cloudera

OBJECTIVES

COOL MEETS CREDIBLE

We've created a new brand system that is smart and authentic to the category, yet exciting.

In short, we'll show how we and our customers make the impossible, possible.

1/ DESIGN SYSTEM

A design system that is clean, precise and easily adaptable to the web, events, social campaigns and collateral.

2 / CUSTOMER STORIES

Cloudera customer stories brought to life through photography and information graphics.

3 / IMAGE STYLE FOR KEY PLAYS

An image style to represent concepts such as IoT, Analytics, Cyber Security.

4 / TYPE TREATMENTS

Type treatments that add personality, scale and voice to the design system.

GUIDELINES

cloudera





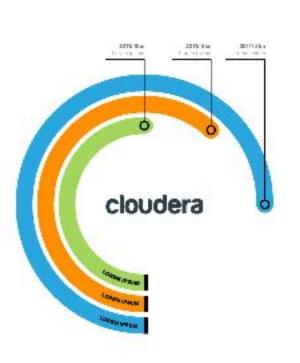




cloudera

EQUIPMENT UTILIZATION, DOUBLED.
THANKS DATA.







INTUITIVE	SIMPLE	EPIC
HUMAN	cloudera	CREDIBLE
PRECISE	BRILLIANT	BEAUTIFUL

LOGOTYPE: TYPES AND USAGE

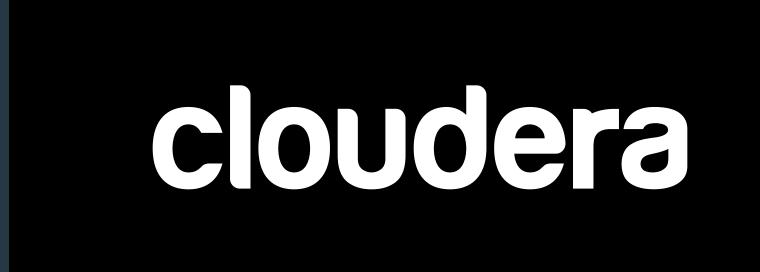
The Cloudera logotype has 2 treatments:

Primary: Data Gray

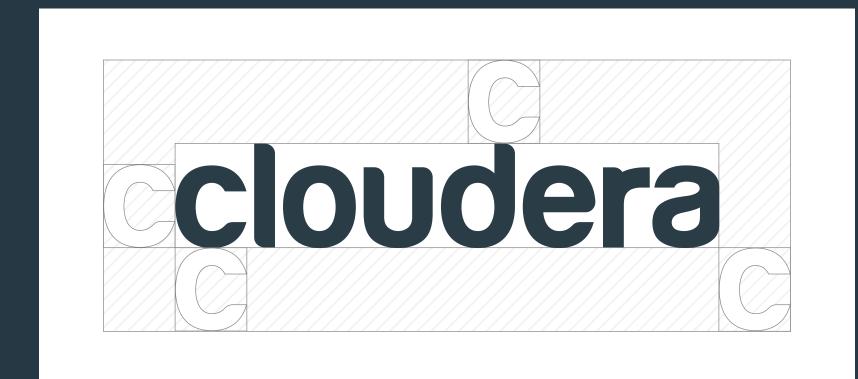
White: For use cases where the Primary logotype is on a dark surface.

cloudera

PRIMARY LOGO



SECONDARY [WHITE] LOGO



CLEAR SPACE

To ensure legibility of the logo, do not place graphics or text within the limits of its clear space.



MINIMUM SIZE

The size of the logo should never be reproduced below 14 pixels in height.

LOGOTYPE: SIZING

The Cloudera logotype should use a ® at certain sizes, as shown to the right. At small sizes the ® is omitted for optimal reproduction, and at large sizes it is omitted where it can be distracting.

A ® should be used once within a document or site, and should be used the first time it appears.

NO ®

_Omit the ® at sizes above 45px in height

cloudera

YES ®

_Include the ® at sizes between 25px and 45px in height

cloudera®

cloudera

NO ®

_Omit the ® at sizes from the minimum size of 14px up to 24px in height

cloudera

cloudera

LOGOTYPE: CO-BRANDING

Co-branding lockups can be used on marketing materials that are developed with official Cloudera partners.

Two configurations can be used: For the vast majority of materials, the horizontal configuration should be used. For vertical formats, an alternate vertical configuration can be used.

All Cloudera clear space and minimum size standards apply to co-branded lockups.

The Cloudera logotype and the separating line can be reversed to white on dark backgrounds.

CO-BRANDING: HORIZONTAL

_This is the preferred co-branding lockup configuration



cloudera®

PARTNER



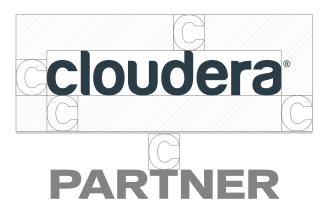






CO-BRANDING: VERTICAL

_For vertical applications, co-branding can be configured vertically.



