | SW   |
|-----------------------------------|--|--|
| <b>Scalability</b>                |   |   |
| Dynamic Control Plane Scaling     |   |   |
| Dynamic Engine Scaling            |   |   |
| <b>AI</b>                         |  |  |
| Text to SQL w. GenAI              |   |   |
| Automatic Data Labeling           |   |   |
| <b>Lakehouse Management</b>       |  |  |
| Iceberg Auto-optimization         |   |   |
| Git Inspired Data Version Control |  |  |

# Comparing Dremio Cloud and Software (4/4)

|                      | Cloud   | SW  |
|----------------------|---|---|
| <b>Miscellaneous</b> |   |   |
| Data Lineage         | <i>Coming Soon!</i>   |  |
| Multiple Projects    |  |  |
| Connector Coverage   | <a href="#">Details</a>   |  |

# 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



**Dremio Cloud**  
**for everything else!**

# Thank you