denodo

Denodo Technologies
Company Profile

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Working as a professor at the University of A Coruña, Spain, Angel Viña posed the question: **Could distributed data be somehow integrated without replicating it?**

This seemed impossible by definition, but in 1999 he discovered the solution using **data virtualization**, and founded **Denodo Technologies** to bring that solution to the marketplace.

Today, **Denodo Technologies** has revolutionized data integration and data management with a robust platform that provides real-time access to any kind of data, including streaming data, transactional data, and completely unstructured data.

MISSION

Denodo transforms the way organizations innovate and operate their businesses by unifying their data assets in real time and making data ubiquitous and secure to all users and business applications.

VISION

Denodo imagines a world in which organizations can focus on their business goals without having to stop and figure out how to access, integrate, govern, and provision data. We imagine a world in which business users can immediately and easily access the data they need without worrying about where it is housed, how it is formatted, or how quickly it changes. Every day, we work to make this vision a reality, with a commitment to constant innovation in the fields of data integration and data management.

By the Numbers

40%
average revenue
increase, year-over-year

1000+
customers

95%
customer retention
rate, year-over-year

250+
active and engaged
partners worldwide

600+
employees

25
offices in
20 countries

Key Milestones

2018

| Denodo releases Denodo 7, introducing a new dynamic optimizer for query federation focused on big data execution and a Solution Manager for revision management and continuous integration

| Denodo is recognized as a Challenger in Gartner's Magic Quadrant for Data Integration and a Leader in Forrester's Big Data Fabric Wave

2019

| Denodo announces its availability on Google Cloud Platform to strengthen its marketplace offering

| Denodo was recognized in the 2019 Gartner Peer Insights report with a 100% willingness to recommend by its customers

2020

| Denodo launches its COVID Data Portal to help its customers gain real-time insights for faster time-to-response

| Denodo is recognized as a Leader in both Gartner's Magic Quadrant for Data Integration Tools and Forrester's Enterprise Data Fabric Wave

| Denodo announces Denodo 8 with a focus on hybrid/multi-cloud integration, a complete transition to web-based UI, and breakthrough query acceleration techniques

| Denodo includes support for OData 4 and GraphQL, strengthening its capabilities for API creation

2021

| Denodo introduces an AI engine to learn from usage and automatically provide recommendations for performance acceleration and data exploration

| Forrester TEI research on Data Virtualization finds an 83% reduction in time-to-revenue and a 65% decrease in delivery times over ETL

| Denodo releases a new Data Catalog designed for self-service and data exploration across the entire data ecosystem, targeting business users, analysts, and data scientists

2022

| Denodo is again named a leader in the Enterprise Data Fabric wave by Forrester and Gartner's Magic Quadrant for Data Integration tools, proving its leadership in the sector

| Denodo introduces a new security policy engine for attribute-based access control across data sources

Leadership

Angel Viña
CEO & Founder

In addition to serving as CEO, Angel Viña is the founder and president of the board of directors. He received a PhD in Telecommunication Engineering from the Technical University of Madrid in 1987. He has been postdoctoral research visitor at UCLA and Stanford University (1989-1990), as well as a professor at several other universities.
During the last ten years, Dr. Viña has guided Denodo's progress from pre-corporate status as a university research group through commercialization, VC funding, and current global expansion.

Suresh Chandrasekaran
Executive Vice President

Suresh Chandrasekaran has guided strategy and provided senior leadership in sales and marketing, business development, and strategic projects. He has been instrumental in accelerating the commercial and corporate growth of Denodo since 2006. For Booz Allen & Hamilton, he did strategy consulting for five years focusing on financial services, manufacturing, consumer goods, and energy clients, and delivered industry-shaping impact. He earned his undergraduate degree at the University of Madras and received his MBA from the University of Michigan in 1990.

Ravi Shankar
Senior VP & CMO

Ravi Shankar drives Denodo's global marketing efforts, including product marketing, demand generation, field marketing, communications, social marketing, customer advocacy, partner marketing, branding, and solutions marketing. He brings more than 25 years of proven marketing leadership and product management, business development, and software development expertise gained from companies such as Oracle, Informatica, and Siperian. He holds an MBA from the Haas School of Business at the University of California, Berkeley, as well as MS and Honors BS degrees in Computer Science.

