ATLASSIAN

in Jakarta '22

Your Future with Atlassian

Your Future with Atlassian

An Overview of Atlassian Solutions

YOUNG LI | ATLASSIAN SENIOR SOLUTIONS ENGINEER

Atlassian, in a snapshot

Founded in **2002** in Sydney

12 offices worldwide

5,000+ marketplace apps

Serving **80%** of the Fortune 500

8,000+ remote employees

700+ partners

230K+ customers

Used in **190+** countries

OUR MISSION

Unleash the potential of every team

TODAY'S BUSINESS DISRUPTIONS

Competitors

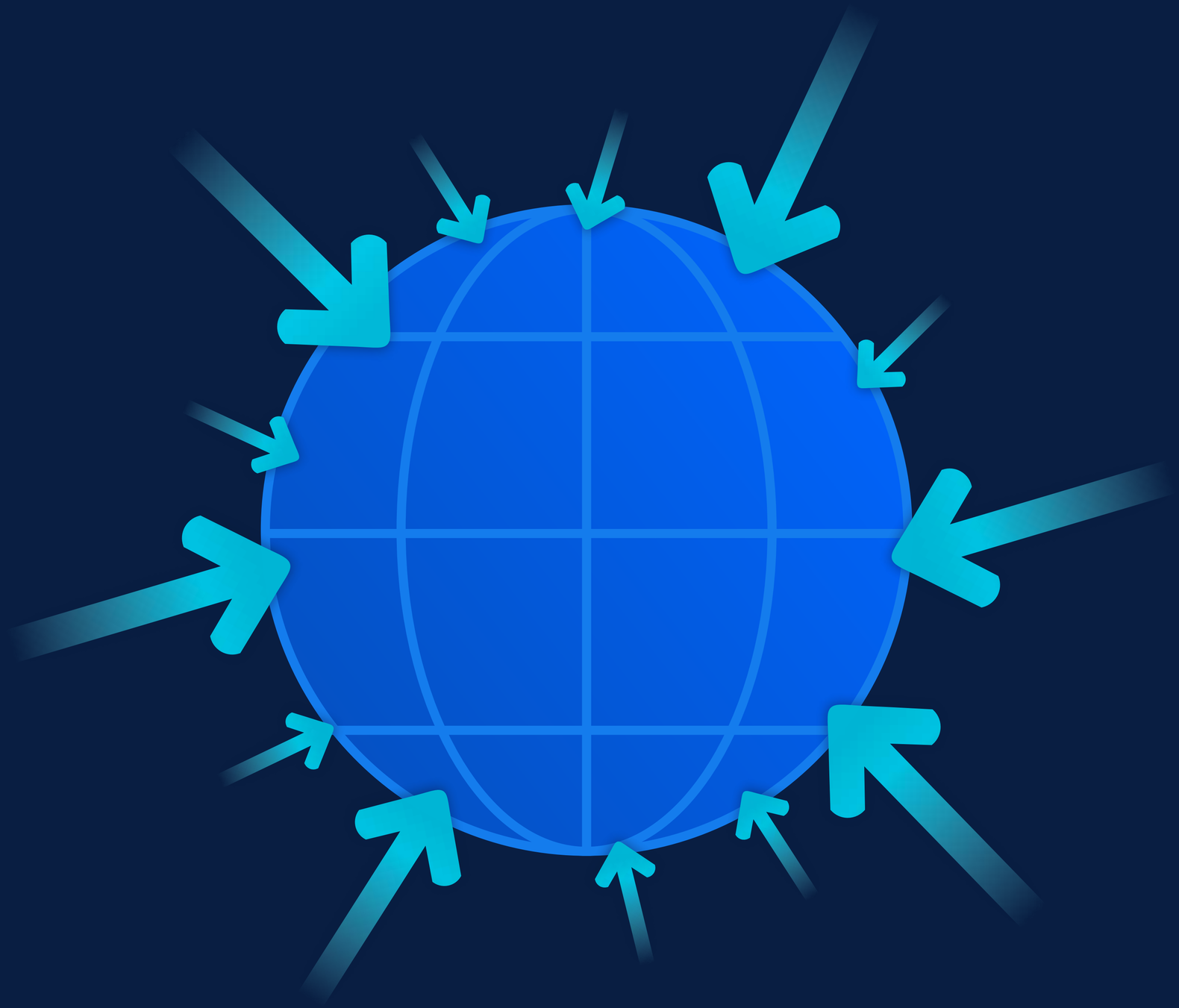
Customer Expectations

New Technology

New Ways of Working

Economic Changes

Political Changes



TO MAINTAIN

competitive advantage

TO EXCEED

customer expectations

TO MEET

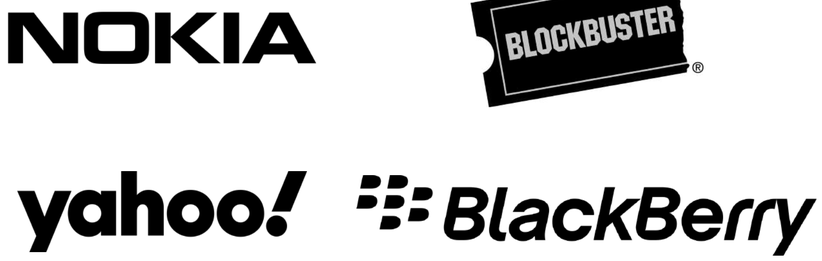
future needs

Average lifespan of S&P 500 company in 1965

32 years

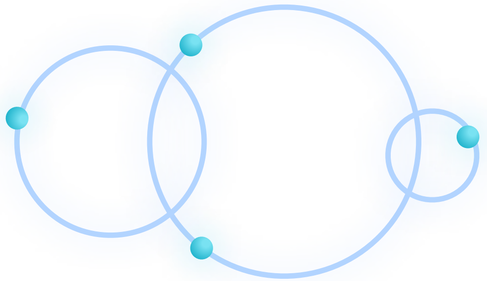
...and in 2020

