



MongoDB Launches AI Innovators Program to Help Organizations Build with Generative AI

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New MongoDB AI Innovators Program fast tracks access to technology and partnerships to accelerate product development and go-to-market opportunities with MongoDB

NEW YORK, June 22, 2023 /PRNewswire/ -- MongoDB, Inc. (NASDAQ: MDB) today at its developer conference MongoDB.local NYC announced the MongoDB AI Innovators Program—which provides organizations building AI technology access to credits for MongoDB Atlas, partnership opportunities in the MongoDB Partner Ecosystem, and go-to-market activities with MongoDB to accelerate innovation and time to market. The MongoDB AI Innovators Program consists of the AI Startups track for early-stage ventures and the AI Amplify track for more established companies—both of which provide opportunities to join a community of founders, developers, and MongoDB experts to bring AI-powered solutions to market more quickly. To get started with the MongoDB AI Innovators Program, visit mongodb.com/startups/ai-innovators.



Generative AI is changing technology stacks from developer tooling to back-office functions to application end-user experiences. With today's breakneck pace of innovation, organizations from early-stage startups to established enterprises are exploring ways they can take advantage of generative AI to reimagine business operations, invent entirely new ways of doing business, and disrupt industries. However, organizations face the challenges of incorporating generative AI into their existing applications by bolting on additional technology or having to build new classes of applications from the ground up—both of which are expensive, time consuming, and require specialized knowledge. Because of these challenges, many organizations are unable to establish the best path forward with the right technology stack for their use cases and risk being outpaced by competitors. These organizations want a clearer path to innovation with generative AI and the ability to work with established technology leaders by using the best tooling for the job, working with partners that are subject matter experts, and identifying ways to get their AI-powered applications to market quickly.

With the MongoDB AI Innovators program, organizations of all sizes have the opportunity to work with MongoDB and its global network of partners for free access to technology, go-to-market initiatives, and collaboration with subject matter experts:

- **Expanded MongoDB Atlas credits:** The AI Startup track of the MongoDB AI Innovators Program provides eligible organizations up to \$25,000 in credits for MongoDB Atlas—the leading multi-cloud developer data platform that accelerates and simplifies building with data—in addition to credits available via the MongoDB for Startups program. With the capabilities needed to work with large-language model (LLM) embeddings using MongoDB Atlas Vector Search and seamless access to LLM tools and providers (e.g., AWS, Anthropic, Google Cloud, Hugging Face, LangChain, LlamaIndex, Microsoft Azure, MindsDB, and OpenAI), organizations can build AI-powered applications with MongoDB Atlas to reimagine end-user experiences on a single platform with the performance, security, and scale modern applications require. Since 2019, MongoDB has provided over \$25 million in credits to more than 8,000 startups to help companies like Vanta, Unqork, and Concured rapidly prototype and iterate applications and bring them to production with MongoDB Atlas. With expanded access to MongoDB Atlas credits, startups have the opportunity to remove technological barriers and go from idea to AI-powered solution more quickly and at less cost. Expanded access to MongoDB Atlas credits is also available to startups that enter the program through MongoDB Partners—including AWS, Google Cloud, and Microsoft Azure—anc eligible startups can apply to work with MongoDB Ventures to help secure early-stage funding.
- **Amplify visibility into products and accelerate time to market:** While the AI Startup Track provides early-stage startups with exclusive benefits and additional MongoDB Atlas credits, the AI Amplify track is open to a wide range of business sizes and models. Through this program, AI submissions are fast-tracked by MongoDB experts and evaluated for strategic partnerships and joint go-to-market motions. Companies can take advantage of the AI Amplify track to get greater visibility into projects and exposure to new markets. MongoDB technical experts are also available for solutions architecture and to help identify compelling use cases to use in co-marketing opportunities.
- **Access to MongoDB Partners and solutions:** The MongoDB Partner Ecosystem includes more than 1,000 organizations ranging from Databricks to BigID to Accenture, and MongoDB is the only independent software vendor (ISV) featured in all three major cloud providers' startup programs. MongoDB customers like Forbes, Toyota, and Powerledger have taken

advantage of industry solutions and technology integrations with MongoDB Partners to accelerate their pace of innovation and bring new applications to market more quickly. Organizations that participate in the MongoDB AI Innovators Program will have prioritized access to opportunities with MongoDB Partners, and eligible organizations can be fast-tracked to join the MongoDB Partner Ecosystem to build seamless, interoperable integrations and joint solutions under the Technology path; build modern, resilient, and secure solutions faster in the Powered by MongoDB path; or create innovative solutions with proven expertise and certified skills in the Services path—all with a go-to-market focus and together bringing AI solutions to new and existing users.