cloudera®

PARTNER







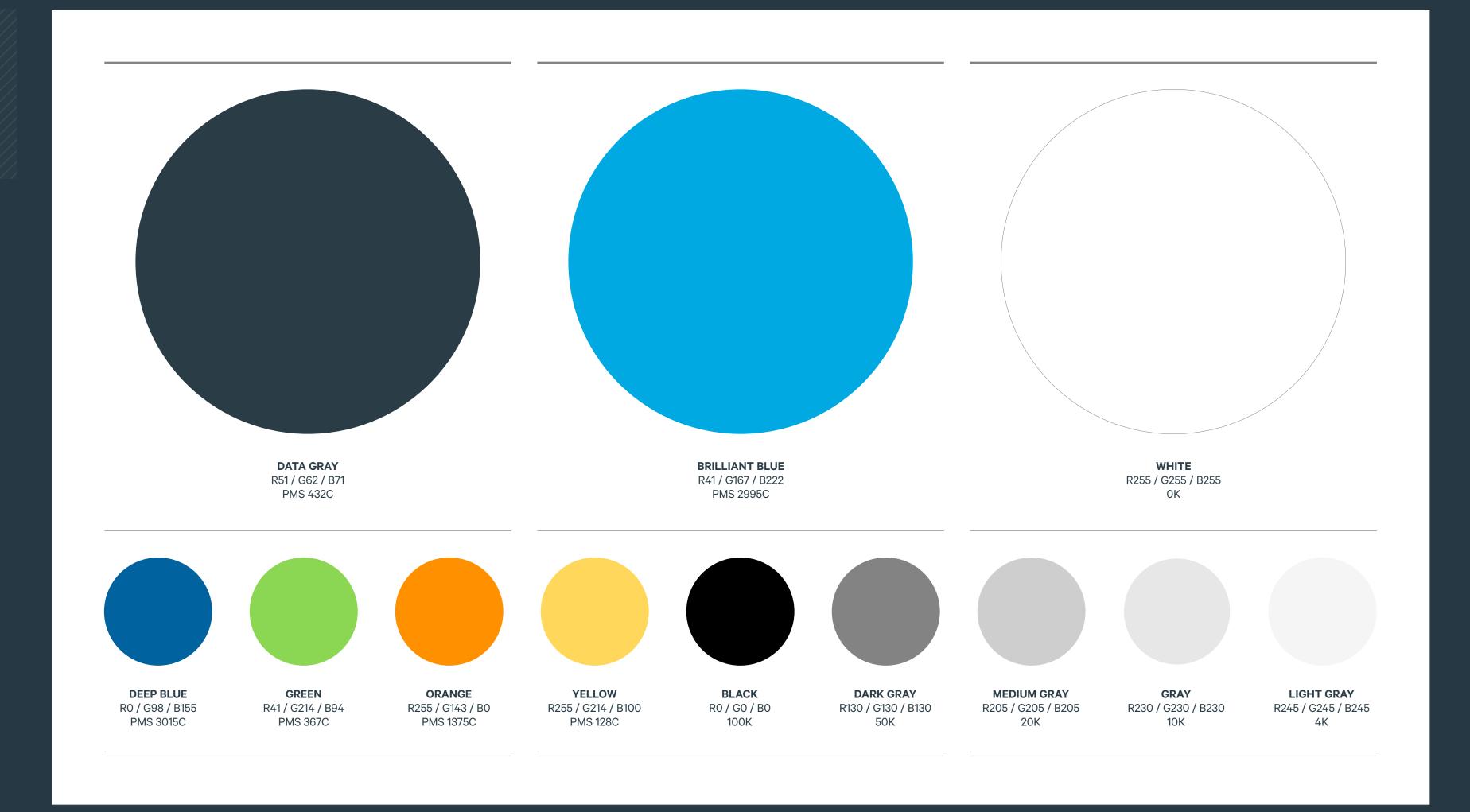


REFINED COLOR PALETTE: LESS IS MORE

The color palette is based on the existing Cloudera palette, but with fewer colors, so we minimize the impact on existing materials.

- _ Reduced shades of grey from 6 to 4
- _ Reduced secondary bright colors from 6 to 4

We have provided the palette in both RGB and PMS. Please work with your local printer to determine the appropriate 4-color equivalents to these PMS spot colors. We don't provide 4-color builds as the accuracy of these can shift.



CLOUDERA IMAGE STRATEGY

Brand Imagery

- 1_Portraits of people who make impact on the world through data science and analytics—data superheroes
- 2_Customer and industry images that demonstrate the unprecedented scale and reach of data analytics.
- 3_People, textures and environments that show the impact on the lives of the end user.

DATA SUPERHEROES B: OR SOURCED FROM CUSTOMER IN BLACK AND WHITE



CLOUD

IOT

INSIGHTS

SECURITY



IMAGE TYPE















INDUSTRY IMAGES LANDSCAPES BY TOM NAGY OR CUSTOMER PRODUCT SILHOUETTES



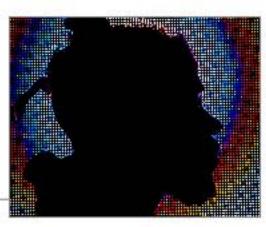






















CLOUDERA BRAND IMAGE ATTRIBUTES: INFORMATIVE, SIMPLE, EXHILARATING YET APPROACHABLE, SYMMETRICAL, SINGLE POINT OF FOCUS.

PHOTOGRAPHY: DATA SUPERHEROES

For premiere case studies, we will capture portraits of the people within Cloudera and within your customer who are instrumental in creating the data age.

- _ Capturing their personality in an engaging way, as if they are having a conversation with the viewer.
- _ PMS 432 backgrounds are used for portraits we shoot
- _ Black and white is used for portraits collected from partners



BRAND PHOTOGRAPHY: EPIC INDUSTRY

Photographer: Tom Nagy

We use images that show the epic achievements of our customers that are only possible in the data age.

Attributes: Awe-inspiring, bold, simple and exhilarating

- _ Single point of perspective
- _Symmetry of composition
- _ Simple backgrounds
- _ Wide angle lens
- _ Low position of lens



BUILDING THE STORY

For premiere case studies, we combine both the data superhero portrait with the image showing the industry result.



