MongoDB and Google Cloud Announce Expanded Partnership on Cloud Services

April 9, 2019

NEW YORK, April 09, 2019 (GLOBE NEWSWIRE) -- MongoDB, Inc. (Nasdaq: MDB), the leading modern, general purpose database platform, today announced a new business partnership with Google Cloud Platform (GCP) that will provide deeper product integration, unified billing and an expanded go to market relationship to better serve the needs of customers everywhere. MongoDB Atlas, a fully-managed global cloud database service, will be integrated directly with the GCP Console and marketplace to provide joint customers of MongoDB and GCP a number of new benefits.

Offering MongoDB Atlas as a first class service on GCP means customers will get a seamless and unified experience as MongoDB Atlas is tightly coupled with core GCP services such as identity and access management, logging and monitoring, Kubernetes and Tensorflow.

This partnership will also simplify and integrate billing, as joint customers will be able to purchase MongoDB Atlas at par with how they purchase other first party GCP services. In addition, the two companies will partner closely on go-to-market efforts, including sales incentives, making it easier for customers to run and scale MongoDB Atlas on GCP.

"We put a huge priority on giving our customers the benefits of a modern, general-purpose database with the freedom to run their workloads anywhere, so enabling MongoDB Atlas as a first class service in the GCP Console is a perfect example of how deep partnerships create more choice and value for the customer," said Alan Chhabra, Senior Vice President of WW Partners at MongoDB. "This new solution will give joint customers a deeper level of technical integration, better user experience and a number of compelling business benefits. We are excited about the tremendous opportunities this partnership creates for both companies."

"We are thrilled to take our partnership with MongoDB to the next level through deeper integrations of MongoDB Atlas with our platform and tighter collaboration on go-to-market," said Kevin Ichhpurani, Corporate Vice President, Global Partner Ecosystem at Google Cloud. "We are committed to shared innovation and success alongside our partners and we look forward to continuing to work closely with MongoDB to bring best of breed solutions to our customers."

This new service will be available for joint customers beginning with GCP marketplace integration this summer.

Resources:

- Get started today with MongoDB Atlas on GCP free tier

About MongoDB

MongoDB is the leading modern, general purpose database platform, designed to unleash the power of software and data for developers and the applications they build. Headquartered in New York, MongoDB has more than 13,000 customers in over 100 countries. The MongoDB database platform has been downloaded over 60 million times and there have been more than one million MongoDB University registrations.

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 the benefits of our expanded partnership with GCP. 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: our limited operating history; our history of losses; failure of our database 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 maintain the security of our software and adequately address privacy concerns; our ability to manage our growth effectively and successfully recruit and retain highly-qualified personnel; the price volatility of our common stock; and those risks detailed from time-to-time under the caption "Risk Factors" and elsewhere in our Securities and Exchange Commission ("SEC") filings and reports, including our Annual Report on Form 10-K filed on April 1, 2019, as well as future filings and reports by us. 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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