



# University Partnering

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**Wes Avett - Account Executive, Education Practice**





The data and AI  
company



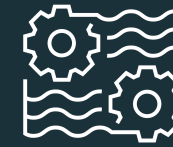
**6,000+**  
global employees



**\$1.5B+**  
in revenue



**4B+**  
in investment



Inventor of the  
**lakehouse**  
and pioneer of  
**generative AI**



**Gartner-recognized leader**  
Database Management Systems  
Data Science and Machine Learning  
Platforms



Creator of:



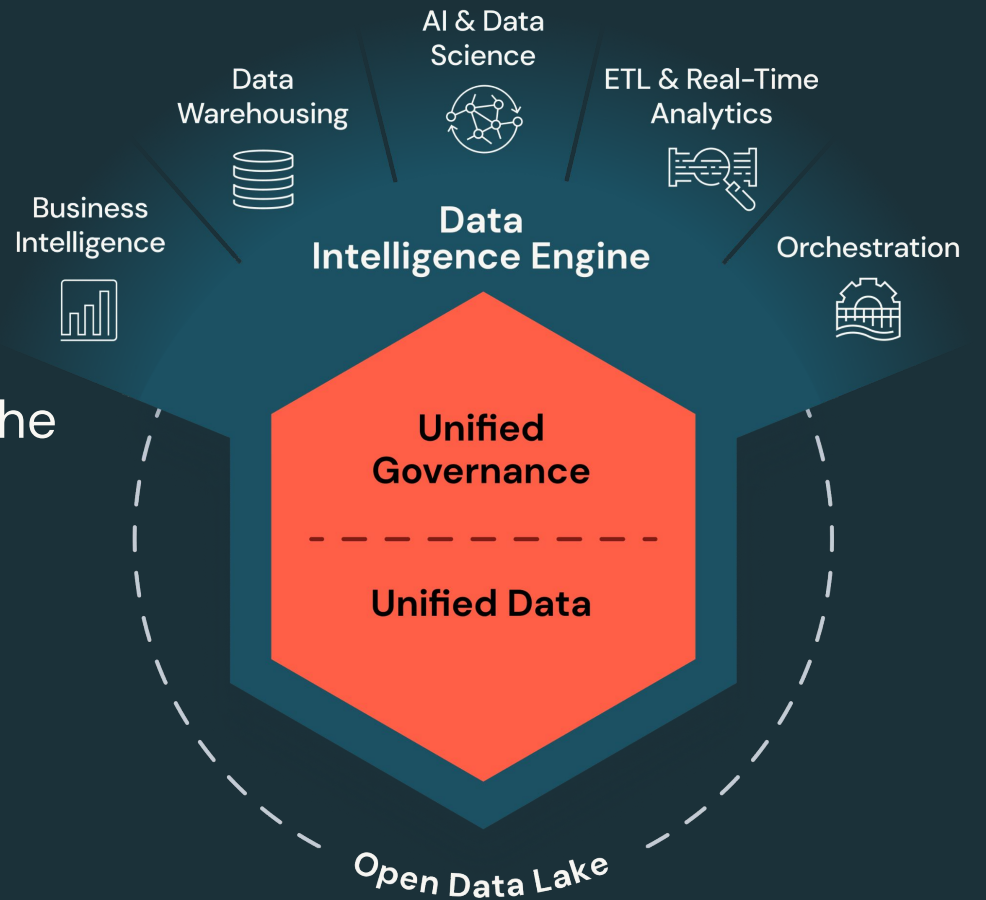
# Why Databricks

**2020**  
Databricks pioneered the lakehouse architecture

**Today**  
74% of global enterprises have adopted lakehouse

MIT Technology Review Insights, 2023

Databricks launches the **Data Intelligence Platform for Healthcare & Life Sciences**



# Databricks Customers

>10,000 globally

## **Retail & Consumer Goods:**

> 500 customers including 7 of the 10 largest retailers

9 of the 10 largest fast moving consumer goods (FMCG) companies

## **Financial Services:**

> 600 customers in the Financial Services industry across banking, insurance, capital markets and fintech

