DENVER SOUTH PARTNERSHIP MEETING

FEBRUARY 4, 2021

DENVER SOUTH

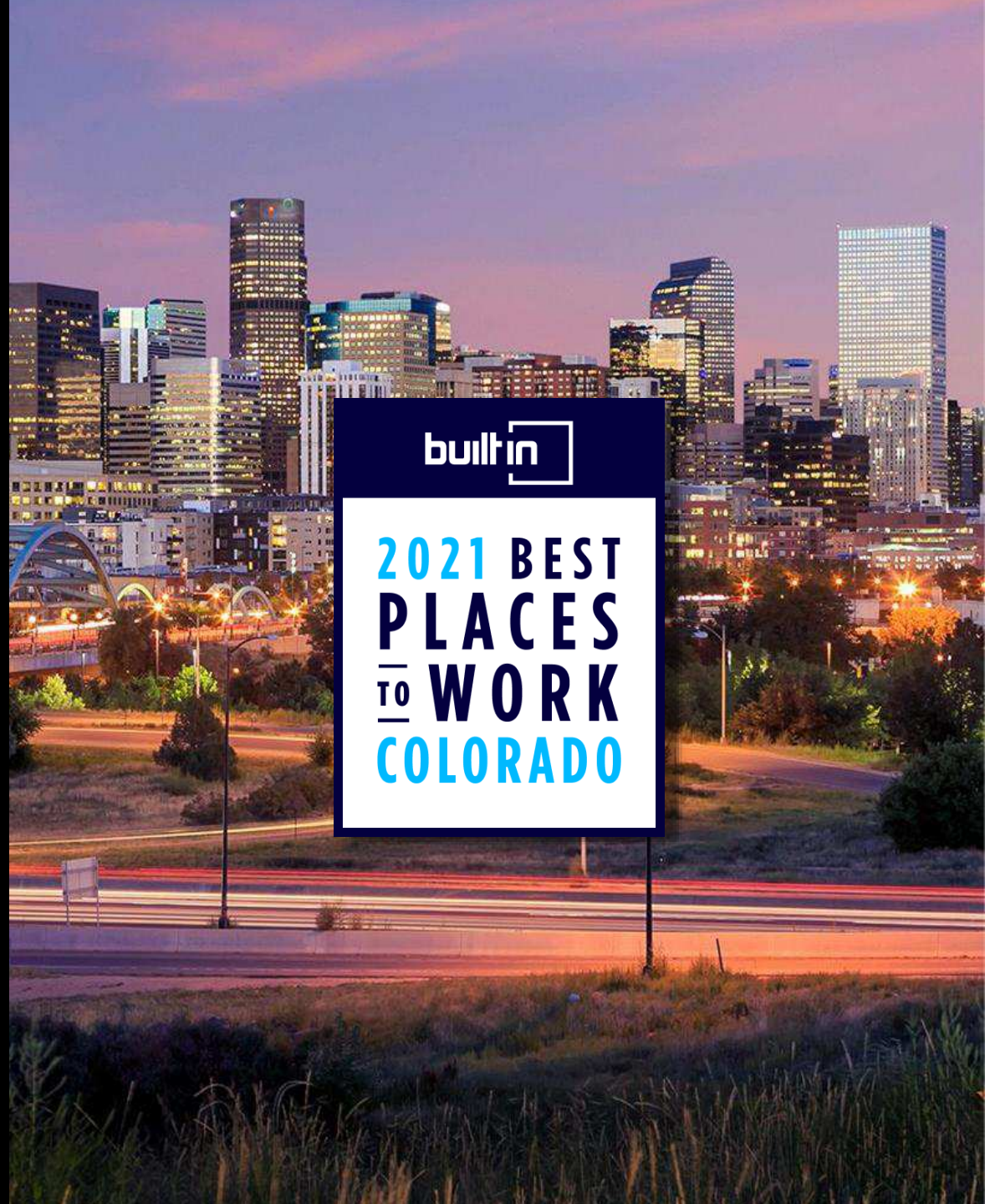
DAT Freight & Analytics

Denver South Partnership Meeting

About DAT

Claude Pumilia
President & CEO

February 4, 2021



DAT Freight & Analytics Company Overview

Inspired by flight information displays at airports, DAT built the first electronic load board as an upgrade from index cards posted on a bulletin board.

Founded in 1978 by the owners of Jubitz Truckstop, DAT is now the largest on-demand freight and truck marketplace, and source of rate benchmarking and forecasting, in North America.

Acquired by Roper Technologies in 2004 as part of TransCore.

