



RECRUITING TOP TALENT: *What are Tech Companies Looking for?*

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INTERNET
PERFORMANCE.
DELIVERED.

dyn.com [@dyn](https://twitter.com/dyn)

GLOBAL LEADER

WHO IS DYN?

INTERNET PERFORMANCE

WHO IS DYN?



400+ professionals globally, working to meet our customers' needs.



DYN PRODUCTS



Internet Intelligence

Insight Into Internet Events

Internet Intelligence

Internet Intelligence - Network

Internet Intelligence - Transit

Internet Alerts



Traffic Management

Advanced DNS & Traffic Products

Managed DNS

Active Failover

Traffic Director



Domain Services

Starter DNS & Domain Products

Remote Access

Domain Registration

Standard DNS



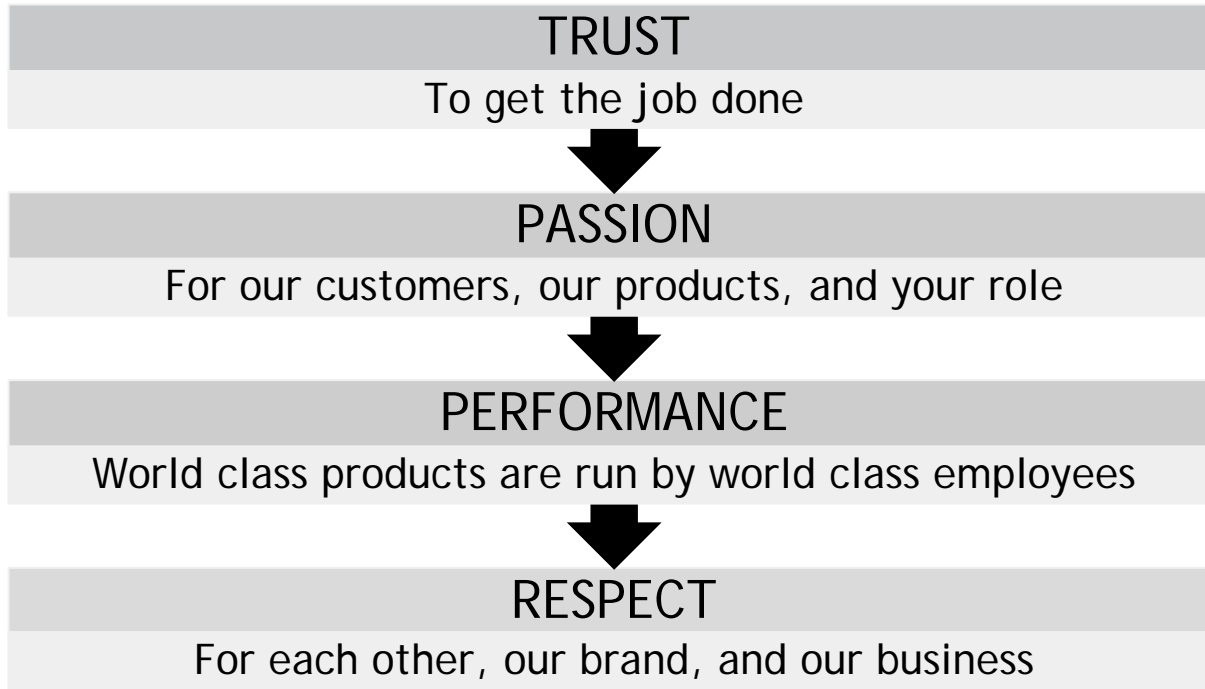
Message Management

Email Delivery Products

Email Delivery

Reputation Management

VALUES-BASED CULTURE



DYN CULTURE- VALUES IN ACTION

AUTONOMY

Unlimited PTO

Unconventional
Perks (taps in
the kitchen)