## **Communications, Media & Entertainment:**

> 350 customers

8 of the 10 largest media companies

## **Healthcare & Life Sciences:**

> 350 customers

9 of the 10 largest pharmaceutical companies

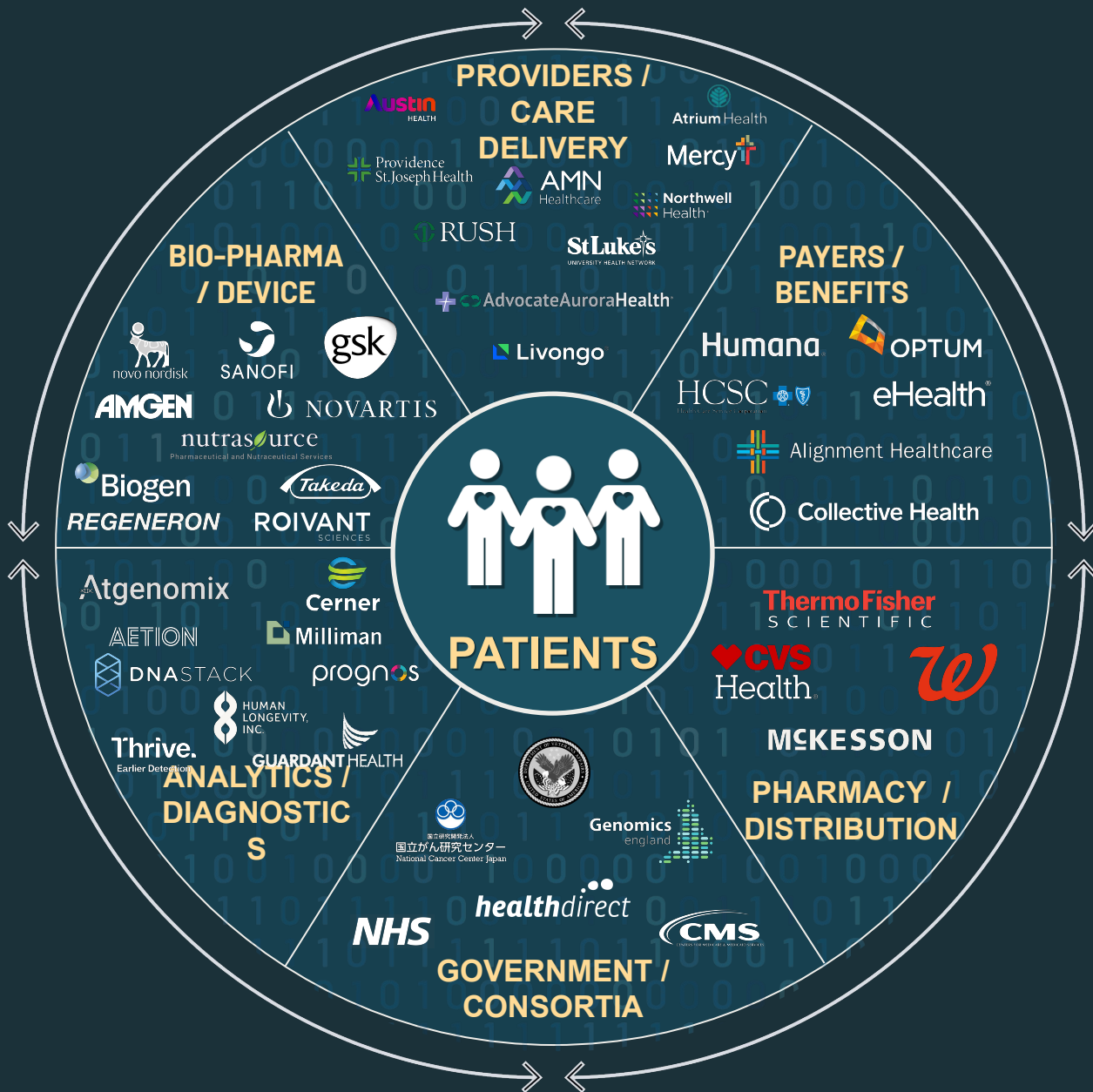
8 of the 10 largest healthcare companies

## **Public Sector:**

> 150 customers in the Public Sector representing some of the largest state, local and federal entities in the United States

## **Manufacturing:**

> 200 customers across the Manufacturing industry spanning Industrials, Automotive, Aerospace, Logistics, and High-Tech



Our ecosystem is **data-driven**

Databricks supports:

- 13 of the 15 largest global pharma
- 8 of the 10 largest US health insurers
- 17 of the 25 largest Integrated Delivery Networks in the US

