



Fact Sheet



New Relic is the industry's largest and most comprehensive cloud-based instrumentation platform built to create more perfect software.

The world's best software and DevOps teams rely on New Relic to move faster, make better decisions, and create best-in-class digital experiences. If you run software, you need to run New Relic. To learn why more than 50% of the Fortune 100 trust New Relic to make the world's software run, visit newrelic.com.

Who we are

In 2008, New Relic founder and CEO Lew Cirne created a first-of-its-kind cloud platform for advanced application performance management (APM). From the beginning, our ambition has driven us to instrument more of the digital world than anyone else. We exist to continue that work along the expanse of the internet, because our goal is to establish the standards by which all software and its impact can be measured and improved. That's a lot to do, but we're only getting started.

At a glance*

REVENUE

\$124M

(FISCAL Q319)

\$355.1M**

(FY2018)

Highest revenue of any pure cloud-based instrumentation platform

EMPLOYEES

~1800

GLOBALLY

LOCATIONS

San Francisco (HQ)
Portland (Product HQ)

Atlanta, Barcelona, Dublin, London,
Munich, Paris, Zurich, Sydney, Tokyo

PAID BUSINESS ACCOUNTS

17,000+

RUN-RATE REVENUE

AIM TO REACH **\$1B**

BY END OF FY2022

Recognition

2019 Best Workplaces in Tech
by Great Place to Work® and FORTUNE

Human Rights Campaign
Corporate Equality Index 2019



Gartner Magic Quadrant
7 MQ reports in a row:
A Leader for APM Suites

Gartner Peer Insights
Highest peer-rated APM vendor, with
4.6 out of 5 rating and 90%
recommendation rate

#1 Market Share
in IDC's SaaS ITOM report

* All numbers as of March 2019.

**Up 35% YoY from FY2017

Real-time insights for modern digital initiatives

Cloud adoption

Plan and prove migration success faster.

- Decommission your data center 25% faster
- Accelerated migration with less errors that reduces cloud spend by 8%

Cloud native

Ensure the resilience of modern, distributed systems.

- Improve compute consumption ratios by ~4%
- Reduce total cost of ownership for cloud-based apps by ~3%

DevOps

Drive a roadmap for measurable success.

- Improve troubleshooting efficiency by 30%
- Accelerate software release cycles by 2x
- Reduce incidents by 30%

Digital CX

Focus on the features/fixes that benefit customers most.

- Reduce revenue leakage by up to 40%
- Improve conversion rate by up to 30%

Innovation highlights



1.3 TRILLION DATA POINTS

queried per minute or 4,000x the number of tweets generated per minute



220+ INTEGRATIONS

including Kubernetes, Docker, serverless, and 30+ AWS services



8 PROGRAMMING LANGUAGES

and **200+** FRAMEWORKS monitored

The New Relic platform



Company milestones