Alberto Pan
Executive VP & CTO

Alberto Pan has led research and development initiatives for all versions of the Denodo Platform, from the first prototype to the latest versions supporting Denodo global expansion. He received a PhD in Computer Science from University of A Coruña (Spain) in 2002, and is an Associate Professor (now on leave) at the same University. From 2003 to 2008 he was a senior scientist at the same university under the prestigious Ramon y Cajal Programme, sponsored by the Government of Spain. He has authored more than 25 scientific papers in areas such as data virtualization, data integration, and Web automation.

Rocío Leal
Senior VP Global Operations

As Senior Vice President of Operations, Rocio Leal leads the day-to-day operations of Denodo to support the rapid growth and profitability of the company. She is responsible for global business planning and execution. Rocio has over 15 years of experience in enterprise software businesses worldwide. She holds a BA in International Business from Magee College in the UK and postgraduate qualifications in Management Accounting and Reporting from the University of California, Santa Cruz, in the United States and Pompeu Fabra University in Barcelona, Spain.

Richard Walker
SVP & Chief Customer Officer (CCO)

Richard Walker is the SVP & Chief Customer Officer (CCO) for Denodo Technologies. As CCO for past 2 yrs, he manages the Customer Success department responsible for assuring Customers achieve their business outcome from their investment. Previous to that he was SVP Sales for the past 14 years. He has over 20+ years of experience in Executive Sales, Deployment and Partner Management in enterprise software. He has an MBA in Marketing from Golden Gate University and an Engineering degree from the University of Michigan where he graduated Cum Laude.

Paul Moxon
Senior VP Data Architectures & Chief Evangelist

Paul Moxon is the Senior VP Data Architectures and Chief Evangelist at Denodo. He works with customers to help them understand the benefits of data virtualization and advises them on how the Denodo Platform fits into their information architecture. Paul has over 30 years of experience with enterprise middleware technologies with leading software companies such as BEA Systems and Progress Software. Paul has a bachelor's degree in Business Administration from Northumbria University in the UK.

Daniel Lender
Chief Financial Officer

Daniel Lender, Denodo's CFO, is a strategic and versatile business executive with 30+ years in the enterprise software industry and financial markets. Most recently, Daniel served 18+ years as a Public Company CFO with QAD Inc. through a successful transition to Private Equity. Daniel's earlier roles included VP Global Sales Operations and VP of Latin America. Daniel earned an MBA from the Wharton School at the University of Pennsylvania and a bachelor's degree from Cornell University.

Stephen Welles
Chief Legal Officer

Stephen Welles, Denodo's Chief Legal Officer, is a skilled and business-minded corporate lawyer with more than 25 years of experience advising technology companies in Silicon Valley and elsewhere. Prior to joining Denodo, Stephen was senior counsel at Wilson Sonsini Goodrich & Rosati, the premier legal advisor to technology, life sciences, and other growth enterprises worldwide. Before that, Stephen served as senior vice president and general counsel of Oplink Communications, an optical networking equipment company with more than 3,000 employees worldwide. Stephen has a law degree from Georgetown University and a bachelor's degree from Boston College.

Diversity and Inclusion

At Denodo, our diversity is our strength. We are committed to fostering an open, inclusive environment that makes us better equipped to deliver continuous innovations in a rapidly changing world.

