

The FutureList

DryvIQ

Innovation Memo

Innovation In Words



A note from the **President and CEO of DryvIQ, Sean Nathaniel:**


We take immense pride in the positive impact we're making with our customers, who trust us to tackle their most critical data challenges. Each logo on the DryvIQ roster represents a partnership built on trust and value, and our industry-leading enterprise customer NPS of 79 reflects the tangible results we're delivering. Whether embarking on GenAI initiatives, reducing their data footprint, securing sensitive data, or solving other data management challenges, our customers rely on us to help them ensure their unstructured data is of the highest quality. By arming customers with always business-ready data, we empower them to accelerate their transformation initiatives and achieve lasting success.


DryvIQ

Executive Summary

- 
 Enterprise

- 
 Data Management and Security

- 
dryvIQ.com

- 
 Series A

- 
 2012

DryvIQ provides unstructured data management services, revolutionizing how organizations ensure their unstructured data is always business-ready for transformation initiatives. Trusted by over 1,100 organizations, DryvIQ’s patented AI-driven platform enhances the quality of unstructured data by making it accessible, analyzable, and actionable at scale like never before. The company’s advanced platform tackles the massive challenge organizations face when it comes to managing unstructured data quality due to its inherent complexity, massive volume (90% of all enterprise data), and rapid growth of over 50% year-over-year.

DryvIQ addresses these challenges by ensuring unstructured data is always relevant, organized, cleansed, and secure, using patented AI classifiers, custom insights, and automated actions. By integrating with 40+ on-premises and cloud repositories, DryvIQ offers organizations a unified solution to analyze, continuously catalogue, and automatically improve data quality. High-quality data is foundational for an organization’s transformation initiatives, whether IT modernization with the cloud, GenAI adoption and effectiveness, automation for the autonomous future, improved compliance and risk mitigation, or organizational efficiency and the ability to scale.

The impact of DryvIQ’s innovations extends beyond mere data management; it distinguishes itself from the competition by delivering unmatched expertise in accessing, analyzing, and automating hundreds of data management tasks while continuously monitoring data changes across 40+ storage repositories. DryvIQ is renowned for its precision, speed, scalability, and ability to solve even the most complex data challenges at the world’s largest organizations. With more than a decade-long track record of success, DryvIQ continues to set the standard in the industry by helping enterprises advance their digital transformation initiatives, reduce storage costs, mitigate risks, and drive greater organizational efficiency.

Looking ahead, DryvIQ is well-positioned for continued success, with its commitment to cutting-edge technology and customer-driven roadmaps paving the way for a future of unparalleled data agility and industry leadership.



Sean Nathaniel
President and CEO



Matt Doyle
CFO



Mark Brazeau
Strategy



Steve Woodward
Innovation

Sean is a seasoned technology executive with over 25 years of experience in the industry. Prior to DryvIQ, Sean held leadership positions at notable companies, including DISCO (NYSE: LAW), where he was EVP & Chief Operating Officer, and Upland Software (NASDAQ: UPLD), where he served as EVP of Workflow Automation and Global Chief Technology Officer. His expertise spans enterprise software, cloud computing, and AI-driven technologies.



Sara Whitwer
Marketing



Michael Heffelfinger
Customer Experience



Terry Baxter
Technology

Innovation Spotlight

DryvIQ's platform stands out due to its comprehensive approach to unstructured data management, leveraging AI to access, analyze, and continuously take action on enterprise data at scale. By protecting the integrity of an organization's unstructured data, DryvIQ's customer-centric model and scalable architecture make it a robust solution for organizations dealing with complex, large volumes of unstructured data.

ACCESS: Through a single platform, organizations can easily access and manage their unstructured data, regardless of where it's located. DryvIQ supports integration with more than 40 on-premises and cloud-based storage repositories, including Microsoft, Google, Box, and Amazon S3, to name a few.

ANALYZE: With DryvIQ, organizations can structure their unstructured data for in-depth discovery, categorization, and analysis of disparate file repositories. With an at-a-glance visual representation of all data, data owners can always know what data they have, where it resides, its sensitivity, business value, and how knowledge workers are using and sharing it, all through a single pane of glass. Additionally, admins can generate custom insights to support ongoing or upcoming data initiatives. DryvIQ offers pre-trained AI models that identify over 5,000 forms, 1,000+ document types, 175+ languages, and 160+ entities.