21 years

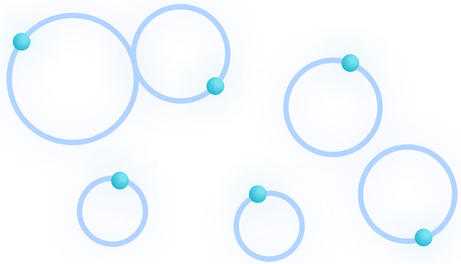


collaboration
Disconnected
information
workflows

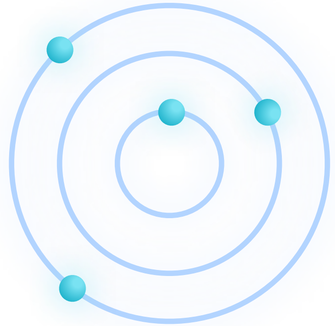
THE CONNECTED ENTERPRISE



ALL TEAMS
working together



They operate with
AUTONOMY



Those teams are
ALIGNED

BENEFITS

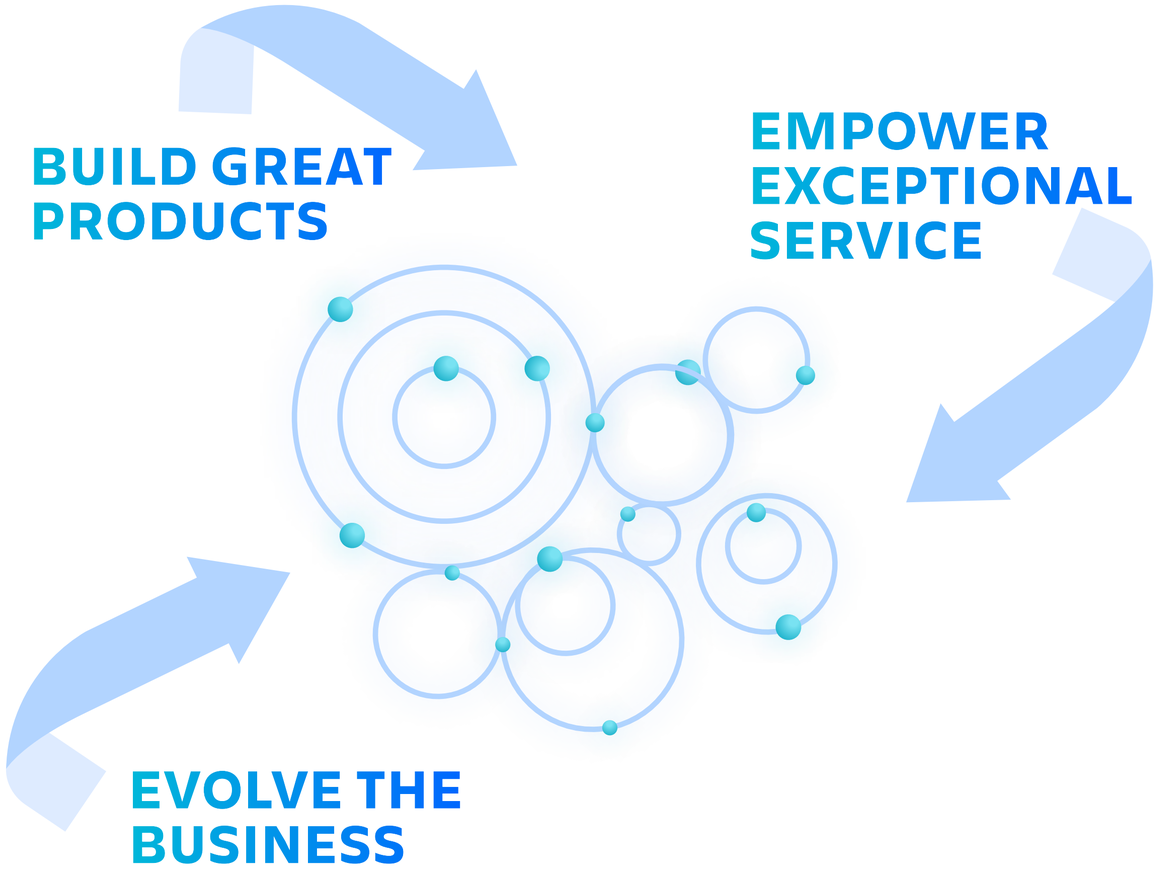
- Improve quality and speed to market
- Design & automate digital workflows
- Attract and retain talent with modern solutions
- Connect technical and non-technical teams
- Streamline collaboration and workflows
- Gain insights to improve decision making

Atlassian is

A PLATFORM FOR TEAMWORK

We help you **build a connected enterprise** by empowering your teams to work differently, together.

TRANSFORM ALL TEAMS



TRANSFORM
ALL TEAMS

OPEN & FLEXIBLE

TRANSFORM
ALL TEAMS

OPEN &
FLEXIBLE

ONE PLATFORM

TRANSFORM
ALL TEAMS

OPEN &
FLEXIBLE

ONE
PLATFORM

PRACTICES

The New System of Record

Customer

Finance

People

Work

Work is linked to outcomes

With seamless collaboration

Open endpoints and automation

SOLUTIONS FOR ALL TEAMS IN AN ORG

AGILE & DEVOPS

For Software Teams

ITSM & ITOPS

For IT Teams

WORK MANAGEMENT

For Business Teams

SOLUTIONS SUPPORTED BY UNIFYING PRODUCTS

AGILE & DEVOPS

For Software Teams

ITSM & ITOPS

For IT Teams

WORK MANAGEMENT

For Business Teams

Jira

- Jira Software
- Jira Align
- Bitbucket
- Confluence

- Jira Service Management
- Confluence
- Opsgenie
- Statuspage

- Jira Work Management
- Confluence
- Jira Align
- Trello

ENTERPRISE PLATFORM

SOLUTIONS WITH ENTERPRISE-GRADE FOUNDATIONS

AGILE & DEVOPS

For Software Teams

ITSM & ITOPS

For IT Teams

WORK MANAGEMENT

For Business Teams

Jira Software Jira Align Bitbucket Jira Service Management Confluence Statuspage Trello