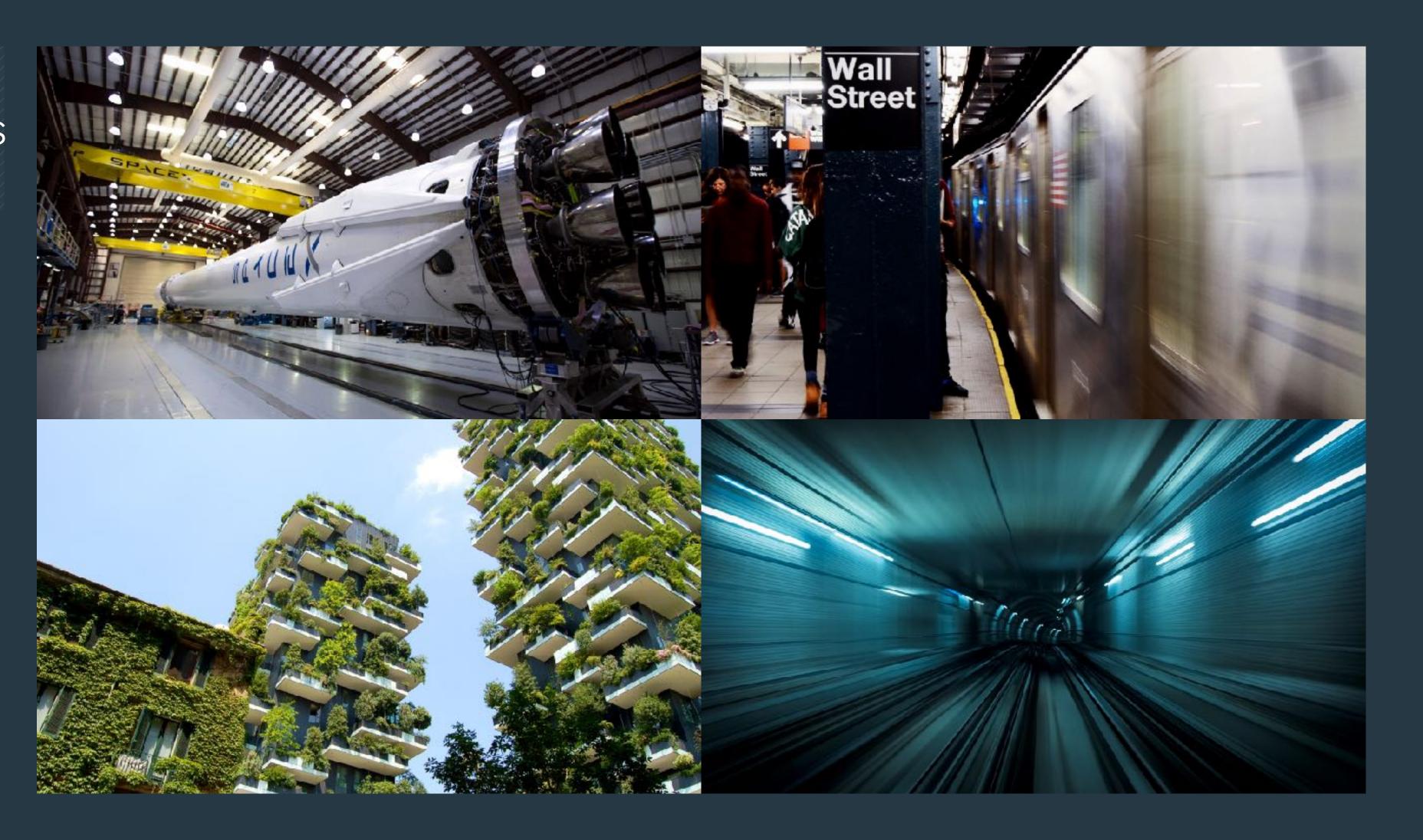


PHOTOGRAPHY: EPIC INDUSTRY SHOTS

Stock and customer images

Attributes: Awe-inspiring, bold, simple and exhilarating

- _ Single point of perspective
- _Symmetry of composition
- _ Simple backgrounds
- _ Wide angle lens
- _ Low position of lens



PHOTOGRAPHY USAGE: SUBJECT MATTER

Our design system aims to make the invisible, visible by showing the impact of our customer's work on society and in business. By showing the inventions and accomplishments of our customers, we demonstrate the epic scale and reach of data science on humanity. The following guidelines define the attributes for photography that are on-brand for Cloudera.

SUBJECT MATTER

Data science impacts
every modern industry.
Our goal is to show
cutting edge industries
that use data analytics to
power their business.

When choosing imagery from our library, consider the greater impact and meaning of data. Rather than showing abstract images, make data tangible and human.









PHOTOGRAPHY USAGE: VISUAL DNA

Subject matter is just one critical consideration. Another is the visual attributes that define imagery as looking and feeling like Cloudera. These attributes are important when creating and choosing images.

FOCAL POINT

Imagery that has a defined focal point feels authoritative and confident. Our imagery is typically photographed with a wide angle lens, giving it a sense of drama.

SIMPLICITY

To break through the noise of the marketplace, we use images that are simple and make it easy to place messaging on the image itself.

DRAMATIC VANTAGE POINT

When the lens is low, or very high, it adds drama and excitement to the image. Using images with an unexpected vantage point give our images a unique and memorable perspective.

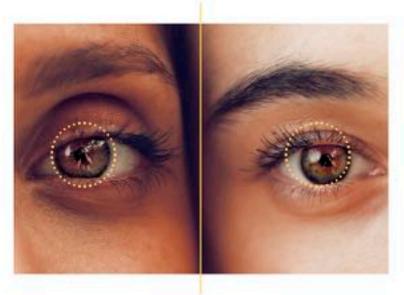
SYMMETRY

Cloudera images are often, but not always, defined by symmetry, which gives our images stopping power and a sense of order.