TAKE ACTION: With DryvIQ's always-on, all-in-one platform for making unstructured data always business-ready, organizations can automatically and continuously take action to cleanse and reduce stale data, label, tag, and classify their data, govern access control, redact data, update permissions, migrate to a new storage platform, or perform hundreds of other actions required to ensure their unstructured data is always ready to support critical business initiatives.

Safety and Compliance

- DryvIQ maintains an Information Security Management System to ensure the confidentiality, integrity, and availability of all computer and data communication systems while meeting the necessary legislative, industry, and contractual requirements.
- The company combines comprehensive audits of the DryvIQ platform, internal systems, and networks to ensure customer data is continually protected.
- DryvIQ is SOC 2 Type II and ISO 27001 compliant.

Scalability of the Innovation

DryvIQ has a high-volume capability to meet the needs of the world's largest and most demanding enterprises by managing significant volumes of data with exceptional accuracy and speed, which have been clocked in production at over 300TB per day processing speeds at petabyte scale. It is designed to evolve with increasing data demands and technological advancements.

Market Impact & Future Outlook

Current Market Influence

DryvIQ, formerly SkySync, has established itself as a leader in unstructured data management, with over 1,100 customers worldwide, including major corporations like AstraZeneca, Forbes, and MGM Resorts, as well as leading private research institutions, the largest global consulting firms, and a Fortune 500 leader in digital storage solutions. It is trusted by various industries, including healthcare, finance, education, entertainment, and technology, demonstrating its versatility and reliability. With an Enterprise Customer Net Promoter Score (NPS) of 79, DryvIQ's customers' feedback affirms the success and value they are receiving.

DryvIQ has received several industry accolades and awards, including G2 Summer & Fall 2024 Badges for Easiest Business to Work With and High Performer, Will Reed's Top 100, and the 2024 AI Breakthrough Award for Data Management Innovation.

The use of advanced AI in data discovery, classification, migration, and the continuous management of unstructured data positions DryvIQ at the forefront of technological innovation in data management. Offering solutions for AI readiness, data governance, access control auditing and remediation, data minimization, security and compliance, file migration, and other data-driven projects, DryvIQ addresses a wide array of unstructured data challenges that impede critical digital transformation priorities for organizations of all sizes.

While many companies have successfully addressed the data hygiene challenge for structured data (e.g., databases), few have cracked the code for unstructured data due to its lack of pre-defined formats, making it hard to search, analyze, and extract meaningful insights. DryvIQ helps its customers overcome the inefficiencies, increased costs, and missed opportunities associated with these complexities; it focuses on bringing structure to unstructured data through its patented technology, proven methodology, and expert team.

Future Outlook

DryvIQ continuously improves its AI models to provide more granular insights and analytics for organizations' unstructured data. Leveraging this high-quality, trusted data enhances the capabilities of Generative AI (GenAI), positioning DryvIQ as a crucial enabler of AI-driven business transformation initiatives. Specifically, DryvIQ's ability to continuously and automatically curate clean, accurate, and relevant data for training Generative AI models is game-changing. Poor data quality undermines AI initiatives and exposes organizations to outdated insights and potential security risks without an unstructured data management platform like DryvIQ's.

DryvIQ's continued innovation and expansion have the potential to influence the unstructured data management landscape significantly, setting new standards for how unstructured data is handled, secured, and leveraged for business success.

Societal & Environmental Impact

DryvIQ's work in unstructured data management to drive business outcomes can have significant positive implications for society and the environment, enhancing data privacy and security, supporting innovation, and promoting sustainable data management practices.