COLLABORATION

FUN! Work Environment

INNOVATION

World-Changing
Technology

FLEXIBILITY

Agile &
Adaptable

COMMUNICATION

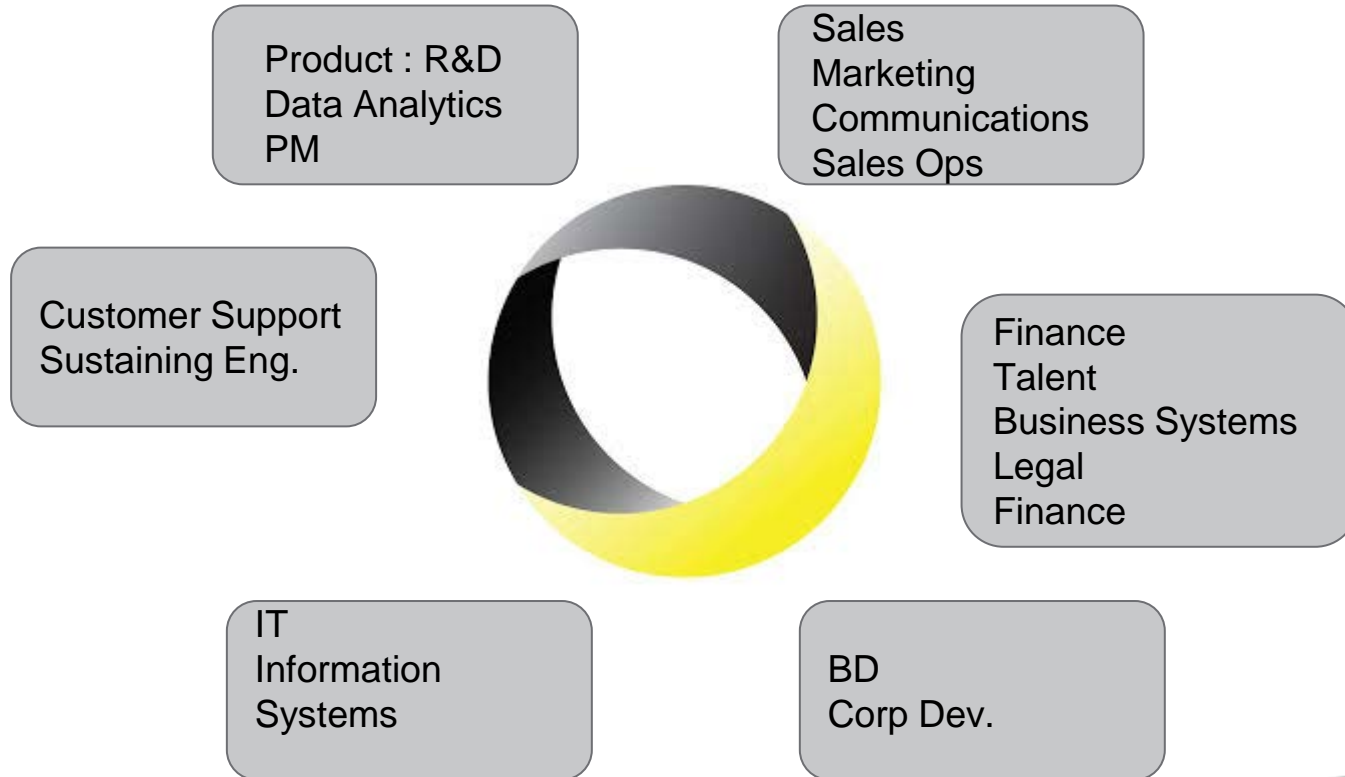
Happy, Engaged
Employees

DYN'S UNIQUE CULTURE

- 2015 WorldatWork Alliance for Work-Life Progress: Seal of Distinction
- Business NH Magazine- 2015 Tech Business of the Year
- Employment Leadership Award Honoring Excellence in Disability Employment & Practices
- American Heart Association: 2016 Gold Fit-Friendly Workplace
- 2015 Breastfeeding Workplace Award, NH Breastfeeding Taskforce
- NH Business Review 2016 - Exceptional Women Leaders
- Workforce Magazine HR Game Changers, 2015 (C. Cone)
- Deloitte #252 on Technology Fast 500



OUR NEEDS: Functions



BIG NEWS:
DYN TO BE ACQUIRED BY ORACLE

The Oracle logo is centered within a solid red rectangular box. The word "ORACLE" is written in a white, sans-serif, all-caps font, with a registered trademark symbol (®) to the upper right of the letter "E".


ORACLE®



Skills & Desired Experiences

INTERNET
PERFORMANCE.
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It all starts with Dyn's Product Development

Dyn - Core Engineering Skills & Experiences

- Python
- Linux
- C++
- Java
- HTML
- Javascript
- AngularJS
- Chef
- Salt
- Ansible
- Git
- Jenkins
- Ruby
- KVM
- Docker
- GO
- DNS/HTTP
- FreeBSD
- AWS
- MPLS
- BGP
- PaaS
- SaaS
- IaaS
- Firewall
- Load Balancing
- Peering
- Cloud

A stylized globe of the Earth is shown on the left side of the slide. Overlaid on the globe is a complex network of white lines and nodes, representing a global network or data flow. The globe is dark, and the network lines are bright white, creating a high-contrast effect. The background of the slide is black.

We Then Marketize Our Products

Dyn - Marketing Skills & Experiences

- **Network Performance Management**
- **Analytic Performance Management**
- **Eloqua / Marketo**
- **Cloud Infrastructure**
- **UX/UI**
- **Salesforce.com**
- **Marketing Automation**
- **Demand Generation**

A globe is shown on the left side of the slide, partially obscured by a complex network of white lines and nodes that represent a global network or data flow. The background is black, and the text is white.

We then Sell Our Products and Services

Dyn - Sales Skills & Experiences

- **Technical or Internet Solutions Sales**
- **Cold Calling & Customer Acquisition**
- **Prospecting**
- **Account Management**
- **Pipeline Management**
- **Salesforce or Other CRM**
- **Quota Achievement**
- **Closing Skills**



Finally We Monitor & Support Our Products & Services

Dyn - NOC & Security Skills & Experiences

- **SQL**
- **Graphite**
- **Cassandra**
- **Apache**
- **Routers**
- **Switches**
- **SNMP**
- **Firewalls**
- **SSH**
- **SSL**
- **UDP**
- **TCP**
- **Shell Scripting**
- **RDS**

Supporting Organizations

- **Business Development / Corporate Strategy**
- **Sales Operations**
- **Talent**
- **Finance**
- **Legal**
- **IT**
- **Facilities**

DYN TEAM PLAYERS

- Subject Matter Experts/Drive for Knowledge
- Collaborators/Communicators
- Self-Motivators/Entrepreneurs
- Flexible & Adaptive





QUESTIONS?

THANK YOU!



DynSM

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