COMPLIANCE, GOVERNANCE, & SECURITY

ADMIN CONTROLS, USER MNGMNT

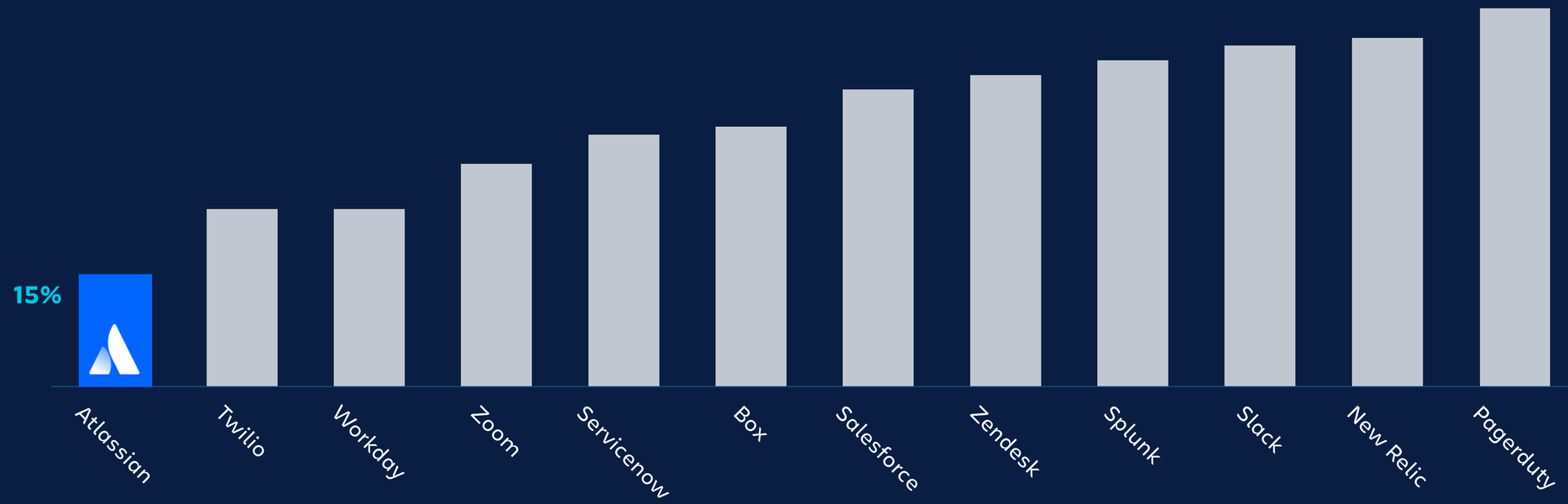
SCALE, PERFORMANCE, & AVAILABILITY

APPS & EXTENSIBILITY

SMARTS, INSIGHTS & METRICS

ENTERPRISE SERVICES, SUPPORT, & MIGRATION

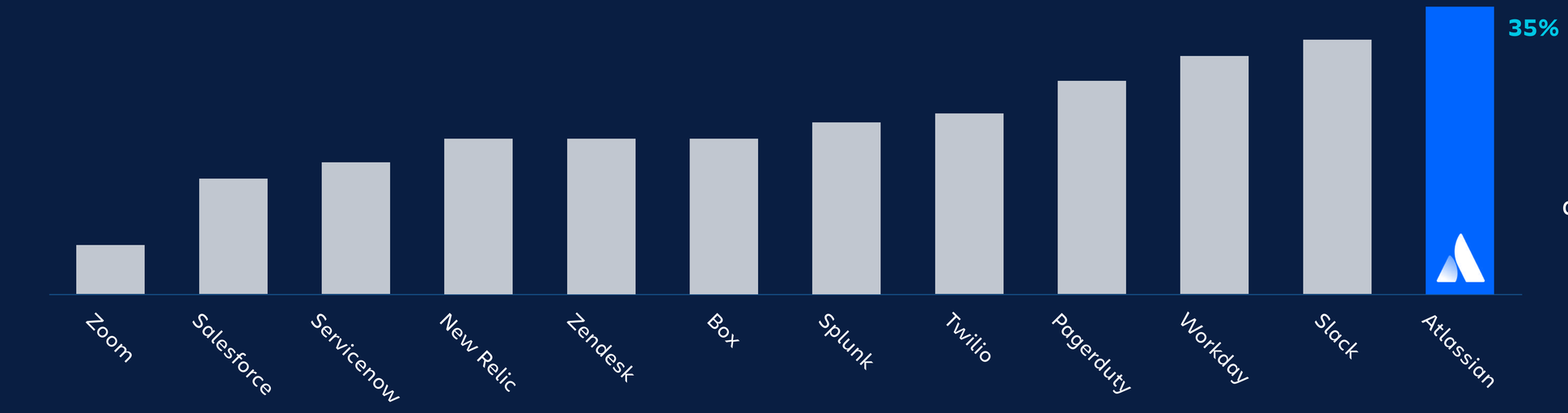
OUR DIFFERENTIATED MODEL



Non-IFRS

S&M

as % of revenue



Non-IFRS

R&D

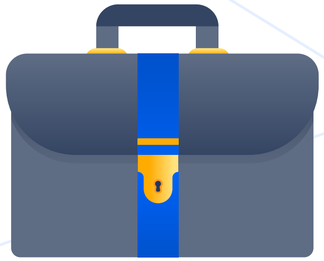
as % of revenue

Excludes stock based compensation and amortization of acquired intangibles. All figures are last twelve month data as of June 30, 2020; or last twelve month data as of July 31, 2020 for companies with a fiscal year ending January 31. Reconciliation to equivalent IFRS measures is available in Appendix.

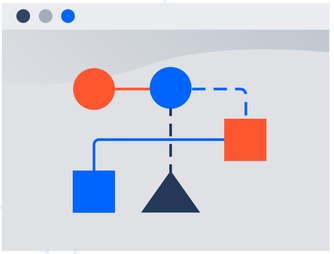
A GLOBAL PARTNER NETWORK TO HELP YOU SCALE

Consulting

Implementation and integration



Managed services



Solution specialization

Atlassian Team Playbook

ANZ + Atlassian

“The people that survive in that disruptive world are those that can adapt, and those that can adapt and scale at speed.”