- By ensuring the secure handling of sensitive data, including PII, PHI, and PCI, DryvIQ helps protect individuals' privacy and personal information from breaches and misuse. DryvIQ assists organizations in adhering to data protection regulations like GDPR, HIPAA, and CCPA, thereby contributing to the integrity and trustworthiness of digital interactions.
- DryvIQ enables organizations to prepare high-quality data for AI applications that can lead to innovations across various sectors, including healthcare, finance, education, and more.
- By identifying and managing stale and duplicate data, DryvIQ helps organizations save on storage costs and improve operational efficiency. Additionally, by working with organizations to reevaluate how they manage and store their data, they are collectively reducing that organization's carbon footprint and making crucial progress towards minimizing their environmental impact and embracing sustainability.
- DryvIQ is committed to making a positive impact beyond technology innovation. Through its charitable initiative #DryvingChange, the company aims to cultivate the next generation of innovators in the industry by giving back and creating a brighter future for all.

Potential Roadblocks & Risks

• Evolving Data Risks & Regulations

As new threats emerge and data regulations continue to evolve, customers face increasing pressure to secure their data and ensure compliance. DryvIQ must adapt to this changing environment by maintaining its security certifications, protecting customer privacy, and offering up-to-date solutions that enable customers to proactively address and mitigate data risks while adhering to compliance mandates.

• Market Conditions

Competition from other data management and AI companies may intensify despite DryvIQ's competitive advantage. Additionally, economic downturns could affect client budgets and spending on data management solutions. DryvIQ should continuously innovate and improve its products to address customer needs and stay ahead of competitors.

Potential Opportunities

DryvIQ is a well-established leader in the data management field; nonetheless, there are a couple of opportunities that DryvIQ can explore to expand its services further. By leveraging these opportunities, DryvIQ can play a pivotal role in the digital transformation of industries, government, and public sectors, especially in developing countries, driving efficiency, transparency, and sustainable development through advanced data management solutions.

• Regulatory Collaboration

Working with regulatory bodies to develop and refine compliance solutions and ensure that DryvIQ's offerings remain at the forefront of regulatory requirements can be a huge opportunity. Based on its expertise and participation in various industries, DryvIQ can contribute to standardization efforts, shape the future of data management, and influence regulatory frameworks.

• Government Data Management and Compliance

Partnering with governments to create and manage national data repositories that can handle large volumes of unstructured data can be explored by providing solutions for the secure storage, organization, and analysis of public records, health data, and other critical information. DryvIQ technology can help governments structure and carefully utilize data in areas such as:

- Public Sector Modernization
- Public Health and Education Data Management
- Smart Cities Initiatives
- Agriculture and Environmental Data
- Disaster Response and Management

• Academic Partnerships

Partnerships with more academic and research institutions to advance R&D efforts and develop innovative solutions for unstructured data management can be explored, more significantly with universities in plays where unstructured data access is a challenge.

• Innovation Labs

DryvIQ can engage with tech incubators and innovation labs to support the development of new technologies and solutions, providing DryvIQ with access to cutting-edge research and talent. In addition, corporate innovation programs run by large enterprises to explore collaborative R&D opportunities and pilot new solutions could be significant to DryvIQ.

Conclusion

DryvIQ has positioned itself as a leader in the unstructured data management industry, offering innovative AI-driven solutions that address critical challenges organizations face in today's data-centric business environment. With its comprehensive platform that ensures the integrity of unstructured data for business transformation initiatives, DryvIQ has the potential to significantly impact how businesses handle their vital, yet often ignored, unstructured data. The company's ability to access, analyze, and take action on petabytes of data with high accuracy and speed, coupled with its focus on security and compliance, makes it a crucial player in helping organizations navigate the complexities of data management in an era of increasing regulatory scrutiny and cyber threats.

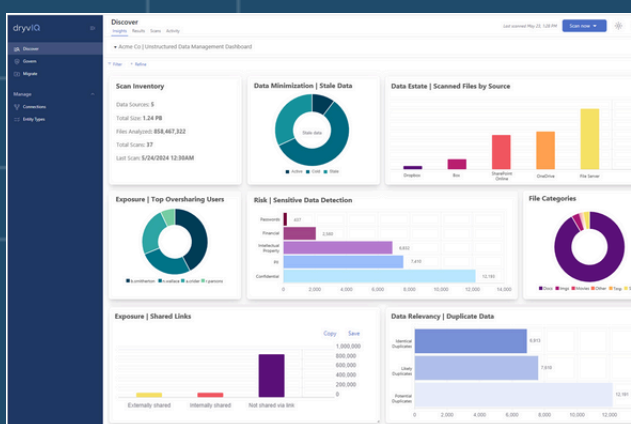
Looking ahead, DryvIQ's potential extends beyond its current market position. As data grows exponentially and becomes more complex, with GenAI further accelerating the growth of unstructured data, DryvIQ's solutions will become even more critical for businesses across various industries. The company's focus on AI and machine learning positions it well to address future data management challenges and enable organizations to make their unstructured data always business-ready.