"We're at an inflection point with generative AI, with startups and established companies exploring how they can use new technology to change the way they do business and disrupt industries," said Peder Ulander, Chief Marketing and Strategy Officer at MongoDB. "We have a long history of partnering with startups and enterprises to help them build new products and services using MongoDB Atlas and are thrilled to offer additional resources and the opportunity for developers and founders to join a community of innovators that are working to build the future with AI."

Altimeter is a leading technology-focused investment firm built by founders for founders. "Enterprises are seeing a disruptive shift with the rise of AI, particularly generative AI," said Pauline Yang, Partner at Altimeter. "Every company needs to re-imagine its products and the roles AI will play in both internal and external applications and workflows. Developers play a critical role in ensuring the success of democratizing and deploying this technology."

Redpoint partners with visionary entrepreneurs to create new markets and redefine existing ones. "Recent advancements in AI have illuminated a transformational shift in our industry that is on par with—and maybe even more impactful than—the advent of mobile," said Erica Brescia, Managing Director at Redpoint. "New AI-powered platforms for software development promise an explosion of new apps and will eventually redefine what it means to be a developer. In the short term, they are already enabling developers to be several times more productive, and as they continue to become more powerful, the skills a developer needs to be successful will change completely. The only question is how long this will take. One thing seems for sure: it will be years and not decades."

MongoDB Developer Data Platform

MongoDB Atlas is the leading multi-cloud developer data platform that accelerates and simplifies building with data. MongoDB Atlas provides an integrated set of data and application services in a unified environment to enable developer teams to quickly build with the capabilities, performance, and scale modern applications require.

About MongoDB

Headquartered in New York, MongoDB's mission is to empower innovators to create, transform, and disrupt industries by unleashing the power of software and data. Built by developers, for developers, our developer data platform is a database with an integrated set of related services that allow development teams to address the growing requirements for today's wide variety of modern applications, all in a unified and consistent user experience. MongoDB has tens of thousands of customers in over 100 countries. The MongoDB database platform has been downloaded hundreds of millions of times since 2007, and there have been millions of builders trained through MongoDB University courses. To learn more, visit [mongodb.com](https://www.mongodb.com).

Forward-Looking Statements

This press release includes certain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements concerning MongoDB's AI Innovators Program. These forward-looking statements include, but are not limited to, plans, objectives, expectations and intentions and other statements contained in this press release that are not historical facts and statements identified by words such as "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "plan," "project," "will," "would" or the negative or plural of these words or similar expressions or variations. These forward-looking statements reflect our current views about our plans, intentions, expectations, strategies and prospects, which are based on the information currently available to us and on assumptions we have made. Although we believe that our plans, intentions, expectations, strategies and prospects as reflected in or suggested by those forward-looking statements are reasonable, we can give no assurance that the plans, intentions, expectations or strategies will be attained or achieved. Furthermore, actual results may differ materially from those described in the forward-looking statements and are subject to a variety of assumptions, uncertainties, risks and factors that are beyond our control including, without limitation: the impact the COVID-19 pandemic may have on our business and on our customers and our potential customers; the effects of the ongoing military conflict between Russia and Ukraine on our business and future operating results; economic downturns and/or the effects of rising interest rates, inflation and volatility in the global economy and financial markets on our business and future operating results; our potential failure to meet publicly announced guidance or other expectations about our business and future operating results; our limited operating history; our history of losses; failure of our platform to satisfy customer demands; the effects of increased competition; our investments in new products and our ability to introduce new features, services or enhancements; our ability to effectively expand our sales and marketing organization; our ability to continue to build and maintain credibility with the developer community; our ability to add new customers or increase sales to our existing customers; our ability to maintain, protect, enforce and enhance our intellectual property; the growth and expansion of the market for database products and our ability to penetrate that market; our ability to integrate acquired businesses and technologies successfully or achieve the expected benefits of such acquisitions; our ability to maintain the security of our software and adequately address privacy concerns; our ability to manage our growth effectively and successfully recruit and retain additional highly-qualified personnel; and the price volatility of our common stock. These and other risks and uncertainties are more fully described in our filings with the Securities and Exchange Commission ("SEC"), including under the caption "Risk Factors" in our Quarterly Report on Form 10-Q for the quarter ended April 30, 2023, filed with the SEC on June 2, 2023 and other filings and reports that we may file from time to time with the SEC. Except as required by law, we undertake no duty or obligation to update any forward-looking statements contained in this release as a result of new information, future events, changes in expectations or otherwise.

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