Key Awards

Gartner Peer Insights Customers' Choice 2023

2023 Customers' Choice in the Gartner Peer Insights "Voice of the Customer": Data Integration Tools

database TRENDS AND APPLICATIONS

Trend-Setting Products in Data and Information Management for 2023

DATA BREAKTHROUGH AWARDS

(Logical) Data Warehouse Solution Provider of the Year for 2022

database TRENDS AND APPLICATIONS READERS' CHOICE AWARDS 2022 WINNER

2022 #1 Readers' Choice Awards for Data Virtualization Platforms
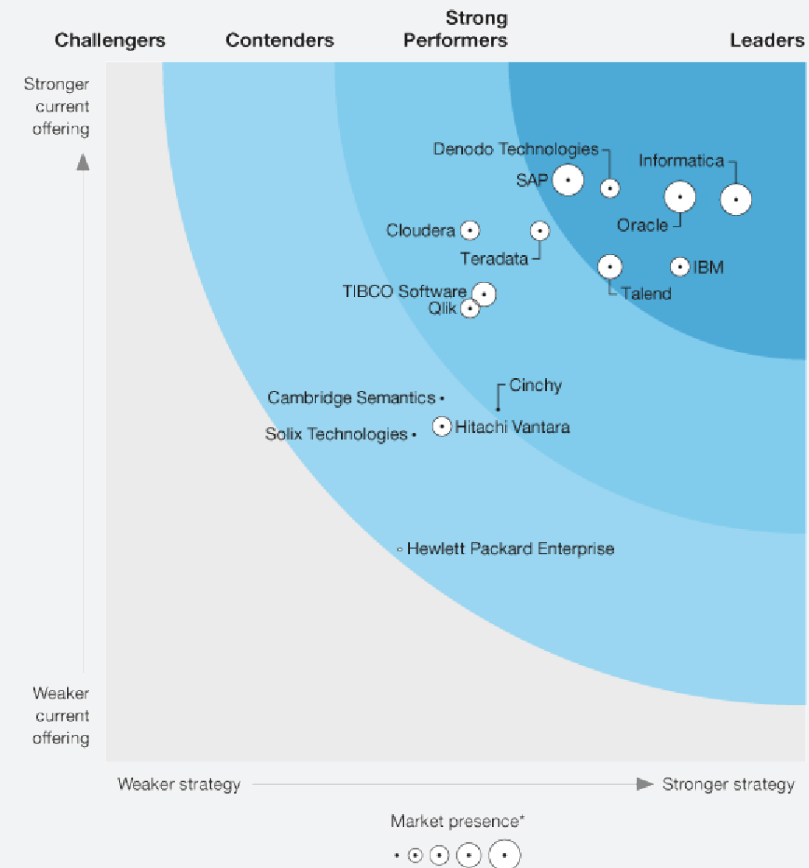
Analyst Positioning

Gartner.

In Gartner's 2022 Magic Quadrant for Data Integration Tools, Denodo is recognized as a Leader.

FORRESTER®

In Forrester's 2022 Q2 Wave for Enterprise Data Fabric, Denodo is recognized as a Leader.

Customer Testimonials

ENVERUS

"As a data and business intelligence provider, one of our biggest challenges is rapidly exposing data as services to drive revenue with the data we acquire. The Denodo Platform enables us to build and deliver data services to our internal and external consumers within a day instead of the 1-2 weeks that would take with ETL."

Sr. Data Engineer, Enverus

PROLOGIS®

"The speed of business is faster than before. It is now critical to be able to make decisions on a dime to pivot the business in its needed direction. This is why Prologis went with the Denodo Platform."

VP, IT Data and Analytics, Prologis

AUTODESK

"Denodo provides outstanding support and development engineers. They help us with any problem we have, regardless of whether or not they yet support the driver we are using. The tool itself has saved us many hours in developing new solutions which work with all tools. Denodo Support staff have been a shining light in the dark. We've never had a better experience with any other vendor support."

