



AvePoint[®] INVESTOR DAY 2023

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 AvePoint
INVESTOR DAY
2023

A Durable Long-Term Opportunity

Dr. Tianyi Jiang (TJ)
CEO and Co-Founder





SHAREHOLDER VALUE

Advance
Digital Workplace

Capture
Growing Markets



Prioritize
Profitable Growth

DIGITAL WORKPLACE SUCCESS

The New Normal of Hybrid Work



WHY WE WIN

Goal

Optimize SaaS
Operations &
Secure
Collaboration



Resilience

Ensure business continuity and meet your compliance obligations



Control

Adopt a sustainable model for management and operations of your digital workplace



Modernization

Transform your data, business processes, and employee experience





2022 Recap

 AvePoint
INVESTOR DAY
2023

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DIGITAL WORKPLACE SUCCESS

Financial Highlights

\$201.7 million
Annual Recurring Revenue

46%
SaaS revenue growth

32%
ARR growth

82%
Recurring revenue

DIGITAL WORKPLACE SUCCESS

Business Expansion

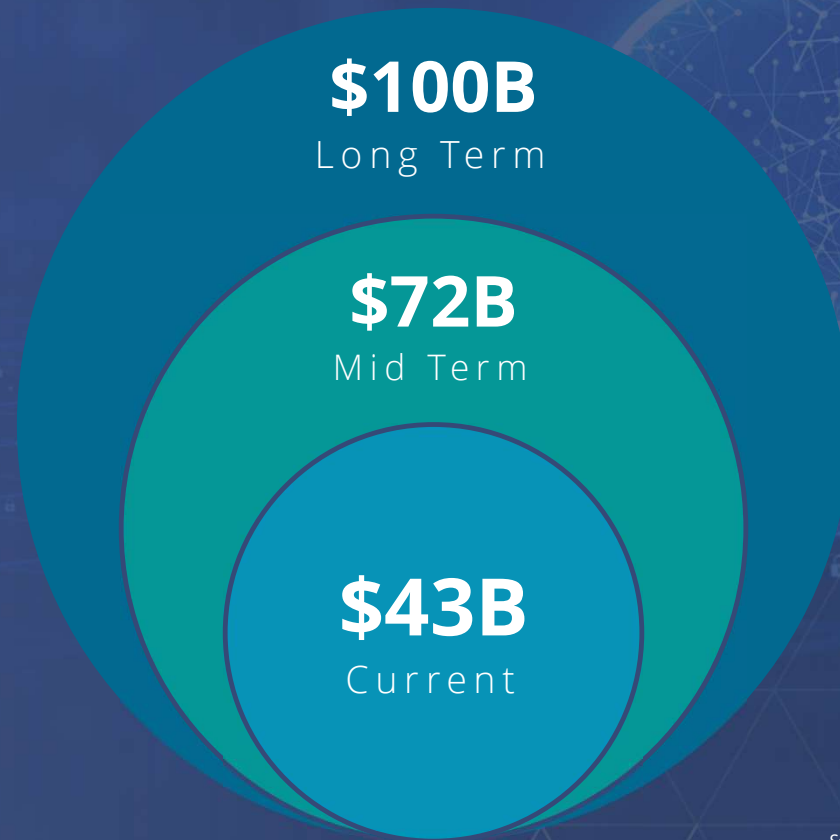
17,000+
Customers

100+
Countries

~ 2,200
Employees

25
Global Offices

Addressable Market Opportunity





Our Story

 AvePoint
INVESTOR DAY
2023

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“How can **technology**
positively transform
collaboration?”



It's about **connection.**



 AvePoint
INVESTOR DAY
2023



Where avenues **merge**, bringing
together **people, ideas** and **energy**.



All avenues come together to
empower everyone in the workplace
to **collaborate with confidence.**

Customers & Partners



What we See

AUTOMATION

DIGITAL WORKPLACE SUCCESS

What we See

1

Proliferation of software
& the growth of data

DIGITAL WORKPLACE SUCCESS

With growth comes challenges

On average, organizations have
4-6 data platforms

10% of all data
will be produced by generative AI

More than 75% of organizations
have a decentralized data architecture

Multinational Retailer

Lifecycle and
information
management
for 16,000
employees



DIGITAL WORKPLACE SUCCESS

What we See

2

Need for business
optimization

Investment Banking

Smart data inventory for the second largest investment bank in the world by revenue



DIGITAL WORKPLACE SUCCESS

What we See

3

Compliance &
threat landscape

DIGITAL WORKPLACE SUCCESS

Security Prioritized

Global Zero Trust security market
\$60.7 billion by 2027

Average cost of a data breach:
\$4.35 million

90% of company boards regard
cybersecurity as a business risk rather
than an IT problem

Global Recruitment

Prevents
Salesforce
environment
downtime





Strategic Priorities

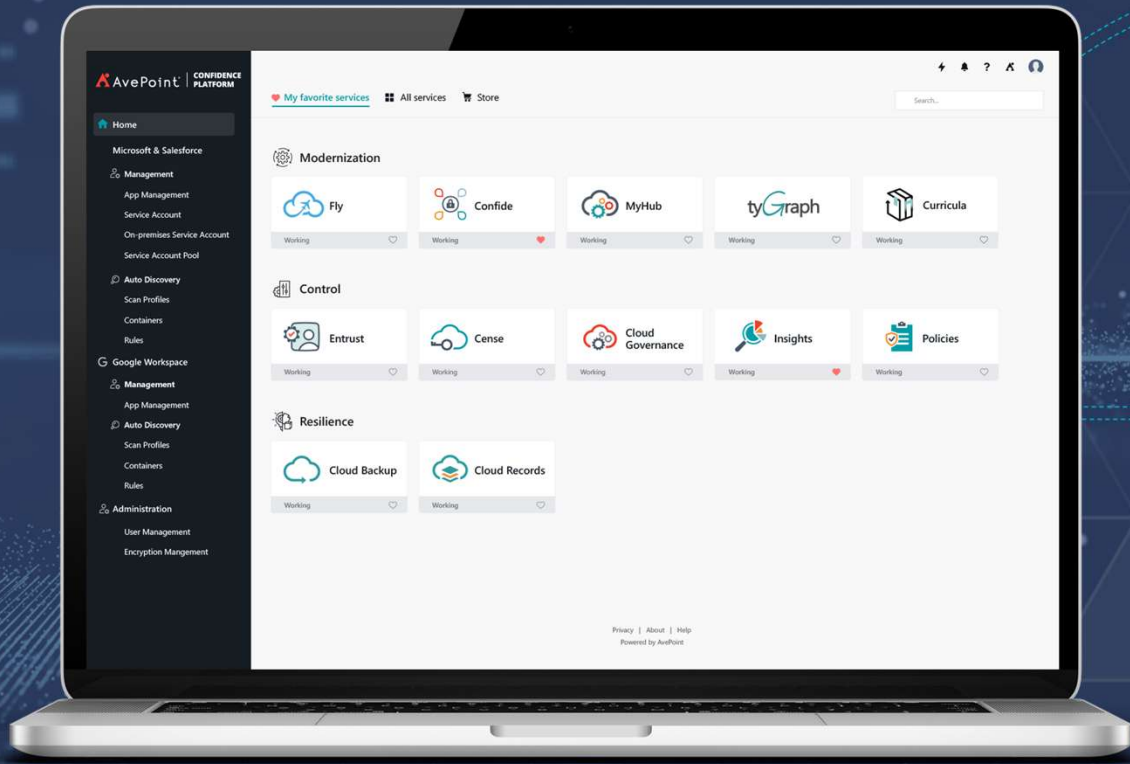
DIGITAL WORKPLACE SUCCESS

Strategic Priorities

1

Expand Confidence
Platform offerings

Confidence PLATFORM



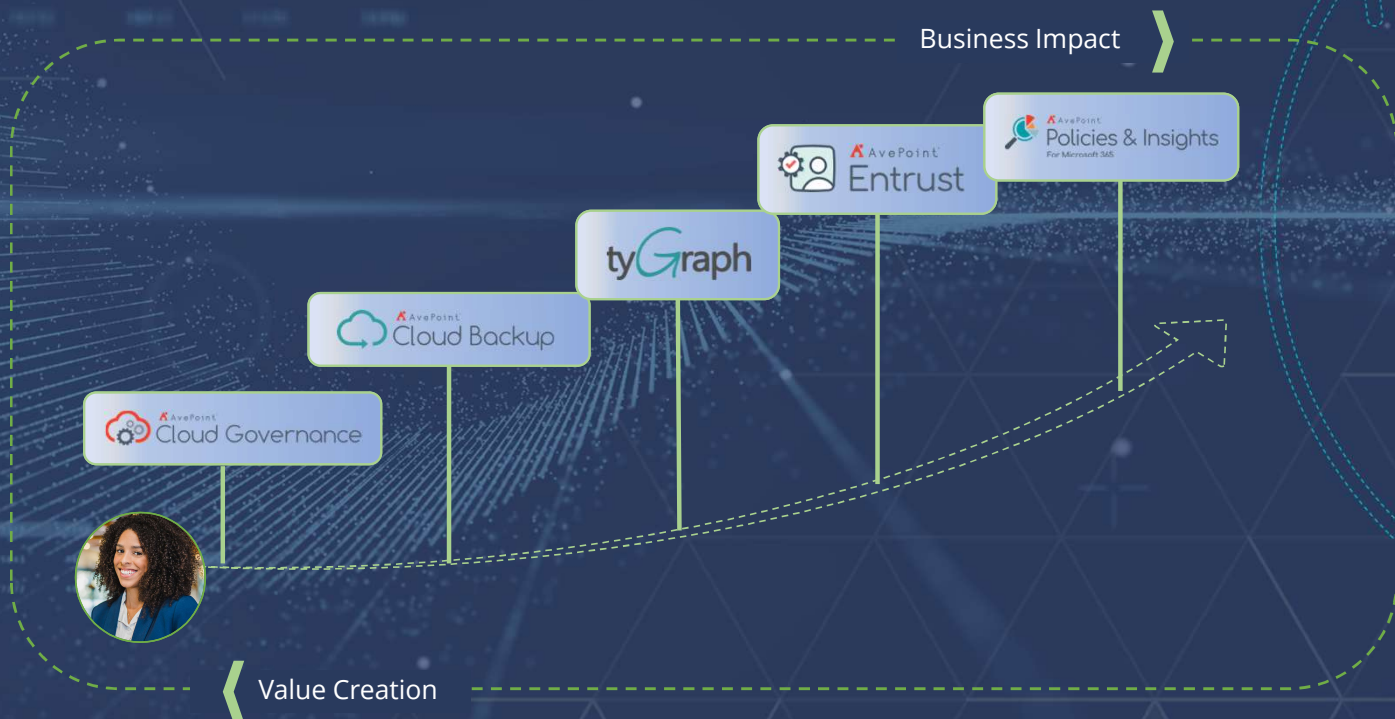
DIGITAL WORKPLACE SUCCESS

Strategic Priorities

2

Accelerate
customer adoption

Expanding Adoption



DIGITAL WORKPLACE SUCCESS

Strategic Priorities

3

Broaden our
market presence

Established Markets

North America Western Europe ANZ Japan

Growing Markets

LATAM Middle East Korea Southeast Asia

DIGITAL WORKPLACE SUCCESS

Strategic Priorities

4

Scale channel
ecosystem

How the Channel Ecosystem Grows & Scales with AvePoint





Short circuit actionable business intelligence



Short circuit actionable
business intelligence



Accelerate digital
transformation



Short circuit actionable
business intelligence



Accelerate digital
transformation



Realize rapid ROI

Every business must be a **tech business** moving forward



*thank
you*

 AvePoint
INVESTOR DAY
2023

Gracias	ευχαριστώ	Danke	Grazie	благодаря
Hvala	Obrigado	Kiitos	شكراً	Tak
Ahsante	Teşekkürler	متشكراً	Salamat Po	감사합니다
Cám ơn	شكراً	Terima Kasih	Dank u Wel	Děkuji
நன்றி	Köszönöm	ありがとう ございます	ขอบคุณครับ	Dziękuję
谢谢	Tack	Mulțumesc	спасибо	Merci
תודה	多謝晒	дядкую	Ďakujem	धन्यवाद

Our Platform & Differentiated Technology

Mario Carvajal
Chief Strategy Officer





LOOK FAMILIAR?

Digital Workplace



LOOK FAMILIAR?

Digital Workplace

Toggling between Apps **10 times an hour**, costing organizations **32 days per worker**, per year



Delays in development and implementation of content and ideas



Unreliable version control



Inefficient co-authoring and file sharing



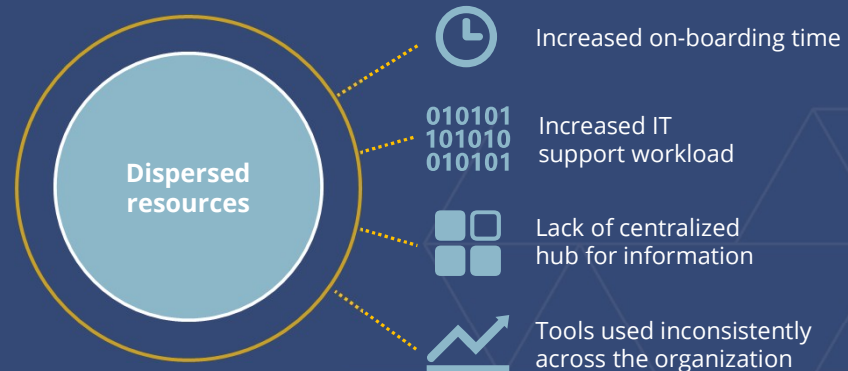
Difficult to involve outside contributors

Source: [Deloitte Report Digital Workplace Reimagined](#)

LOOK FAMILIAR?

Digital Workplace

Employees spend **25% of their time** looking for information they need to do their jobs



Source: [Deloitte Report Digital Workplace Reimagined](#)

LOOK FAMILIAR?

Digital Workplace

Knowledge workers spend **40% of their time** on work about work.

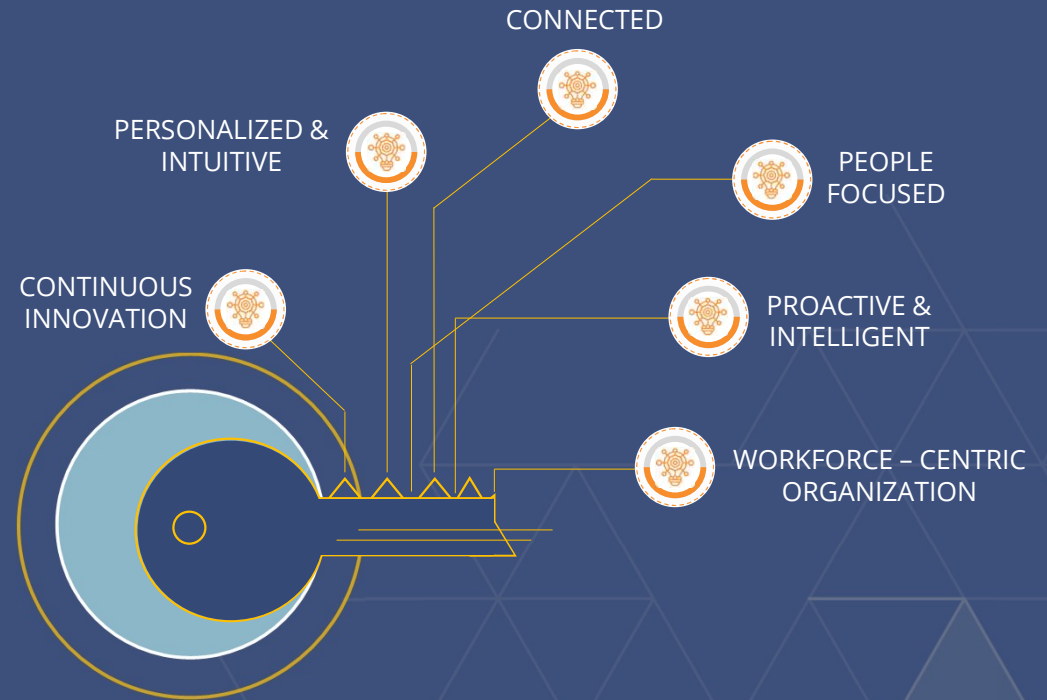


Source: [Deloitte Report Digital Workplace Reimagined](#)

LOOK FAMILIAR?

Digital Workplace

Knowledge workers spend **40% of their time** on work about work.



Source: [Deloitte Report Digital Workplace Reimagined](#)



WHY WE WIN

Optimize SaaS Operations and Secure Collaboration

Resilience

Effectively & efficiently comply with data protection regulation, preserve critical records, and ensure business continuity

Control

Ensure operational capacity of the digital workplace by providing a ready-made framework for automated governance

Fidelity

Transform legacy data into modern SaaS platforms



WHY WE WIN

Optimize SaaS Operations and Secure Collaboration

Resilience

Effectively & efficiently comply with data protection regulation, preserve critical records, and ensure business continuity

Control

Ensure operational capacity of the **digital workplace** by providing a ready-made framework for automated governance

Modernization

Transform legacy data into modern SaaS platforms

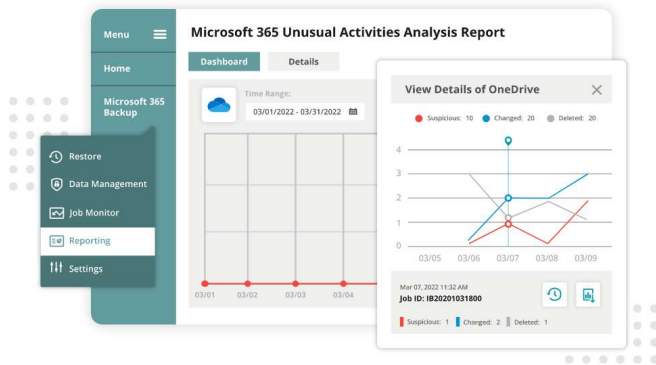
PLUS **legacy business processes into modern end-user business applications.**

PLUS **modernize the skills** and experience of your workforce

RESILIENCE

CONFIDENCE PLATFORM

Building Ransomware Resiliency within Cloud Backup for Microsoft 365



Early event detection

We surface unusual activity and potential ransomware attack events.



Quick investigation

Real-time insights help admins quickly identify the impact



Faster restore

Granular restore capabilities minimize disruption to user productivity

Our Customer Stories

“ We had a ransomware issue with a user’s OneDrive and we discovered that Microsoft could only restore the full OneDrive at a specific date and only in the last 14 days....we compared AvePoint to another provider and Cloud Backup gave us the insurance that our data is secured and always available. ”



Edouard Duverger
Global Vice President Information Technology, MCI

[View the Case Study](#)

Ransomware Recovery Warranty

Collaborate with Confidence, no matter what. AvePoint offers up to a \$1M ransomware recovery warranty as an add-on layer of protection in case your data cannot be restored using Cloud Backup for [Microsoft 365](#), [Dynamics 365](#), [Google Workspace](#) or [Salesforce](#). Available for our partners through our cloud marketplaces and our [Elements platform](#).

[Ransomware Warranty Brochure](#) ➔

[Terms and Conditions](#) ➔

[FAQs](#) ➔



Coverage up to \$1M



Incident Notification



Remediation



Reimbursement

Reporting / Microsoft 365 unusual activities analysis

[OneDrive for Business](#) [SharePoint Online](#) [Teams](#) [Microsoft 365 Groups](#)

- Backup
- Restore
- Data management
- Reporting**
 - Subscription consumption
 - Microsoft 365 unusual activities analysis
 - Job analytics
 - Storage consumption
 - End user restore
 - System auditor
- Job monitor
- Settings



Cloud Backup for Microsoft 365 is creating a baseline pattern as we learn more about your environment. Please check back in a few days.

This report requires {0} to have at least 12 days of successful backups with changes recorded to build a baseline of activity. We did not detect enough changes in recent backups for your {0} to create that baseline.

AvePoint uses proprietary machine learning algorithms to identify signals that may suggest you've been a victim of ransomware or other suspicious behavior

Reporting / Microsoft 365 unusual activities analysis

OneDrive for Business | SharePoint Online | Teams | Microsoft 365 Groups

Dashboard | Details

Proactive notifications *and* detailed dashboards provide insights into the health of the data you're protecting with AvePoint

Protected OneDrives
16

Unusual OneDrives
4

OneDrives unusual activities trends

Time range (UTC): 06/01/2021 - 06/07/2021

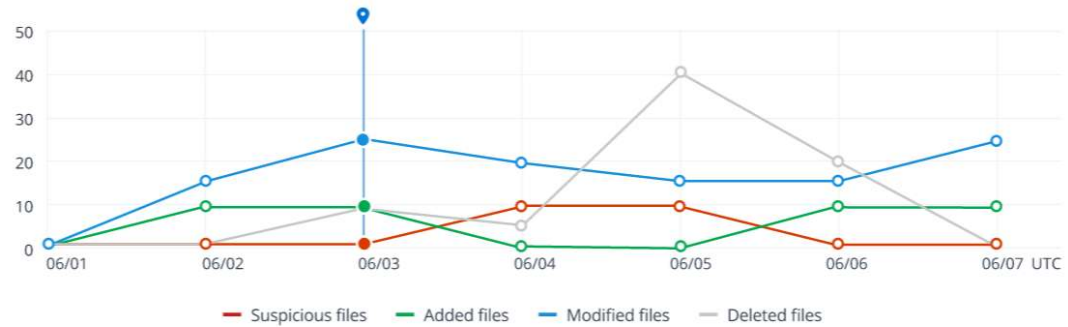


Reporting / Microsoft 365 unusual activities analysis / View details

- Backup
- Restore
- Data management
- Reporting**
 - Subscription consumption
 - Microsoft 365 unusual activities analysis
 - Job analytics
 - Storage consumption
 - End user restore
 - System auditor
- Job monitor
- Settings

OneDrive 1

Time range (UTC): 06/01/2021 - 06/07/2021



Jan 06, 2021 (UTC)

Suspicious files	0	Added files	10	Modified files	25	Deleted files	10
------------------	---	-------------	----	----------------	----	---------------	----

Easy drill-down into the specific signals that triggered the alert for objects under protection

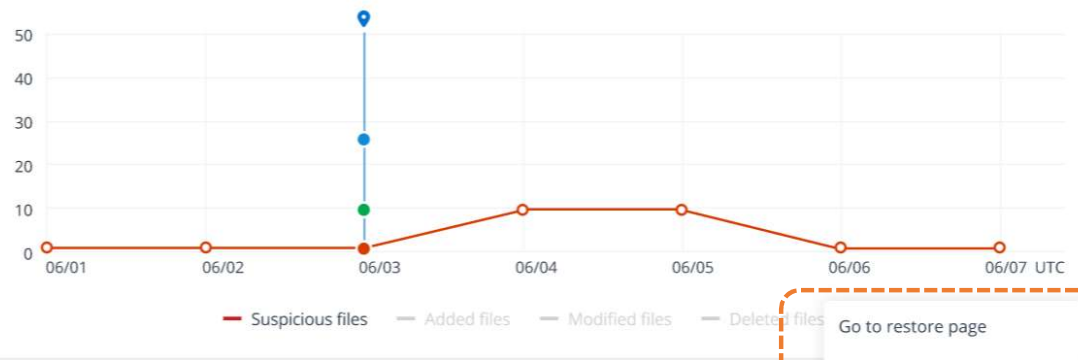
Reporting / Microsoft 365 unusual activities analysis

OneDrive for Business | SharePoint Online | Teams | Microsoft 365 Groups

- Backup
- Restore
- Data management
- Reporting**
 - Subscription consumption
 - Microsoft 365 unusual activities analysis
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- Settings

OneDrive 1

Time range (UTC): 06/01/2021 - 06/07/2021



Go to restore page

Download suspicious files list

Jan 06, 2021 (UTC)

Suspicious files	0	Added files	10	Modified files	25	Deleted files	10
------------------	---	-------------	----	----------------	----	---------------	----

Conduct outreach and investigation to mitigate false-positives, and begin the recovery process if needed

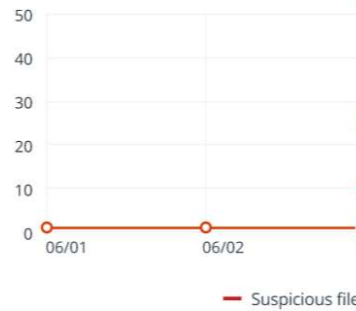
Reporting / Microsoft 365 unus

OneDrive for Business | SharePoint Online | Te

- Backup
- Restore
- Data management
- Reporting**
 - Subscription consumption
 - Microsoft 365 unusual activities analysis
 - Job analytics
 - Storage consumption
 - End user restore
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- Job monitor
- Settings

OneDrive 1

Time range (UTC): 06/01/2021 - 06/07/2021

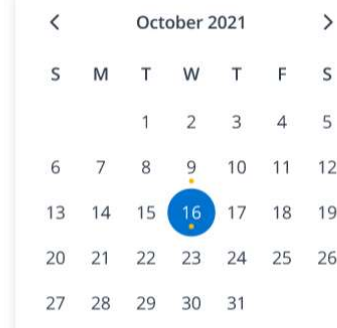


Jan 06, 2021 (UTC)

Suspicious files: 0 | Added: 0

Recovery point

11/01/2021 00:00 AM



hh : mm

01:20 AM

07:20 AM

11:20 AM

Unusual activity detected

Reset Apply

How would you like to handle the content level conflict?

Skip

How would you like to handle the content apps conflict?

Skip

Advanced Settings

If recovery is needed, AvePoint helps you identify "last known good" restore points

Cancel Next

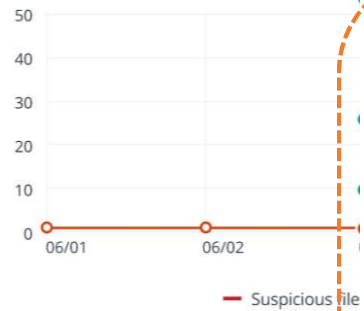
- Backup
- Restore
- Data management
- Reporting**
 - Subscription consumption
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 - Storage consumption
 - End user restore
 - System auditor
- Job monitor
- Settings

Big data LLC
Reporting / Microsoft 365 unus

OneDrive for Business | SharePoint Online | Te

OneDrive 1

Time range (UTC): 06/01/2021 - 06/07/2021



Jan 06, 2021 (UTC)

Suspicious files 0 | Added 1

Recovery point

11/01/2021 00:00 AM

Description

What would you like to restore?

