

Mode Company Fact Sheet

Company Overview

Mode was founded in August 2013 by Derek Steer, Josh Ferguson, and Benn Stancil. The three worked together on the analytics team at Yammer, pre- and post-acquisition by Microsoft. After recognizing an acute need for a different kind of analytics software—one built by analysts for analysts—they founded Mode.

Product Overview

[Mode](#) builds technology that helps analysts unlock the value in data. As the single source of truth for ad hoc analysis, data tools, and dashboards, Mode's collaborative analytics platform makes a profound impact on an entire organization's ability to use its data effectively.

Mode connects to a variety of data sources including Amazon Redshift, Azure, Google BigQuery, Hive/Impala, MySQL, Postgres, Presto, Snowflake, SQL Server, Segment SQL, and Vertica.

Mode also supports the analytics community with [free learning resources](#), [open source SQL queries](#), and offers its tools for free to anyone analyzing public data.

Customers

Mode supports companies in a variety of industries and of a wide variety of sizes and stages. Marquee customers include Zenefits, Thumbtack, TuneIn, Clover Health, and Unbounce. Hear more from Mode customers [here](#).

Quick Facts

- Mode was founded in August 2013
- Mode is headquartered in San Francisco, CA
- Founders: Derek Steer, Benn Stancil, and Josh Ferguson
- Employees: 18

Founder Bios

Derek Steer is the CEO of Mode. Derek has a deep background in product monetization. Before co-founding Mode in 2013, Derek was an early member of Yammer's Analytics team. There, he led sales analytics and fostered a culture of data-driven decision across the company. Prior to joining Yammer, Derek worked on emerging market pricing as part of Facebook's monetization analytics team. He has also worked in antitrust economics, performing competition and pricing analysis for Fortune 500 companies including Google, IBM, and Oracle.

Benn Stancil is the Chief Analyst of Mode. Benn is also involved in the public data community and regularly publishes analysis on variety of topics from the tech community to San Francisco, from sports to pop culture. He previously worked on Yammer's analytics team, where he helped

lead product analytics. Prior to Yammer, Benn was an economic analyst at the Carnegie Endowment for International Peace, a DC think tank.

Josh Ferguson is the CTO of Mode. Prior to co-founding Mode he was the Director of Data Services at Yammer where his team was responsible for developing the internal data pipelines, services, and tools for ad-hoc analysis, A/B testing, and sales automation. In his 15 year tenure as a software engineer Josh has worked in a diverse set of areas including content management systems, e-commerce, social gaming, and analytics.

Mode Links

- [Mode Website](#)
- [Mode Playbook \(Open Source SQL Queries and Visualizations\)](#)
- [SQL School](#)
- [Blog](#)
- [Facebook](#)
- [Twitter](#)
- [Logos & Screenshots](#)

Funding

\$10.425M total to date.

- August 2015: \$7.5M Series A led by Steve Vassallo at Foundation Capital with participation from existing investors Goldcrest Capital and Arnold Capital.
- June 2014: \$2M additional seed funding led by Joe Lonsdale at Formation8 with participation from Panorama Point, Goldcrest Capital, Alexis Ohanian, Garry Tan, and a number of angel investors.
- January 2014: \$375K seed round with participation from Goldcrest Investments, Valor Equity Partners, and a number of angel investors.
- October 2013: \$550k seed round led by David Sacks, with participation from several former Yammer executives.