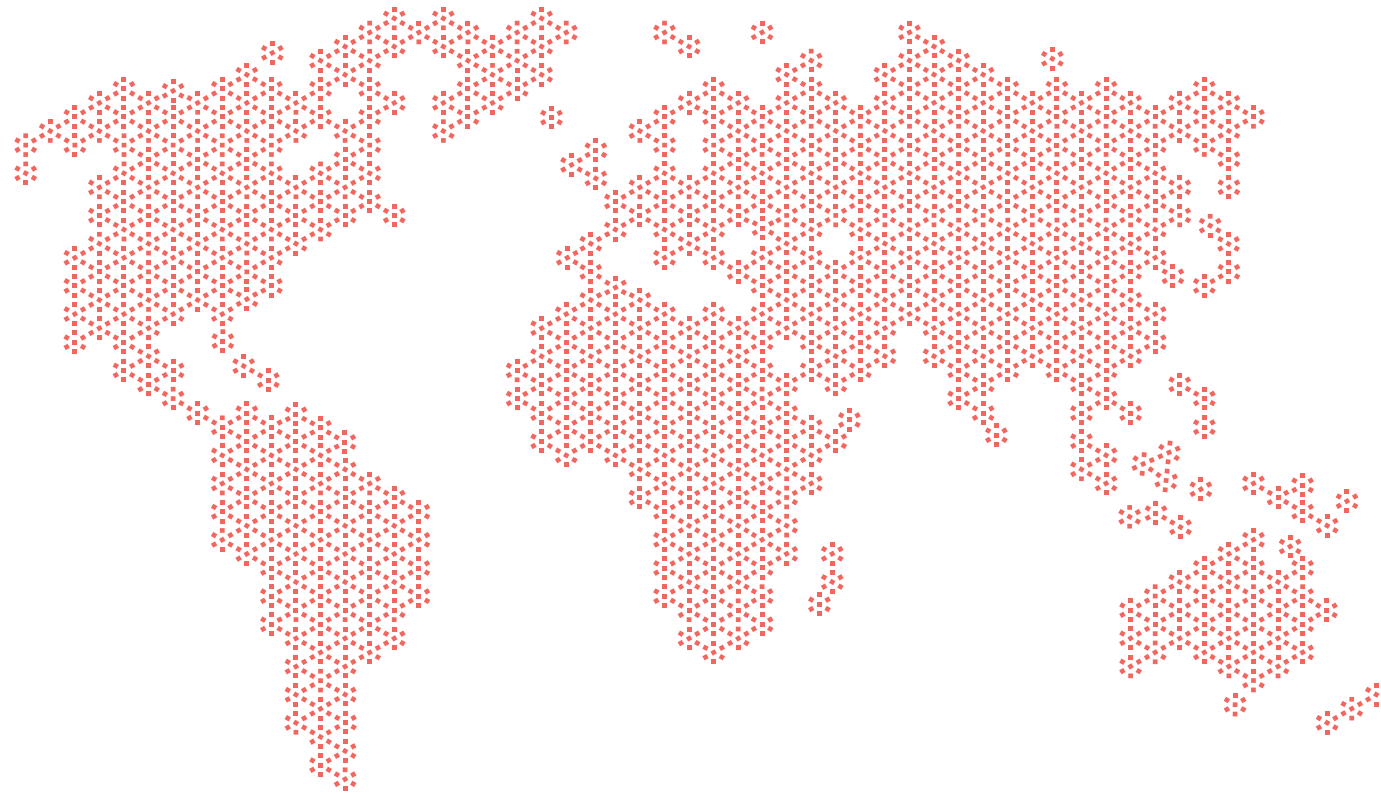**Platform Lead, Autodesk**

Analyst Testimonials

Gartner

"Denodo also scores the highest on API services among all vendors in this evaluation. It enables data-as-a-service through its zero-code API. It can expose legacy data via its web service connectors following various Open API specifications. As a result, data engineers and data scientists can easily use external tools like Jupyter Notebook for on-demand access to data with minimal data preparation effort."

- Critical Capabilities for Data Integration Tools, November 2022

FORRESTER®

"Denodo is best fit for customers that are focusing on an enterprisewide data fabric strategy to support BI, data collaboration, customer intelligence, data engineering, data science, IoT analytics, operational insights, and predictive analytics use cases."

- The Forrester Wave™: Enterprise Data Fabric, Q2 2022

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Denodo is a leader in data management. The award-winning Denodo Platform is the leading data integration, management, and delivery platform using a logical approach to enable self-service BI, data science, hybrid/multi-cloud data integration, and enterprise data services. Realizing more than 400% ROI and millions of dollars in benefits, Denodo's customers across large enterprises and mid-market companies in 30+ industries have received payback in less than 6 months.

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