



GitLab

Everyone can contribute

# GitLab is the most popular solution for the Enterprise



### COMPANY

- Incorporated in 2014
- 700+ employees across 56 countries
- GitLab Federal entity est. in 2018



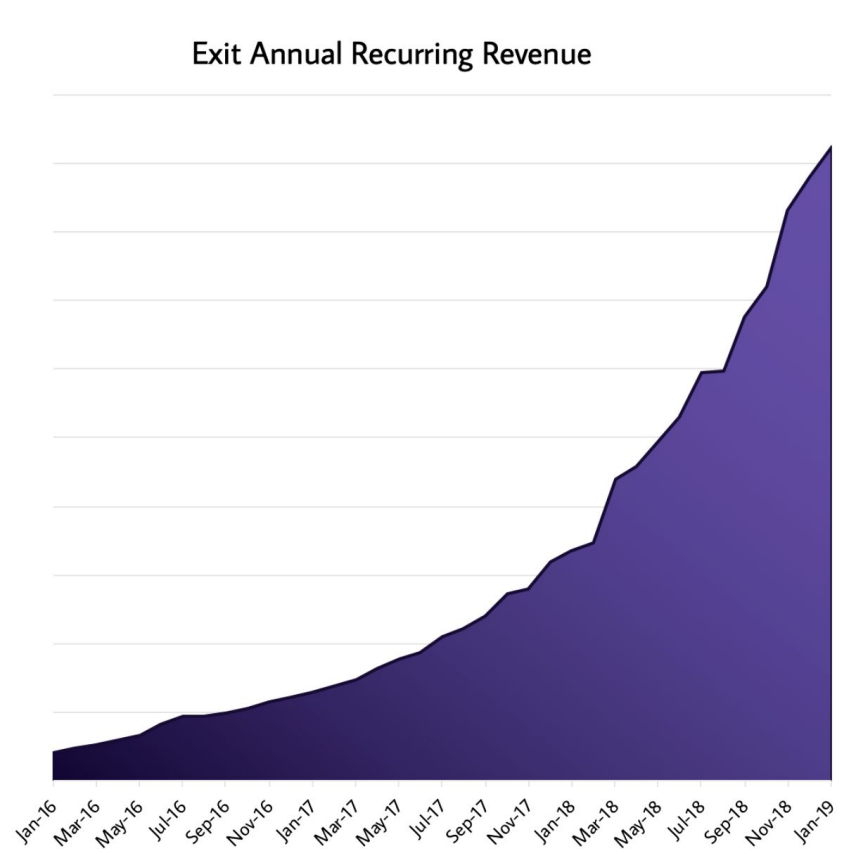
### BROAD ADOPTION

- 100,000+ organizations
- Millions of users
- 70% share of self-managed DevOps repository market



### STRONG COMMUNITY

- Open source model
- 2,200+ code contributors
- 10,000+ total contributors



Used by more than 100,000 organizations



SanDisk®



redhat.



Alibaba.com



SONY

Freddie Mac  
We make home possible®

Nasdaq



ING 

★ macy's

StackExchange 

ERICSSON 

Expedia® 



UBER



verizon✓



NOMURA



# The full transformational promise of DevOps has not yet been realized

**\$3.8B**

spent on DevOps  
software

**>50%**

DevOps time wasted on  
logistics & repeatable tasks

**87%**

organizations are  
disappointed with  
results of DevOps

# GitLab Typical Customer Return on Investment (ROI)





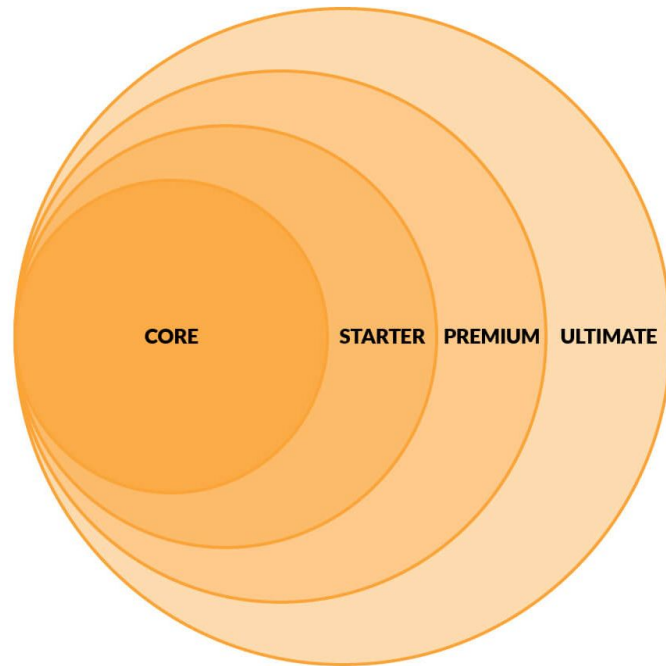
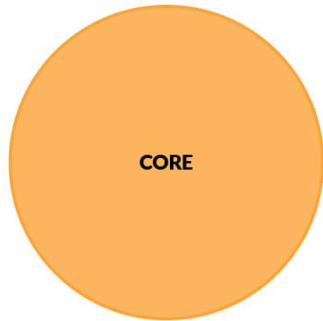
## **BENEFITS TO BUSINESS**

