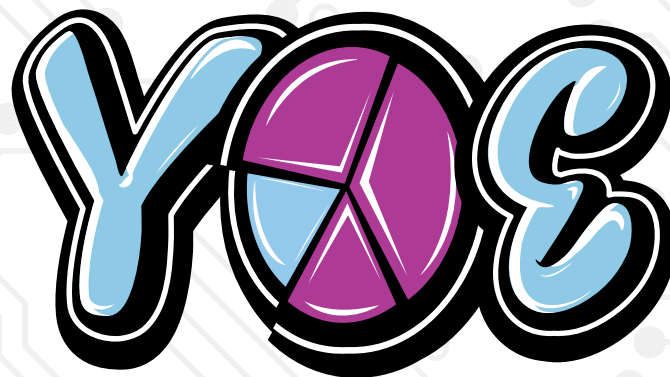
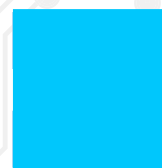




A letter from
THE CEO



YOE, sapiens – welcome to the Year Of the Ecosystem !

We're all in on ecosystem-led growth, and it's now an official initiative. While it starts with the "year of the ecosystem," it's just the beginning of a long-term strategy, and we want each of you to know your role in making it game-changing for .

It all starts with the scale and speed at which partners bring us new customers, and we're blown away by the progress:

- Our pipeline of partnership deals went from zero to over 60, just this year.
- We established a completely new source of pipeline from everywhere, with 5 deals already closed.
- Our partner-sourced customer meetings were up more than 30% year-over-year.
- Customers using Cloud Amplifier for CDW integrations shot up 50%+ last quarter.

The market conditions right now are better than ever for us to capitalize on this potential, and there are a few benefits we're leaning into, hard.

- **is the fastest and easiest way to get value from stored data.**

Our original vision for a complete, full-stack data solution makes us better positioned than anyone to get value from the cloud-data warehouses (CDWs) at the center of today's data investments.

Now, + CDWs creates a sleek 2-partner alternative to complex 4- or 5-partner "Frankenstein" stacks. And our effortless integration lets customers start delivering data outcomes in just a matter of days. In fact, we've literally been told that no one can get data into the CDWs faster than .

- **Diverse partner integrations fuel both short- and long-term growth.**

We're actively pursuing opportunities to wrap around other data technologies, like systems integrators (SIs), app partners and channel partners that fuel pipeline and increase our new audience exposure. is now showing up in more analytics, marketplaces and platforms that elevate our brand awareness.

- **Partnership opportunities help us grow more efficiently.**

Partner-referred customers have shorter deal cycles, lower customer-acquisition costs and higher retention rates, so we can efficiently close new deals with long-term growth potential.

As we become more active in the ecosystem, we're learning that the speed and scale at which we deliver value is in high demand. For all the partners recommending us, the benefit comes down to the same thing: your data investments will be worth more, with

I want to see making the next waves in this industry – running north of 20% growth, and all of us having a blast innovating and growing in this ever-exciting space. The ecosystem can make it happen.

Let's go get it, YOE!

Founder and CEO,