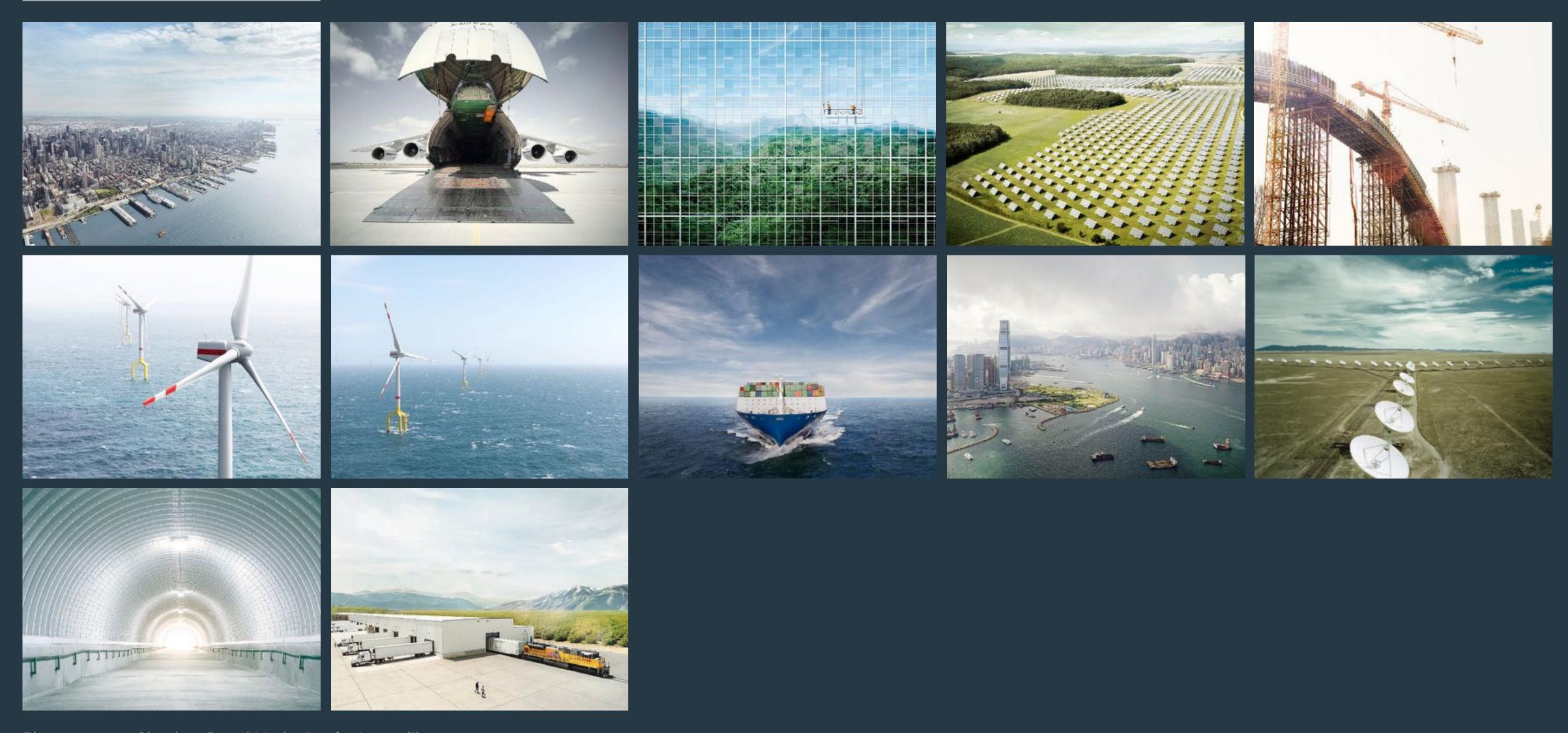






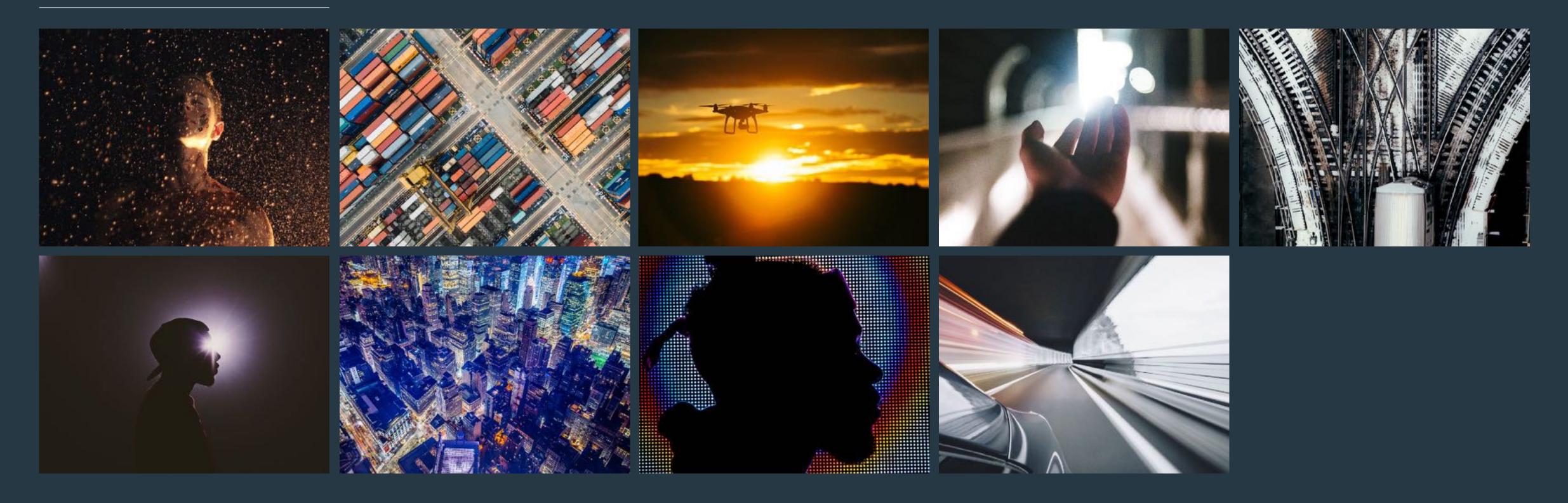


BRAND LEVEL / PHOTOGRAPHY BY TOM NAGY



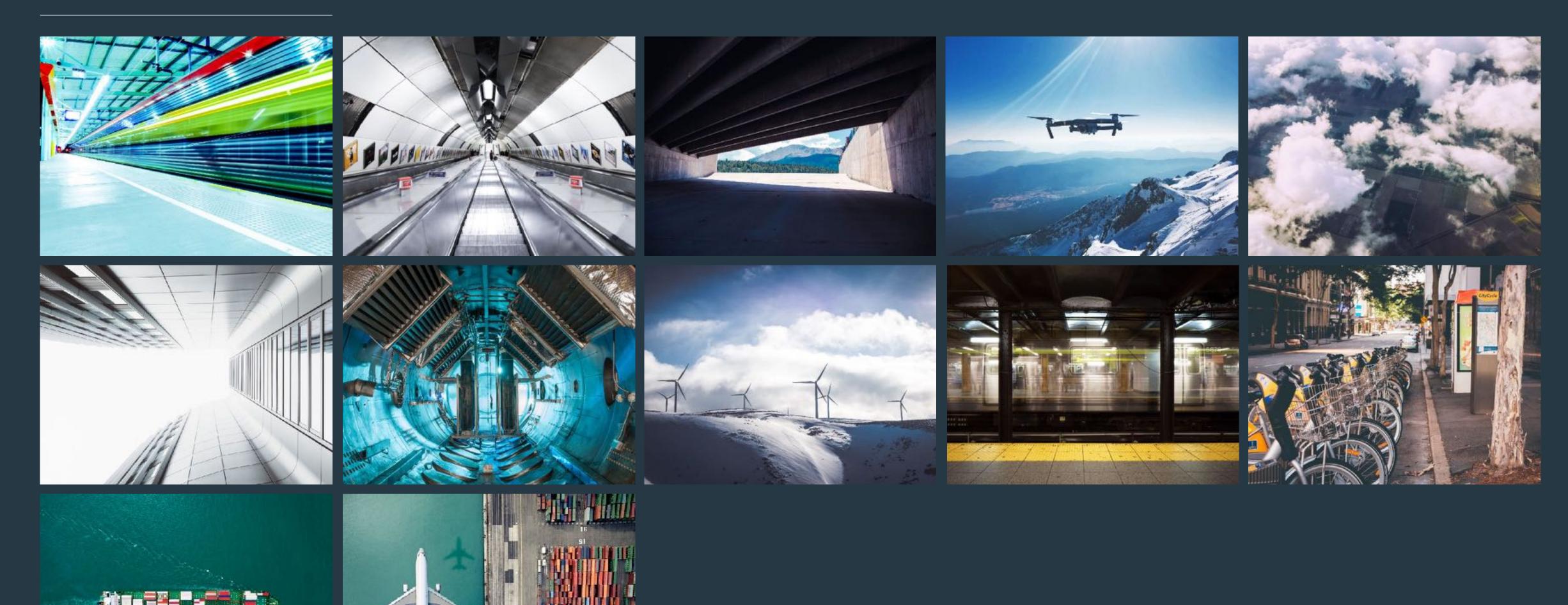
Please contact Cloudera Brand Marketing