- Restore all content and security
- Restore security only
- Restore content only

How would you like to handle the container level conflict? ⓘ

Skip

How would you like to handle the content level conflict? ⓘ

Skip

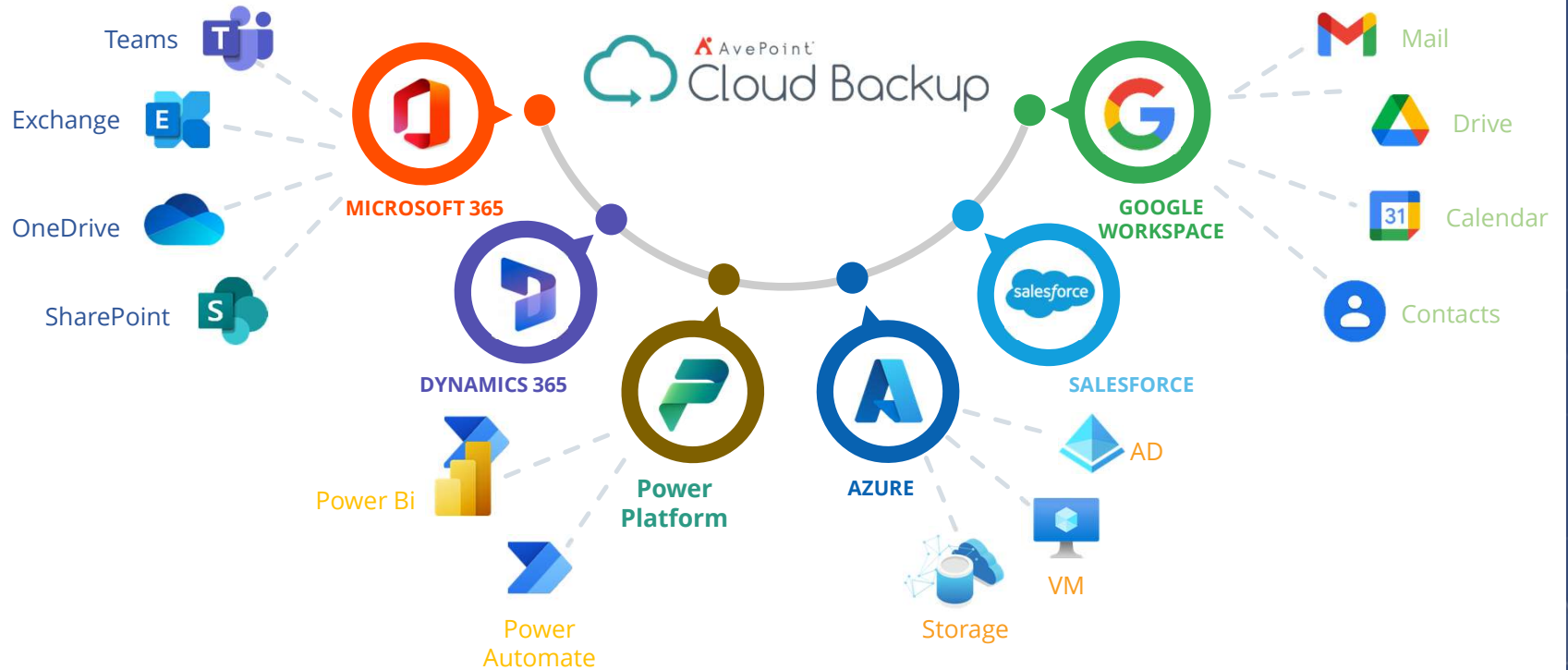
How would you like to handle the content apps conflict? ⓘ

Skip

[Advanced Settings](#) ▾

Flexible, full-fidelity restore options minimize any potential data loss

Cancel Next



WHY WE WIN

Resilience



“AvePoint **Cloud Backup offering** has helped us mitigate and reduce our risk. The biggest benefit of the solution has been a nice night of sleep. I finally know that if disaster strikes, we will not lose our Microsoft 365 data.”

Pierre Passin
Deputy Director General,
Asian Development Bank

CONTROL

CONFIDENCE PLATFORM

The screenshot shows a Gartner research document page. The title is "Why Microsoft Teams Will Soon Be Just as Common as Outlook". The publication date is "June 2018" and the ID is "G00348503". The analysts are "Larry Cannell" and "Mark Cortner". The summary states: "Microsoft Teams is playing an increasingly unifying and expanding role in Office 365. This report guides technical professionals on getting the most value out of Teams." The page also features a "Free Research" sidebar with a "FREE ACCESS" button and a "Why Gartner" section.

By default, anyone can create an Office 365 group. Therefore, anyone can create a team in Microsoft Teams. However, history has shown that allowing this privilege to go **ungoverned** can result in users creating workspaces on impulse. Such **workspaces often become abandoned**, because their creators fail to promote them.

Some enterprises saw the creation of hundreds, perhaps thousands, of sites, with little thought given to why those sites were needed.

<https://www.gartner.com/doc/3879669>

SEAMLESS DIGITAL WORKPLACE

Goal

Make it easy to
do the right thing

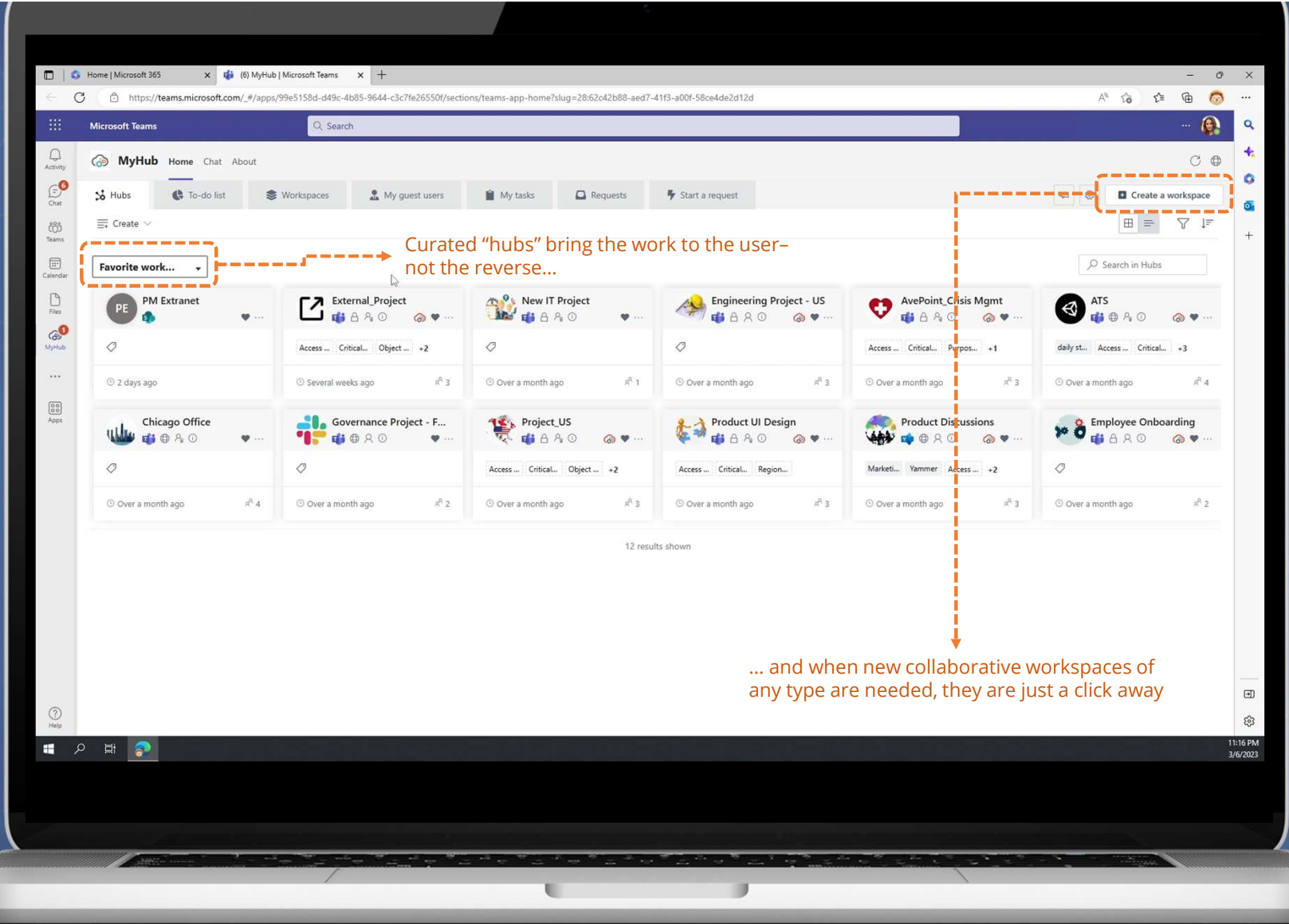


Digital Workplace Success

Goal

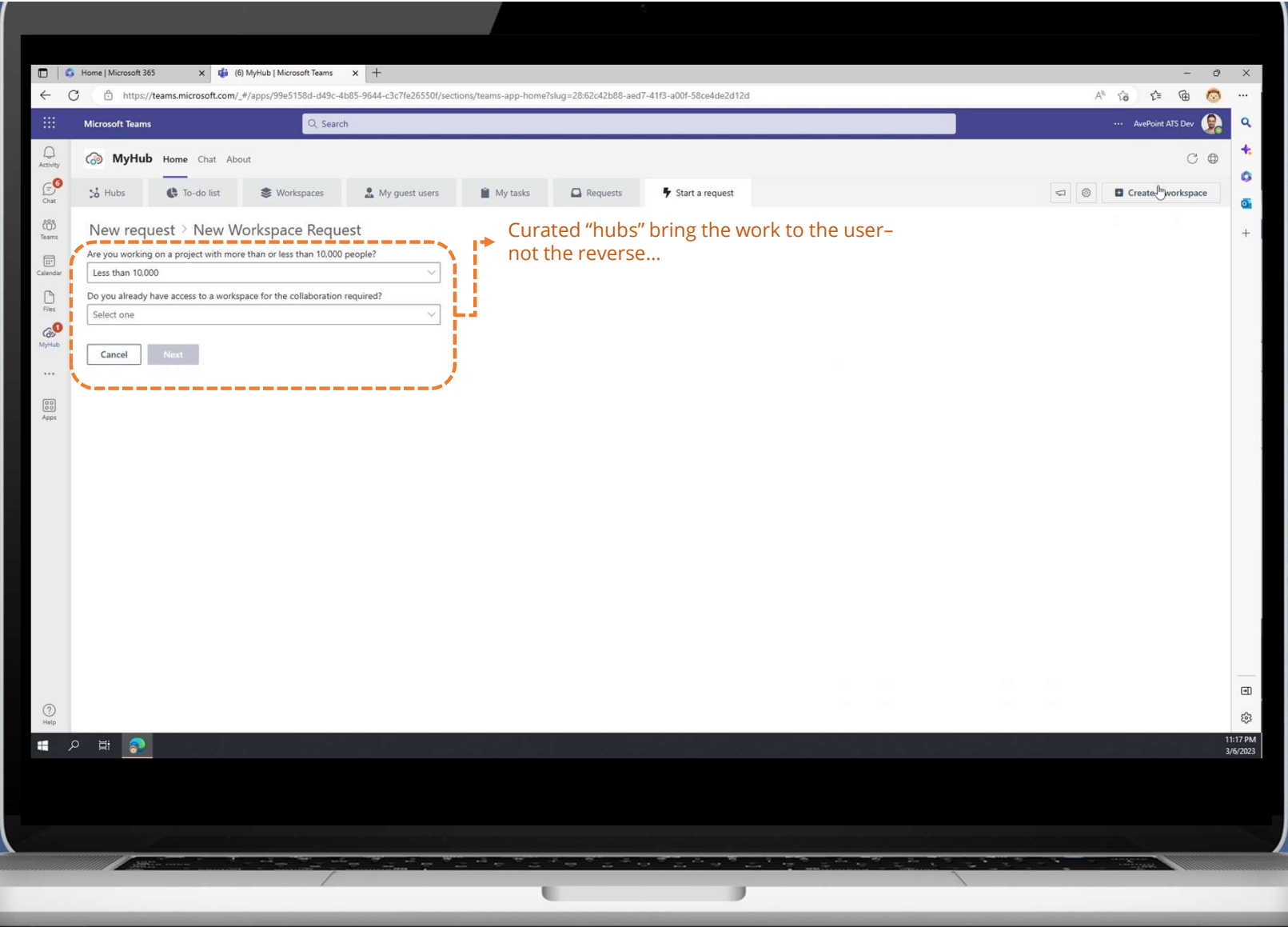
Make it easy to do the right thing





Curated "hubs" bring the work to the user - not the reverse...

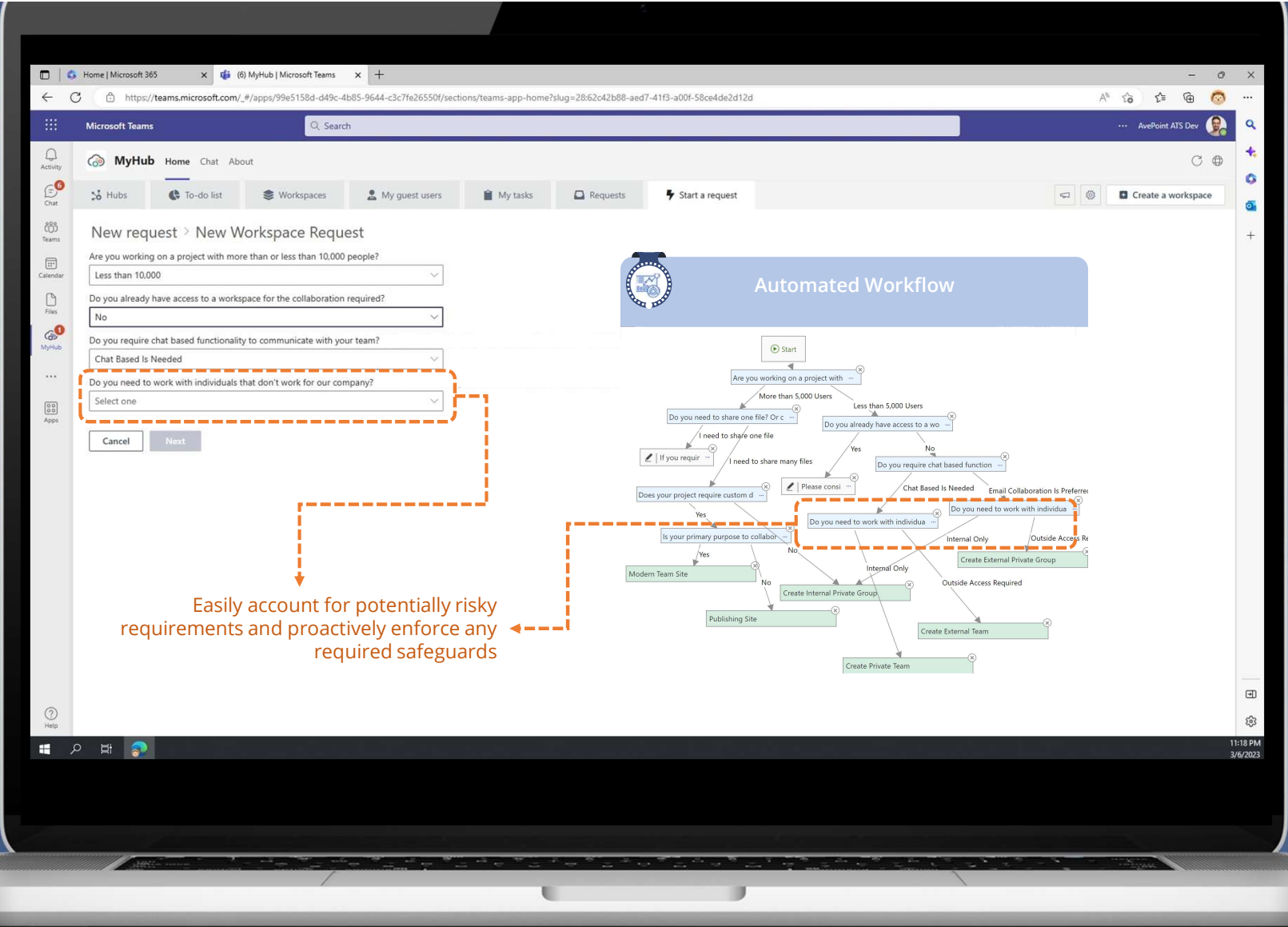
... and when new collaborative workspaces of any type are needed, they are just a click away



Curated "hubs" bring the work to the user—not the reverse...



As simple as the Adele's experience is, admins can easily support complex business logic required to anticipate the needs of different business units or purposes in AvePoint Cloud Governance with drag & drop simplicity



Easily account for potentially risky requirements and proactively enforce any required safeguards

Microsoft Teams

MyHub Home Chat About

Hubs To-do list Workspaces My guest users My tasks Requests Start a request Create a workspace

New request > Create Crisis Mgmt Team

Step 1. Request information | Step 2. Basic settings | Step 3. Advanced settings

Request summary *
Project Beta v2

Notes to approvers

Team template

The following components can be copied from the selected team. Note that messages, files, and content will not be copied. After you copy the team, you will still need to configure the settings for tabs and connectors.

- Channels
- Apps
- Tabs
- Members
- Team settings

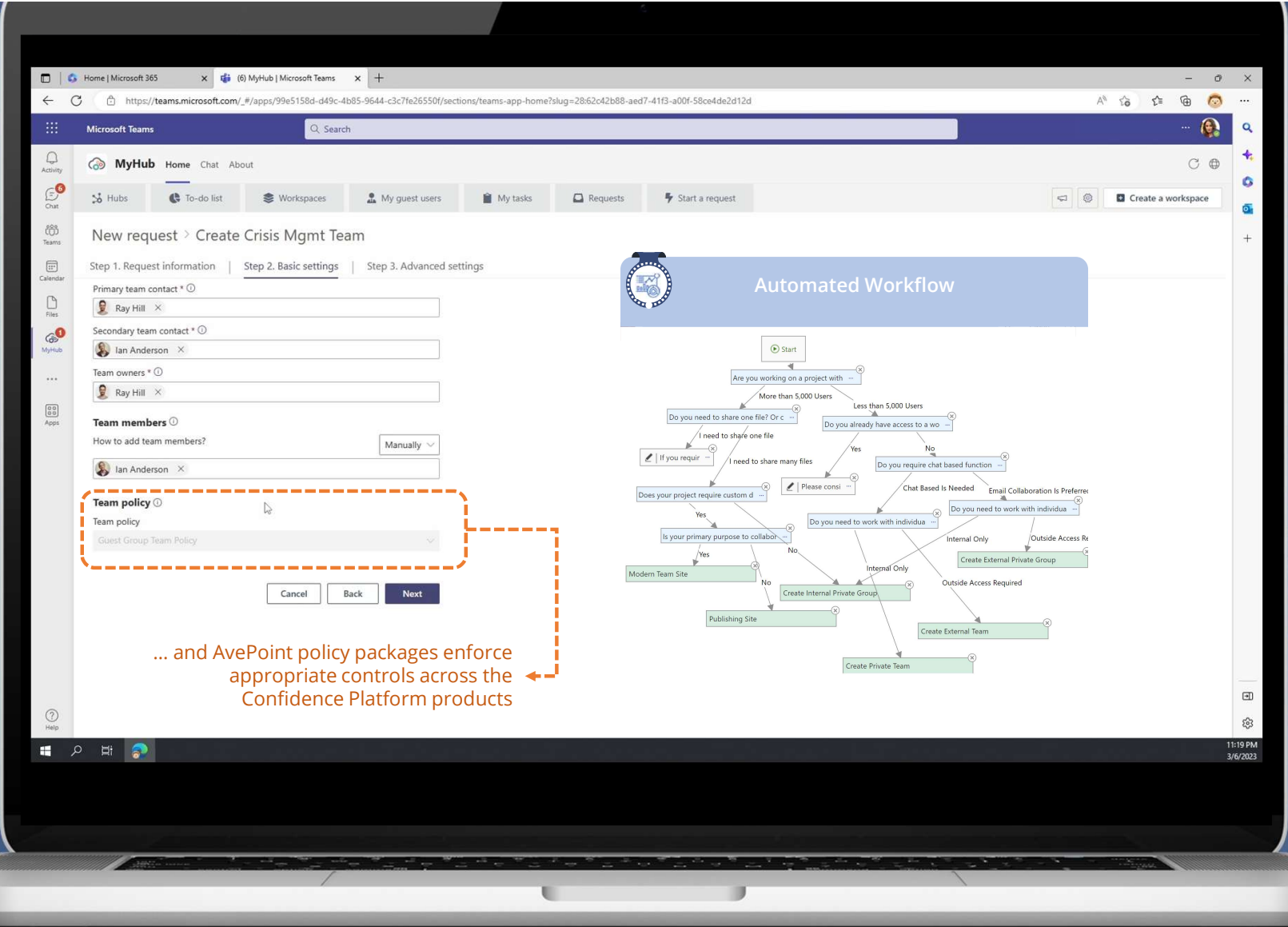
Classification
Crisis Mgmt

Cancel Next

Automated Workflow

```
graph TD; Start([Start]) --> Q1{Are you working on a project with...}; Q1 --> B1[More than 5,000 Users]; Q1 --> B2[Less than 5,000 Users]; B1 --> Q2{Do you need to share one file? Or c...}; B2 --> Q3{Do you already have access to a wo...}; Q2 --> B3[I need to share one file]; Q2 --> B4[I need to share many files]; B3 --> Q4{If you requir...}; B4 --> Q5{Please consi...}; Q3 --> B5[Yes]; Q3 --> B6[No]; B5 --> Q6{Do you require chat based function...}; B6 --> Q7{Chat Based Is Needed}; Q7 --> B7[Yes]; Q7 --> B8[No]; B7 --> Q8{Do you need to work with individua...}; B8 --> Q9{Email Collaboration Is Prefered...}; Q8 --> B9[Internal Only]; Q8 --> B10[Outside Access R...]; Q9 --> B11[Internal Only]; Q9 --> B12[Outside Access Required]; B9 --> C1[Create Internal Private Group]; B10 --> C2[Create External Private Group]; B11 --> C3[Create Internal Private Group]; B12 --> C4[Create External Team]; Q4 --> B13[Yes]; Q4 --> B14[No]; B13 --> Q10{Does your project require custom d...}; B14 --> Q11{Is your primary purpose to collabor...}; Q10 --> C5[Modern Team Site]; Q11 --> B15[Yes]; Q11 --> B16[No]; B15 --> C6[Publishing Site]; B16 --> C7[Create Private Team];
```

Now that the business purpose is known, auto classification provides visibility and protection without end-user involvement...



New request > Create Crisis Mgmt Team

Step 1. Request information | Step 2. Basic settings | Step 3. Advanced settings

Primary team contact *

Secondary team contact *

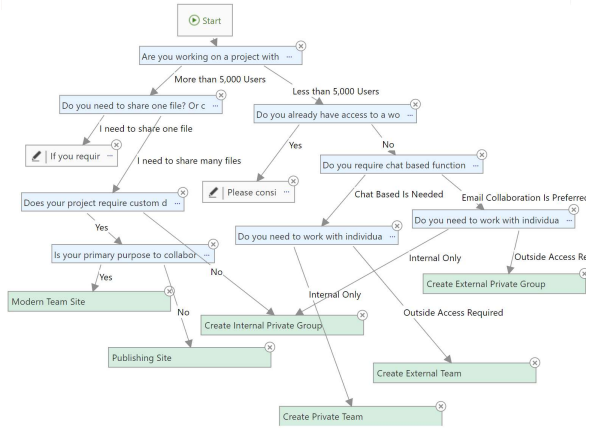
Team owners *

Team members Manually

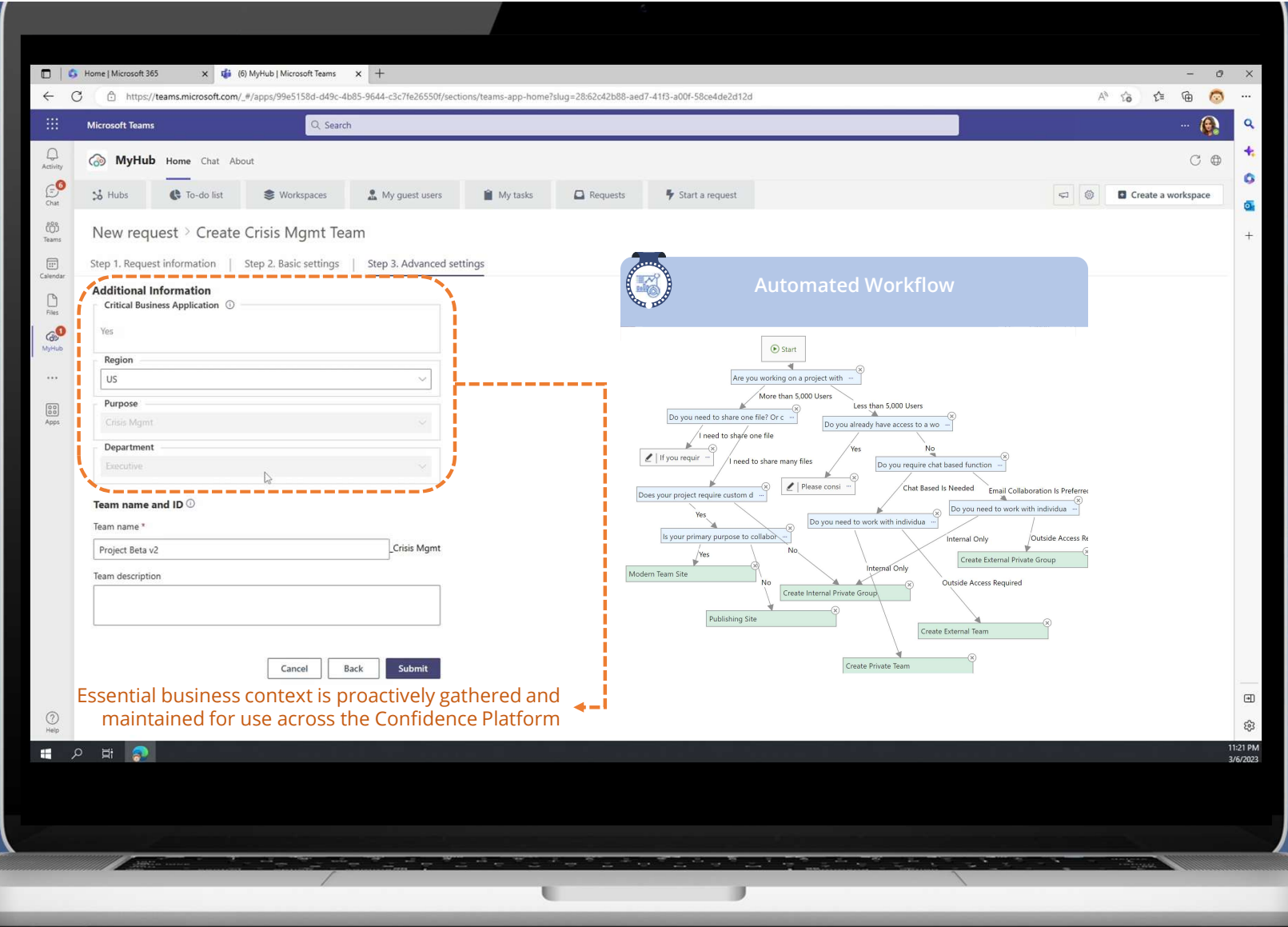
Team policy

Cancel Back Next

Automated Workflow



... and AvePoint policy packages enforce appropriate controls across the Confidence Platform products