A Roper Technology Company

Engineered products, software services for diverse end markets

Portfolio includes market-leading positions across:

- Application software
- Network software & systems
- Measurement & analytical solutions
- Process technologies
- S&P 500, Fortune 1000, and Russell 1000 indices (NYSE: ROP)

A diversified technology company

Today we have:

500

EMPLOYEES

Portland and Denver Co-Headquarters

Our Mission

The action we take to fulfill our purpose

WE TAKE THE UNCERTAINTY OUT OF FREIGHT.

Uncertainty is a constant challenge; it's everywhere we look.

PARTNERS	LOADS	TRUCKS	AUTHORITY	BACKHAUL
RATES	REGULATIONS	PARKING	PAYMENT	COMPLIANCE
DRIVERS	WEATHER	DETENTION	FUEL	FOOD
ROUTES	SERVICE	EQUIPMENT	ECONOMY	INSURANCE

We're removing the uncertainty through an end-to-end, intelligent digital freight system.

LARGEST NETWORK—RIGHT TRUCK, RIGHT LOAD, RIGHT PRICE
ACCURATE DATA—ANTICIPATE AND PLAN YOUR BUSINESS
CLARITY OF CHOICE—THE ANTIDOTE TO UNCERTAINTY

Our Architecture

Master Brand and Sub Brand Value Propositions

Brand

DAT

Freight & Analytics

Taking the uncertainty out of freight

Sub Brands

DAT One Freight

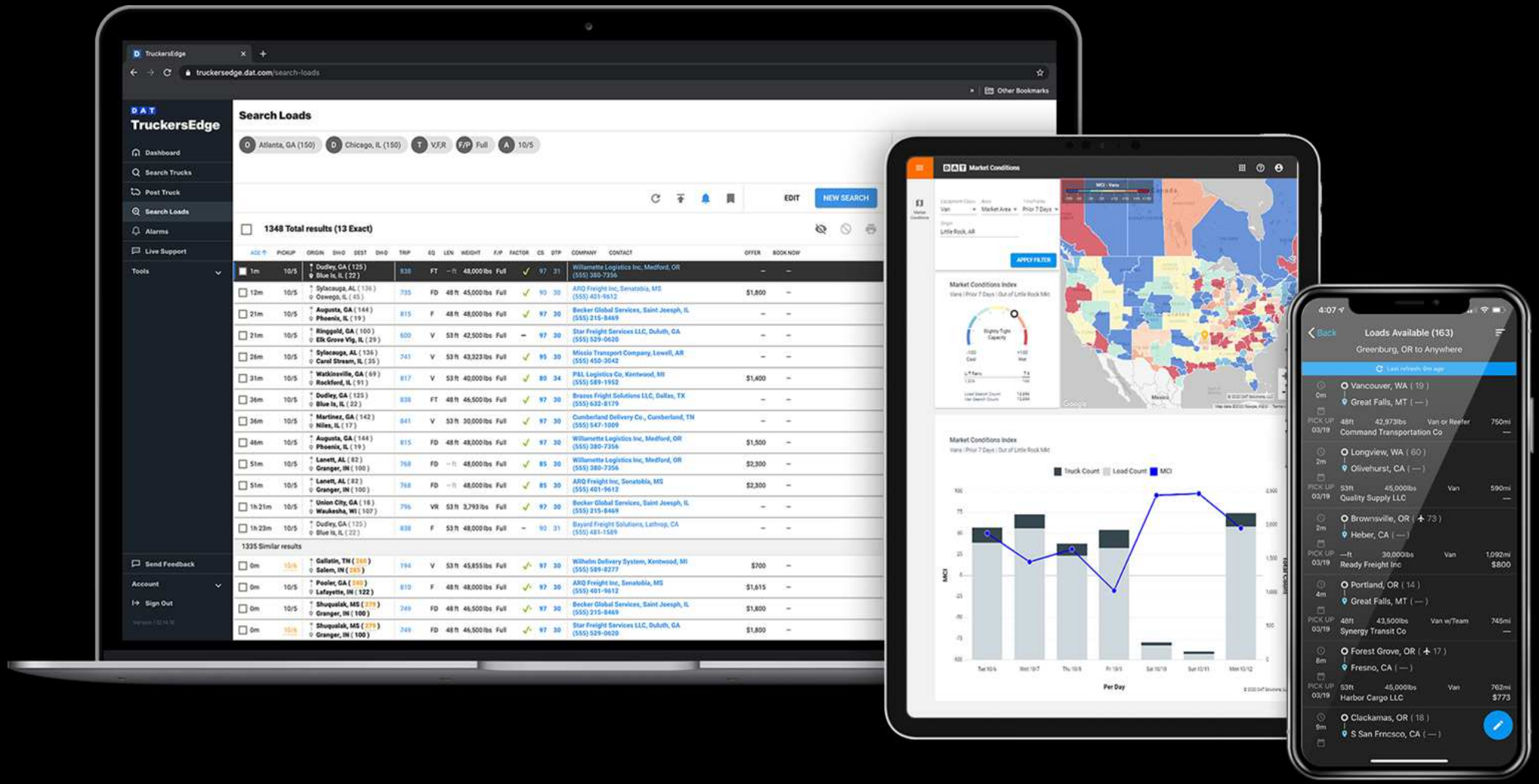
The single source for moving truckload freight, with end-to-end solutions and the broadest reach to solve for any uncertainty.