for image library access. These images are not cleared for use in advertising.

MACHINE LEARNING / STOCK



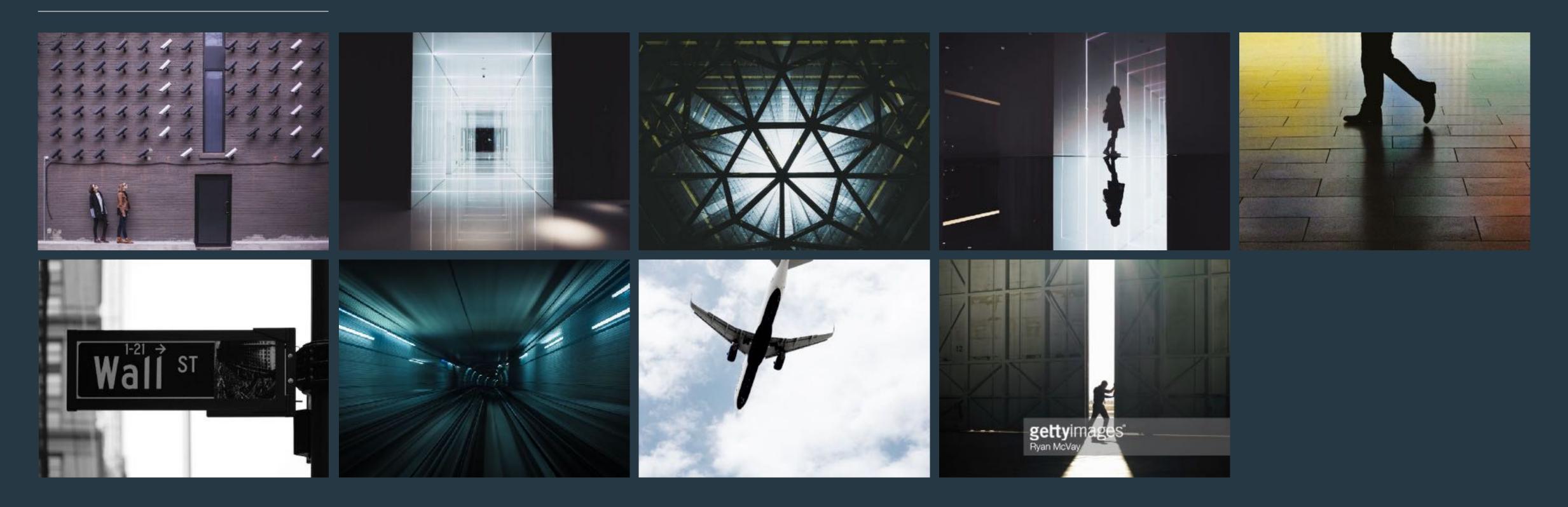
Please contact Cloudera Brand Marketing for image library access.