New request > Create Crisis Mgmt Team

Step 1. Request information | Step 2. Basic settings | Step 3. Advanced settings

Additional Information

Critical Business Application

Yes

Region
US

Purpose
Crisis Mgmt

Department
Executive

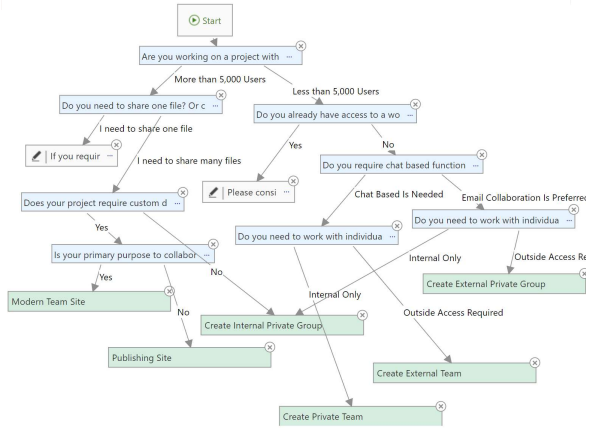
Team name and ID

Team name *
Project Beta v2_Crisis Mgmt

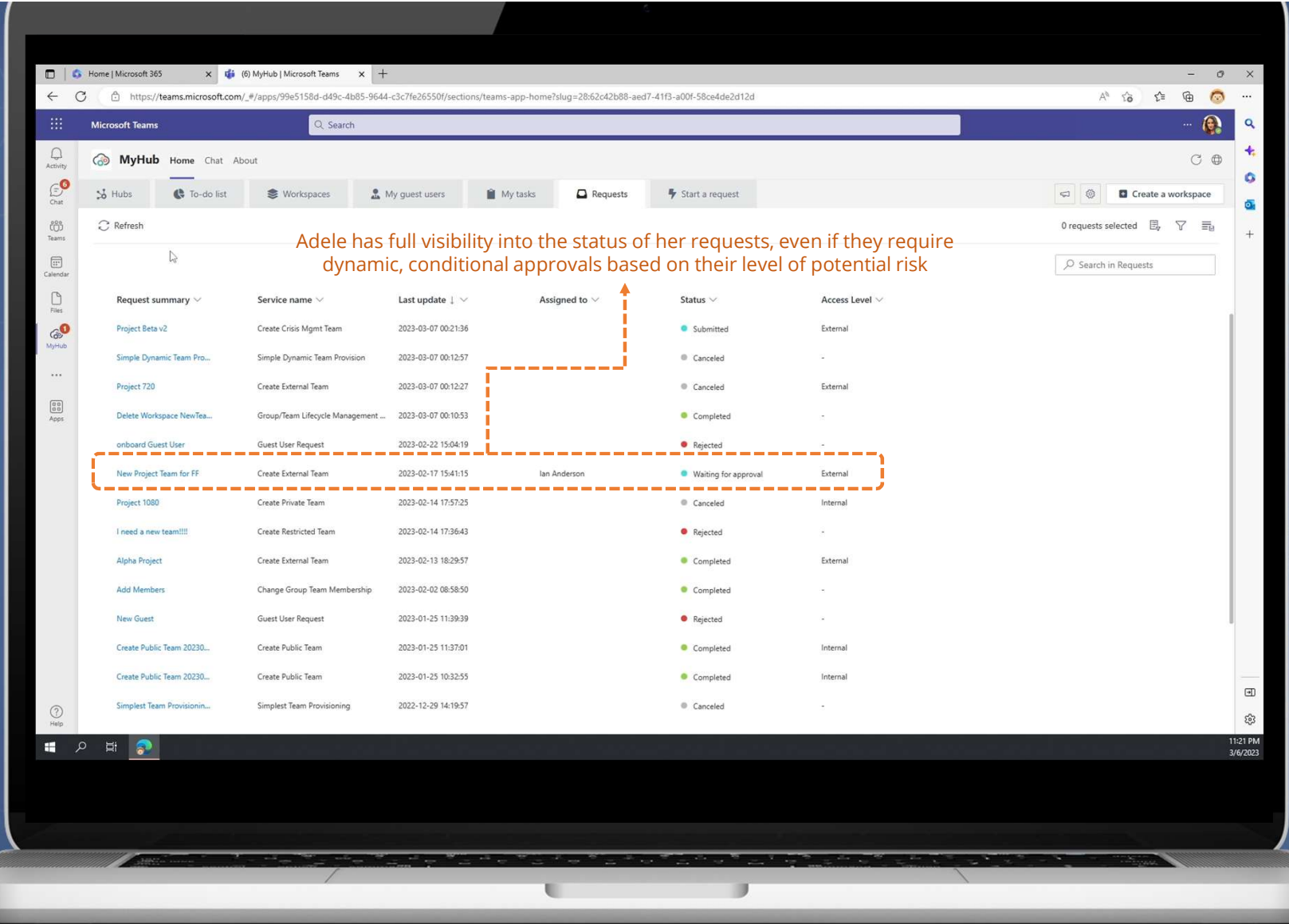
Team description

Cancel Back Submit

Automated Workflow

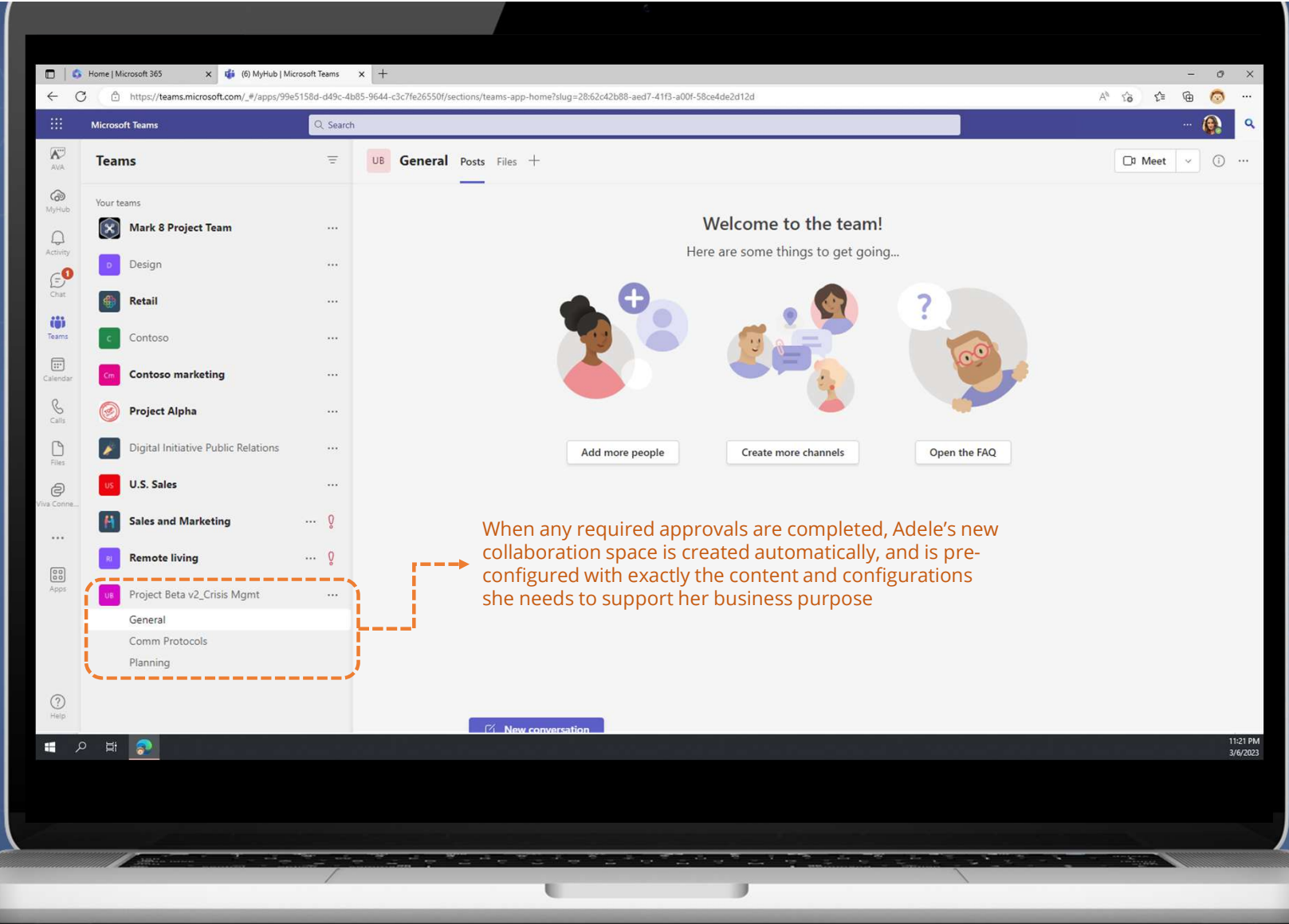


Essential business context is proactively gathered and maintained for use across the Confidence Platform



Adele has full visibility into the status of her requests, even if they require dynamic, conditional approvals based on their level of potential risk

Request summary	Service name	Last update	Assigned to	Status	Access Level
Project Beta v2	Create Crisis Mgmt Team	2023-03-07 00:21:36		Submitted	External
Simple Dynamic Team Pro...	Simple Dynamic Team Provision	2023-03-07 00:12:57		Canceled	-
Project 720	Create External Team	2023-03-07 00:12:27		Canceled	External
Delete Workspace NewTea...	Group/Team Lifecycle Management ...	2023-03-07 00:10:53		Completed	-
onboard Guest User	Guest User Request	2023-02-22 15:04:19		Rejected	-
New Project Team for FF	Create External Team	2023-02-17 15:41:15	Ian Anderson	Waiting for approval	External
Project 1080	Create Private Team	2023-02-14 17:57:25		Canceled	Internal
I need a new team!!!!	Create Restricted Team	2023-02-14 17:36:43		Rejected	-
Alpha Project	Create External Team	2023-02-13 18:29:57		Completed	External
Add Members	Change Group Team Membership	2023-02-02 08:58:50		Completed	-
New Guest	Guest User Request	2023-01-25 11:39:39		Rejected	-
Create Public Team 20230...	Create Public Team	2023-01-25 11:37:01		Completed	Internal
Create Public Team 20230...	Create Public Team	2023-01-25 10:32:55		Completed	Internal
Simplest Team Provisionin...	Simplest Team Provisioning	2022-12-29 14:19:57		Canceled	-

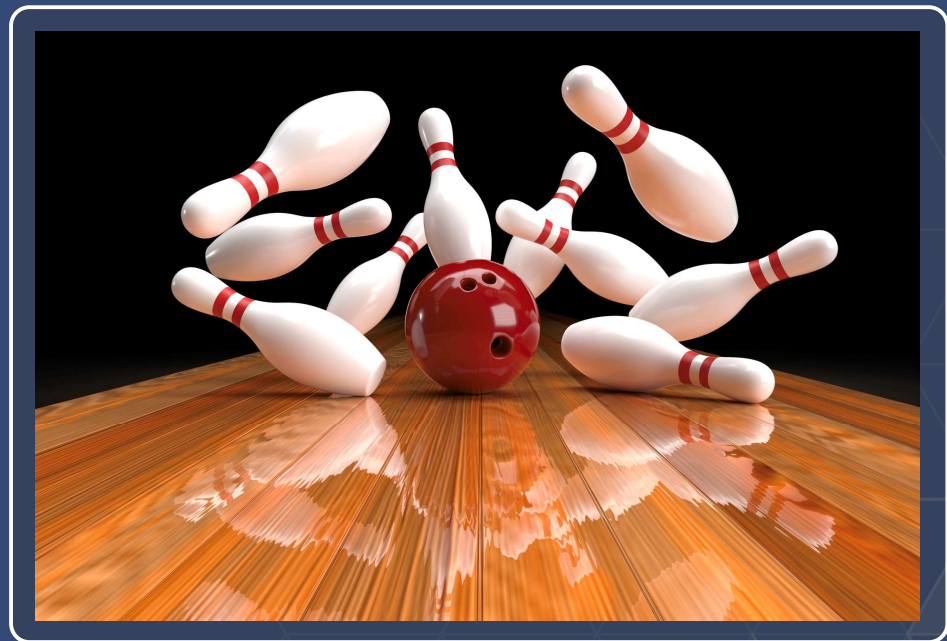


When any required approvals are completed, Adele's new collaboration space is created automatically, and is pre-configured with exactly the content and configurations she needs to support her business purpose

SEAMLESS DIGITAL WORKPLACE

Goal

Make it easy to
do the right thing



WHY WE WIN Control



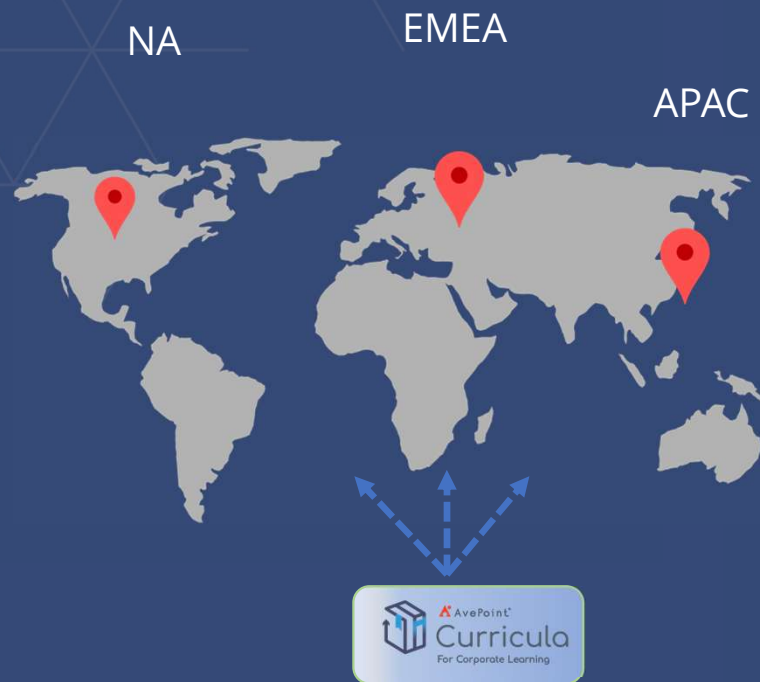
“We want to provide our users the best tools with as little friction as possible. Microsoft Teams is a great collaboration tool, and with **AvePoint Cloud Governance**, users can quickly request secure teams. The governance tools allow IT to automate many administrative tasks that certify users and reduce site sprawl.”

Omar Ibrahim,
Senior Manager, Applications and
Engineering, DLA PIPER

MODERNIZATION

CONFIDENCE PLATFORM

Example: Global Workforce Training



Create a **global workforce** training program

The structure should be **globally consistent** while **locally relevant**.

Blended mix of live meeting content with follow-up and on-demand activities.

Foster collaboration and interactivity with problem-based group activities.

Easy for L&D team to manage, implement, and track.

Step 1: L&D Sets Up Training



Learning &
Development

The screenshot displays the course management interface for '[MGR-101] TakePoint - Manager Training'. The interface includes a sidebar with navigation options: Home, Course, Bank, Marking, Report, and Admin. The main content area shows course details and regional progress for APAC, EMEA, and NA.

Region	Class owner	Progress
APAC	Hanako Tsuda	Lesson 0/3
EMEA	Bryan Vanetten	Lesson 0/3
NA	Timothy Boett...	Lesson 0/3

Course manager: Ray Lewis
Course duration: 2/9/2023 - 6/1/2023
Estimated course time: 2 hours 59 minutes
Status: Configurations completed (4 green checkmarks)
Learning collaboration activities: Staff workbin



Learning & Development

Course

[MGR-101] TakePoint - Manager Training

Course manager: Ray Lewis
Course duration: 2/9/2023 - 6/1/2023
Estimated course time: 2 hours 59 minutes
Status: Configurations completed

Learning collaboration activities: Staff workbin

Region	Class owner	Progress
APAC	Hanako Tsuda	Lesson 0/3
EMEA	Bryan Vanetten	Lesson 0/3
NA	Timothy Boett...	Lesson 0/3

Each class has its own local owner for that region.

Creating a course defines the Lesson Plan, with meeting timings and activity schedules

Each Class has their own local owner for that region.

Each class of Learners becomes its own dedicated Team automatically in Microsoft Teams, for collaborative learning.





Learning & Development

The screenshot displays the 'Course configurations' page for a course titled '[MGR-101] Take...'. The interface is divided into several sections:

- Course setup steps:** A vertical list of four steps: 1. Configure classes, 2. Configure lessons, 3. Generate learning paths, and 4. Configure assessment settings. Step 2 is currently active.
- Lessons of course:** A table listing lessons across different classes (EMEA, APAC, NA). The first lesson in the APAC class is highlighted with a dashed orange box. Its details are shown in a pop-up window.
- Configure lesson time:** A detailed view of the selected lesson, showing its topic, trainer, venue, and lesson time. This section is also highlighted with a dashed orange box.

Annotations with dashed orange boxes and arrows point to these sections, explaining their functions:

- An arrow points from the 'Lessons of course' table to the text: "Create the overall lesson plan".
- An arrow points from the 'Configure lesson time' pop-up to the text: "Assign lessons to different classes at different local times with local trainers".

Lesson No.	Lesson name	Topic	Mode of training	Record attendance	Is the last lesson in a learning path	Is learning path generated	Enable meeting invitation	Insert meeting link
1	Setting Expectations	Management roles and responsibility	Online training	No	Yes	Yes	No	No

Lesson No.	Lesson name	Topic	Trainer	Venue	Lesson time	Enable meeting invitation	Insert meeting link
1	Setting Expectations	Management roles and responsibility	Braeden Cabrera		6 Oct 2022 10:00 - 11:00	No	No
2	Coaching	Coaching	Braeden Cabrera		29 Nov 2022 10:00 - 12:00	No	No
3	Performance Management	Performance Management	Braeden Cabrera		25 Jan 2023 16:30 - 18:30	No	No



Learning & Development

Course: [MGR-101] Take... / Class: NA / Learning path

Create ad hoc learning path

Learning paths

Learning path (Lesson 01) Published by Ray Lewis at 2/21/2023 11:42 AM Unpublish Join virtual class Published

- TakePoint Playbook: Session 1
5 days before Lesson ... 365 days after Lesson ... Graded
Individual task
- Corporate Policy Refresher
On the day of Lesson ... 365 days after Lesson ... Non-graded
Individual task
- Video Recap: Expectation Setting
On the day of Lesson ... 365 days after Lesson ... Non-graded
Individual task

Learning path (Lesson 02) Published by Ray Lewis at 2/21/2023 11:42 AM Unpublish Join virtual class Published

- TakePoint Playbook: Session 2
5 days before Lesson ... 365 days after Lesson ... Graded
Individual task
- Submit your Coaching Plan
On the day of Lesson ... 365 days after Lesson ... Graded Full marks: 10
Individual task

Learning path (Lesson 03) Published by Ray Lewis at 2/21/2023 11:42 AM Unpublish Join virtual class Published

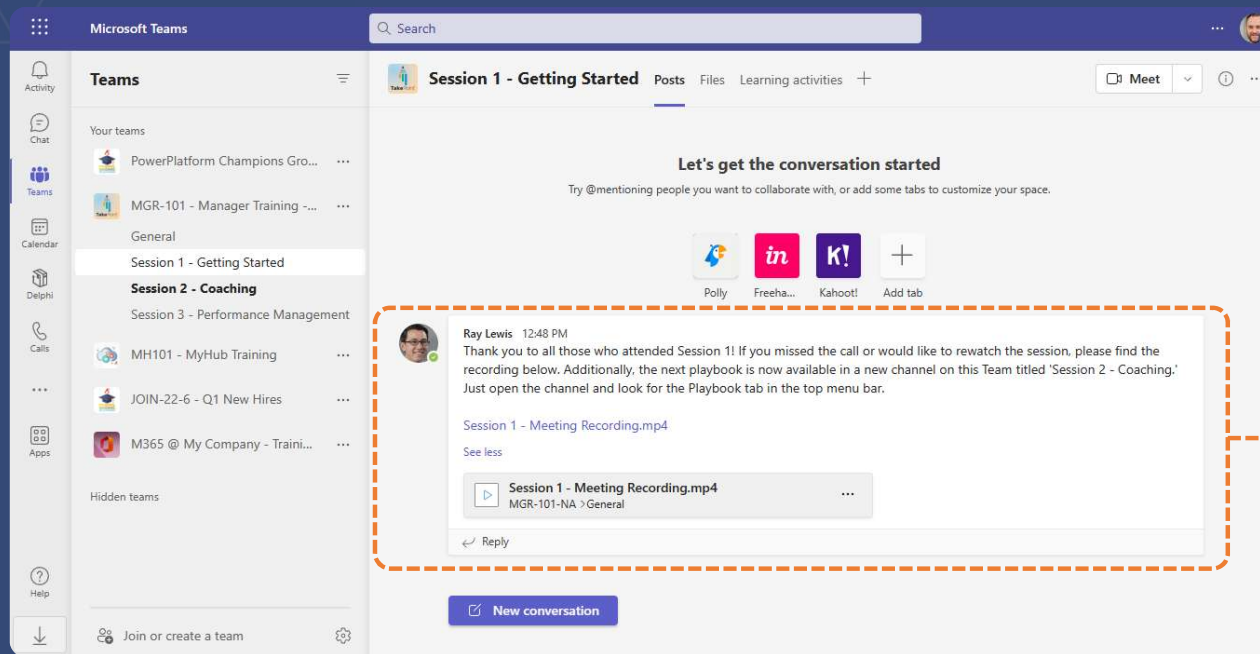
- TakePoint Playbook: Session 3

Create unique learning paths for each lesson and/or each learning objective (across lessons!) based on *practical activities* that drive *specific outcomes*

Step 2: New Hire Takes the Training



New Hire



Foster interaction, discussion, peer-learning, and collaboration using the native Chat and Meeting features of Microsoft Teams to your audience



New Hire

Session 1 - Getting Started (MGR) x +

https://teams.microsoft.com/_#/tab:d140efb8-9f71-481f-86ed-492fc91bbd12/Session%201%20-%20Getting%20Started?threadId=19:534f31da4acc4d3a9e9...

Microsoft Teams

Session 1 - Getting Started Posts Learning activities Files +

TakePoint Playbook

Introduction to TakePoint

TakePoint

In the inaugural session, we kicked off the program with a look at the current challenges we face as an organization and discussed how managers are a critical component to the solution. The session introduced AvePoint's Manager Code and explored how the TakePoint program can help managers develop skills in critical areas.

Cancel Save as draft Submit

Access relevant training material for each lesson right within Teams – no need to navigate away to separate systems. Blend live and on-demand and add learning to the collaborative flow of work.

Step 3: Manager Reviews & Assess Results



Department
Manager

Task / Task overview / Take the Quiz: "Anti-corruption Enforcement and You"

Question 5

The FCPA is applicable in which of the following regions?

- A. The US
- B. The UK
- C. Japan
- D. All of the above

Question 6

Violations of the FCPA can carry what type of penalties?

- A. Civil
- B. Criminal
- C. Civil and Criminal

Remaining time: 00:29:44

Marking / Assessment tasks / T...