# Building data-driven businesses

Databricks powers the biggest names in the industry

## Automotive



## Electronics & Hi-Tech



## Industrials



## Aerospace



## Transportation & Logistics



## Basic, Specialty & Finished



# Enterprise View

## University Partnering

Executive  
Sponsorships

Teaching & Learning

Research

Data Talent Pipeline

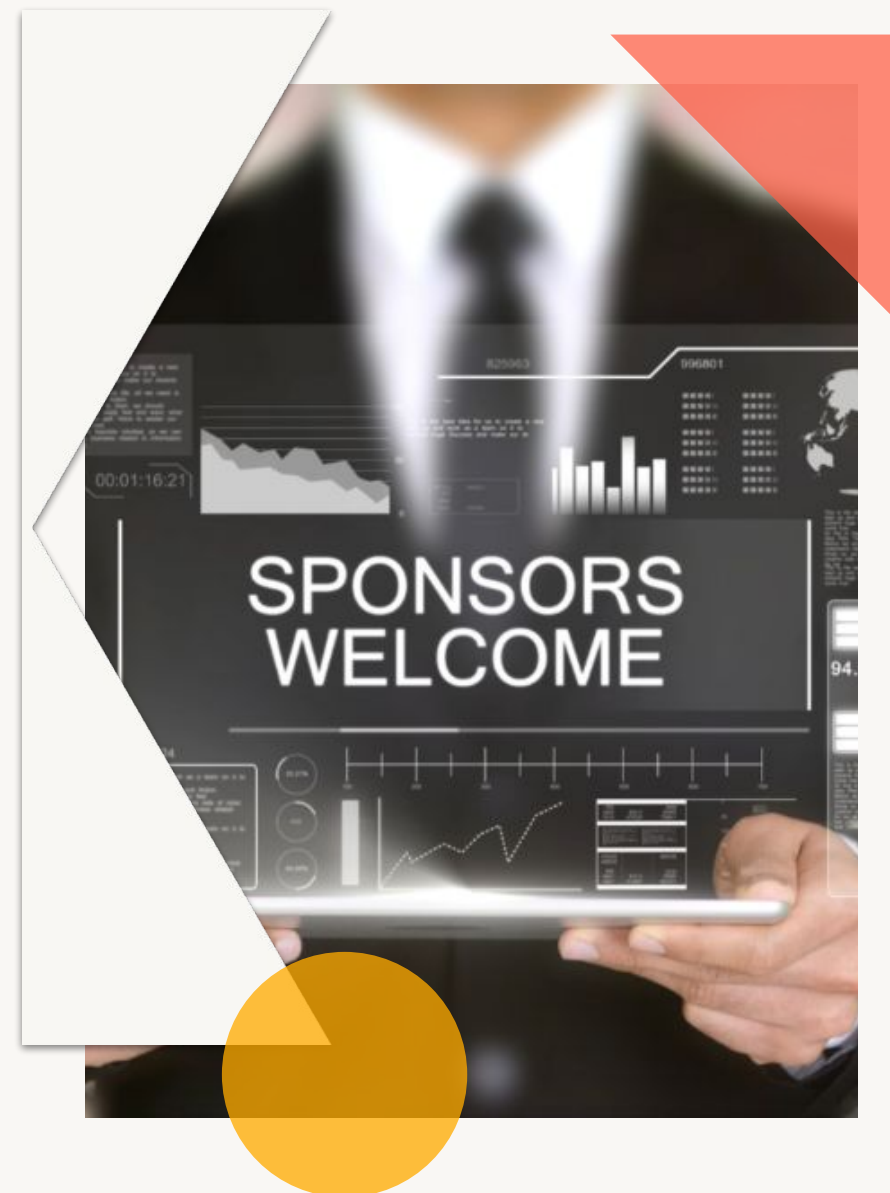
Recruiting

Operations

# Executive Sponsorship

## Leadership Engagement

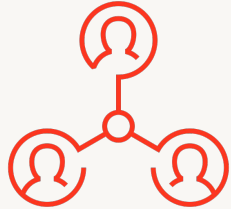
- 1 — Guest Lecturers
- 2 — Advisory Board Memberships
- 3 — Mentoring & Professional Development
- 4 — Events, Seminars, Etc.





# Data Talent Pipeline

Talent + Opportunity = Success



## Talent Connections

Connecting your graduates to Databricks customers who need your talent

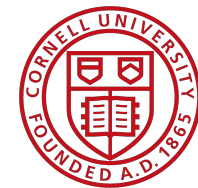


## Capstone Project Participation

Industry partners looking for student teams to work on specific projects using Databricks.

# Databricks University Alliance

70% of Top 25 Computer Science Institutions



# Teaching & Learning: University Alliance

Prepare the next generation of data scientists, engineers, and analysts using Databricks to meet industry demand for data and AI skills.