DAT iQ Analytics

Make confident and clear business decisions, with **accurate insights based on the deepest, broadest, most relevant data.**

Freight Matching

DAT


TruckersEdge
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DAT TruckersEdge
Search Loads
Dashboard
Search Trucks
Post Truck
Search Loads
Alarms
Live Support
Tools
Send Feedback
Account
Sign Out
Atlanta, GA (150)
Chicago, IL (150)
V,F,R
Full
10/5
EDIT
NEW SEARCH
1348 Total results (13 Exact)
1335 Similar results
DAT Market Conditions
Market Conditions Index
APPLY FILTER
Truck Count
Load Count
MCI
Per Day
4:07
Back
Loads Available (163)
Greenburg, OR to Anywhere
Vancouver, WA
Great Falls, MT
Longview, WA
Olivehurst, CA
Brownsville, OR
Heber, CA
Portland, OR
Great Falls, MT
Forest Grove, OR
Fresno, CA
Clackamas, OR
S San Frncsco, CA

Our Architecture

iQ Sub Brand and Product Value Propositions

Sub Brand

Make confident and clear business decisions, with accurate insights based on the deepest, broadest, most relevant data.

Analytics Rateview

North America's Leading
Freight Intelligence Provider
$110
Billion
Global shipment annual
market transaction data

In 2020:

174M

LOADS POSTED FIRST ON DAT

1.5M

SEARCHES PER BUSINESS DAY

370M

ANNUAL LOAD SEARCHES

Why Denver?
REI
Coors Field
Confluence Park
Whole Foods Market
Proud Souls Barbecue & Provisions
Downtown Aquarium
LODO
JEFFERSON PARK
Elitch Gardens
Ball Arena
Safeway
City Park Golf Course
Denver Zoo
CITY PARK
Empower Field at Mile High
Sprouts Farmers Market
Paco Sánchez Park
SUN VALLEY
CONGRESS PARK
Denver Botanic Gardens
Barnum Recreation Center
CENTRAL
ALAMO PLACITA
Cafe Byblos Greek & Lebanese
Country Club Historic Neighborhood
CHERRY CREEK
SPEER
BARNUM

Preparing For Growth

- We screened more than 50 U.S. cities
- 15 targets that are poised for tech growth were selected
- We measured the viability of these markets by creating
  a weighted composite ranking, using these 4 factors:
  - Talent Availability
  - Office Space Rent Index
  - Geographic Location
  - Salary Index
- Denver was the lead candidate for expansion

Why Denver?

- Rich talent pool
- Geography (easy to access and in the middle of the country)
- Denver is one of the most educated cities in the US. Home to four competitive universities, three trade schools, and 57,500+ students
  - Denver is the #1 gainer of educated Millenials; this population's entry into, and maturity within, the labor pool contributes greatly to the US' growth of tech talent
  - Comparison of candidate pool vs. Portland validates larger sourceable candidate pool
- Easy accessibility:
  - Easy access between PDX and Denver and strong focus on continuous improvement of local public transportation
  - Proximity to company CEO with access to his connections and local resources
- The city continues to expand at a high rate with growing numbers in:
  - Job Creation, Wage Growth, Rate of Entrepreneurship, Population Growth, Net Business Creation

The Recruiting Imperative

We plan to add 200 FTEs in Denver; this is a highly competitive market. Why would a Denver job seeker choose to work at DAT?

- DAT is the leading source in the country for freight data and analytics
- We're growing - in headcount, revenue, office locations, product portfolio
- We provide the chance to solve real and complex problems in a fast-paced industry that is at the center of commerce in this country and touches every single person
- Our story is compelling. Tech and market leader for 43 years - defining, redefining, and innovating in one core industry that entire time
- We're agile. 500 employees and owned by a Fortune 1,000 parent company
- An employee-focused company culture that has stood the test of time

Accessing the Candidate Marketplace

DAT is a Member Company

DAT achieved # 26 on Built In Colorado's Best Places to Work in 2021

Events just like this one!

