



- I am thrilled to be here, thank you for joining us today
- In my role, I am fortunate to meet with Alteryx users and leaders like you all over the world
- I hear amazing stories about the impact our software has on your work, career and lives
- I see transformations happening every day, across every department, in every industry worldwide
- That is why are here today – to share the exciting innovation happening with the Alteryx Analytics Cloud Platform
- And how our cloud platform will help you not just survive but thrive

Next: Let's start with the challenges businesses are facing...



- Let's start with the challenges businesses are facing this year
- The first disruption is the lingering impact of the pandemic.
- Effects: Supply chain issues, remote workforce & gov't policies
- The pandemic forced most businesses to reinvent themselves on the fly – toward ‘virtual everything’ which accelerated Cloud
- The second disruption, the pace of technology change
- Pandemic forced companies to absorb 5-7 yrs of tech change in 2 yrs.
- Data and analytics space is shifting, with cloud data platforms, AI & ML, and a rethinking of the entire data stack.
- And last but not least – we continue to face economic uncertainty.

Next: We analyzed the data from past recessions...



- We analyzed the data from past recessions to identify the leading and lagging indicators for navigating this environment
- The last time we saw similar economic conditions was 2009-2010
- As you can see on the slide, not all companies recovered the same
- According to Gartner, coming out of that recession, 70% of companies did not return to their pre-crisis growth for at least 3 years after
- Only 5% of companies achieve profitable growth after a recession
- Just cutting costs is not enough to help a business thrive
- The companies that succeeded have invested in analytics automation
- Research shows digital leaders are 3x more likely to achieve above-industry revenue and margin growth

Next: Despite disruptions, leaders' priorities are clear...



- Despite the disruptions, business leader priorities are clear
- Revenue – How will we maintain revenue? Can we find new or hidden revenue? Will we take market share? Or lose it?
- Customer Experience – every customer will be more discriminating with their dollars, and they have more choice than ever.
- Employee Experience – even if the job market slows, employee options are no longer geographically limited. Competition for the best talent will be at an all-time high.
- Delivering against these three priorities comes down to speed & agility.
- The first competitor to turn insights into actions wins. But where does speed and agility for an enterprise come from?

Next: Democratization of data and analytics is the answer...



- Democratization of data and analytics is the answer.
- The fastest way to the top and to turn insights into actions and decisions - is to put the power of analytics into the hands of all employees
- Companies that build a culture of data literacy; that are more data-driven; that surface critical insights to decision-makers faster – WIN
- This is why Alteryx exists – to automate and democratize analytics for our customers, so they can be the first to turn those insights into intelligent decisions
- We call it Analytics for All

Next: Why do we want to help customers move up analytic maturity curve?



- Why do we want to help customers move up analytic maturity curve?
- Does analytic maturity really make a difference in the outcomes of private and public sector organizations?
- The answer is YES – it really matters
- Analytic maturity has direct impact on business performance
- The IIA has been studying this in organizations for 10+ years
- Orgs that become analytic leaders deliver better results for THEIR businesses in revenue growth, profitability and shareholder value
- Look at how Stage 4 companies perform vs. Stage 3 companies
- Analytic maturity drives real outcomes – these are the real outcomes that matter

Next: Cloud will play a major role in accelerating analytic maturity...



- Cloud will play major role in accelerating analytic maturity. Here's why.
  - 1) Gartner predicts by the end of this year, 2023, 75% of all databases will be on a cloud platform. All that data is stored in the cloud.
  - 2) All the innovation is happening in the cloud. In last 10 yrs, tens of \$Billions have been poured into Cloud Data.
  - 3) The Cloud closes the critical access and skills gaps
- The focus is shifting to enabling all employees across the business.
- Any solution must meet them where they are skill-wise and provide anytime / anywhere / any device access.
- It's no surprise that Gartner also predicts that more than 85% of organizations will have cloud-first mandates by 2025

Next: Our Global 2023 State of the Cloud Analytics Report...

89% Stated cloud analytics has contributed to profitability

81% Expect cloud analytics to have a positive impact managing economic uncertainty

- Alteryx's global **2023 State of Cloud Analytics Report** found that cloud analytics will be an enterprise imperative for thriving in 2023.
- 4 out of 5 respondents expect cloud analytics to have a positive impact during economic uncertainty and...
- Nearly 90 percent agreed cloud analytics have helped them be more profitable.
- The Alteryx Analytics Cloud allows all employees to participate in the analytics and decision intelligence process regardless of job role, skill level, or department.

Next: While we may be known for our award-winning software, we also want to be known for being a great business partner...





- We may be best known for our award-winning software but we also want to be known for being a great business partner
- To extend the reach of your analytics investment, we have a thriving ecosystem of partners – GSIs, OEMs, Solution Providers and Tech Alliances
- Count on us and our partners to ensure successful implementation, training, adoption and value realization of your analytics program

Next: Our job isn't complete until you realize value from your investment...



- Our job isn't complete until you realize value and outcomes from your investment
- Customers look to us for guidance and best practices for user enablement, IT governance and security
- We have over 2 decades of experience and have helped thousands of customers scale quickly and move up the analytics maturity curve
- We will be with you every step of the way along your journey
- With activities such as training and onboarding, hackathons, setting up Centers of Excellence, establishing an internal community and so much more.

Next: Thank you for taking the time to learn about our platform...

- In closing, thank you for taking the time to learn about Alteryx Analytics Cloud today – the only cloud analytics platform that automates analytics at scale, enabling intelligent decisions across the enterprise.
- I would now like to open the floor for your questions.

(END)