Furthermore, DryvIQ's potential to expand into other sectors and markets and its role in enabling AI-driven business transformations suggests that it could significantly shape the future of data management and utilization across multiple sectors. As such, DryvIQ stands at the forefront of a crucial industry that underpins the digital transformation of businesses worldwide.

Innovation In View

How DryvIQ brings innovation to life

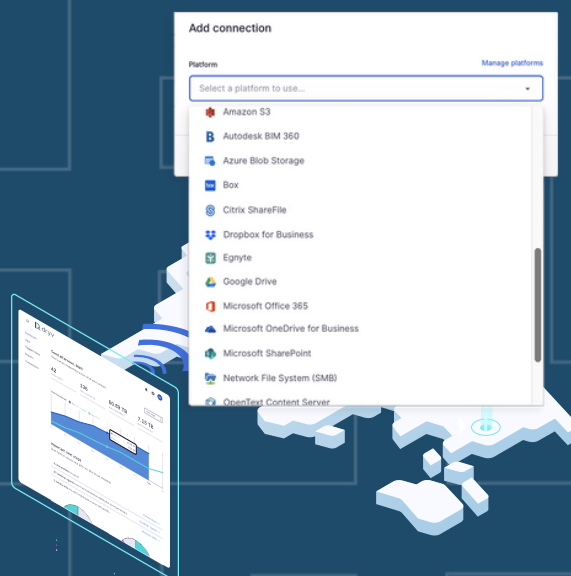
Advanced AI-Driven Data Solutions for Comprehensive Data Integration and Automation



- DryvIQ employs advanced artificial intelligence to manage unstructured data, enabling organizations to continuously maintain the quality of their data. The platform's AI capabilities facilitate continuous data scanning, classification, and analysis, ensuring data is always accessible, analyzable, and actionable.
- The platform includes pre-trained AI models that recognize over 5,000 forms, 1,000 document types, 175 languages, and 160 entities. This extensive AI capability allows for precise data classification and insights.
- DryvIQ's platform integrates data from cloud and on-premises repositories into a unified system. This integration overcomes information silos, providing complete visibility and control over unstructured data via a single pane of glass.

Scalable and Efficient Data Migration

- DryvIQ offers a proprietary Intelligent Migration methodology that not only moves data but also analyzes it to determine which files are essential and which can be archived or deleted. This approach ensures efficient data migration with minimal business disruption.
- The platform supports over 3,200 parallel thread writes, enabling the migration of over 100 terabytes of unstructured data daily. This unmatched speed and scale facilitates large-scale migration initiatives, including self-service, tenant-to-tenant, and collaborative content migrations.
- DryvIQ's system developer toolkit (SDK) allows for the customization and extension of platform capabilities. This flexibility enables integration with other software and third-party solutions, including DLP and AI technologies.



Contributors

The FutureList

Kenna Taylor

Innovation Ecosystem Manager,
Eastern US

Henry Duah

Research Analyst

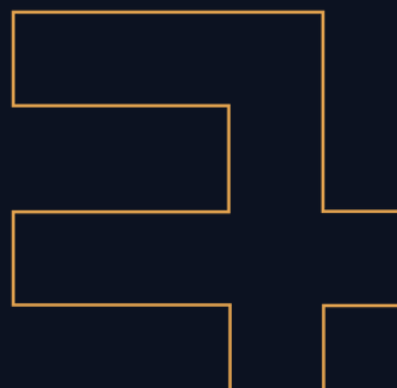
DryvIQ

Sara Whitwer

Marketing

Sean Nathaniel

President and CEO



The FutureList

Notes on our methodology

About The FutureList

The FutureList is dedicated to identifying and linking innovative technology companies with the investors, talent and strategic growth partners they need to rapidly scale their innovation. The FutureList leverages its network of local Innovation Scouts, a comprehensive online platform, and curated events to rapidly spot and match opportunities. The FutureList network has already profiled over 6,000 innovative companies, investors and partners globally.