CLOUD / STOCK



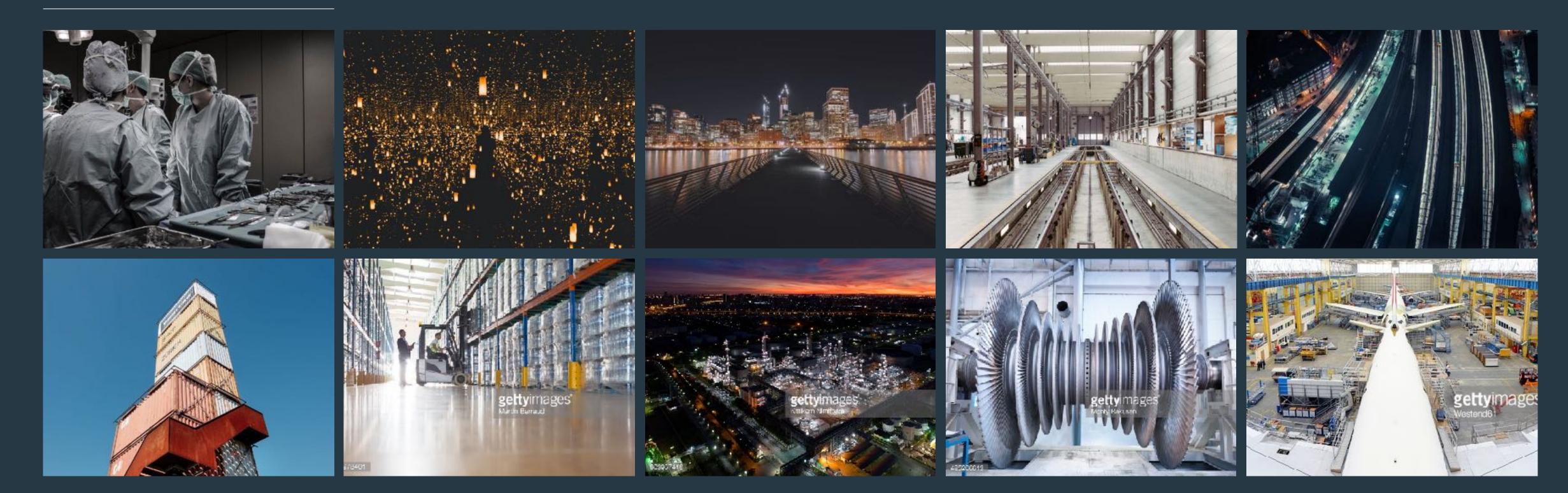
Please contact Cloudera Brand Marketing for image library access.

SECURITY / STOCK



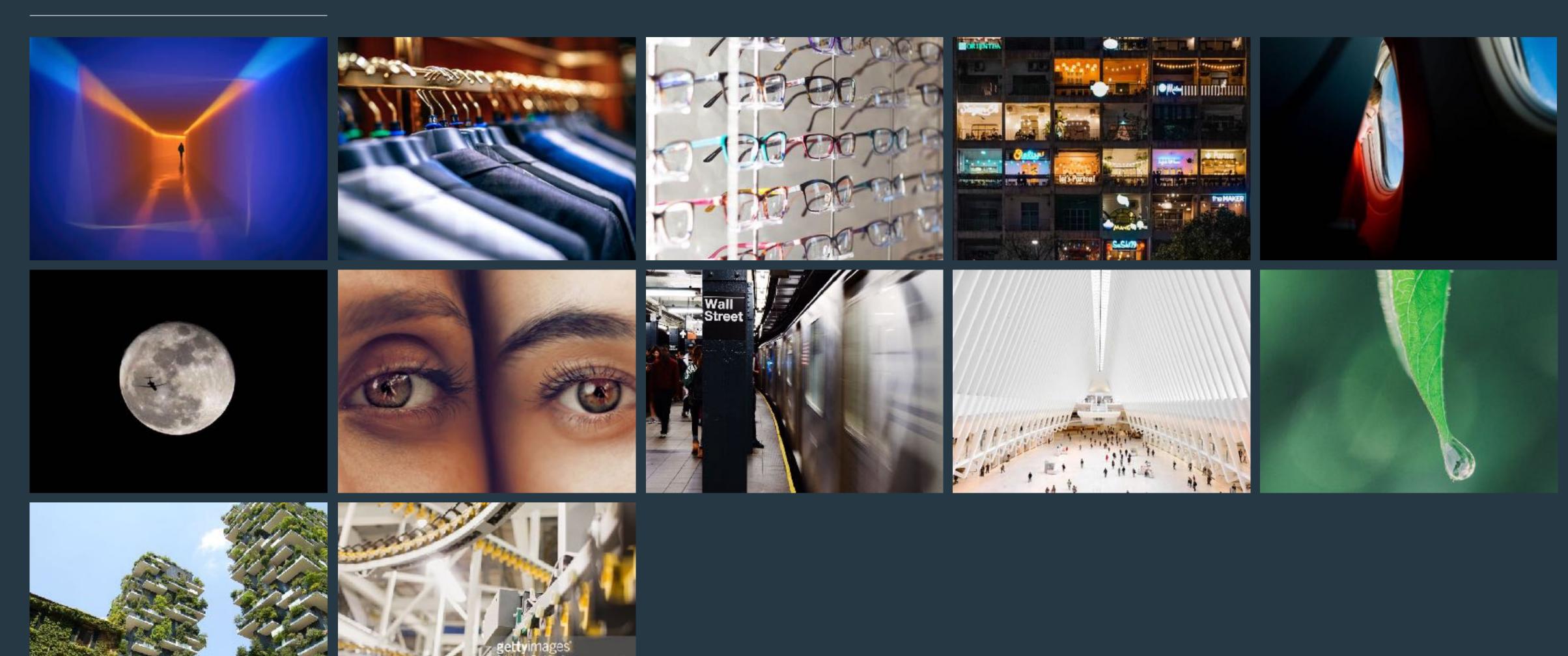
Please contact Cloudera Brand Marketing for image library access.