Quiz: Take the Quiz: "Anti-corruption Enforcement and You"

Course code	LGL-01-2022	Course name	Anti-corruption Enforce...
Class	All AvePoint	Learning path	Learning path
Lesson	Lesson 01	Open time	28 Jul 2022 00:00
Audience type	Individual	Close time	2 Feb 2023 00:00
Allowed number of att...	10	Full marks	100
Contribute to course gr...	Yes	Marker	
Passing score	70	Automatically publish s...	Yes
Display correct/model ...	No		

Mark score: 1/28 submitted 1/28 marked 1/28 published

Publish status: All

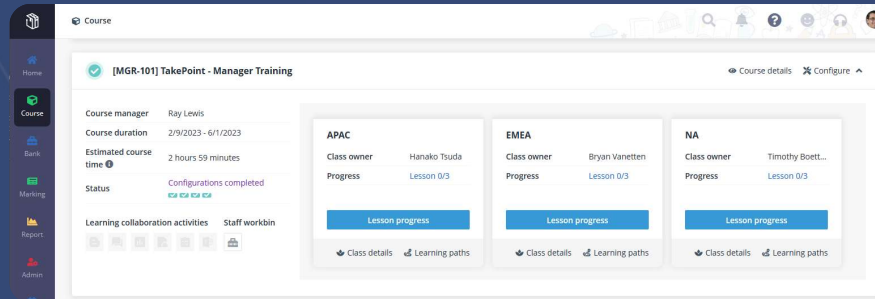
Publish scores to learners

Learner	Learner ID	Submission status	Deadline	Submitted time	Marking progress	Score	Publish status	Published time	Action
	006826	Not submitted	2 Feb 2023 00:00				Not published		Mark score
	006899	Not submitted	2 Feb 2023 00:00				Not published		Mark score
	006989	Submitted	2 Feb 2023 00:00	4 Aug 2022 09:55	10/10 questions marked	100	Published to lear...	4 Aug 2022 09:55	View score

One Platform: Global Workforce Training



Learning &
Development



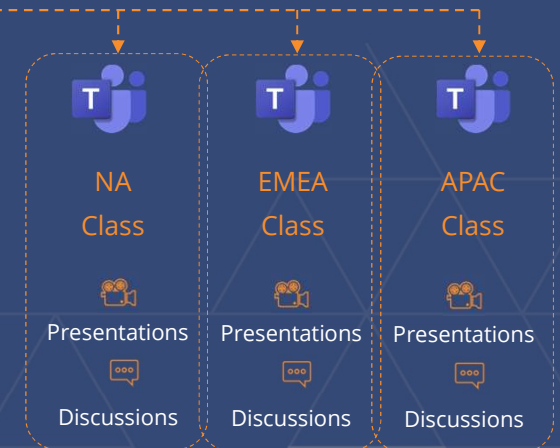
Lesson 1: Expectations

Interactive Playbook
PDF Download
Linked External Training

Lesson 2: Coaching

Interactive Playbook
Plan Submission activity

Lesson 3: Performance



New Hire



Department Manager

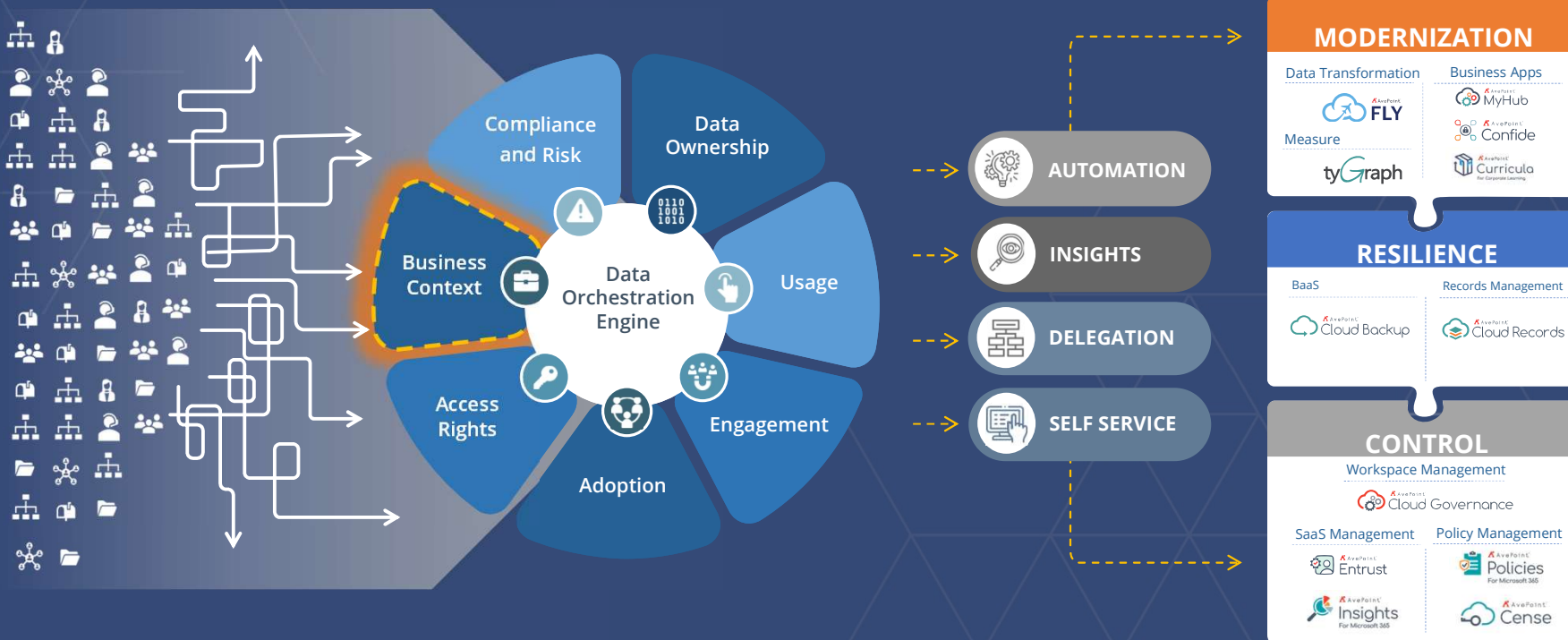
CONFIDENCE

P L A T F O R M



Optimize SaaS Operations and Secure Collaboration

YOUR WORKSPACES, USERS,
GROUPS, GUESTS, COMMUNITIES



The screenshot displays the AvePoint Confidence Platform interface. On the left is a dark navigation sidebar with the following menu items: Home, Microsoft & Salesforce, Management (App Management, Service Account, On-premises Service Account, Service Account Pool), Auto Discovery (Scan Profiles, Containers, Rules), Google Workspace, Management (App Management), Auto Discovery (Scan Profiles, Containers, Rules), and Administration (User Management, Encryption Management). The 'Auto Discovery' menu item is highlighted with a dashed orange box. The main content area features a top navigation bar with 'My favorite services', 'All services', and 'Store' links, along with a search bar. Below this, services are organized into three categories: Modernization (Fly, Confide, MyHub, tyGraph), Control (Entrust, Cense, Cloud Governance, Insights, Policies), and Resilience (Cloud Backup, Cloud Records). Each service tile includes an icon, name, and a 'Working' status indicator with a heart icon. An orange dashed arrow points from the 'Auto Discovery' menu item to a text box on the right.

Auto Discovery

The Confidence Platform's "Auto Discovery" means you'll never need to "go find" what needs to be managed. New and existing collaboration assets are discovered automatically and brought under management

- Home
- Microsoft & Salesforce
- Management
 - App Management
 - Service Account
 - On-premises Service Account
 - Service Account Pool
- Auto Discovery
 - Scan Profiles
 - Containers
 - Rules
- Google Workspace
 - Management
 - App Management
 - Auto Discovery
 - Scan Profiles
 - Containers
 - Rules
 - Administration
 - User Management
 - Encryption Mangement

Containers

Mailboxes OneDrive for Business SharePoint Sites Groups/Teams/Yammer Communities Project Sites Exchange Public Folders Microsoft 365 Users

Security and Distribution Group Environments Connections Power Apps Power Automate Power BI Active Directory User

Active Directory Group

Batch Import Delete Remove Objects Only

Search by Object Name

- Default Group/Team/Yammer Community Container
- AvePoint ATS DEV Groups and Teams [View Details](#)
- Critical Applications [View Details](#)
- Externally Shared [View Details](#)
- FERF Classified Teams [View Details](#)
- FS-Canada [View Details](#)
- FS-United Kingdom [View Details](#)
- FS-United States [View Details](#)
- Internal Public Teams [View Details](#)
- Internal Workspaces [View Details](#)

Discovery of objects across your digital workplace landscape allows you to create logical groupings of objects based on business context that can be used for administrative delegation, policy application, etc.

Home

Microsoft & Salesforce

Management

App Management

Service Account

On-premises Service Account

Service Account Pool

Auto Discovery

Scan Profiles

Containers

Rules

Google Workspace

Management

App Management

Auto Discovery

Scan Profiles

Containers

Rules

Administration

User Management

Encryption Mangement

Containers

Mailboxes OneDrive for Business SharePoint Sites Groups/Teams/Yammer Communities Project Sites Exchange Public Folders Microsoft 365 Users

Security and Distribution Group Environments Connections Power Apps Power Automate Power BI Active Directory User

Active Directory Group

Batch Import Delete Remove Objects Only

Search by Object Name

> Default Group/Team/Yammer Community Container

> AvePoint ATS DEV Groups and Teams [View Details](#)

▼ Critical Applications [View Details](#)

alpha_CrisisCritical@avepointats.com(Team)

COVID19Response_CrisisCritical@avepointats.com(Team)

NewEvent_CrisisCritical@avepointats.com(Team)

NSF_CrisisCritical@avepointats.com(Team)

> Externally Shared [View Details](#)

> FERC Classified Teams [View Details](#)

> FS-Canada [View Details](#)

> FS-United Kingdom [View Details](#)

> FS-United States [View Details](#)

> Internal Public Teams [View Details](#)

> Internal Workspaces [View Details](#)

For this example, we'll focus on collaboration spaces that house critical business applications, but how is this business context collected and kept current over time?

The screenshot displays the AvePoint Confidence Platform dashboard. On the left is a dark sidebar with a navigation menu. The main content area is white and features a top navigation bar with 'My favorite services', 'All services', and 'Store' links, along with a search bar. The dashboard is organized into three main sections: Modernization, Control, and Resilience. Each section contains several service tiles, each with an icon, name, and a 'Working' status indicator. The 'Cloud Governance' tile in the Control section is highlighted with a dashed orange box. An orange arrow points from this box to a text callout on the right side of the screen.

AvePoint | CONFIDENCE PLATFORM

My favorite services | All services | Store | Search...

Modernization

- Fly (Working)
- Confide (Working)
- MyHub (Working)
- tyGraph (Working)

Control

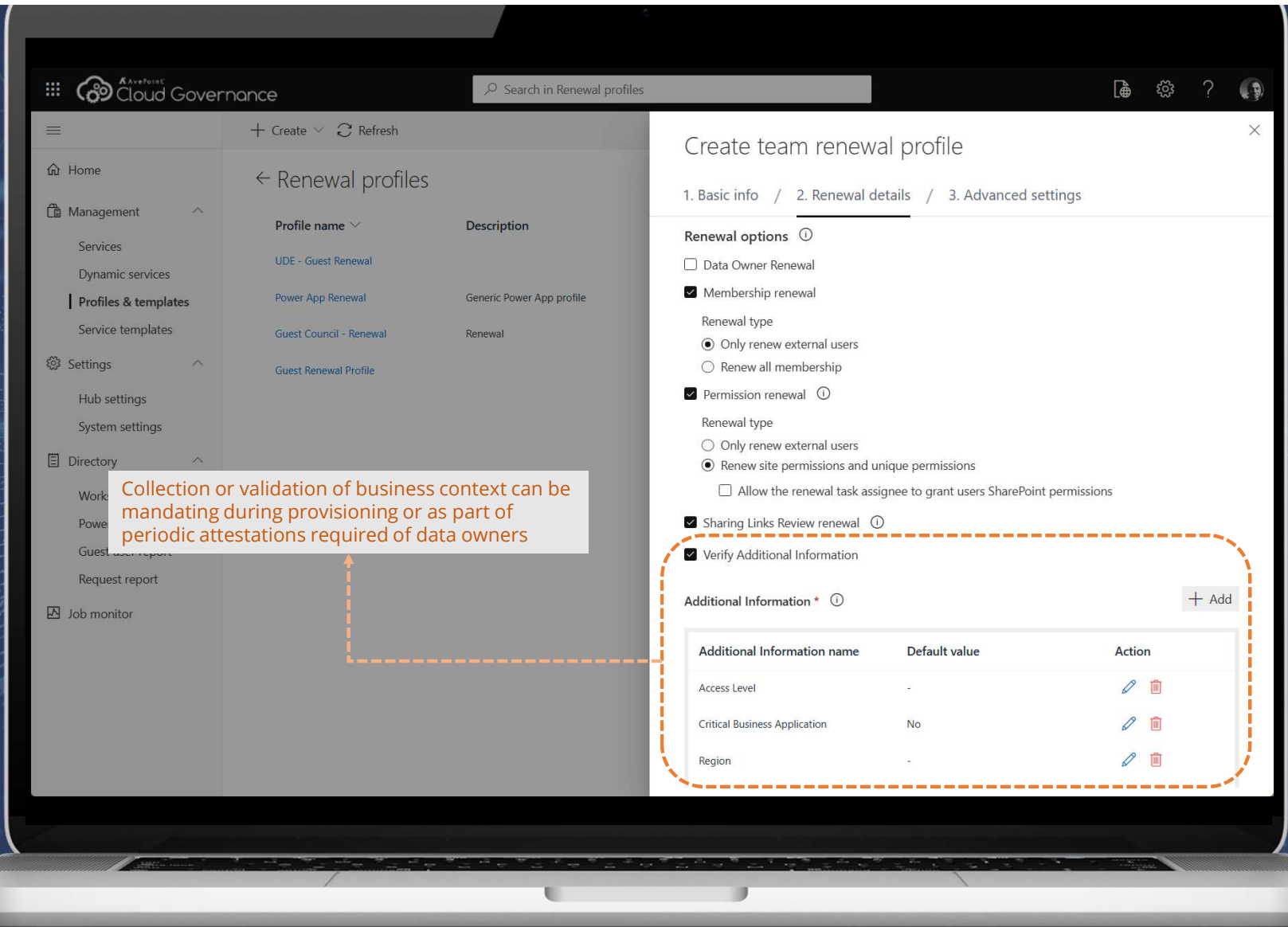
- Entrust (Working)
- Cense (Working)
- Cloud Governance (Working)**
- Insights (Working)
- Policies (Working)

Resilience

- Cloud Backup (Working)
- Cloud Records (Working)

Privacy | About | Help

AvePoint Cloud Governance allows admins to require the collection and updating of business context



Collection or validation of business context can be mandating during provisioning or as part of periodic attestations required of data owners

Create team renewal profile

1. Basic info / 2. Renewal details / 3. Advanced settings

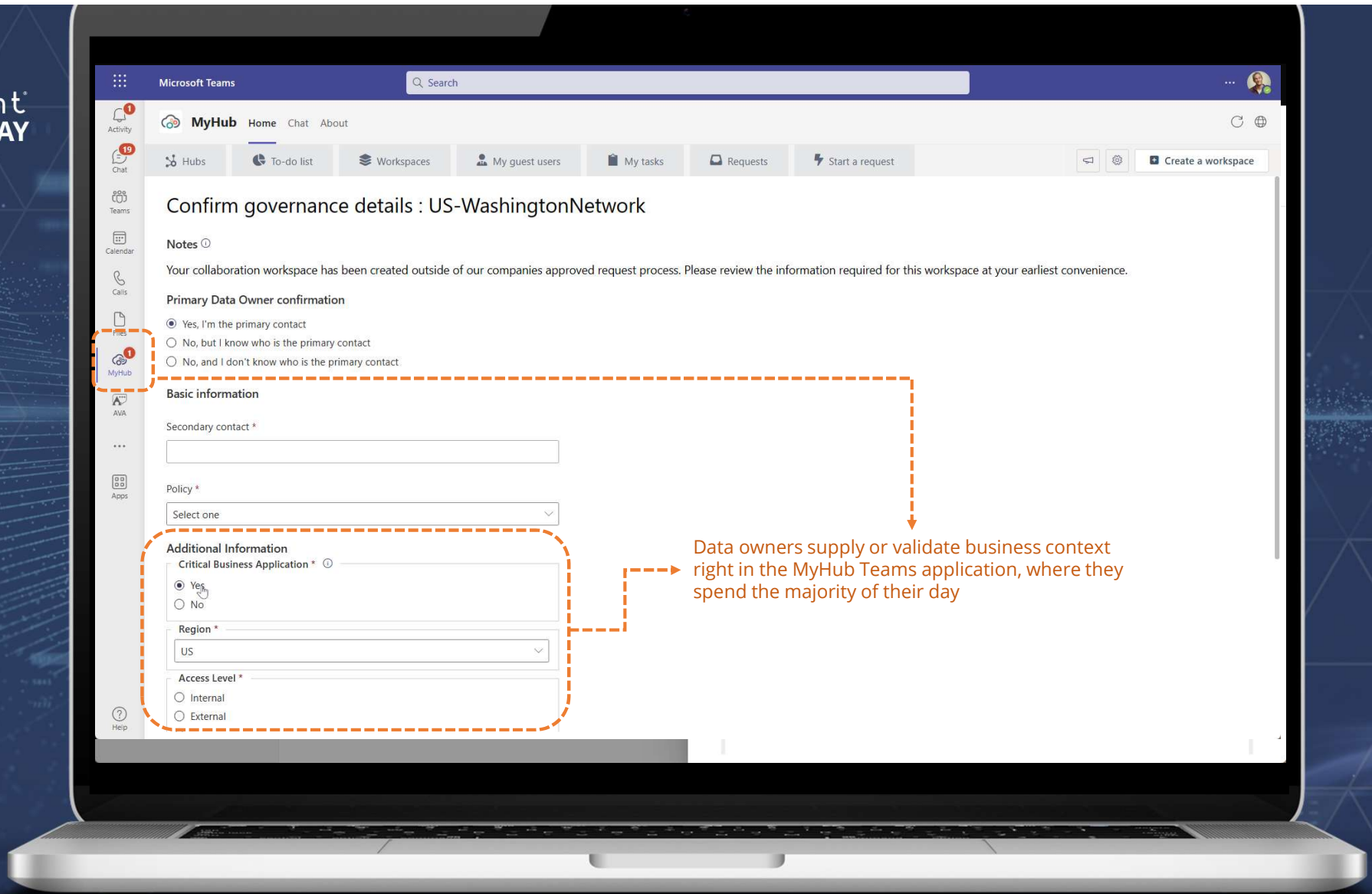
Renewal options

- Data Owner Renewal
- Membership renewal
 - Renewal type
 - Only renew external users
 - Renew all membership
- Permission renewal
 - Renewal type
 - Only renew external users
 - Renew site permissions and unique permissions
 - Allow the renewal task assignee to grant users SharePoint permissions
- Sharing Links Review renewal
- Verify Additional Information

Additional Information *

+ Add

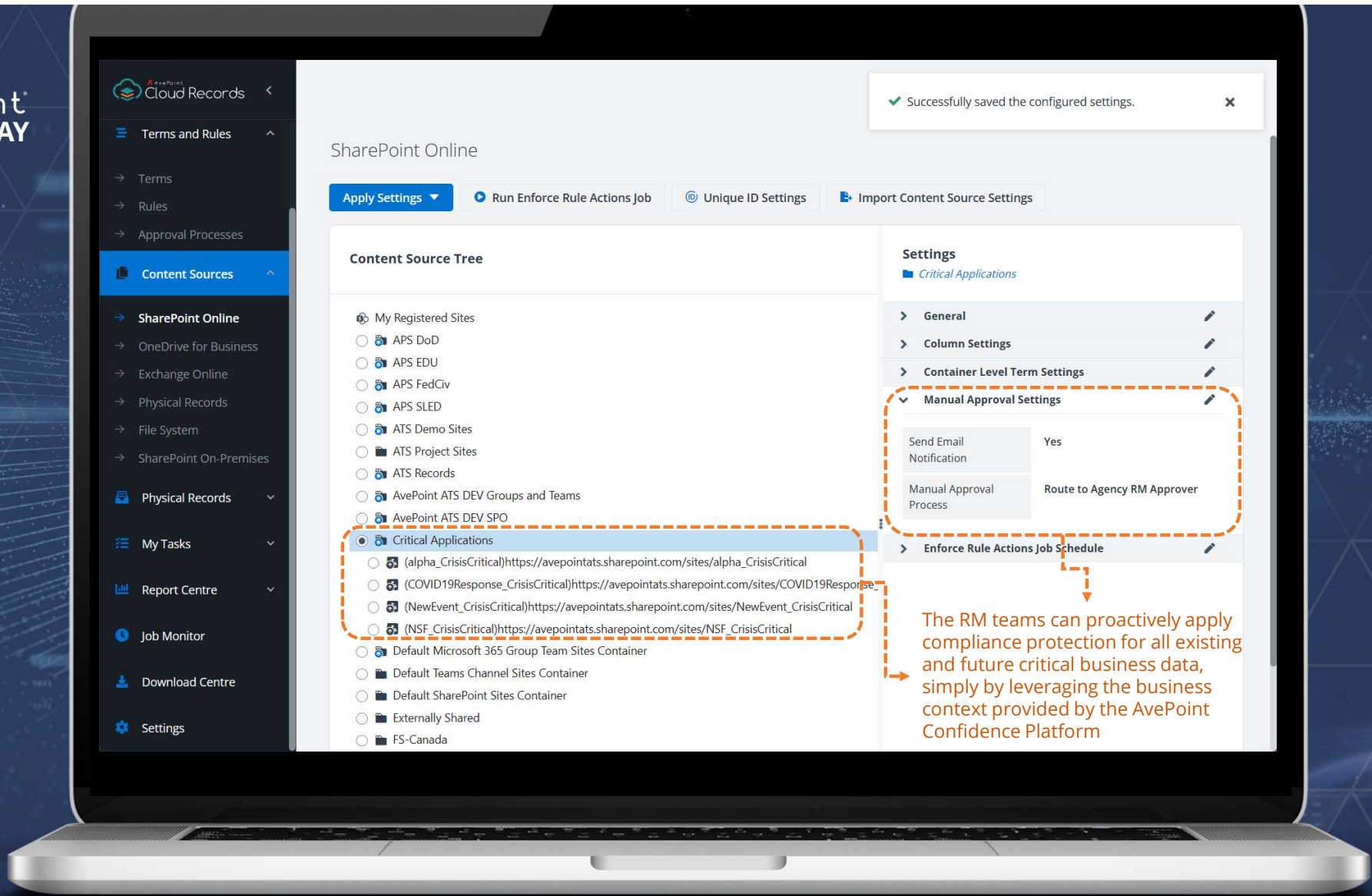
Additional Information name	Default value	Action
Access Level	-	
Critical Business Application	No	
Region	-	



Data owners supply or validate business context right in the MyHub Teams application, where they spend the majority of their day

The screenshot displays the AvePoint Confidence Platform dashboard. On the left is a dark sidebar with navigation options: Home, Microsoft & Salesforce, Management (App Management, Service Account, On-premises Service Account, Service Account Pool), Auto Discovery (Scan Profiles, Containers, Rules), Google Workspace (Management, App Management, Auto Discovery, Scan Profiles, Containers, Rules), and Administration (User Management, Encryption Management). The main content area is titled 'My favorite services' and includes 'All services' and 'Store' links. It features three sections: 'Modernization' with tiles for Fly, Confide, MyHub, and tyGraph; 'Control' with tiles for Entrust, Cense, Cloud Governance, Insights, and Policies; and 'Resilience' with tiles for Cloud Backup and Cloud Records. The 'Cloud Records' tile is highlighted with a dashed orange border and an arrow pointing to a text box. The text box contains the following text: 'With business context present and reliable, it can now be leveraged across the Confidence Platform solutions. Even by Records Managers who have no idea how this information is gathered or maintained, but have a mandate to protect critical business data'. At the bottom right of the dashboard, there are links for 'Privacy | About | Help'.

With business context present and reliable, it can now be leveraged across the Confidence Platform solutions. Even by Records Managers who have no idea how this information is gathered or maintained, but have a mandate to protect critical business data



Successfully saved the configured settings.

SharePoint Online

Apply Settings

Run Enforce Rule Actions Job

Unique ID Settings

Import Content Source Settings

Content Source Tree

My Registered Sites

- APS DoD
- APS EDU
- APS FedCiv
- APS SLED
- ATS Demo Sites
- ATS Project Sites
- ATS Records
- AvePoint ATS DEV Groups and Teams
- AvePoint ATS DEV SPO
- Critical Applications
 - (alpha_CrisisCritical)https://avepointats.sharepoint.com/sites/alpha_CrisisCritical
 - (COVID19Response_CrisisCritical)https://avepointats.sharepoint.com/sites/COVID19Response
 - (NewEvent_CrisisCritical)https://avepointats.sharepoint.com/sites/NewEvent_CrisisCritical
 - (NSF_CrisisCritical)https://avepointats.sharepoint.com/sites/NSF_CrisisCritical
- Default Microsoft 365 Group Team Sites Container
- Default Teams Channel Sites Container
- Default SharePoint Sites Container
- Externally Shared
- FS-Canada

Settings

Critical Applications

General

Column Settings

Container Level Term Settings

Manual Approval Settings

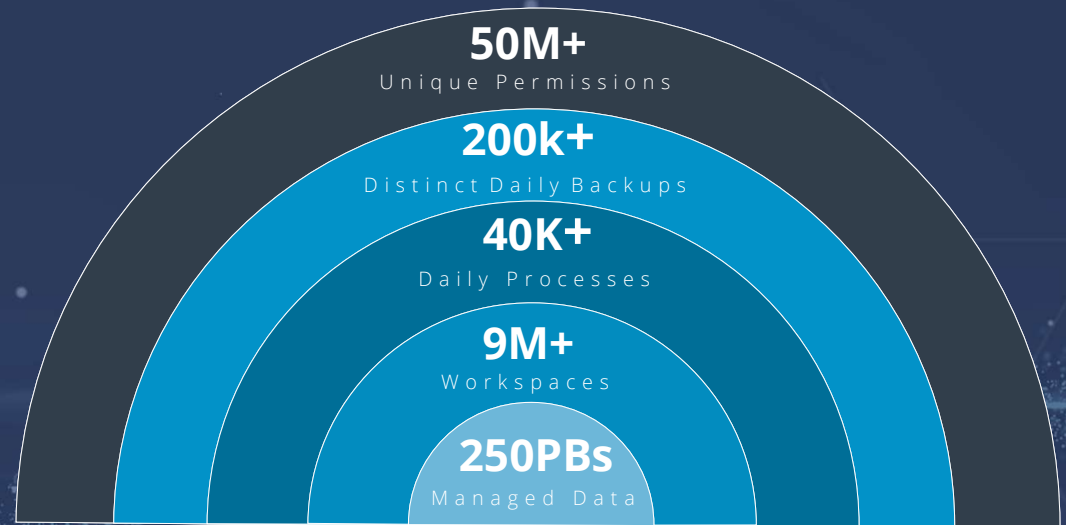
Send Email Notification	Yes
Manual Approval Process	Route to Agency RM Approver

Enforce Rule Actions Job Schedule

The RM teams can proactively apply compliance protection for all existing and future critical business data, simply by leveraging the business context provided by the AvePoint Confidence Platform

DIGITAL WORKPLACE SUCCESS

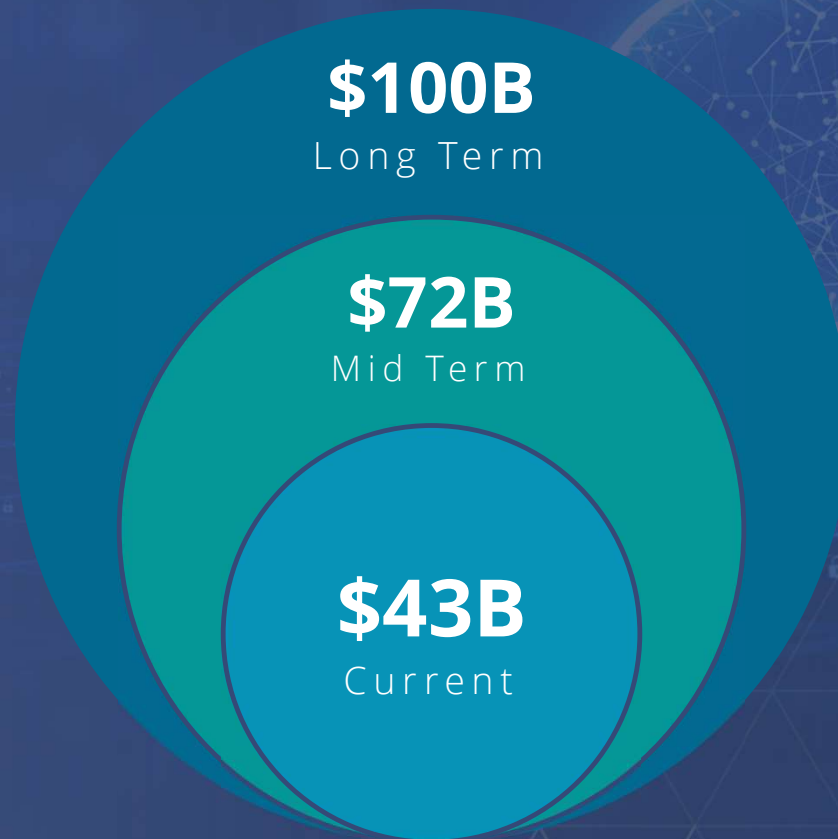
Platform Scalability



Daily

- Over **200k** distinct backup jobs
- Over **38k** governance events across our customers
- Over **98%** of those governance events completed successfully

Addressable Market Opportunity





Resilience

- Expanding protection to **SQL, AWS, and Kubernetes**
- Uniting formal **ERM** and informal information management into a single toolset
- **AI-enabled content** understanding engine



Control

- Governance for **directory objects**, entitlements and low code application platforms
- Next-generation **insights, administration, and automation**
- Tackling the **cost optimization** and ROI challenges of 2023 and beyond

AvePoint[®]
CONFIDENCE[™]
PLATFORM

Modernization



- Moving from “intention to outcomes” for the employee experience
- Democratizing **transformative technologies** for everyday work
- Data moving at the speed of business; **Automation** for our **Migration Connectors**

Roadmap

There's so much more to our story ...