- Improved time to value: quickly get financial results
- Fewer cancelled projects: fewer projects in flight at any time
- Better customer experience: rapid iteration based on feedback



## **BENEFITS TO IT**

- Lower coordination overhead: small steps reduce coordination needs
- Predictable progress: more interactions => more information
- More project control: more frequent decision points prevent all-or-nothing





## Starter

### Build / Test

- Code quality
- CI Statistics & Graphs
- Include centralized CI definitions in projects

### Governance

- Admin control, Audit log
- Authentication (Kerberos, Multiple LDAP/AD server, Create and remove admins based on LDAP groups, LDAP group sync)
- Approval flows (Merge requests approvals, multiple approvals)
- Multiple assignees
- Issue weights
- Burndown charts
- Restrict push and merge, push rules, block secret push
- Group webhooks
- Remote repository mirroring
- Contribution analytics

### Support

- Next business day support

## Premium

### Scaling

- Disaster recovery
- Live upgrade assistance
- DB load balancing
- Service desk
- PostgreSQL HA
- GitLab Geo for distributed cloning
- High Availability support
- Group issue boards

### Deployment

- Binary repository
- Ops Dashboard
- Multi-project pipeline graphs
- Multiple Kubernetes clusters
- Deploy boards
- Canary deployments
- Custom metrics
- Browser performance testing
- Feature Flags
- Coming: Load/performance tests
- Coming: Automatic reverts
- Coming: Release trains

### Support

- 4-business-hour support

## Ultimate

### Security

- SAST
- DAST
- Coming: IAST
- Dependency scanning
- License management

### Optimize Velocity

- Epics
- Roadmap
- Cluster monitoring
- Security dashboard
- Tracing
- Error tracking
- Monitoring Alerts
- Production Logs
- Coming: Cloud development
- Coming: Value stream analysis
- Coming: Production monitoring

### Support

- TAM





Open Source Commitment: Every public project gets the features of Gold for free (irrespective of their plan)

Core	Starter	Premium	Ultimate
<p>\$0 per user per year</p> <p>Helping developers build, deploy, and run their applications.</p> <p>Community supported</p>	<p>\$4 per user per month</p> <p>Enabling teams to speed DevOps delivery with automation, prioritization, and workflow.</p> <p>Next-business day support</p>	<p>\$19 per user per month</p> <p>Enabling IT to accelerate and scale DevOps delivery with progressive delivery, advanced Kubernetes management, and consistent delivery standards.</p> <p>Priority support</p>	<p>\$99 per user per month</p> <p>Enabling businesses to transform IT by optimizing and accelerating delivery while managing priorities, security, risk, and compliance.</p> <p>Priority support</p>



Open source commitment: Every public project gets the features of Gold for free irrespective of their plan.

Free	Bronze	Silver	Gold
<p><b>\$0</b> per user per year</p> <p>Helping developers build, deploy, and run their applications.</p> <p><b>2K</b> CI pipeline minutes per month on our shared runners</p> <p>Community supported</p>	<p><b>\$4</b> per user per month</p> <p>Enabling teams to speed DevOps delivery with automation, prioritization, and workflow.</p> <p><b>2K</b> CI pipeline minutes per month on our shared runners</p> <p>Next-business day support</p>	<p><b>\$19</b> per user per month</p> <p>Enabling IT to accelerate and scale DevOps delivery with progressive delivery, advanced Kubernetes management, and consistent delivery standards.</p> <p><b>10K</b> CI pipeline minutes per month on our shared runners</p> <p>Priority support</p>	<p><b>\$99</b> per user per month</p> <p>Enabling businesses to transform IT by optimizing and accelerating delivery while managing priorities, security, risk, and compliance.</p> <p><b>50K</b> CI pipeline minutes per month on our shared runners</p> <p>Priority support</p>



# GitLab Professional Services

Reduce time to market by accelerating the adoption of modern software delivery methods.

## Implementation Services

Optimize your organization's adoption of GitLab

## Migration Services

Facilitate your transition to GitLab

## Education & Training

Train your teams to become efficient in GitLab quickly.



## 25+ reseller partners worldwide

### Authorized



Qualified organizations who have sound business plans and qualifications. They have completed our trainings and review.

### Select



Organizations that have proven their commitment to building a GitLab practice by making a larger commitment to GitLab through training, marketing, and sales targets.

### Premier



Organizations that have met our highest bars of training, professionalism, and revenue goals. Must provide unique value. These are the partners that we invest the most in.



# GitLab

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Thank you