IOT / STOCK



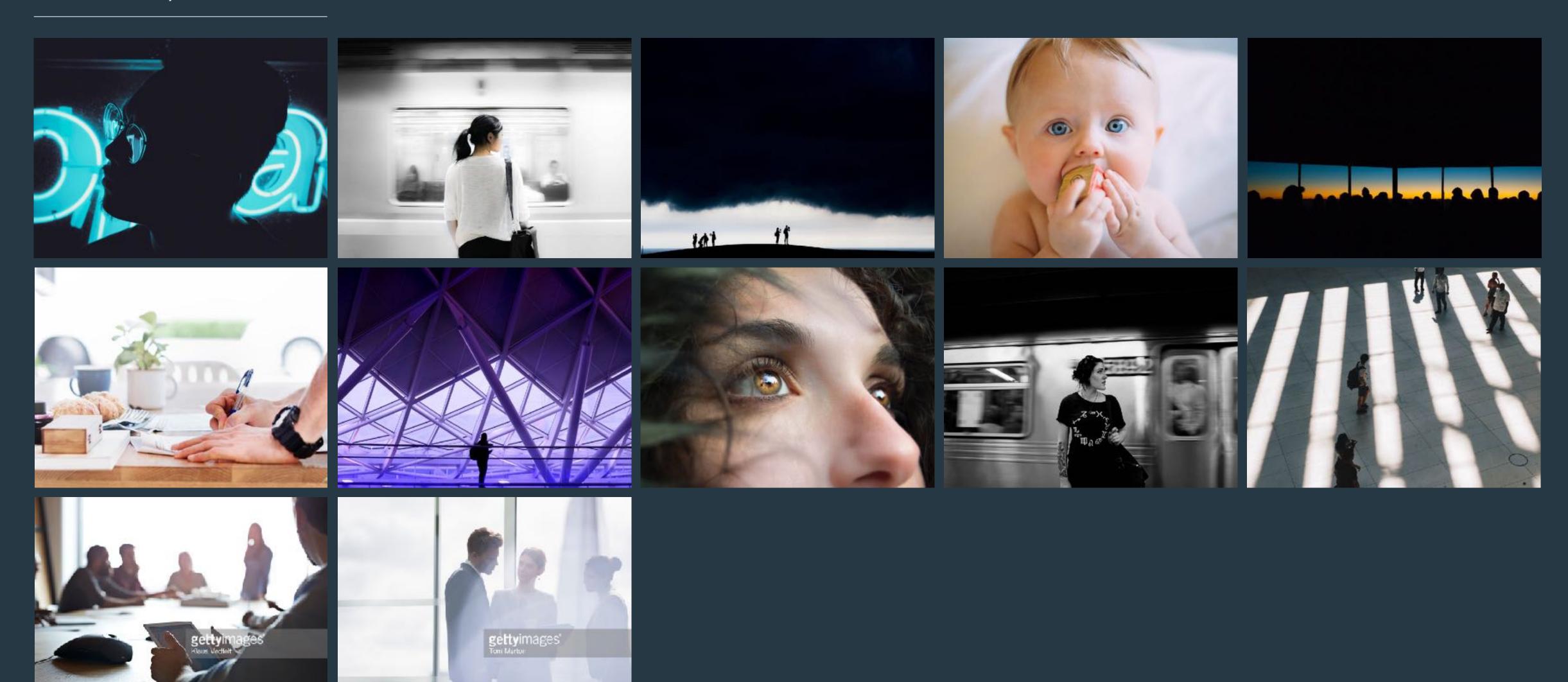
Please contact Cloudera Brand Marketing for image library access.

INSIGHTS / STOCK



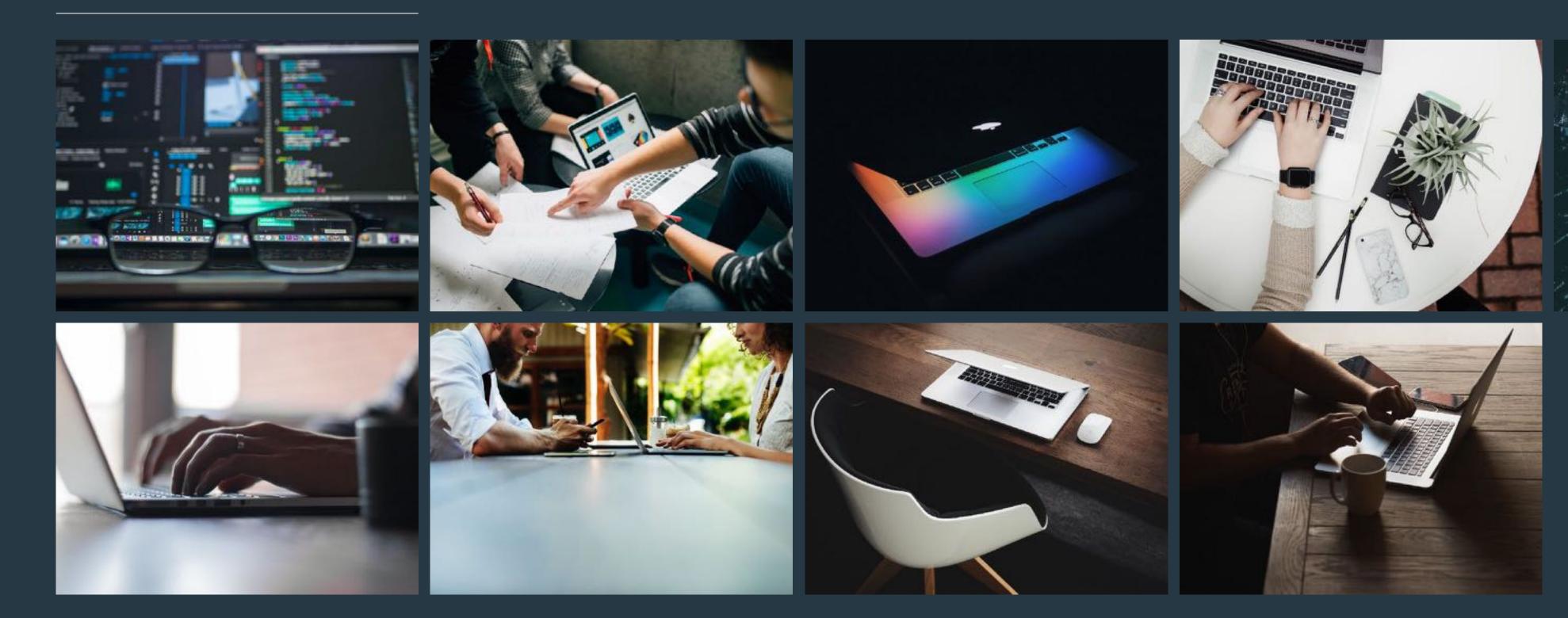
Please contact Cloudera Brand Marketing for image library access.