## Technology

- Access to full Databricks platform for qualified faculty
- Classroom pilots in CloudLabs and Vocareum
- Free cloud credits from AWS



## Resources

- Sample notebooks and introductory workshops
- Self-paced learning courses
- Certification exam discounts



## Community

- Educator Slack Workspace
- LinkedIn page
- Regular meetups
- Quarterly newsletter
- DAIS events

# Databricks University Alliance Resources

<https://databricks.com/university>

## For Educators



Access to [online community of educators](#) teaching Databricks



[Sample notebooks](#) and [introductory workshops](#)



Request free Databricks credits and cloud credits [powered by AWS] for classes with high-scale computing needs. Availability limited, email [rob.reed@databricks.com](mailto:rob.reed@databricks.com) for details.

## For Students



View one-hour hands-on [introductory workshops](#)



Sign up for the free [Databricks Community Edition](#)



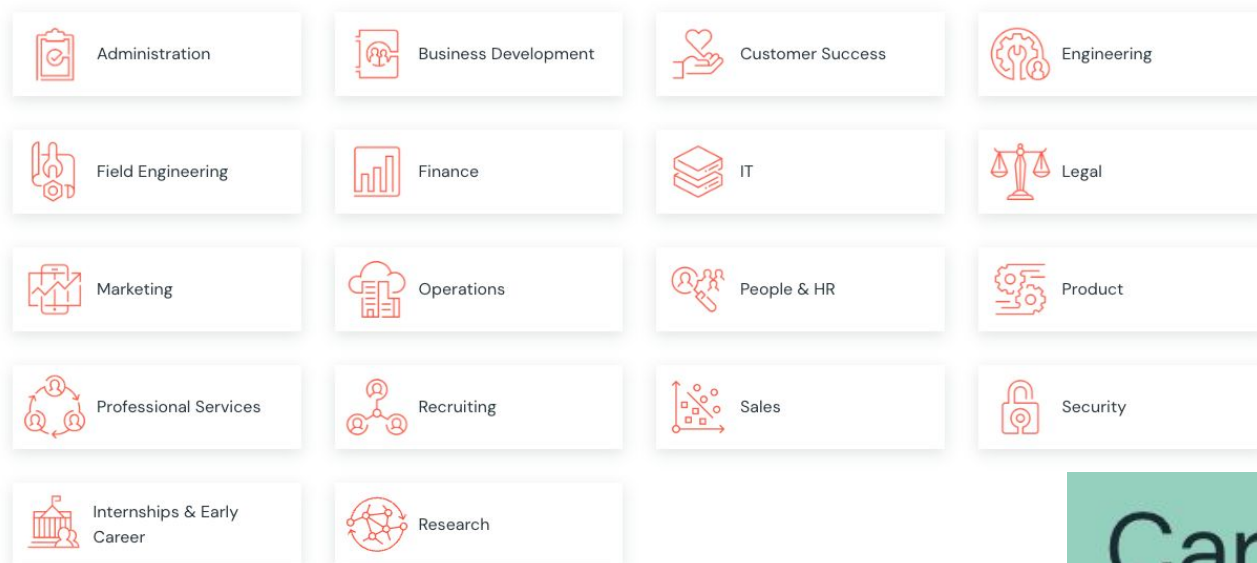
Access [free self-paced courses](#) on Databricks [only available to students from universities and must sign up with university-provided email address]



# Recruiting the best of the best

## Databricks is hiring!

### Find your team



## Careers at Databricks

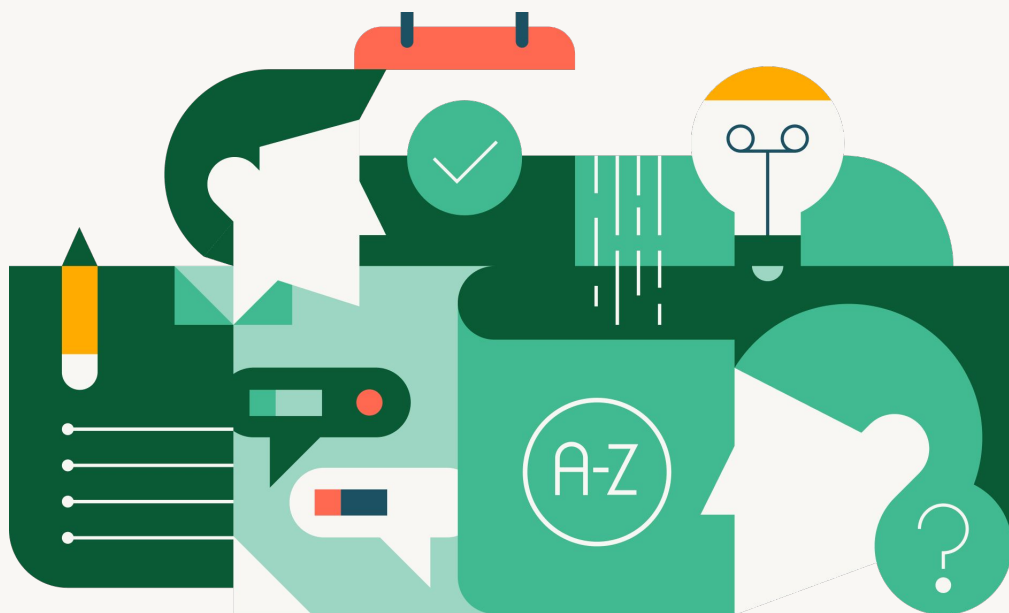
We're on a mission to help data teams solve the world's toughest problems. Will you join us?