*thank
you*

 AvePoint
INVESTOR DAY
2023

Gracias	ευχαριστώ	Danke	Grazie	благодаря
Hvala	Obrigado	Kiitos	شكراً	Tak
Ahsante	Teşekkürler	متشكراً	Salamat Po	감사합니다
Cám ơn	شكراً	Terima Kasih	Dank u Wel	Děkuji
நன்றி	Köszönöm	ありがとう ございます	ขอบคุณครับ	Dziękuję
谢谢	Tack	Mulțumesc	спасибо	Merci
תודה	多謝晒	дядкую	Ďakujem	धन्यवाद

Go-to-Market Overview

Tom Lin
Chief Revenue Officer





Tom Lin
Chief Revenue Officer

 thomaslin

 imtomlin

○  Agenda

1 **Go-to-Market Approach**

- Customer segmentation
- Buyer profiles
- How we leverage Channel
- Customer buying journey

2 **Go Forward Strategy**

○  Agenda

1 **Go-to-Market Approach**

2 **Go Forward Strategy**

○ Increase Customer Success Coverage

○ Upsell and Cross-sell Confidence Platform

○ Grow Channel Ecosystem

○ Geographic Expansion

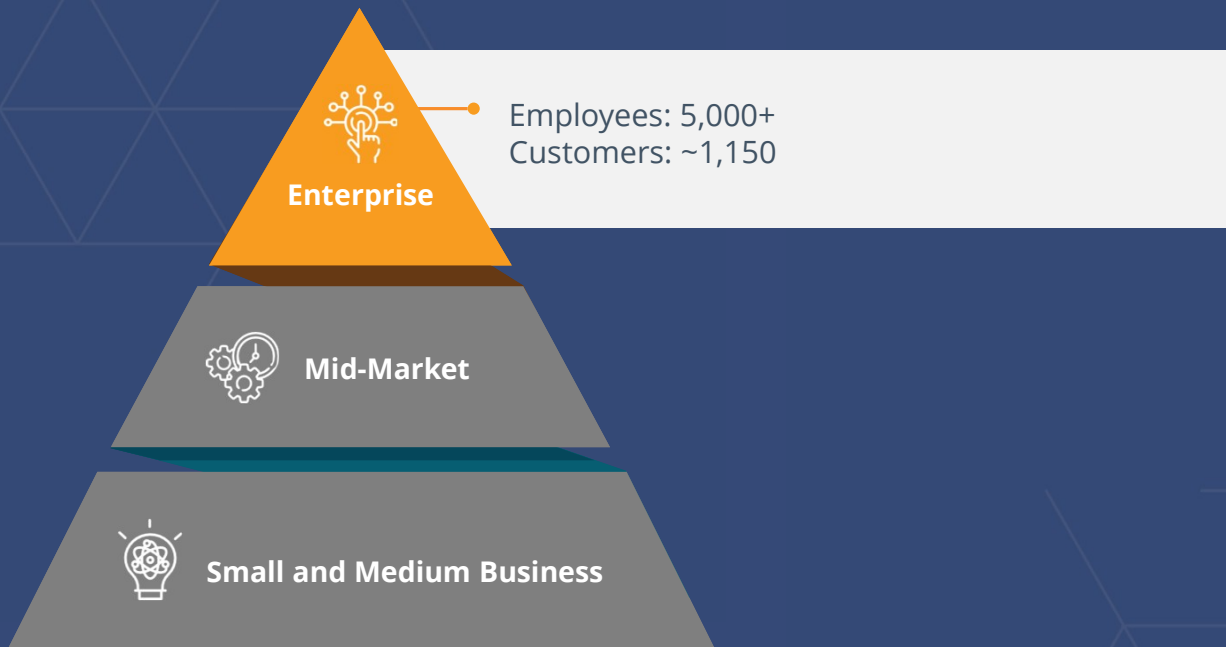


Go-to-Market Approach

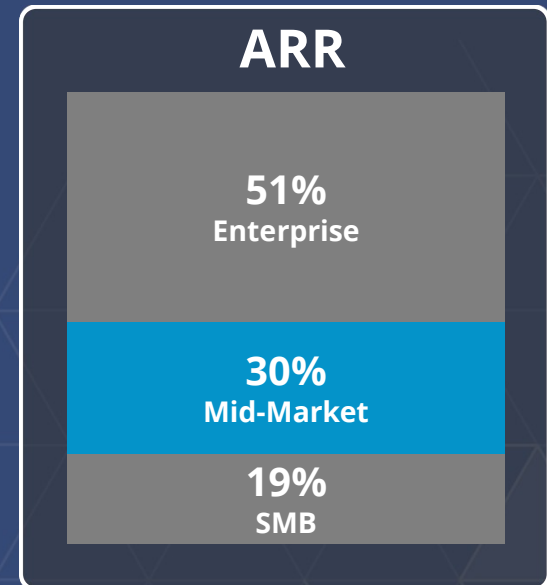
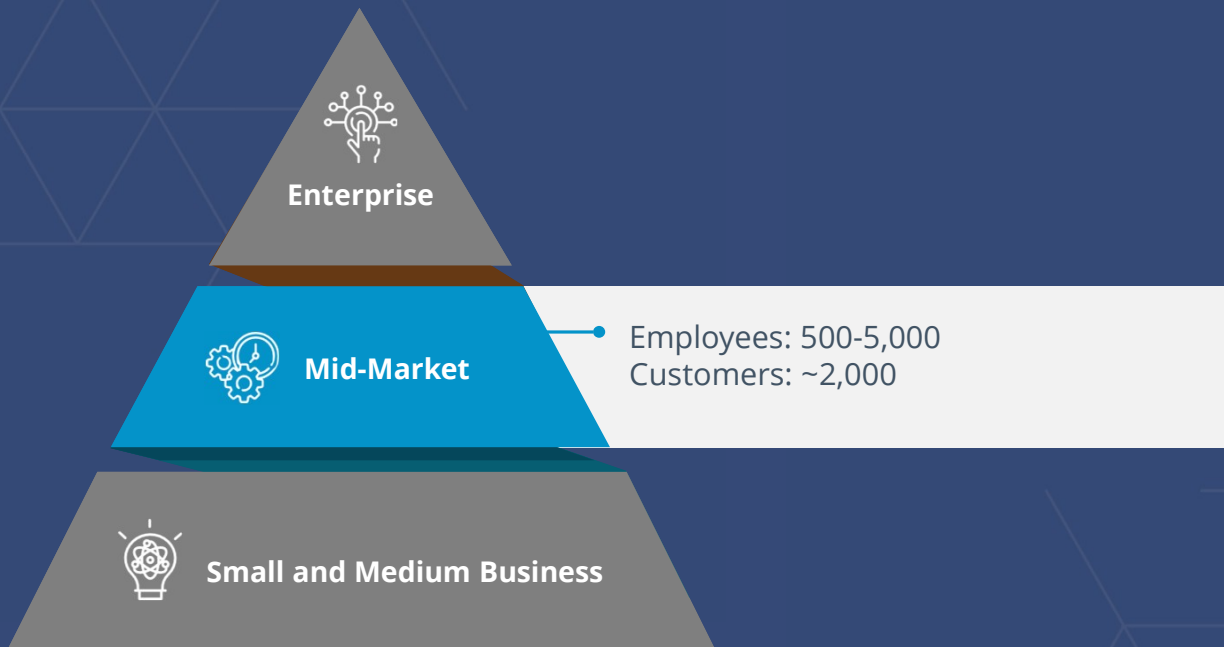
Geographic Coverage



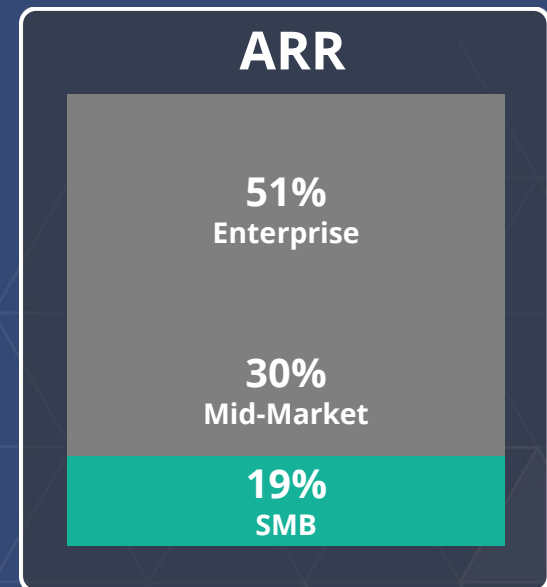
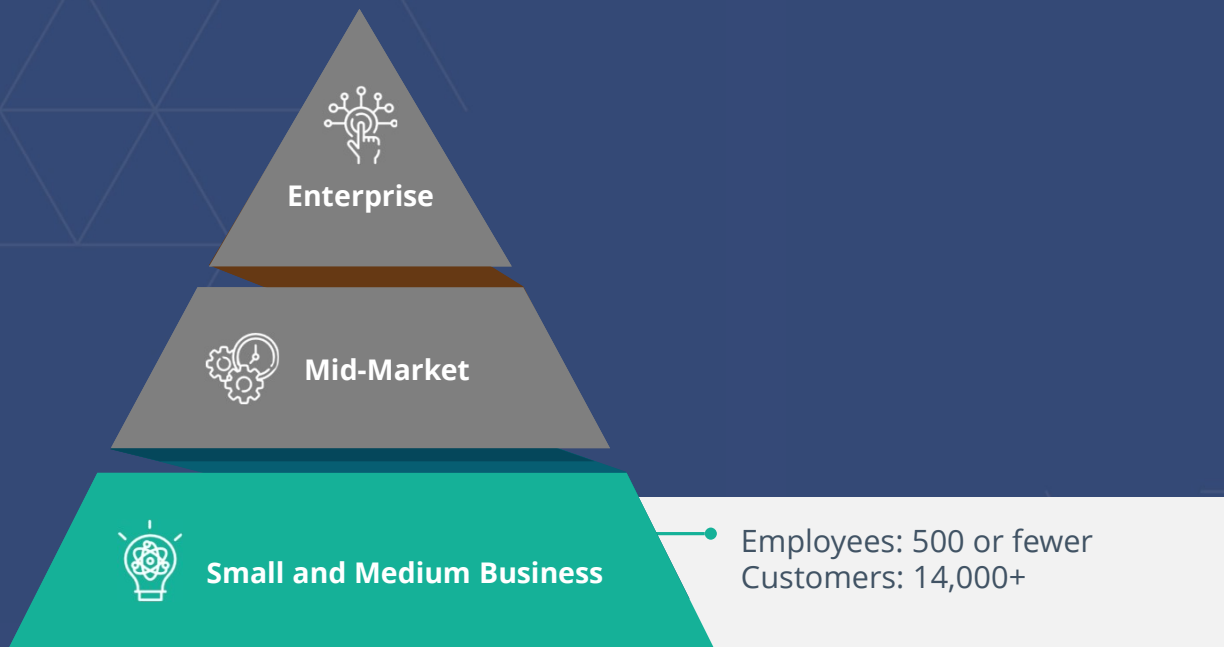
Customer Segmentation



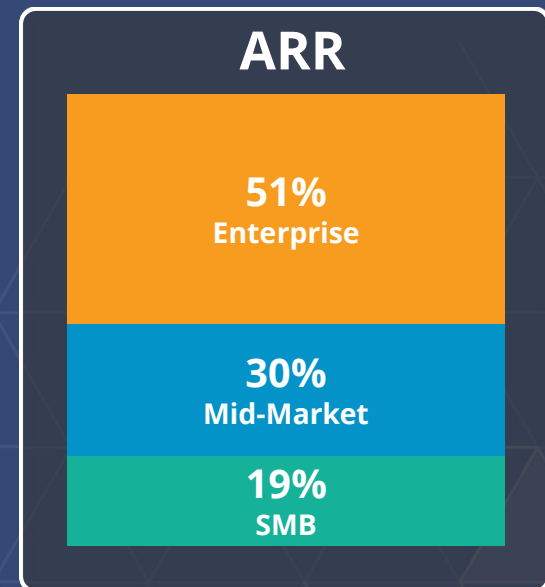
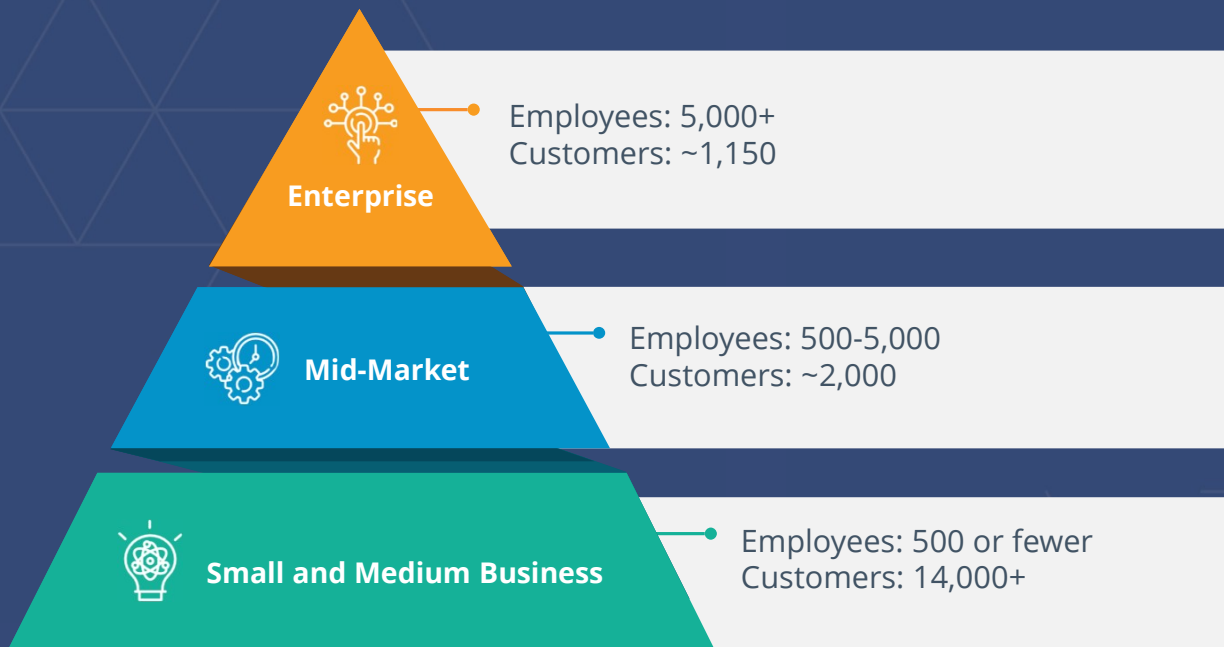
Customer Segmentation



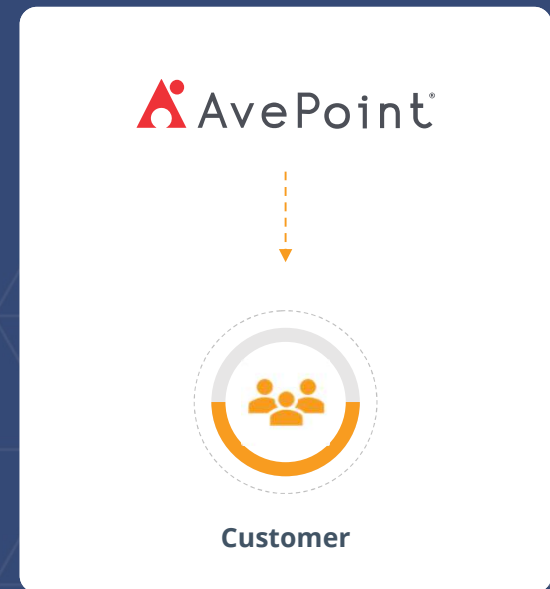
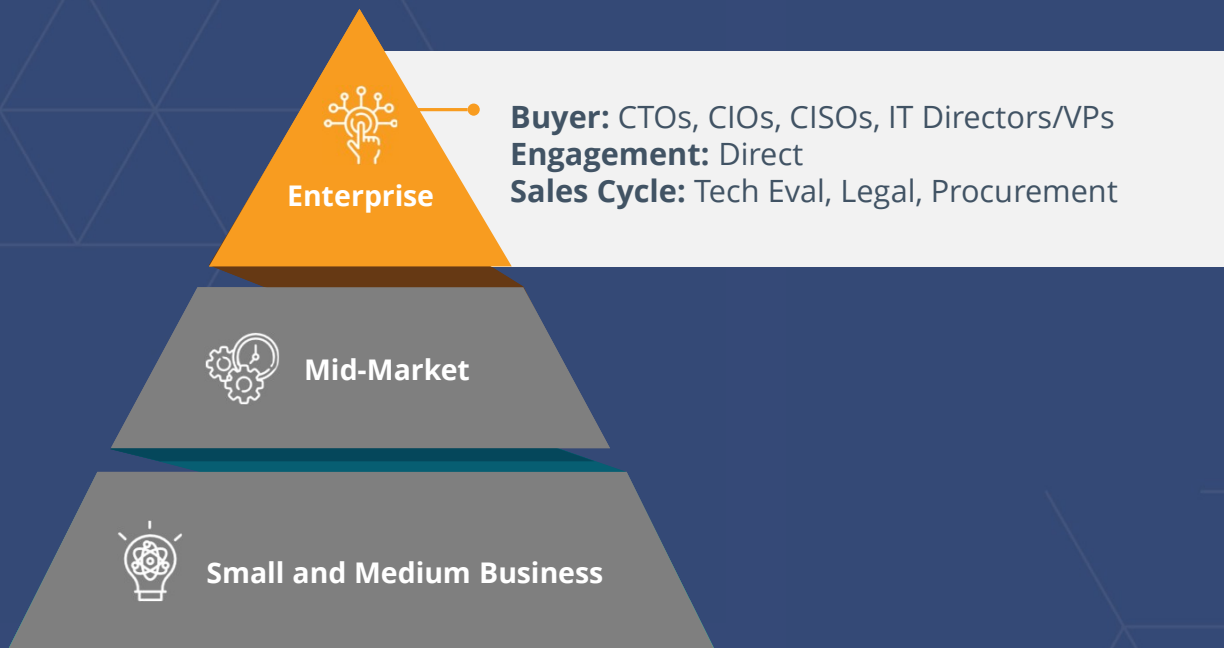
Customer Segmentation



