



Arrcus Company Summary

August 2019



Company Overview

Mission

- Democratize the networking industry by providing best-in-class software, the most flexible consumption model, and the lowest total cost of ownership (TCO)

Company

- Founded 2016, Headquarters: San Jose, CA.

Target Customers

- Fortune 100, Telecom/Cloud & CDN/Service Providers

Board Investors

- **Guru Chahal:** Lightspeed Venture Partners
- **Steve Herrod:** General Catalyst
- **Chris Rust:** Clear Ventures

CLEAR

GENERAL CATALYST

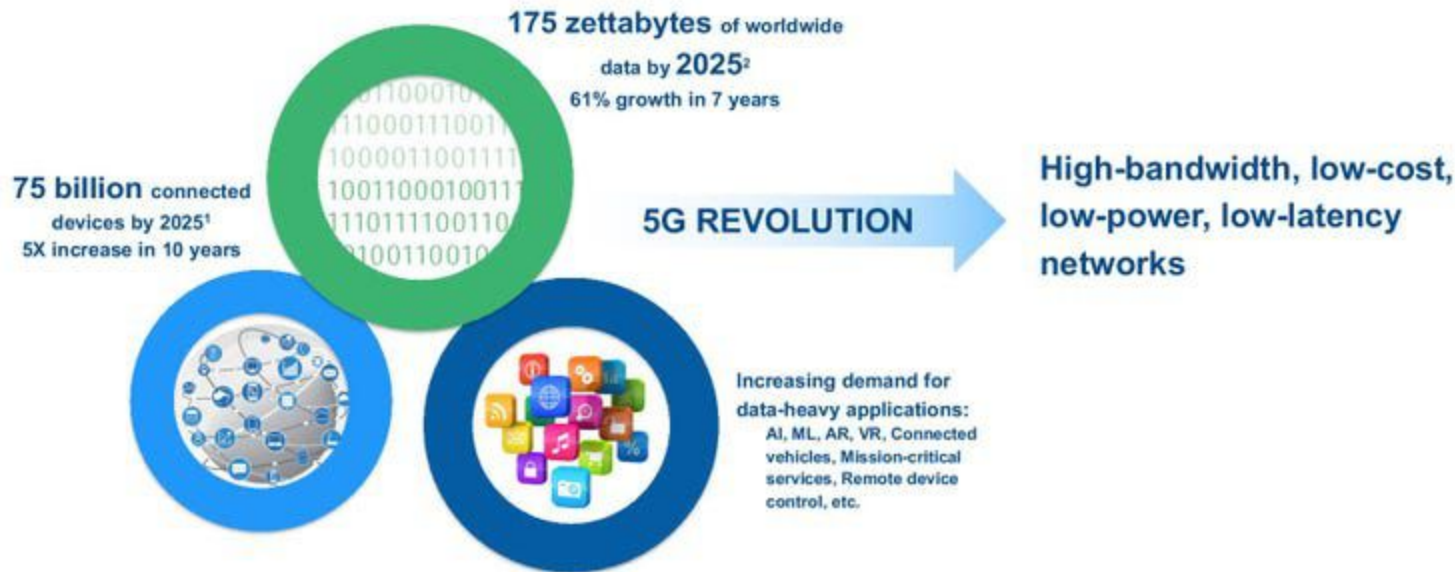
Lightspeed

Advisors

- **Kelly Ahuja:** ex-SVP of Service Provider; Cisco
- **Fred Baker:** ex-Chair IETF/Co-Chair IPv6, Cisco Fellow
- **Amarjit Gill:** SiByte, PA Semi, Maginetics, Viptela etc
- **Nancy Lee:** CHRO, Lime; ex-VP of People, Google
- **Farzad Nazem:** ex-VP of Eng./Oracle CTO/Yahoo
- **Pankaj Patel:** ex-EVP of Cisco Systems
- **Rajiv Patel:** ex-VP of Engineering, Juniper
- **Shawn Zandi:** Network Director, LinkedIn/MSFT



Exponential Growth in Data Traffic Driving Digital Network Transformation



¹ Morgan Stanley analysis

² IDC estimate

So, Digital Networks Increasingly Distributed & Hyperconnected



The Control Plane is the Brains of this Network Transformation

High-Performance Routing is Table Stakes for Networking!