We scout across a broad range of sectors in tech, aiming to identify the most innovative startups globally. This includes everything from AI to biotech, renewable energy, and more. The 10 categories we currently focus on are: Agriculture (farming, food, beverages, crops, forestry, aquaculture, livestock, irrigation, veterinary, etc.), Climate (electricity, energy, environment, renewables, recycling, circular economy, carbon credits, cleantech, etc.), Education (e-learning, school management, assessments, upskilling, tutors, languages, etc.), Enterprise (legal services, AI, cyber security, market research, recruitment, HR, customer success, consulting, SaaS tools, business analytics, etc.), Finance (banking, capital, trading, lending, personal finance, insurance, crypto, real estate, etc.), Health (medicine, biotech, medical equipment, pharmaceuticals, public health, digital health, hospitals, health records, wellness, fitness, beauty, etc.), Infrastructure (architecture, materials, computer networks, safety, law enforcement, construction, data centers, machinery, telecom, wireless internet, manufacturing, etc.), Media (marketing, influencers, animation, arts, gaming, fashion, content, platforms, music, publishing, translation, editing, etc.), Mobility (delivery, transportation, etc.), and Supply Chain (e-commerce, warehousing, logistics, retail, etc.)

About Our Innovation Scouts

Our Innovation Scouts are experienced professionals from diverse sectors with a keen eye for groundbreaking technologies and business models. They undergo rigorous training to ensure they provide maximum value to the startups they work with. They conduct their research on a volunteer basis. We have strict ethical guidelines in place. Any Scout with a potential conflict of interest is recused from the process to ensure fairness and objectivity.

About Our Innovation Memos

Innovation Memos provide a comprehensive profile of an innovator, whether its a startup, hub, investor or more established corporate, highlighting technological and business model innovations. The Memo is written in direct consultation with a verified representative from that entity, and also outlines suggestions around how to rapidly scale their innovation further through use of The FutureList's network. Once published, the Memo accessible to our network of investors, partners, and the general public for free on our platform. The Memo process is completely free for the companies featured as well. The entire process, from initial contact to publishing the Innovation Memo, typically takes about 4-6 weeks, but this can vary based on the startup's availability and responsiveness. Our goal is to promote and scale innovation globally. The FutureList platform and events are sponsored by partners.

Scaling Innovation

How **The FutureList** identifies and scales innovation globally



Ecosystem and sector mapping

Our Innovation Scouts identify the most innovative early-stage and growth-stage tech companies across key sectors in tech hubs around the globe.



Innovation memos and platform profiles

Our Innovation Scouts interview founders and tech executives to publish innovation memos and create a comprehensive company profile on our public online platform.



Introductions to strategic opportunities

Our Innovation Scouts share company profiles with relevant investors and strategic growth partners across our global ecosystem, and facilitate warm introductions where requested.



Private dinners and fireside chats

Our exclusive evening events bring together founders, tech executives and other special guests for networking and interactive discussions around technology and innovation.



Global summits & learning trips

Featured companies will be invited to larger annual events held at the regional and global stage that connect the most innovative companies with opportunities for further visibility.

Sponsor

The FutureList platform and events are sponsored by partners.



Sand Technologies, a global technology services company with presence across Silicon Valley, France, the UK, Romania, and several emerging markets, is at the forefront of supporting scale-ups worldwide in overcoming the challenges of rapid growth. We're currently aiding businesses in the United States, New Zealand, Denmark, the Netherlands, the UK, the UAE, South Africa, Kenya, and numerous other locations in developing scalable technology products, constructing world-class tech teams, enhancing revenue generation, and elevating customer satisfaction.

Learn more at www.sandtech.com

The FutureList