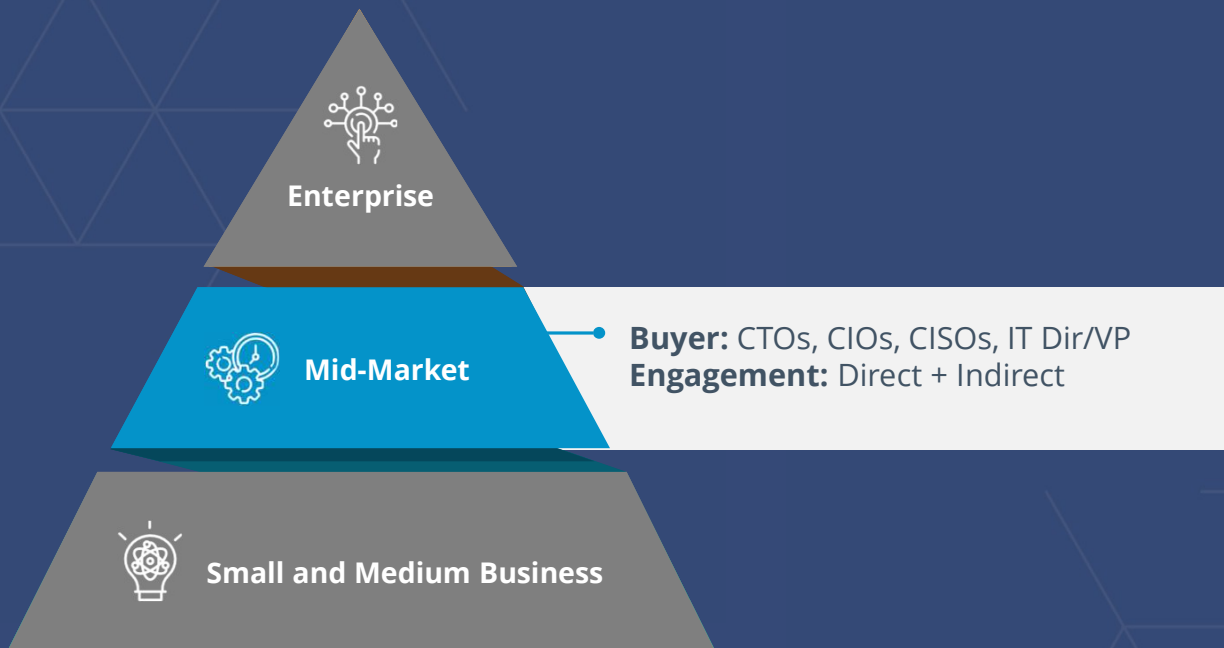
Customer Segmentation



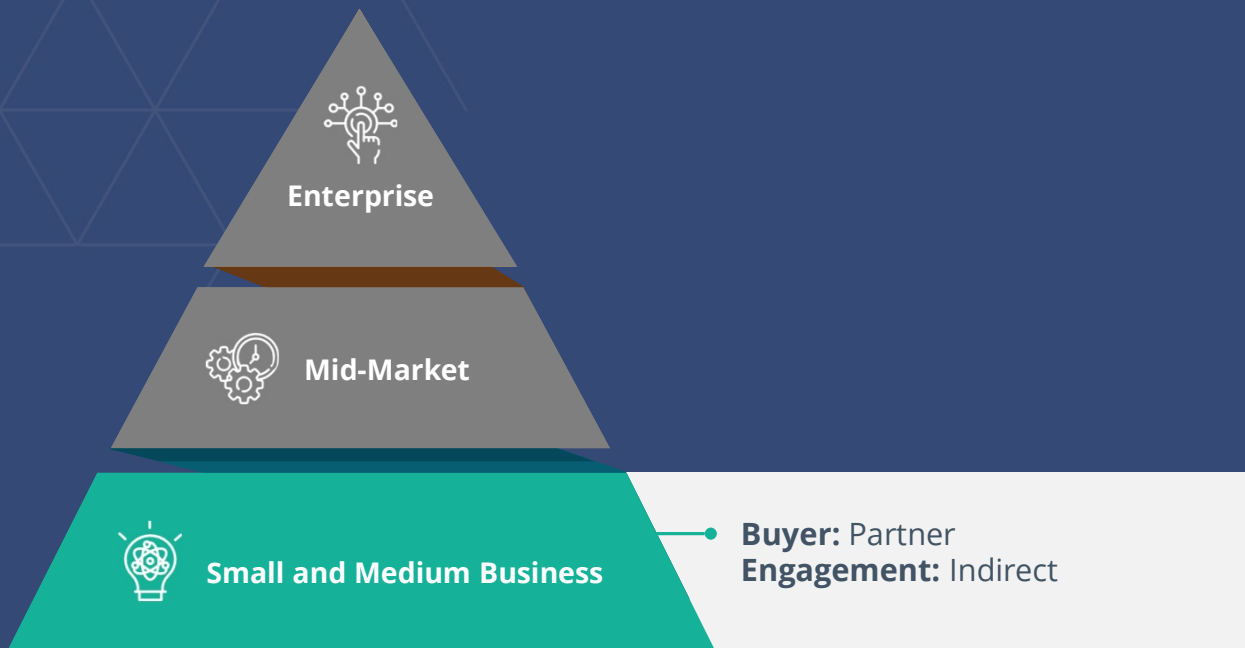
Buyer Profile: Enterprise



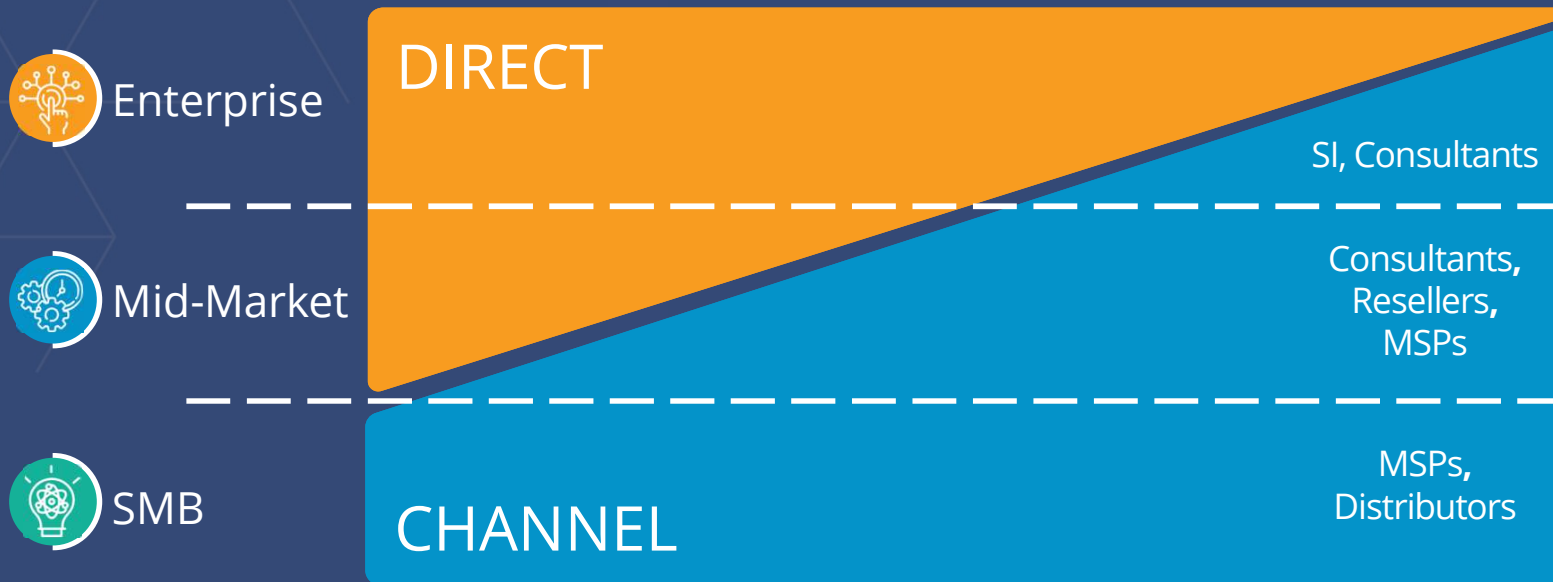
Buyer Profile: Mid-Market



Buyer Profile: SMB



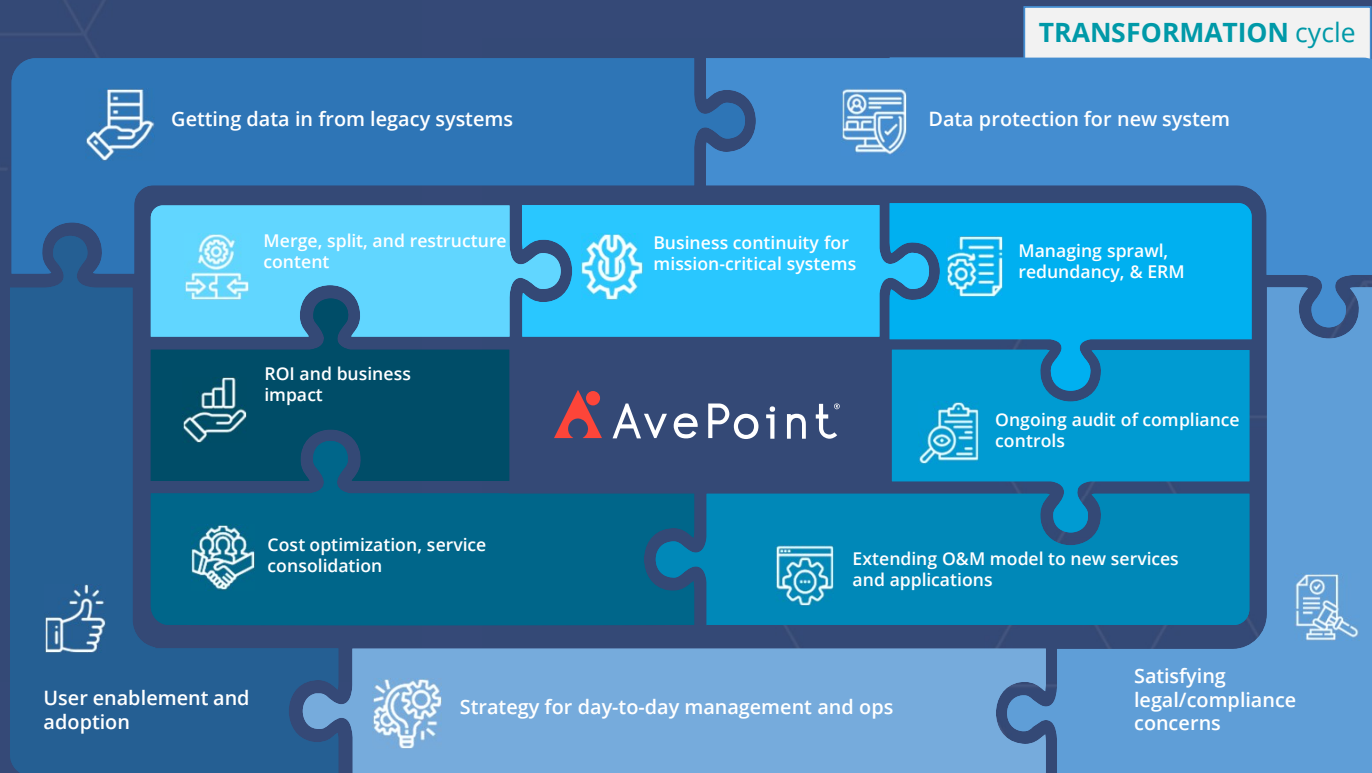
Channel Sales Integration



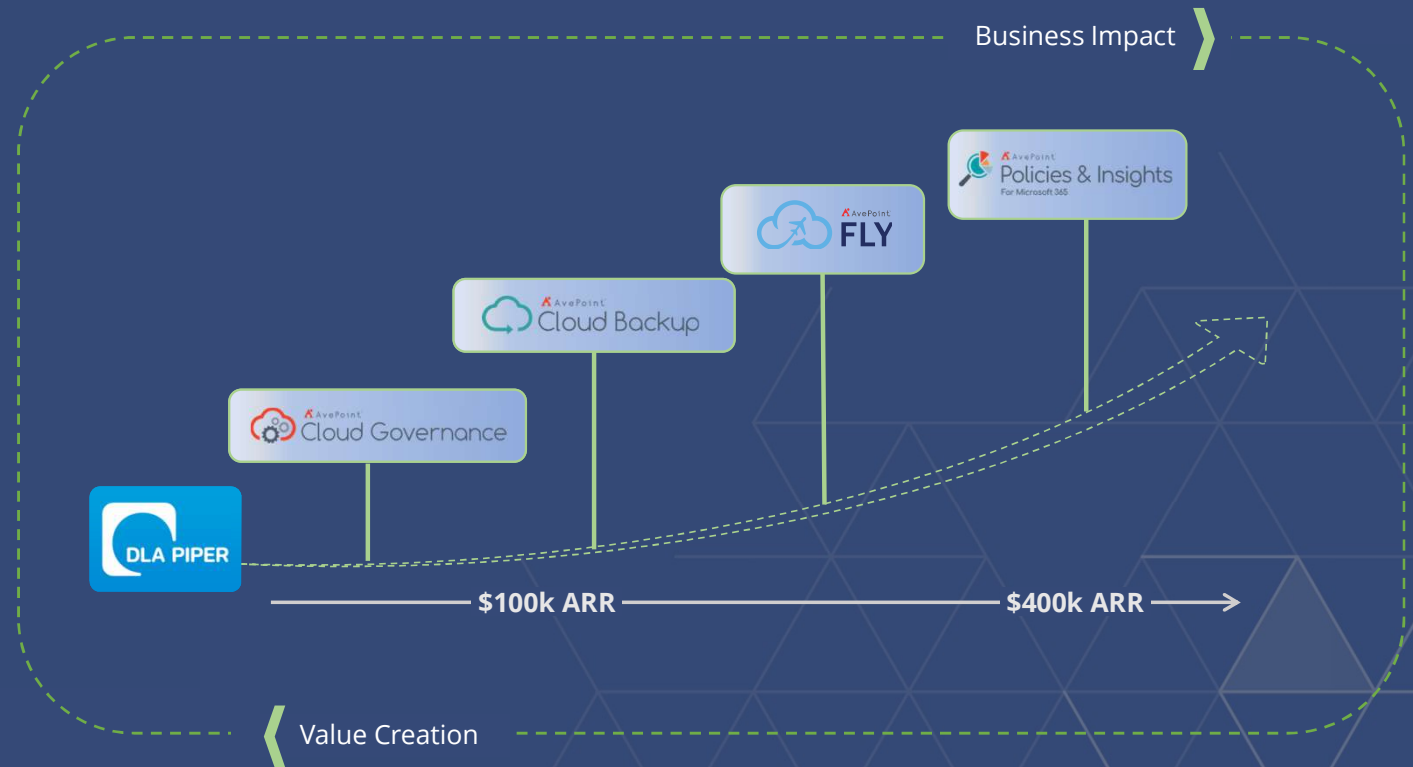
Digital Transformation Challenges



Confidence Platform



Customer Buying Journey

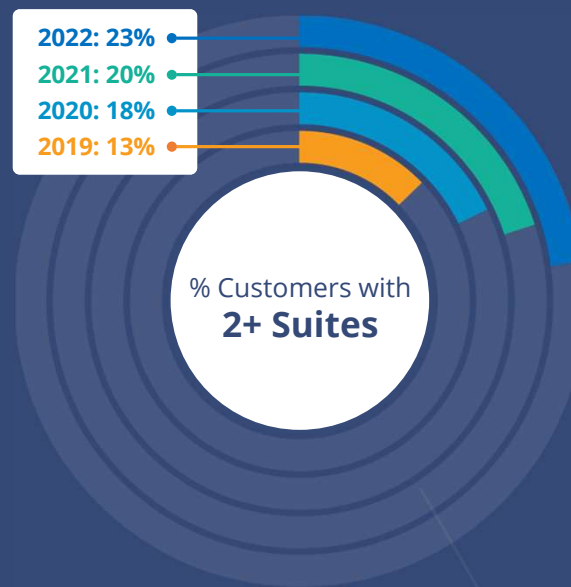


Product Attach Rates



Attach rates are for customers with 500 employees or more

Suite Attach Rates



Attach rates are for customers with 500 employees or more

Go Forward Strategy

DIGITAL WORKPLACE SUCCESS

Go Forward Strategy

1

Increase customer
success coverage

CS Engagement Model




DIGITAL WORKPLACE SUCCESS

Go Forward Strategy

2

Upsell and cross-sell
Confidence platform

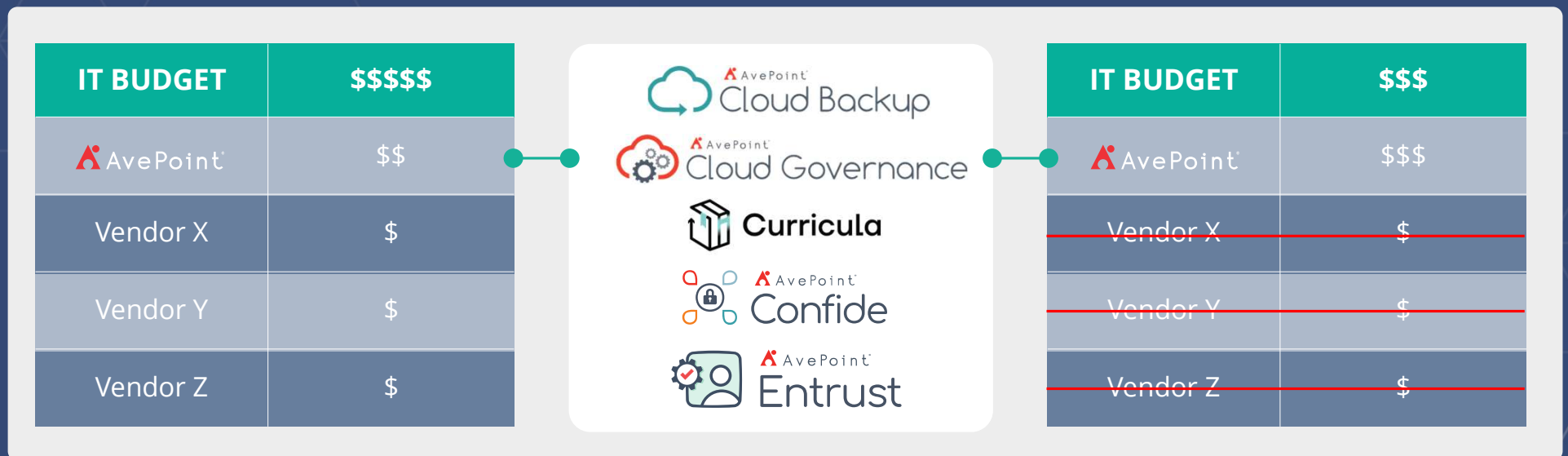
Expand within IT

IT BUDGET	\$\$\$\$\$
 AvePoint®	\$\$
Vendor X	\$
Vendor Y	\$
Vendor Z	\$

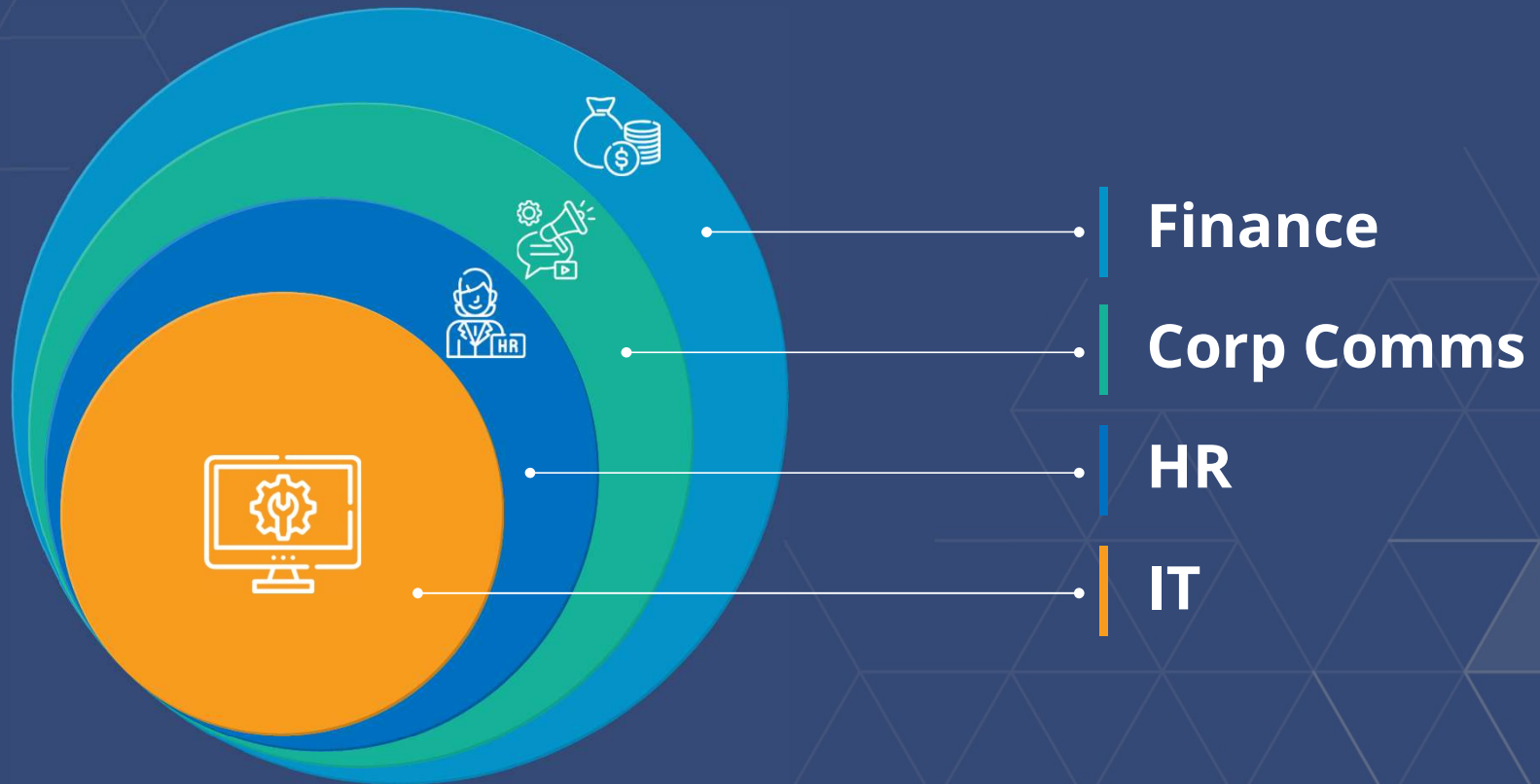


 AvePoint® Cloud Backup
 AvePoint® Cloud Governance

Expand within IT



Expand beyond IT



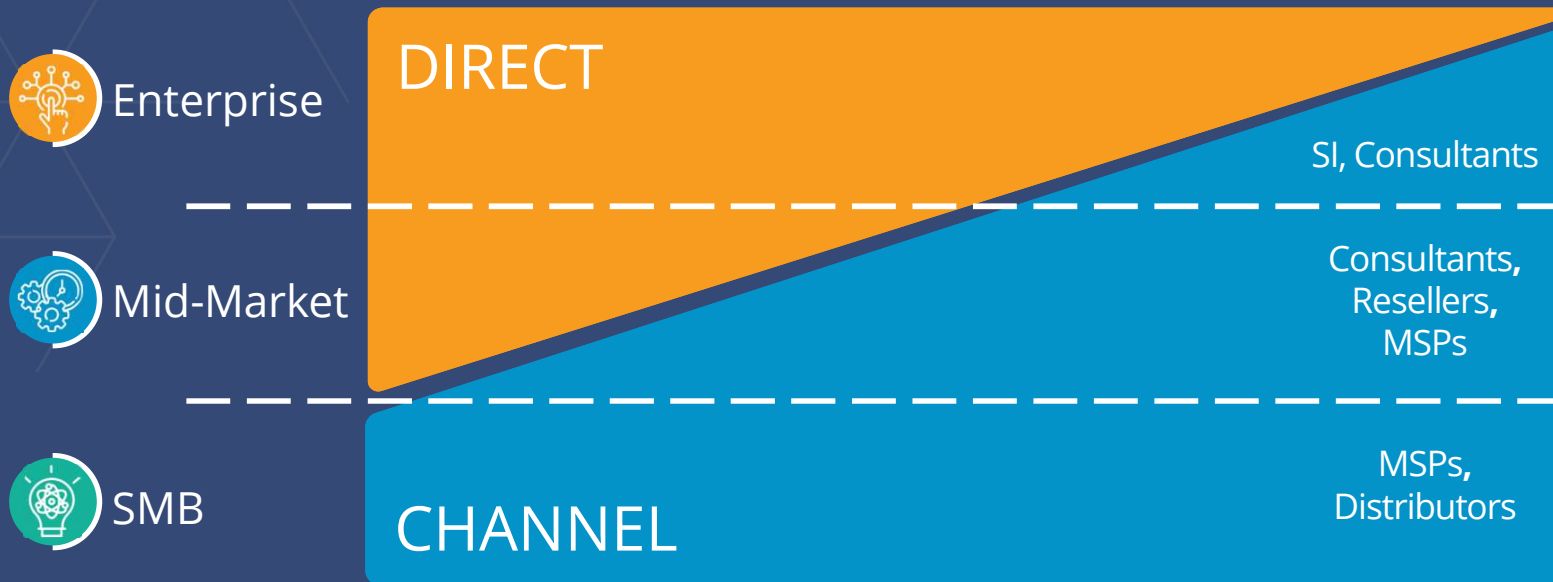
DIGITAL WORKPLACE SUCCESS

Go Forward Strategy

3

Grow channel
ecosystem

Channel Covers Our Entire Business



Partner Segmentation



MEDIUM TO LONG-TERM GOAL

- **Double the ARR generation of Depth Partners**
- **Double the number of Breadth Partners**

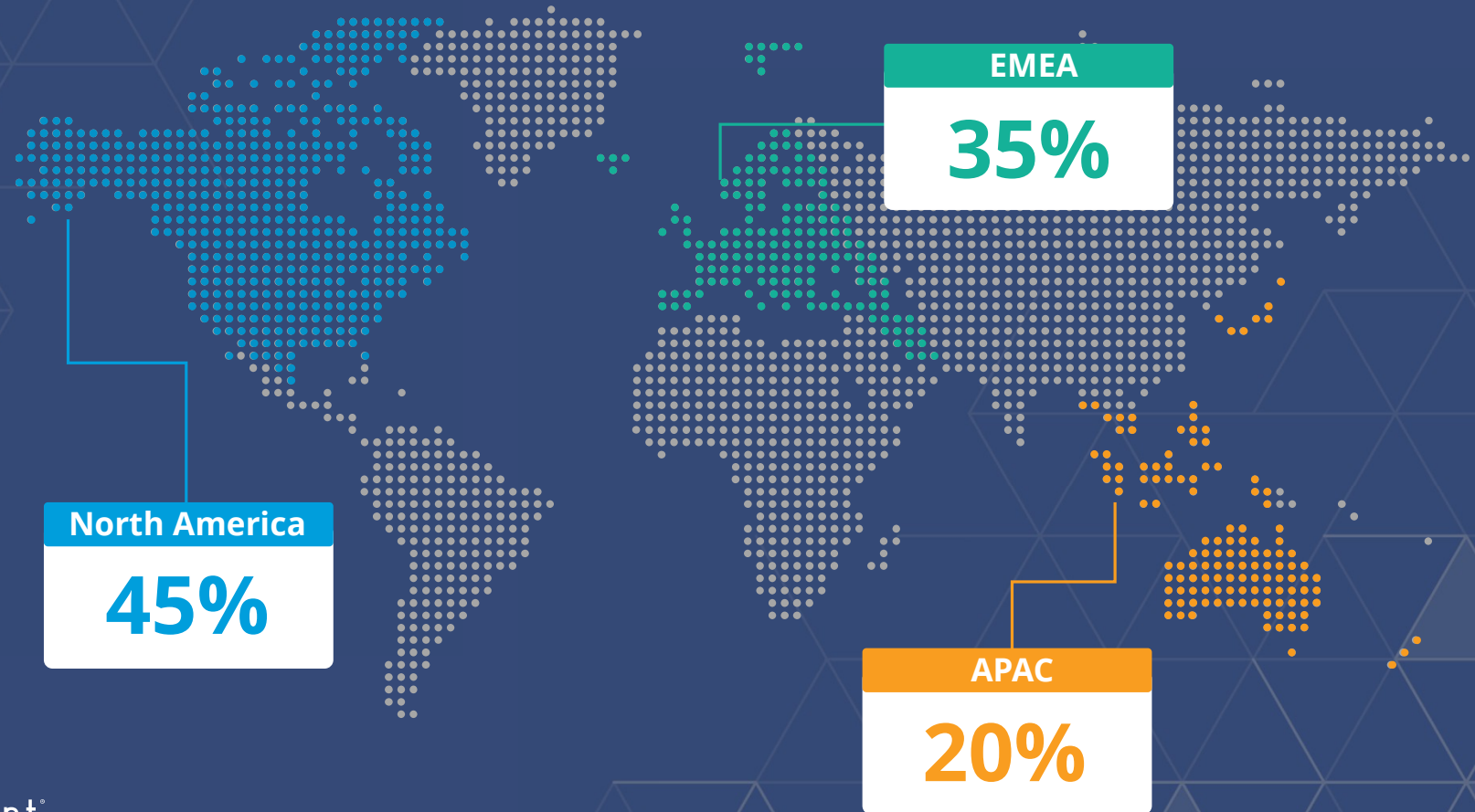
DIGITAL WORKPLACE SUCCESS

Go Forward Strategy

4

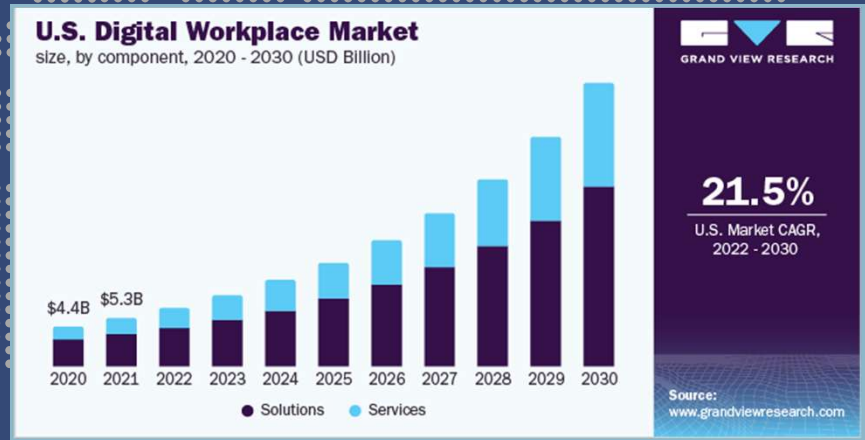
Geographic expansion

ARR by Region



2019-2022 Average ARR Growth

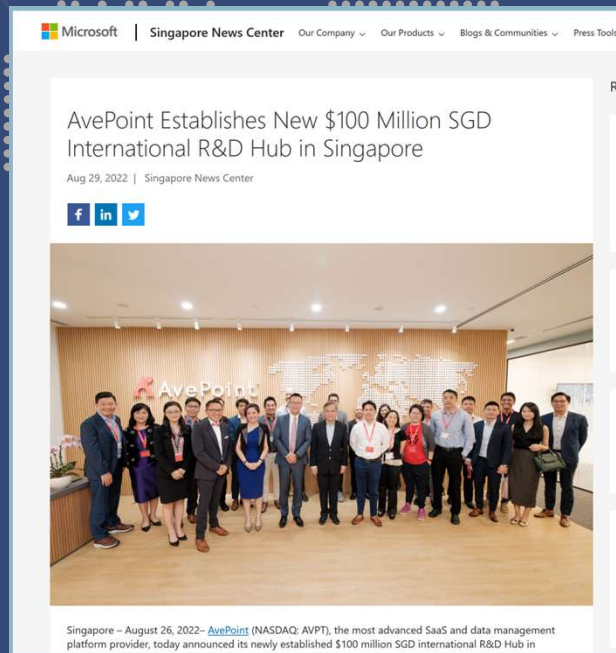
North America
27%



2019-2022 Average ARR Growth



2019-2022 Average ARR Growth



APAC
30%

Go Forward Strategy

 AvePoint
INVESTOR DAY
2023



Increase Customer Success Coverage



Upsell and Cross-sell Confidence Platform



Grow Channel Network



Geographic Expansion



*thank
you*

 AvePoint
INVESTOR DAY
2023

Gracias	ευχαριστώ	Danke	Grazie	благодаря
Hvala	Obrigado	Kiitos	شكراً	Tak
Ahsante	Teşekkürler	متشكراً	Salamat Po	감사합니다
Cám ơn	شكراً	Terima Kasih	Dank u Wel	Děkuji
நன்றி	Köszönöm	ありがとう ございます	ขอบคุณครับ	Dziękuję
谢谢	Tack	Mulțumesc	спасибо	Merci
תודה	多謝晒	дядкую	Ďakujem	धन्यवाद

