

Datadog — Deep Research

Klarix Competitive Intelligence

May 2026

Key Personnel

- **Olivier Pomel:** Co-founder and CEO
- **Yuka Broderick:** Investor Relations
- **Dan Haggerty:** Public Relations
- **Kelly Lehmkuhl:** Recruiting Team Lead, G&A

(Note: Customer personnel mentioned in case studies include Jason Taylor [Head of Cybersecurity, Arc XP], Minh Le [General Director, TymeX], Hai Bui [Engineering Manager, TymeX], Andrew Yu [Auth0], Sameer Patwardhan [Forbes], Dharmita Lutz [SAS], Zakir Mohammed [Toyota], Robert Wise [TriZetto], Manfred Immitzer [Porsche Informatik], and Morgan Goose [Autodesk].)

Financial Profile

METRIC	VALUE	SOURCE
Q1 2026 Revenue	\$1.006 Billion (+32% YoY)	GlobeNewswire / Yahoo Finance
FY 2026 Revenue Guidance	\$4.30 Billion – \$4.34 Billion	Yahoo Finance
FY 2025 Revenue	~\$3.4 Billion	Perplexity / Datadog Earnings
Annual Recurring Revenue (ARR)	> \$4 Billion (as of Q1 2026)	Perplexity / Datadog Earnings
Net Income (Q1 2026)	\$52.57 Million	GlobeNewswire
Free Cash Flow (Q1 2026)	\$289 Million	GlobeNewswire
Revenue per Employee (2025)	\$951.99 K	Bullfincher
Total Funding	\$870 Million (across 2 rounds)	Prospeo
Estimated Valuation	\$9.65 Billion	Prospeo
Employee Count	~8,100 to 10,000+	Perplexity / Prospeo
Customers with \$100k+ ARR	~4,550 (as of Q1 2026)	GlobeNewswire

Competitive Intelligence

Competitors & Alternatives: * **Direct SaaS/APM Competitors:** New Relic, Dynatrace, AppDynamics (Cisco), Splunk, IBM Instana, Atatus. * **Open-Source/Lower-Cost Alternatives:** Prometheus, Grafana, Zabbix, Elastic Observability (ELK Stack). * **Cloud-Native/Infrastructure Monitors:** Azure Monitor, Google Cloud Operations

(formerly Stackdriver), SolarWinds, Dotcom-Monitor. * **Security/SIEM/SOAR Competitors:** Palo Alto Networks (Cortex xSIAM, Cortex xSOAR).

Known Clients: * **Enterprise & Tech:** Samsung, Shell, Siemens, Maersk, Deloitte Cloud, Lego, PayPal, Comcast, Plaid, Twilio, FICO, Zendesk, Lenovo, Zillow, Asana, Capgemini, HashiCorp. * **Media & Entertainment:** 21st Century Fox, DreamWorks Animation, Washington Post, Condé Nast, PBS, Sonos, Arc XP, Forbes. * **Retail & Consumer:** Whole Foods Market, Sainsbury's, Mercado Libre, Alamo, Best Western, Eurostar. * **Case Study Features:** Auth0, SAS, Toyota, TriZetto (Cognizant), Porsche Informatik, Autodesk, TymeX, Nectar.

Partners & Subcontractors: * **NoBS:** Highlighted as an implementation partner that is "100% focused on Datadog" and provides customized solutions for Datadog customers. * **Cloud Providers:** Deep integrations and commitment program tracking with AWS, Azure, and Google Cloud Platform.

Additional Intel

Pricing & Business Model: * **Infrastructure Monitoring:** Pro starts at \$15/host/month; Enterprise at \$23/host/month. * **APM (Application Performance Monitoring):** Starts at \$40/host/month. * **Log Management:** \$0.10 per GB of ingested logs, with additional costs for indexed log events based on retention periods (e.g., \$1.06 per 1M events for 3-day retention). * **Support Tiers:** Offers Free, Standard, and Premier support. Premier support costs 8% of monthly spend (\$2,000 minimum) and guarantees a <30-minute response time for business-critical issues.

Product & Market Positioning: * **Platform Expansion:** Datadog is aggressively expanding into AI and Security. In Q1 2026, they launched MCP Server, Bits AI Security Agent, GPU Monitoring, and Experiments. * **Government Sector:** Datadog recently received FedRAMP High certification, allowing it to target federal agency customers handling highly sensitive government data. * **Market Perception:** Datadog is viewed as a premium, high-cost solution best suited for fast-growing, cloud-native companies and large enterprises. Competitors frequently target Datadog's high ingestion costs and proprietary agent lock-in as primary pain points for displacement campaigns.