

Through the Popular Open-Source Cascading Project, Concurrent is Committed to making it Easier for Enterprises in a Broad Spectrum Of Industries to Create Robust Big Data Applications

**Business Services
Enterprise Big Data**

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Gary Nakamura
CEO

BIO: Gary is Chief Executive Officer of Concurrent. He joined Concurrent in January 2013 to drive Concurrent through its next phase of growth. Gary has over 20 years of experience as a business executive with extensive experience in enterprise and open-source software. Gary has a winning track record in technology companies in high-growth markets, and joins Concurrent from Terracotta where he was the SVP & General Manager.

About Concurrent, Inc.:

Concurrent is focused on building the Enterprise Big Data Application Platform.

Founded in 2008 by Chris K. Wensel, the author of the popular open-source Cascading project, Concurrent is committed to making it easier for the Enterprise to create robust Big Data applications.

Concurrent offers enterprise software and service offerings for organizations building solutions on Cascading. Users of Cascading span across a broad spectrum of industries including Social Media, Retail, Financial Services, Telecommunications, Bioinformatics and Geospatial.

Concurrent is headquartered in San Francisco, CA. We are a privately held company with funding from Rembrandt Venture Partners and True Ventures.

**Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine**

CEOCFO: Mr. Nakamura, you are fairly new as CEO to the company. Would you tell us what attracted you to Concurrent?

Mr. Nakamura: My experience in helping to grow and expand Terracotta provides an excellent knowledge base for the type of growth I expect to drive at Concurrent. The founder, Chris Wensel has created very viable, leading open source technology that he believed could be leveraged in new directions. As a result, the opportunity existed to find a leader that could help them leverage the existing assets that they have and help build a business around the existing open source user base.

CEOCFO: What does the company do?

Mr. Nakamura: Concurrent is the company behind a very well known open-source development framework called Cascading. Cascading has been around for five years and is widely utilized to build applications on top of Hadoop. It has most recently hit its stride as Hadoop adoption and application development on Hadoop has moved into its next phase of maturity. Enterprises need a repeatable, reliable way to build data processing applications. Cascading essentially obfuscates the complexity of Hadoop and turns application development into more of a logical and rational paradigm. We have a plumbing metaphor where you put the pieces and parts together to create an application where data can flow from one step to the next. There are many companies that are utilizing Cascading today to operate and build applications that extract value from their large-scale datasets. Companies who are in the business of data like Twitter, eBay, Etsy, Nokia and Telefonica leverage Cascading for their Hadoop applications. We are investing more into Cascading to make it more widely applicable and useful to the Enterprise. We are also providing infrastructure software as well as management, monitoring, and catalogue capabilities for our users so that they can be more productive with their applications.

CEOCFO: Are there technologies that compete with the Cascading technology to make Hadoop more easy to use or are you unique in that area?

Mr. Nakamura: There are no direct competitors today, but there are many

new unrelated projects that are out there trying to make Hadoop easier to use. The challenge is that Hadoop is very complex and to make something very complex into something very simple is hard to do. Chris Wensel saw this very early on and developed Cascading. Since we have a five-year head start, I would say we are unique from the perspective of maturity, which is part of the reason why Cascading is so widely adopted today - it is useful, stable and companies are getting value out of it now. I would not say there are any immediate or direct competitors to the Cascading framework but there are some that are trying to solve point problems in and around the Hadoop ecosystem.

CEOCFO: What is the strategy to take the company to where you would like it to be?

Mr. Nakamura: We think we have an opportunity to build an application infrastructure company where we provide infrastructure software for organizations using Cascading as well as additional needs to run these applications inside of their data centers or in the cloud. The offering will be a commercial offering that is licensable to anybody who wants to buy it.

CEOCFO: How will you market to the potential community?

Mr. Nakamura: We are pretty tight with the community already and have several ways we communicate with them from mailing lists, website for technical content, meet ups, and our discussion forums and documentation. It is not going to be difficult for us to reach our users and let them know that there is additional value that can be utilized from Concurrent. Additionally, we have a book coming out this summer so that will also help. It is an O'Reilly published book that is going to create a significant amount of outreach. Quite frankly, the community is excited about what Cascading is bringing to the table so word of mouth works well for us.

CEOCFO: How did you decide there is a market for the additional services?

Mr. Nakamura: My background has been in the enterprise space for the last twenty years, starting with Netscape and BEA Systems in the middle-ware space and most recently at Terracotta. Now with Concurrent, we have thousands of deployments and tens of thousands of users we can speak with to understand their needs. We are focused on building valuable commercial capabilities that Cascading users can leverage today. We are actively involved with the community and user base and are focused on making sure that we add value to their everyday life.

CEOCFO: What is the financial picture for the company?

Mr. Nakamura: We closed our Series A round with some premiere venture

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capitalists; Rembrandt Venture Partners and True Ventures. We are happy and pleased about that and happy to have them on our board. The financing is going to enable us to invest in engineers and to focus on product development so that we can accelerate what we want to build for our user base. We expect to ship a commercially licensable product the first part of next year.

CEOCFO: What will you be looking for in the people you add to the company over and above the technical skills?

Mr. Nakamura: I love people who think outside the box and who have a can-do attitude when tackling big challenges. We love people who love to learn and take what they have learned and succeed. We look for superior technical skills, progressive learning, smarts, as well as creativity. This is the kind of team member who

is going to be quite valuable for us going forward.

CEOCFO: Is it difficult to find people with the technical skills?

Mr. Nakamura: There is a ton of talented technical people out there. It is not difficult to find them but it is difficult to hire them. It is a very competitive market.

CEOCFO: What is going to happen three months to six months from now moving ahead?

Mr. Nakamura: Currently the commercial product is in early alpha, so we already have users evaluating our early product offering. Our expectation over the next three to four months is to ship a beta version of the product that is readily available for external consumption so that the rest of our users can pick it up and use it. From there, we are going to learn

from that and really streamline to the offering and deliver to market the first commercially available product from Concurrent.

CEOCFO: Why should the business and investment community pay attention to Concurrent Inc.?

Mr. Nakamura: We are a very critical piece for Hadoop and the Big Data promise to materialize as a mainstream option for enterprises. We have a strong value proposition that is broadly applicable and focused on challenges that enterprises face today. In fact, we have 75 thousand downloads a month, thousands of deployments and tens of thousands of users. We are building a commercial company around those assets and have more deployments than any of the individual Hadoop vendors. Business and investors should pay attention because the applications are key to deriving business value from data in Hadoop. Concurrent & Cascading are leading the application infrastructure space.

CEOCFO: Final thoughts?

Mr. Nakamura: We will be looking for our Series B round in the latter part of this year.