MongoDB Expands Global Collaboration with Microsoft

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Strategic partnership accelerates workload migrations to MongoDB Atlas on Microsoft Azure

NEW YORK, July 18, 2023 /PRNewswire/ -- MongoDB, Inc. (NASDAQ: MDB) today announced a significant expansion of a multiyear strategic partnership agreement with Microsoft. MongoDB and Microsoft are committing to a broad range of initiatives to make it easier for customers to advance their cloud adoption journeys, including easier access to MongoDB Atlas within the Microsoft commercial marketplace. Millions of developers who access the Azure portal will be able to discover and use MongoDB Atlas.

As part of the agreement, MongoDB will work with Microsoft to enhance how customers experience MongoDB Atlas running on Azure by delivering go-to-market initiatives and creating developer enablement and training programs. Additionally, MongoDB will deepen their technology integrations with Microsoft to better serve their mutual customers.

The strategic partnership agreement follows recent collaborations between the two companies announced at Microsoft Ignite, which included a pay-as-you-go MongoDB Atlas offering. MongoDB Atlas currently integrates with first-party Microsoft services such as Azure Synapse Analytics, Azure Event Hub, Microsoft Power BI, Microsoft Purview, Azure Logic Apps, and Microsoft Power Automate.

With today's announcement, other integrations under development will include Microsoft data, AI and analytics, and low-code services. MongoDB has also partnered with Microsoft for Startups to provide free MongoDB Atlas credits, and other benefits as a featured offer in Founders Hub. Together, MongoDB and Microsoft offer startups the speed, unlimited scale, and security they need to move from ideation to growth.

Used by 95 of the Fortune 100, Mural—a leading collaborative intelligence company that helps its customers to power ideation, team building, education, and alignment—migrated its platform to MongoDB Atlas on Azure in 2019. Since that time, MongoDB Atlas has enabled Mural to keep up with the massive growth the company has experienced, particularly in the last two years, without adding headcount.

"Looking at the software landscape today, everyone wants to stitch together all of their different software solutions with whatever platforms they're on. When a really rich partner ecosystem exists, and brings value by integrating foundational services, it enables organizations like ours to deliver powerful new services to our customers," said Rebecca Campbell, Vice President of Engineering at Mural. "Working with MongoDB on Azure has enabled us to build and ship faster, and ultimately to provide more value to our customers."

"As more products and services come together on the Microsoft commercial marketplace, customers get a better experience by being able to streamline their billing and procurement process," said Alan Chhabra, Executive Vice President, Worldwide Partners and Asia at MongoDB. "Many of our customers want to run MongoDB Atlas on Azure, but have lacked the proper incentives and a smooth deployment experience. Through this expanded collaboration with Microsoft, we're making it easier for our customers to seamlessly integrate MongoDB Atlas into their Azure infrastructure to power the next generation of applications."

"Developers are the key to creating the innovations that drive enhanced customer experiences," said Arun Ulagaratchagan, CVP, Azure Data at Microsoft. "MongoDB is loved by developers all over the world, and in order to better serve our customers, we're expanding our business and technical partnership in order to provide a best-in-class MongoDB experience with MongoDB Atlas on Azure."

MongoDB Atlas is the best way to deploy and scale MongoDB on the Azure Cloud. To get started, visit azure.com/mongodb.

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.

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 regarding a strategic partnership agreement with Microsoft. 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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MongoDB
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