Short-Term Resilient, Long-Term Durable

Jim Caci
Chief Financial Officer



 AGENDA

① **Our Financial Performance**

② **Capital Allocation Priorities**

③ **Financial Disclosures**

④ **Updated Financial Targets**

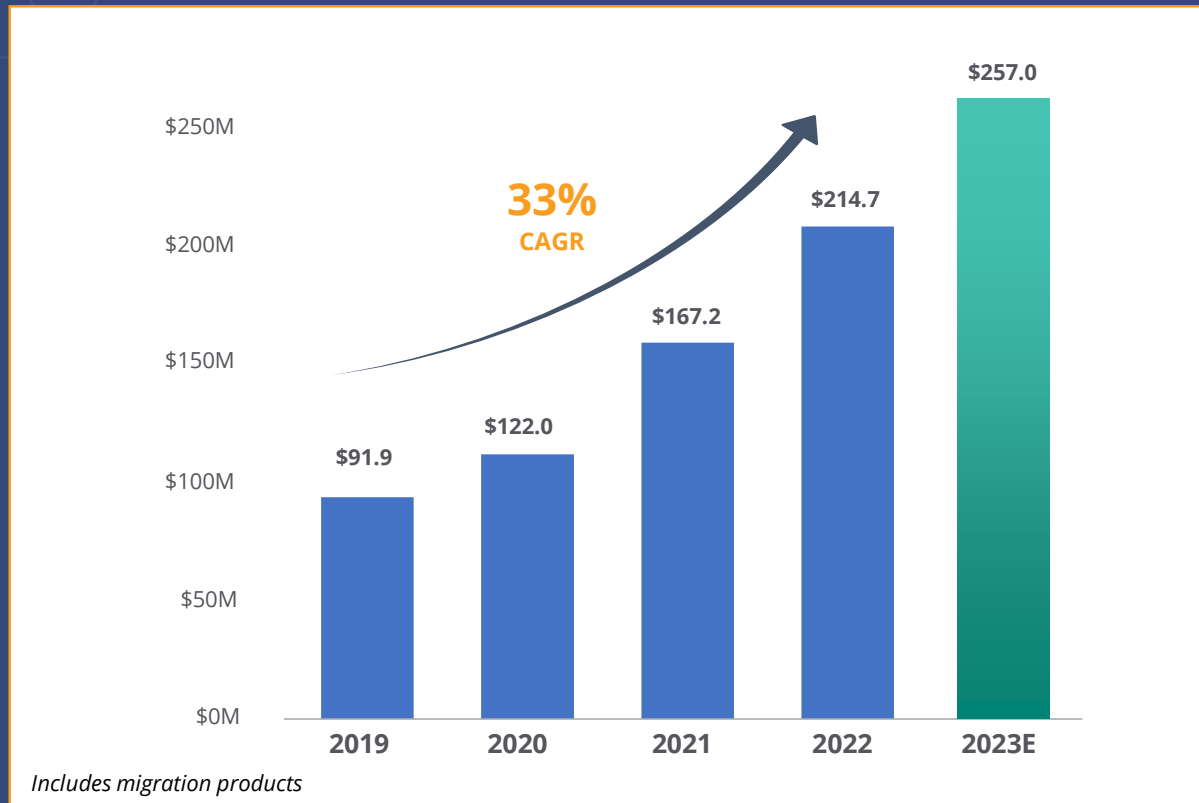


Our Financial Performance

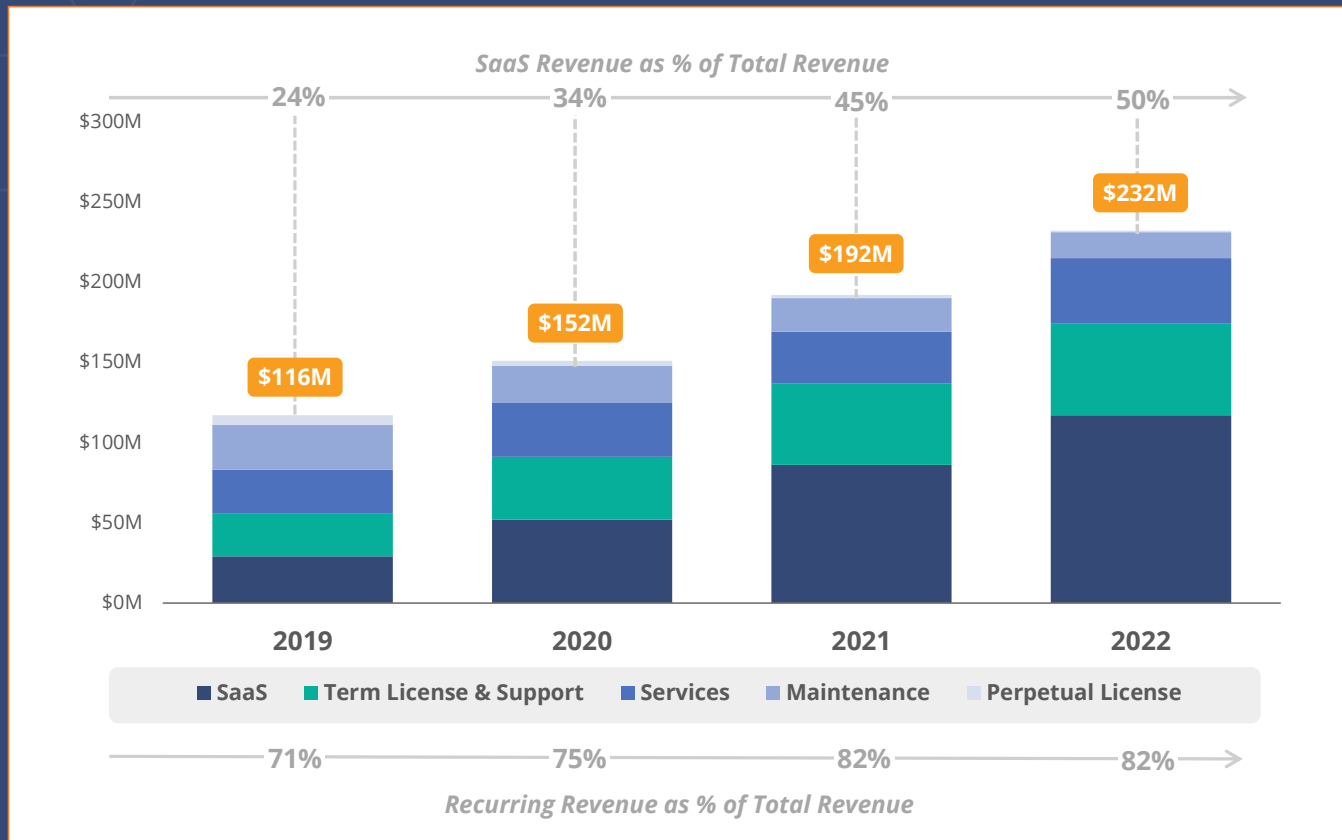
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2023

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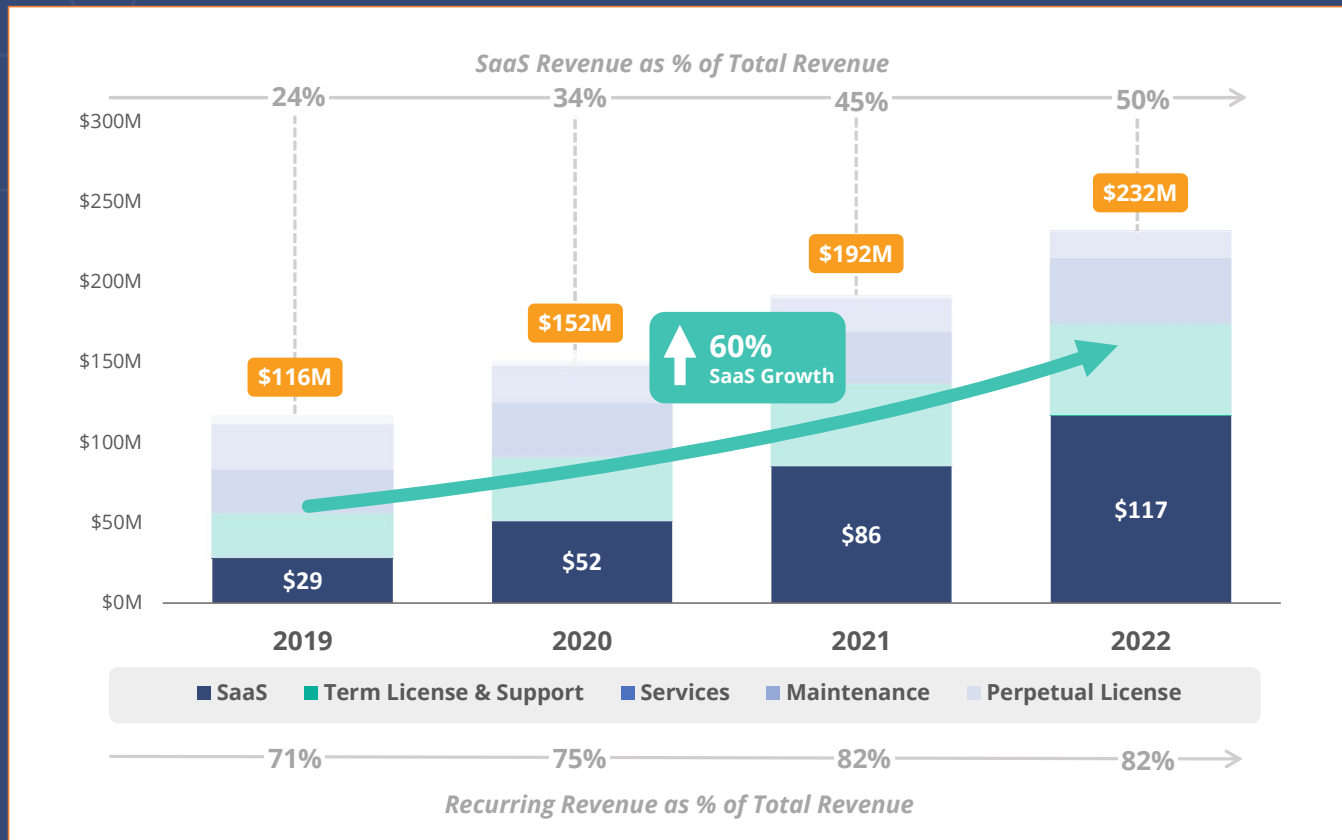
Total ARR