(Thank you for inviting us.)

DAT is a Denver Startup Week sponsor

DAT Freight & Analytics

Thank You

Questions?
Visit www.DAT.com

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WHO WE ARE

Eren Ozmen
Chairwoman, President & Owner

Fatih Ozmen
CEO & Owner

snc SIERRA NEVADA CORPORATION

UNITED STATES BEST MANAGED COMPANIES
Recognizing private company success

LEADING THE WAY

Owned by Chairwoman and President Eren Ozmen and CEO Fatih Ozmen, Sierra Nevada Corporation is a trusted leader in solving the world's toughest challenges through advanced engineering technologies in **Space Systems**, **Commercial Solutions**, and **National Security & Defense**.

Under the Ozmens' leadership, SNC has received many prestigious awards including being ***the only aerospace and defense firm selected as a 2020 US Best Managed Company***. Sponsored by Deloitte Private and *The Wall Street Journal,* the program recognizes visionary companies who excel in four key areas: **strategy**, **execution**, **culture** and **financials**.

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WHAT WE DO

Centennial, Colorado is home to **SNC's IAS business area.**

IAS: **I**SR (Intelligence, Surveillance & Reconnaissance)
Aviation
Security

IAS is a leader in ISR and aviation, and a leading prime manned and unmanned aircraft systems integrator for innovative, high-performance ISR and aviation systems. Its end-to-end C4ISR capabilities encompass design, integration, test, certification, ground/flight training and complete logistics support.

IAS tailors solutions to customer cost, performance and schedule requirements, and designs to consistently exceed expectations – with an unrivaled record of on-time and on- (or under) budget deliveries.

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CENTENNIAL OPERATIONS

Currently, IAS operations in Colorado span multiple offices in Centennial, Colorado Springs, hangars at Centennial Airport (KAPA), hangars at Colorado Springs Airport (KCOS), and multiple warehouses.

With 14 hangars in Colorado and more at deployed sites, IAS can modify and conduct installs on a variety of aircraft. The SNC IAS business area has more than **320,000 square feet** of production space with over **300 technicians** and **70,000 square feet** of warehouse space at its disposal.

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FACILITY EXPANSION

- **Englewood, Colorado**
- **2 Building Campus**
- **400k Square Feet**
- **81 Acres**
- **1,400+ Employees**

Located south of E-470 in the Meridian Business Park, every inch of SNC's Rocky Mountain Campus was designed to encourage **Innovation**. Increased opportunities for collaboration and access to new technology will **streamline workflows** and **increase productivity**. Perhaps the biggest impact will come from bringing **team members** who were previously separated, **together**.

SCALABILITY EXPANSION SECURITY

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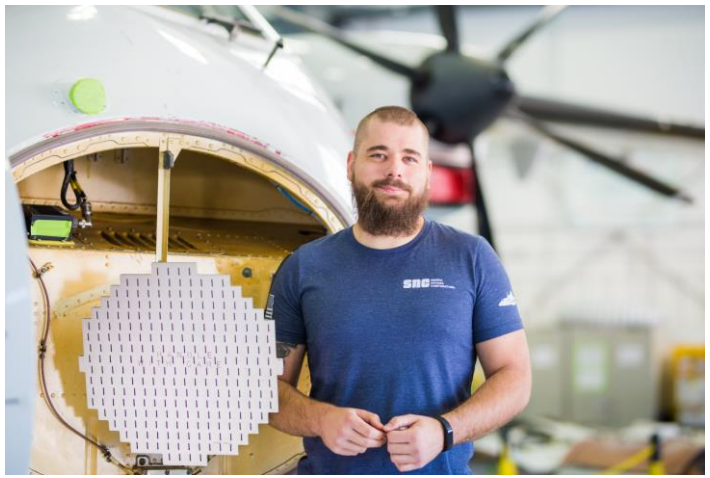
CONTINUING TO GROW

SNC has seen momentous development in the last decade, with average annual growth of 7% in orders and 10% in revenue since 2017, resulting in the continuous expansion of our workforce. In 2020 alone, IAS hired **331 new employees** in Centennial/Englewood.

With SNC's growth trajectory, we wanted to make sure to not only focus on consolidation, but also on **scalability** and **future growth.** The facility expansion makes a statement about our presence in the aerospace industry as both an agile and main stream player. SNC's new campus lends itself to collaboration within our company as well as within the community by bringing industry partners, customers and business to Colorado.



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