[See open jobs](#)



# Academic Research

Accelerate research and discovery



Data science at scale for research projects funded by NSF, USDA, corporations, etc.

Simplify compute resources, data collaboration and data sharing

Secure AI for researchers

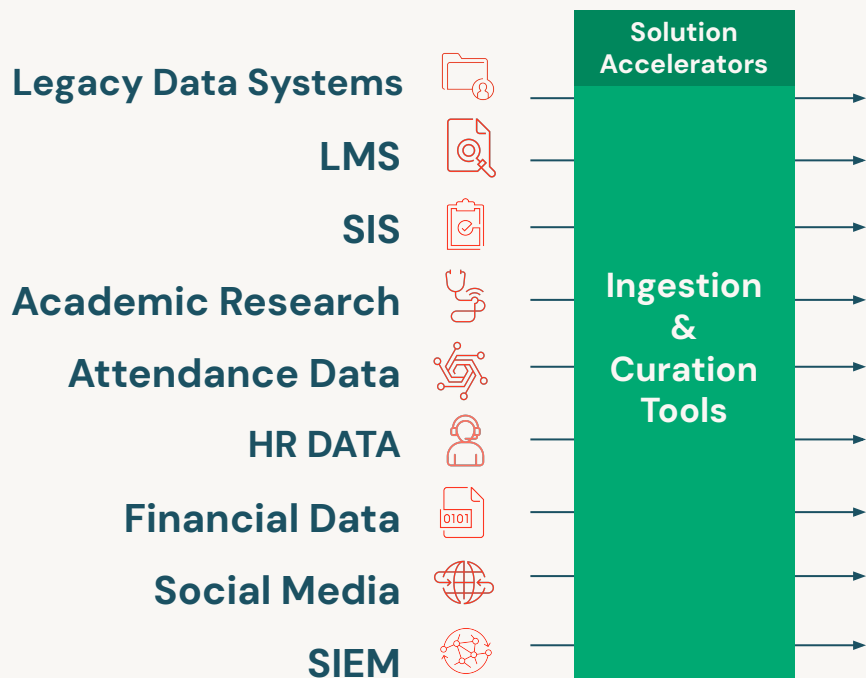
Connect academic researchers with our R&D team working on similar projects

# University Operations

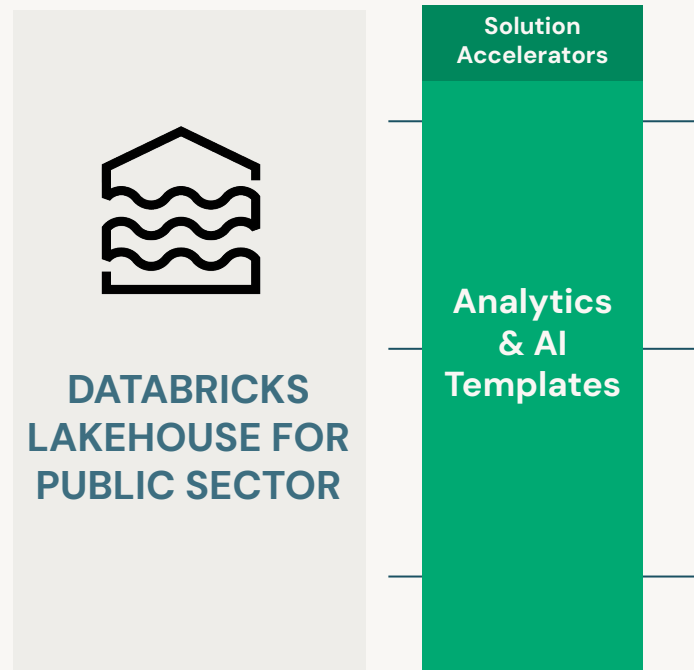
Innovating higher education with a unified approach to data & AI



## All of Your Data



## Real-Time & Reliable



## All of Your Use Cases