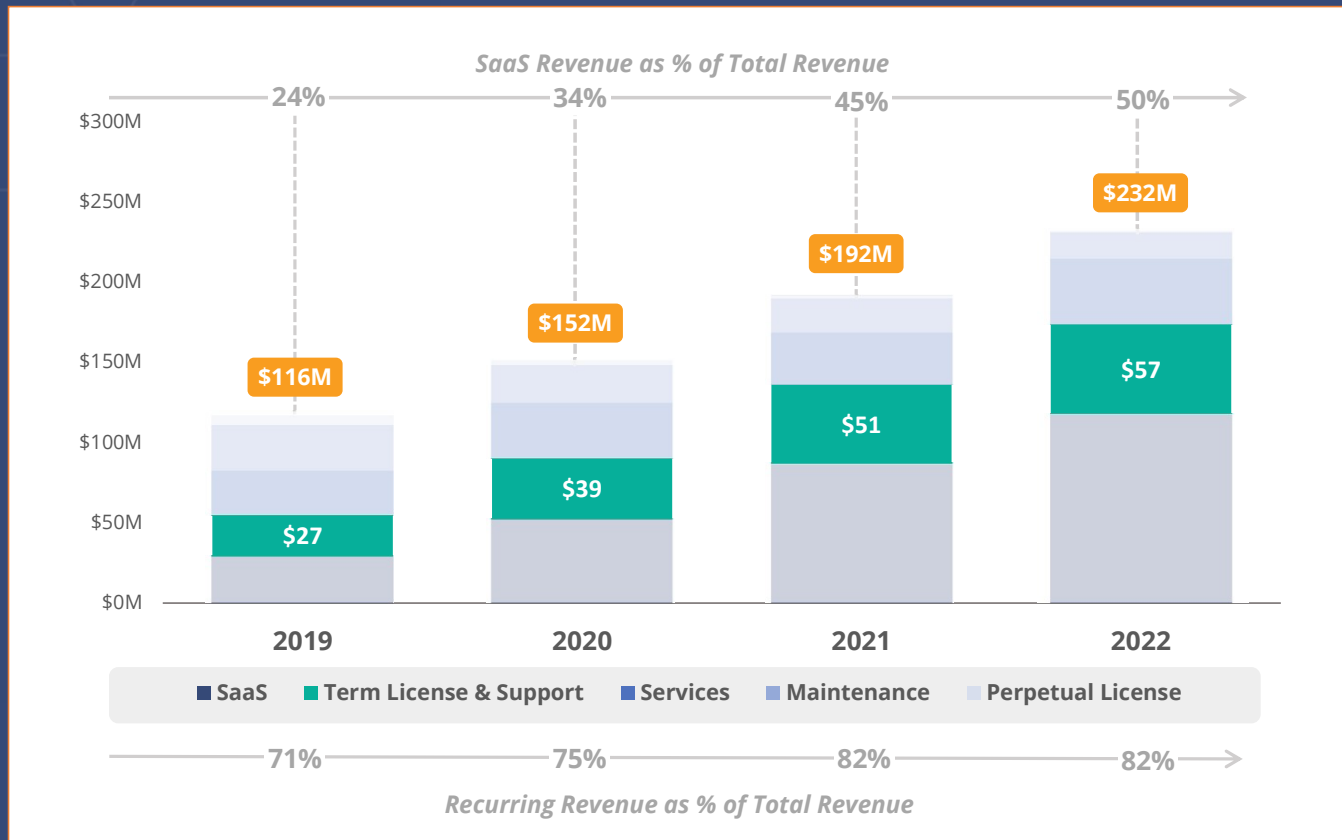
Revenue Breakdown



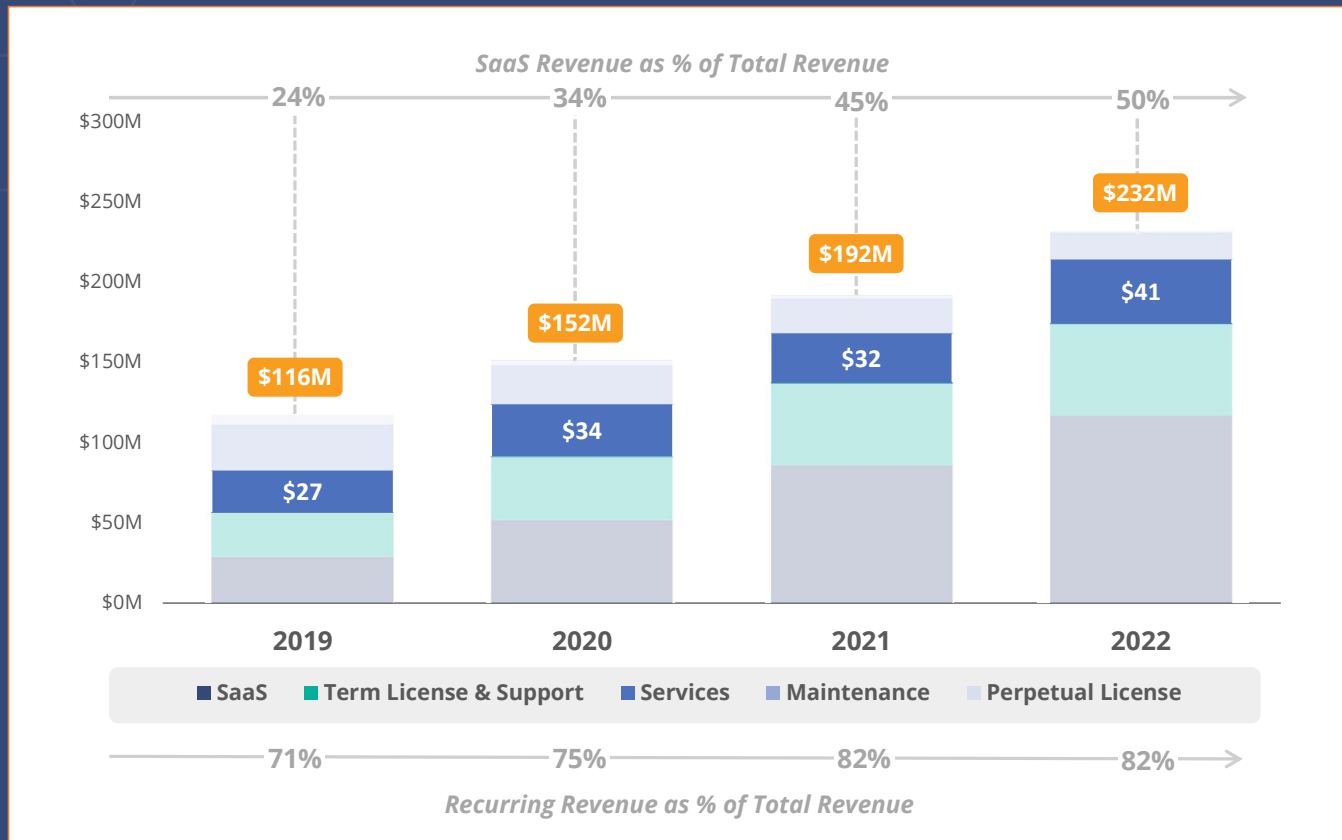
Revenue Breakdown



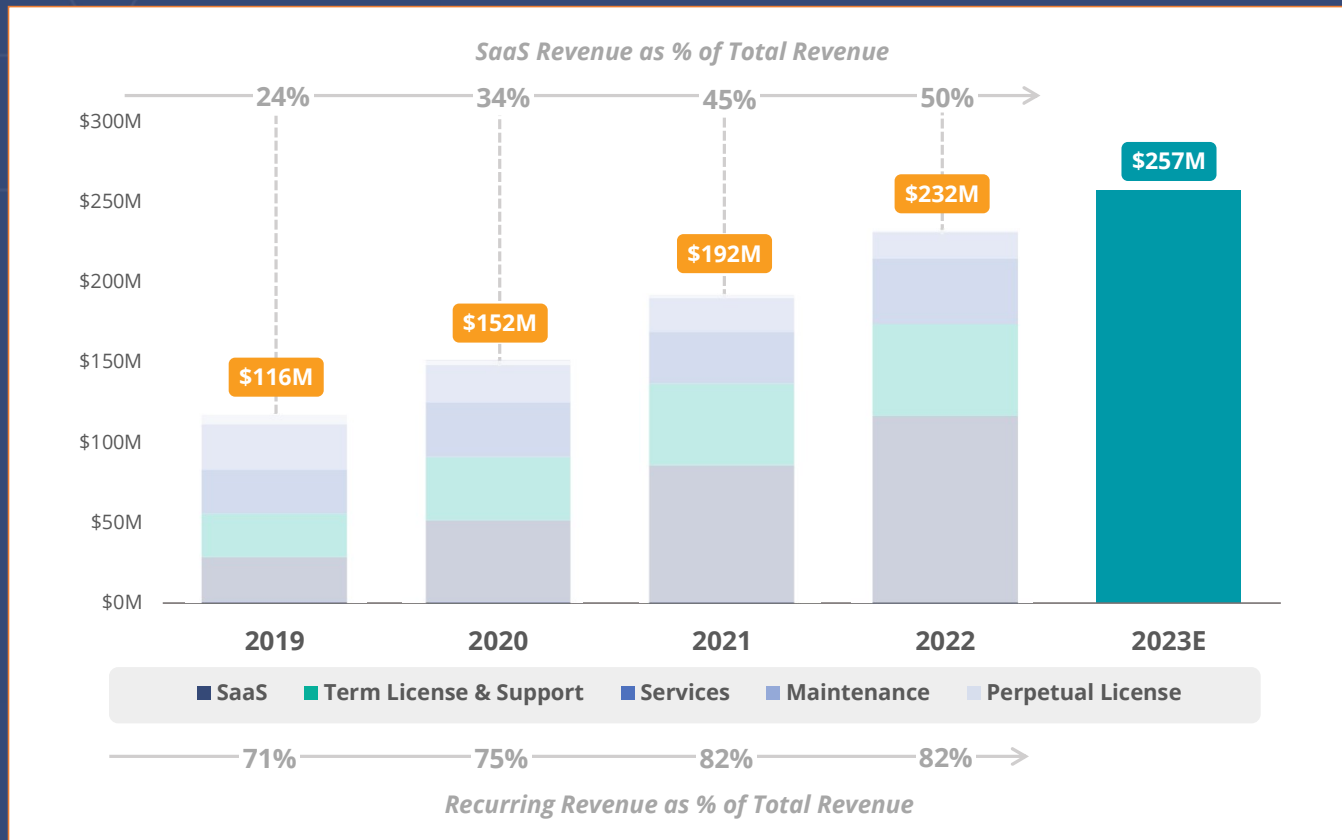
Revenue Breakdown



Revenue Breakdown



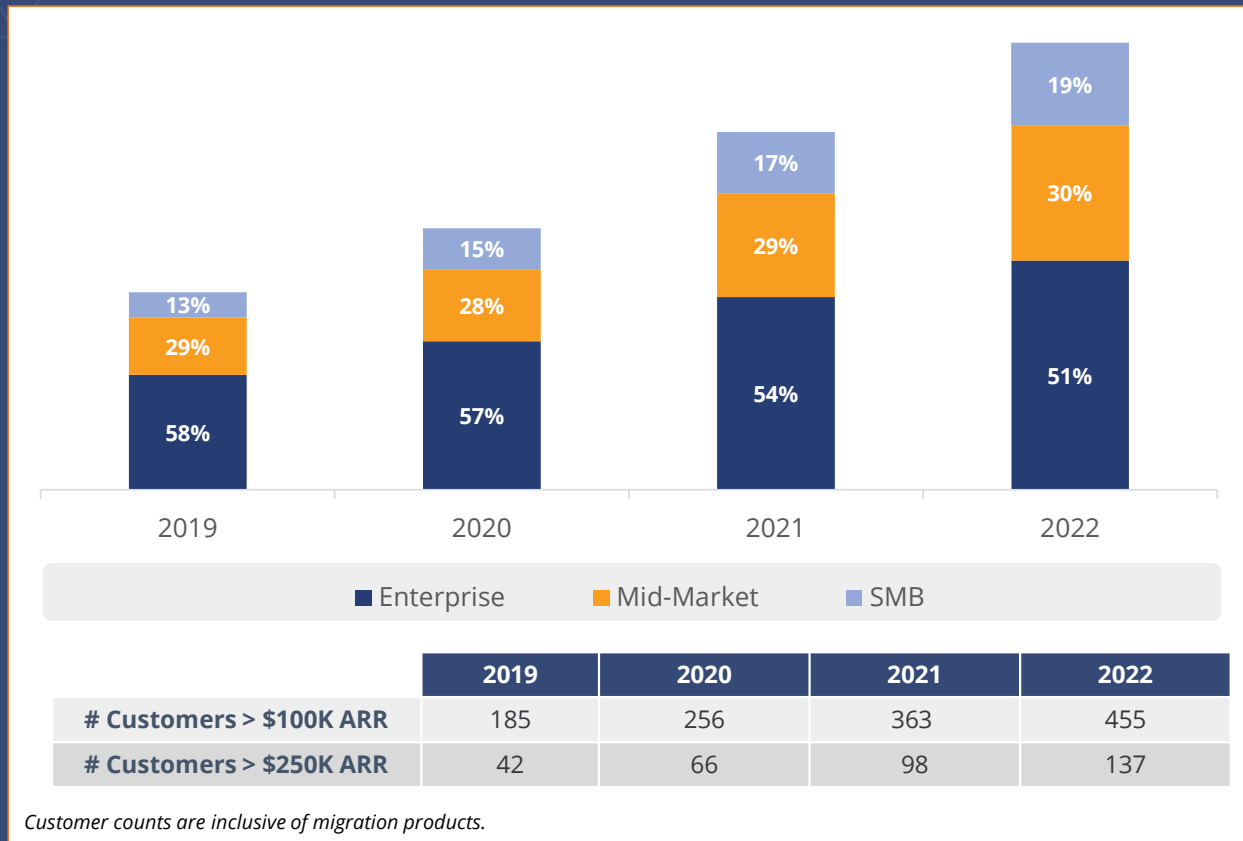
Revenue Breakdown



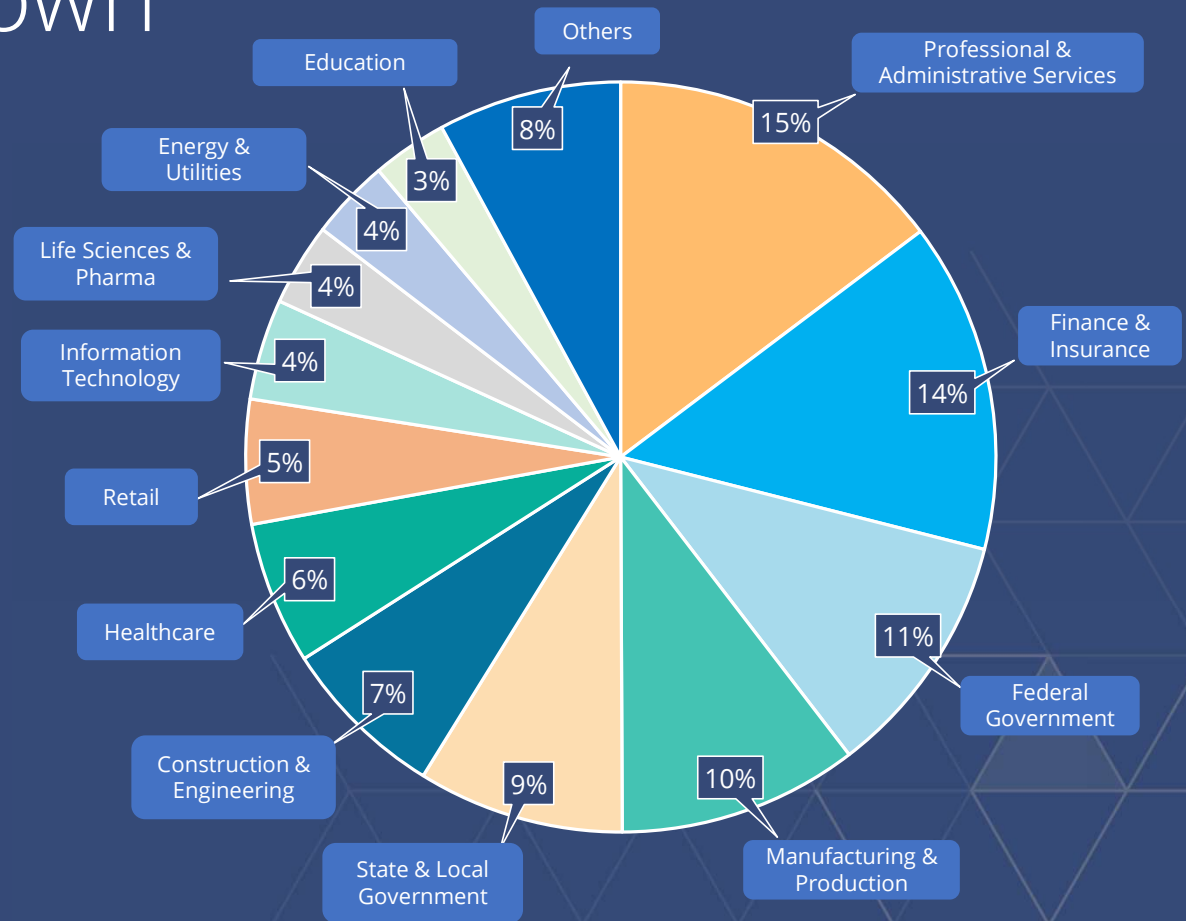
Non-GAAP Operating Margin



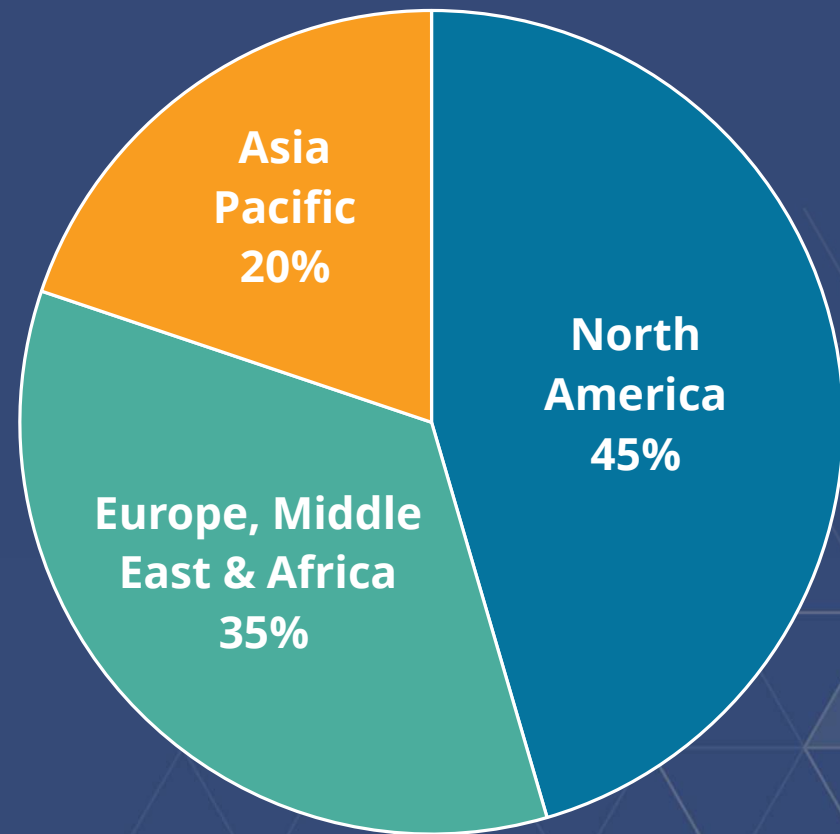
ARR Contribution by Customer Segment



2022 ARR Breakdown Industries

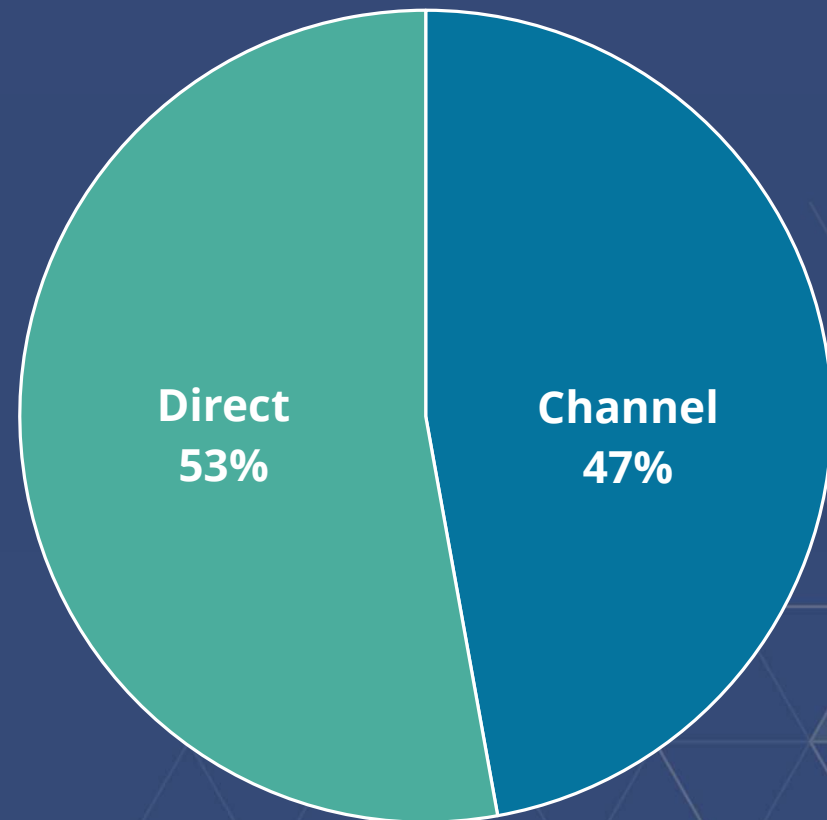


2022 ARR Breakdown Geography



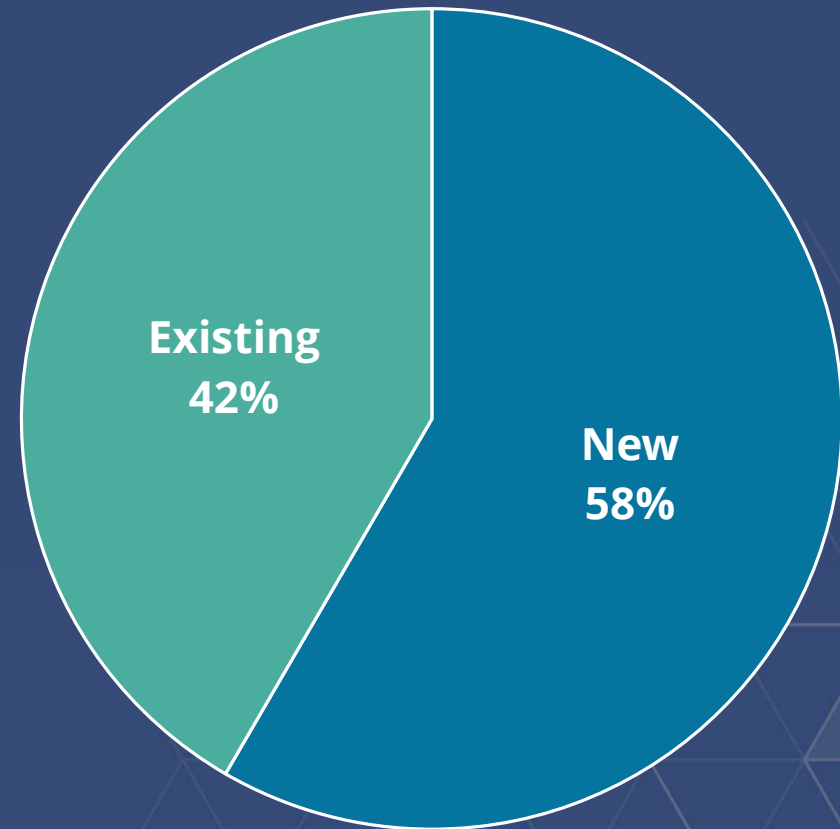
2022 ARR Breakdown

Direct vs Channel

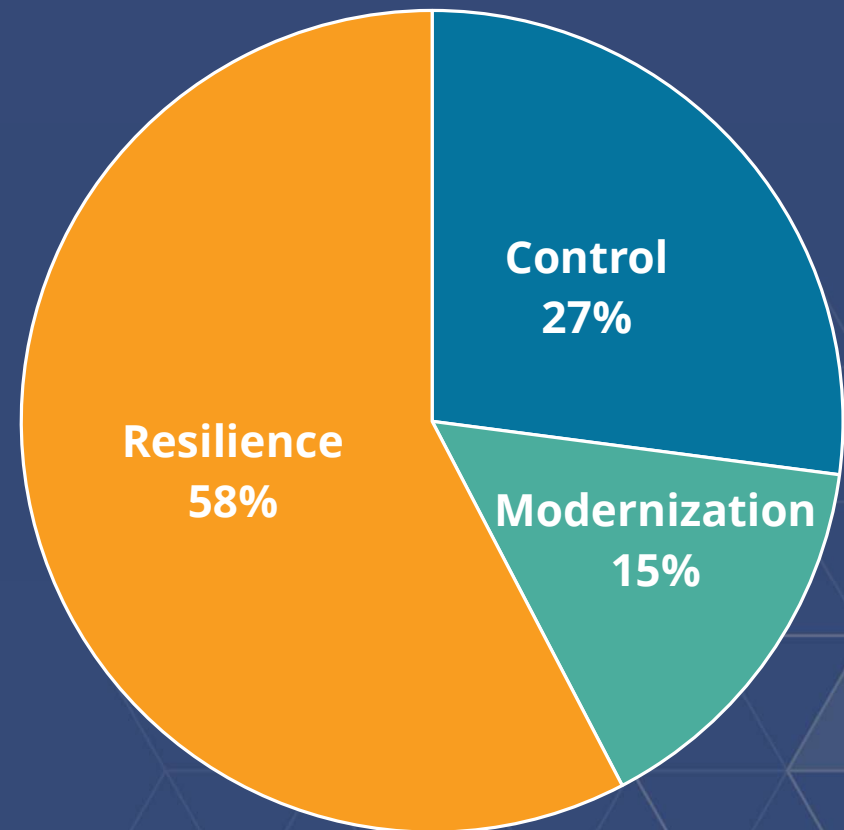


2022 ARR Breakdown

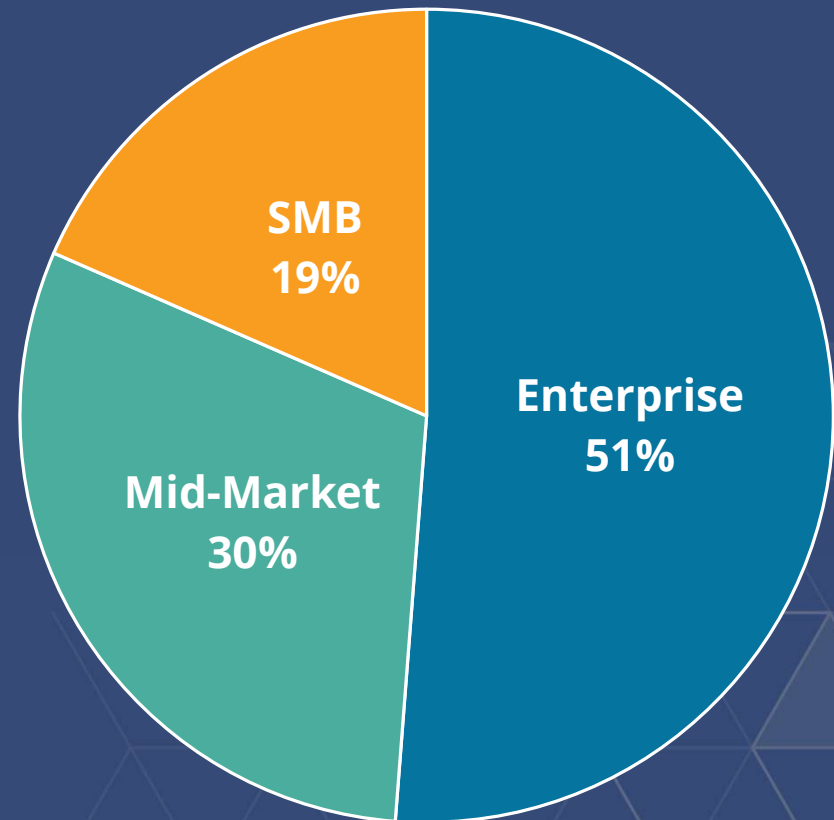
Incremental ARR: New vs Existing Customers



2022 ARR Breakdown Product Suites

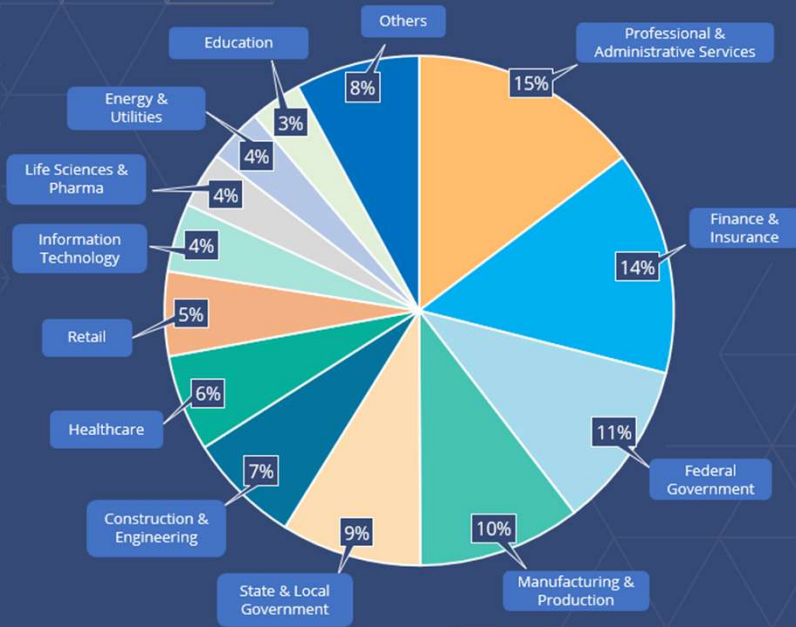


2022 ARR Breakdown Customer Segment



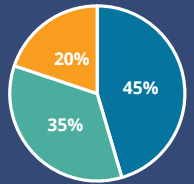
2022 ARR Breakdown

Industries



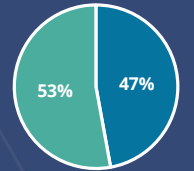
Geography

North America 45% | EMEA 35% | APAC 20%



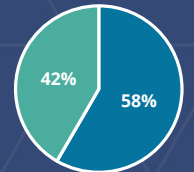
Direct vs Channel

Direct 53% | Channel 47%



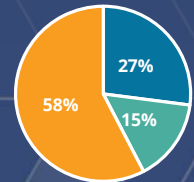
New vs Existing

New 58% | Existing 42%



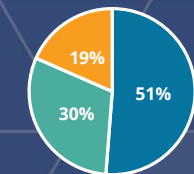
Product Suites

Control 27% | Modernization 15% | Resilience 58%

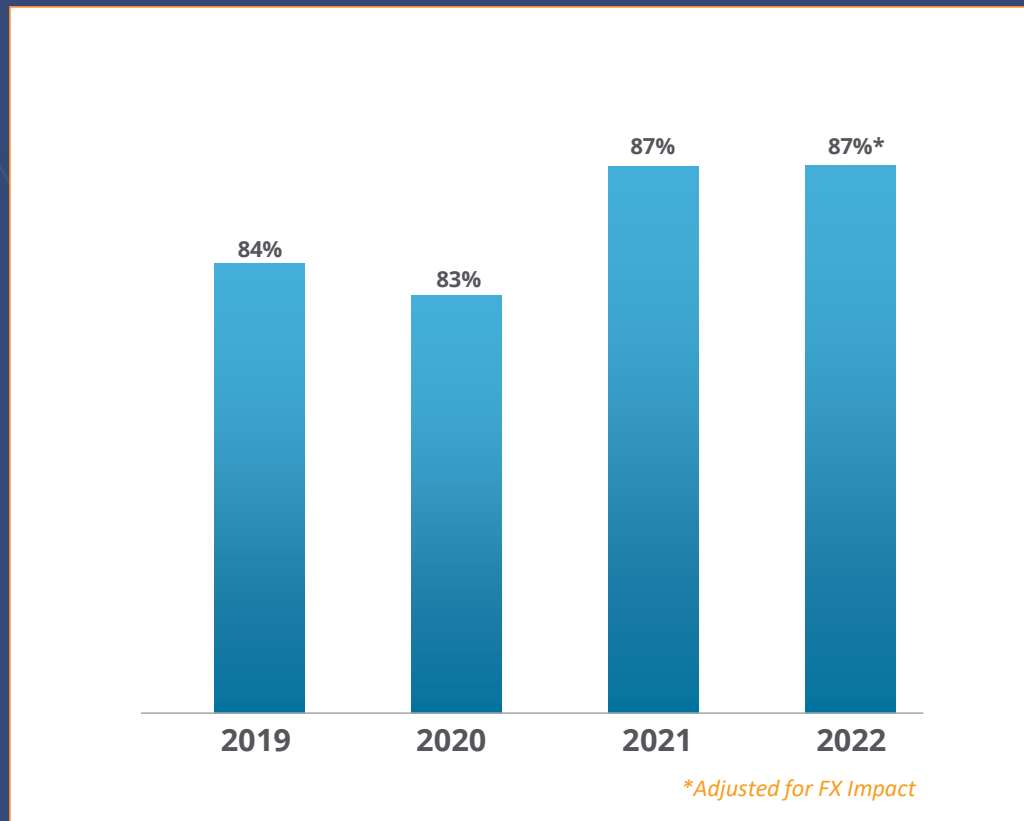


Customer Segment

Enterprise 51% | Mid-Market 30% | SMB 19%

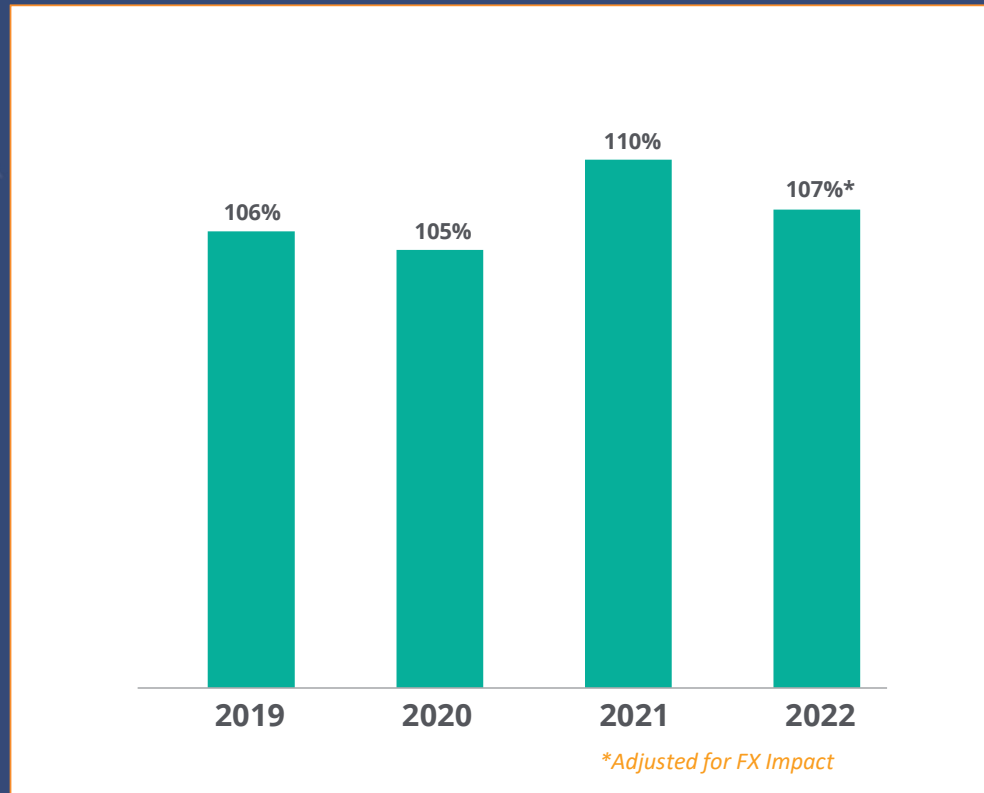


Gross Retention Rate



In the medium term we are targeting 90% for this metric

Net Retention Rate



In the medium term we are targeting a range of 110-115% for this metric



Capital Allocation Priorities

Uses of Capital



Modeling Notes

ITEM	COMMENTS
 ARR Guidance	\$254 million to \$260 million (20% y/y growth)
 Revenue Recognition	Term license/Hybrid is ~50% upon delivery and 50% ratable over contract term SaaS continues to be fully ratable over contract term
 Contract Duration	Ranges from 1-3 years for the vast majority of our ARR
 Foreign Exchange	Revenue – translated in constant currency Annual Recurring Revenue – remeasured at renewal
 Services Revenues	Long-term target is ~10% of revenues
 Stock-Based Compensation	16% of revenues in 2022; targeting similar levels in 2023 Long-term target is <10% of revenues
 Perpetual License Revenues	Historical results will be included in Maintenance revenue line beginning with Q1 2023 results

The background is a dark blue field filled with a network of light blue lines and nodes. Various circular icons are scattered throughout, including a globe, server racks, a cloud, gears, a magnifying glass, a Wi-Fi symbol, and a double-headed arrow. The word "AUTOMATION" is written in a light blue, sans-serif font across the middle of the image.

Financial Disclosures

Updated Disclosures

	METRIC	CADENCE	NEW DISCLOSURE
Annual Recurring Revenues	Total ARR	Quarterly	
	Channel vs. Direct Contribution	Quarterly	✓
	Product Suite Contribution	Annual	✓
Customer Metrics	Net Retention Rate	Quarterly	
	# Customers > \$100K ARR	Quarterly	
	Gross Retention Rate	Quarterly	✓
	Total Customer Count	Annual	✓
	% Customers With > 500 Employees Taking 2+ / 4+ Products	Annual	✓
	% Customers With > 500 Employees 2+ Suites	Annual	✓

New KPIs provide better visibility into our performance and align with how we evaluate the business

A hand in a suit jacket points towards a target icon. The background features a bar chart with several upward-pointing arrows, all in shades of blue. The overall theme is business growth and financial goals.

Updated Financial Targets

Long-Term Financial Targets

	2019	2020	2021	2022	2023 GUIDANCE	LONG-TERM TARGET	DRIVERS
Gross Margin	69%	74%	74%	73%	-	75%+	<ul style="list-style-type: none"> Reduction of Services and SaaS costs, partially offset by increased Channel business
Sales & Marketing	46%	37%	44%	42%	-	30%+	<ul style="list-style-type: none"> Improved Sales efficiency Channel strategy maturation
Research & Development	9%	8%	8%	12%	-	10-15%	<ul style="list-style-type: none"> Strategic investments
General & Administrative	17%	16%	18%	20%	-	10%	<ul style="list-style-type: none"> Ongoing benefits of scale
Operating Margin	(4%)	12%	3%	(1%)	5.2%	20-25%+	
Stock-Based Compensation	12%	22%	31%	16%	~16%	<10%	

Percentages are on a non-GAAP basis.

HEADLINES

2023

Non-GAAP Profitable

2025

Rule of 40 Company

2025

GAAP Profitable

Rule of 40 equal to ARR growth plus non-GAAP operating margin



KEY TAKEAWAYS

Advance
Digital Workplace

Capture
Growing Markets



Prioritize
Profitable Growth

#shifthappens

ABOUT

CONFERENCE ▾

PODCAST

M365 TALKS ▾



#ShiftHappens Conference

How to Accelerate Digital Workplace Success

🕒 October 10-11, 2023

<http://shifthappens.to>



*thank
you*

 AvePoint
INVESTOR DAY
2023

Gracias	ευχαριστώ	Danke	Grazie	благодаря
Hvala	Obrigado	Kiitos	شكراً	Tak
Ahsante	Teşekkürler	متشكراً	Salamat Po	감사합니다
Cám ơn	شكراً	Terima Kasih	Dank u Wel	Děkuji
நன்றி	Köszönöm	ありがとう ございます	ขอบคุณครับ	Dziękuję
谢谢	Tack	Mulțumesc	спасибо	Merci
תודה	多謝晒	дядкую	Ďakujem	धन्यवाद

Appendix

Appendix – ARR Composition

		2019	2020	2021	2022
Direct vs. Channel	<i>Direct</i>	58%	56%	55%	53%
	<i>Channel</i>	42%	44%	45%	47%
Customer Size	<i>Enterprise</i>	58%	57%	54%	51%
	<i>Mid-Market</i>	29%	28%	29%	30%
	<i>Small Business</i>	13%	15%	17%	19%
New vs. Existing⁽¹⁾	<i>New Customers</i>	52%	57%	56%	58%
	<i>Existing Customers</i>	48%	43%	44%	42%
Geography	<i>North America</i>	51%	50%	47%	45%
	<i>EMEA</i>	29%	31%	33%	35%
	<i>APAC</i>	20%	19%	20%	20%
Product Suite⁽²⁾	<i>Control</i>	33%	29%	28%	27%
	<i>Modernization</i>	16%	15%	14%	15%
	<i>Resilience</i>	51%	56%	58%	58%

(1) Percentages are applicable to incremental ARR.

(2) Excludes ARR from maintenance and other legacy products.

Appendix – Customer Metrics

CUSTOMER COUNT	2019	2020	2021	2022
Total Customers	5,280	8,483	12,521	17,085

RETENTION RATES	2019	2020	2021	2022
Gross Retention Rate	84%	83%	87%	86%
Gross Retention Rate (FX Adjusted)	84%	83%	87%	87%
Net Retention Rate	106%	105%	110%	103%
Net Retention Rate (FX Adjusted)	107%	105%	110%	107%

ATTACH RATES	2019	2020	2021	2022
% Customers with 500+ Employees Taking 2+ Products	35%	42%	45%	48%
% Customers with 500+ Employees Taking 4+ Products	20%	25%	24%	24%
% Customers with 500+ Employees Taking 2+ Suites	13%	18%	20%	23%

Retention rates include ARR from migration products and are for all customers.

Appendix – 2023 Financial Guidance

(\$ in mil)	Q1 FY23		FY 2023	
	LOW	HIGH	LOW	HIGH
Annual Recurring Revenue	–	–	\$ 254.0	\$ 260.0
Total Revenue	\$ 57.5	\$ 58.5	\$ 253.8	\$ 260.8
Non-GAAP EBIT	\$ (2.0)	\$ (1.0)	\$ 12.0	\$ 15.0
Non-GAAP EBIT Margin %	(3.5%)	(1.7%)	4.7%	5.8%

Full-year ARR guidance includes migration products.