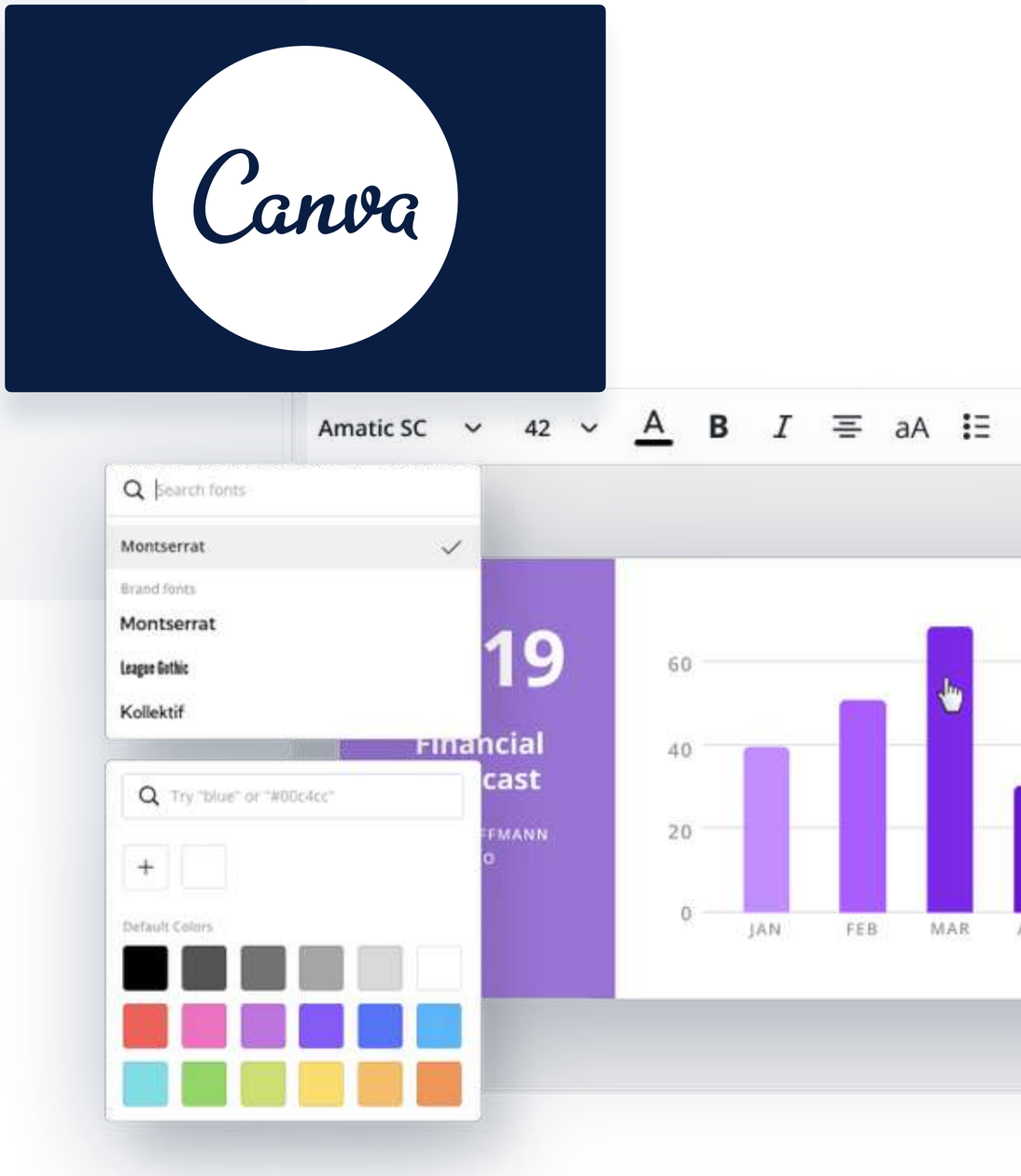
-SHANE ELLIOTT, CEO of ANZ Bank

- Increased speed to market by implementing agile practices of constant iteration
- Improved productivity by connecting disparate teams and enabling open work
- Increased accountability and empowerment across various product squads to speed innovation

Canva + Atlassian

“Work becomes a lot more visible when it’s all in one place. It makes collaboration a whole lot easier and facilitates that transparency”

-JEFF LAI, Internal infrastructure at Canva



- Brought tech and non-tech teams onto the same platform, increasing visibility and agility
- Saved 150 hours each month through automation and connected workflows
- Improved productivity with a single source of truth across a distributed team

THE HOME DEPOT
AMADEUS
Hertz
Avira
Telefónica
citi
SUNCORP
PUMA
macy's
ANZ
NCR
Sotheby's
Spotify
airbnb
ADVANTEST
NVIDIA
Atos
LAND ROVER
CITRIX
TESCO
Micron
Mutual of Omaha
Neiman Marcus
netSpend
nielsen
SIEMENS
SK telecom
Time Warner Cable
DIRECTV
BBC
BOSCH
Southwest
CSC
workday
EMC²
TERADATA
CABLEVISION
T-Mobile
CORT
SCHOLASTIC
THALES
LG
HomeAway
NESPRESSO
LINE
FUJITSU
Adobe
viacom
cisco
MORNINGSTAR
CITRIX
Standard Bank
LinkedIn
SAMSUNG
intuit
verizon
NOKIA
SiriusXM
SATELLITE RADIO
LOWE'S
QVC
DOWJONES
Quicken Loans
Expedia
Scotiabank
HELLOWORLD
SEAGATE
SOPHOS
NetApp
Verifone
BOSE
NORDSTROM
WD Western Digital
WebMD
Zillow
PAYCHEX
VISA
AMD
Marriott
McKESSON
RBS
The Royal Bank of Scotland
Sapient
VOLVO
Hilton
CapitalOne
amdocs
GHX
BERTELSMANN
PANDORA
AUTODESK
BBVA
SOFTLAYER
PayPal