FLATTENING OF INTERNET

- Video is 82+% of traffic by 2021
- Subscriber bandwidth growing at 30%+ CAGR
- More direct connections and less transit back-ups

- Smaller footprints, distributed sites
- Greater automation due to greater number of remote sites
- Resiliency required to avoid costly back-ups
- Flexible port density

PEERING MOVES DEEPER INTO THE INTERNET



NEW PARADIGMS

- Video dominates but.....
- SaaS based business models & stricter SLAs
- 5G accelerates relocations of network functions, data storage to multi-edge compute locations
- Shift to regional and metro peering

- IPv4 and IPv6 networks continue to grow
- 5G, IOT, Remote PHY increase device endpoints by 5-10X
- Internal routing continues to grow as more services are distributed and cloud-native
- Router scale requires a no-compromise router longevity approach

EVER GROWING INTERNET ROUTING TABLE

Foundational Elements of Network Transformation

SIMPLE



- Simplified Protocols (e.g. Common BGP control plane)
- Standards based Automation (e.g. OpenConfig/YANG)
- Easy Manageability and Debuggability

SCALABLE



- Architectural Scale (e.g. Internet-scale routing w/ fast convergence)
- Network Scale (e.g. 100G/400G high-perf, low latency platforms)
- Operational Scale (e.g. Resilient, per-process restartability)

SECURE



- Real-time Network Telemetry & Analytics
- Routing Security (ROV)
- DDoS Mitigation

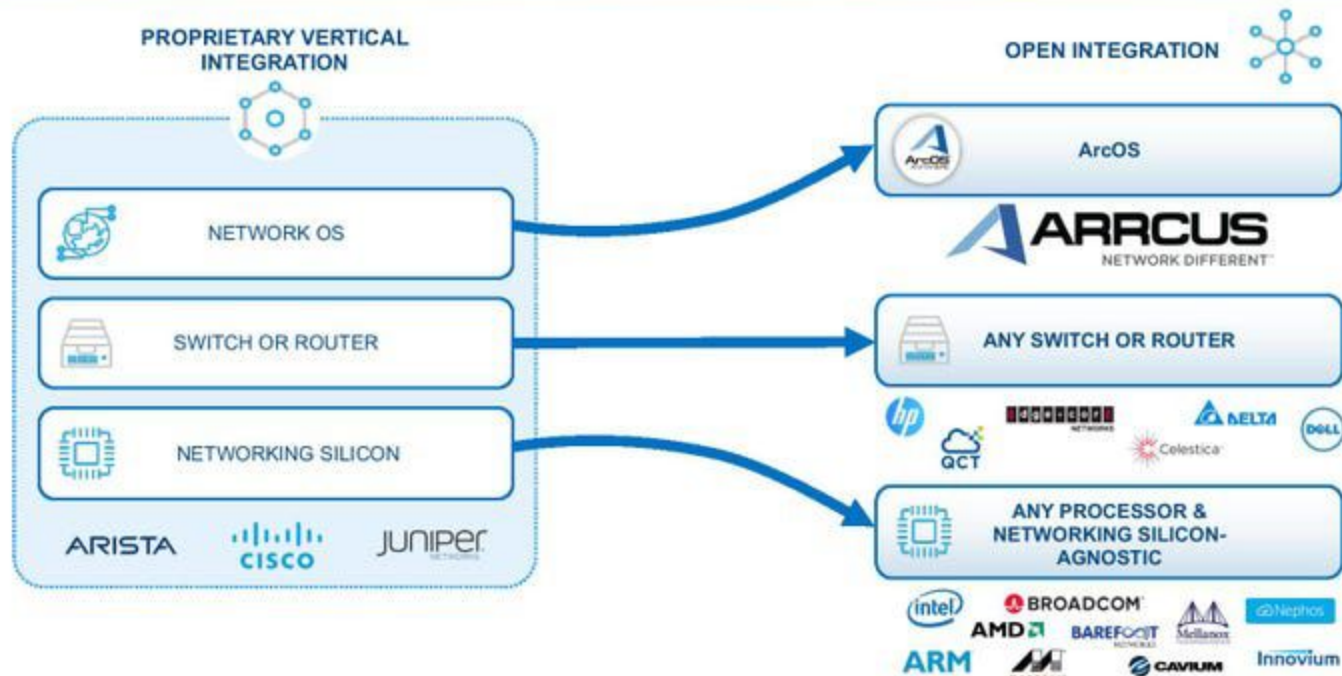
Arcus: The New OEM



- **Best-in-Class Software**
- **Flexible Consumption Model**
- **Lower TCO**

Select the Right Software with the Right Hardware at the Right Costs

Arcus Enables Choice



ArcOS Routing: Key Customer Benefits



SUPERIOR
PERFORMANCE

FLEXIBLE
DEPLOYMENT

LOWER
TCO



- **ArcOS: Network Operating System (NOS)**
 - Carrier Grade at Internet Scale
 - Open, Composable and Micro-Services
 - Physical, Virtual & Cloud Environments Supported
- **ArcIQ: AI-Driven Network Operations Center (AI-NOC)**
 - Highly Correlated Data Analytics
 - Network Security, Traffic Engineering & Health
 - SaaS/Cloud Services based Offering
- **Arcus: The New OEM**
 - Proven Experienced Team; Execution Oriented
 - Focused Product, Market and Customer Strategy
 - Expansive Use Cases