PEOPLE / STOCK



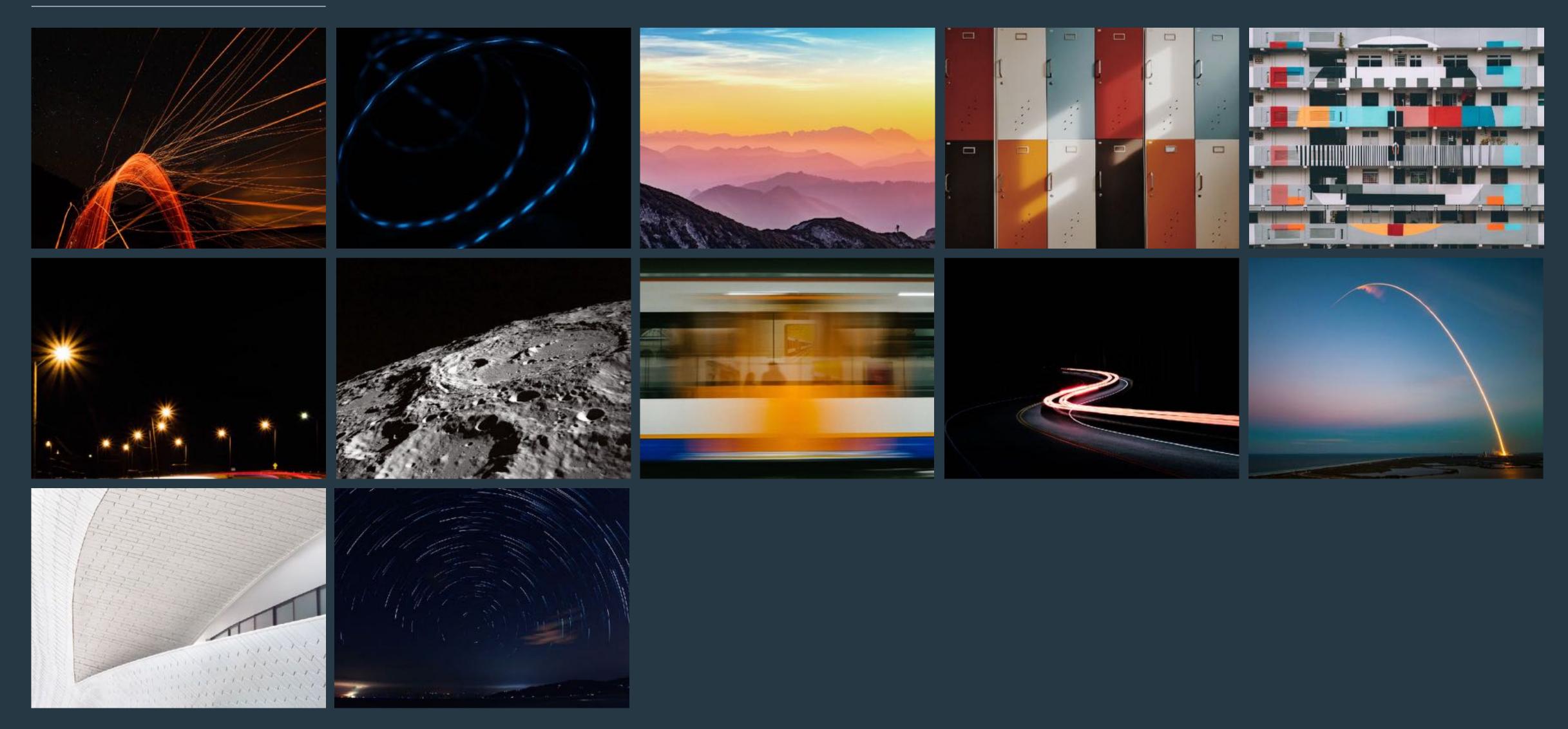
Please contact Cloudera Brand Marketing for image library access.

TECHNOLOGY / STOCK



Please contact Cloudera Brand Marketing for image library access.

TEXTURES / STOCK



Please contact Cloudera Brand Marketing for image library access.

PHOTO ILLUSTRATION

Our illustration style exposes the invisible data that enables our customers to create the ground-breaking inventions and experiences that are changing the world.

Let's make the invisible, visible.



PHOTO ILLUSTRATION

Our illustration style exposes the invisible data that enables our customers to create the ground-breaking inventions and experiences that are changing the world.

Products Silhouettes_Large

Each starts with a simple silhouette of a customer's product and then applies a line pattern on the right edge to expose the hidden data that powers their innovations.

Product Silhouettes_Small

When used at sizes that are too small for the line pattern to reproduce well, we use a simple silhouette of the product on a Cloudera color.

Please contact Cloudera Brand Marketing for permission and resources to create photo illustrations.

Product Silhouette Illustrations_Large





Product Silhouette Illustrations_Small





The 45° angle

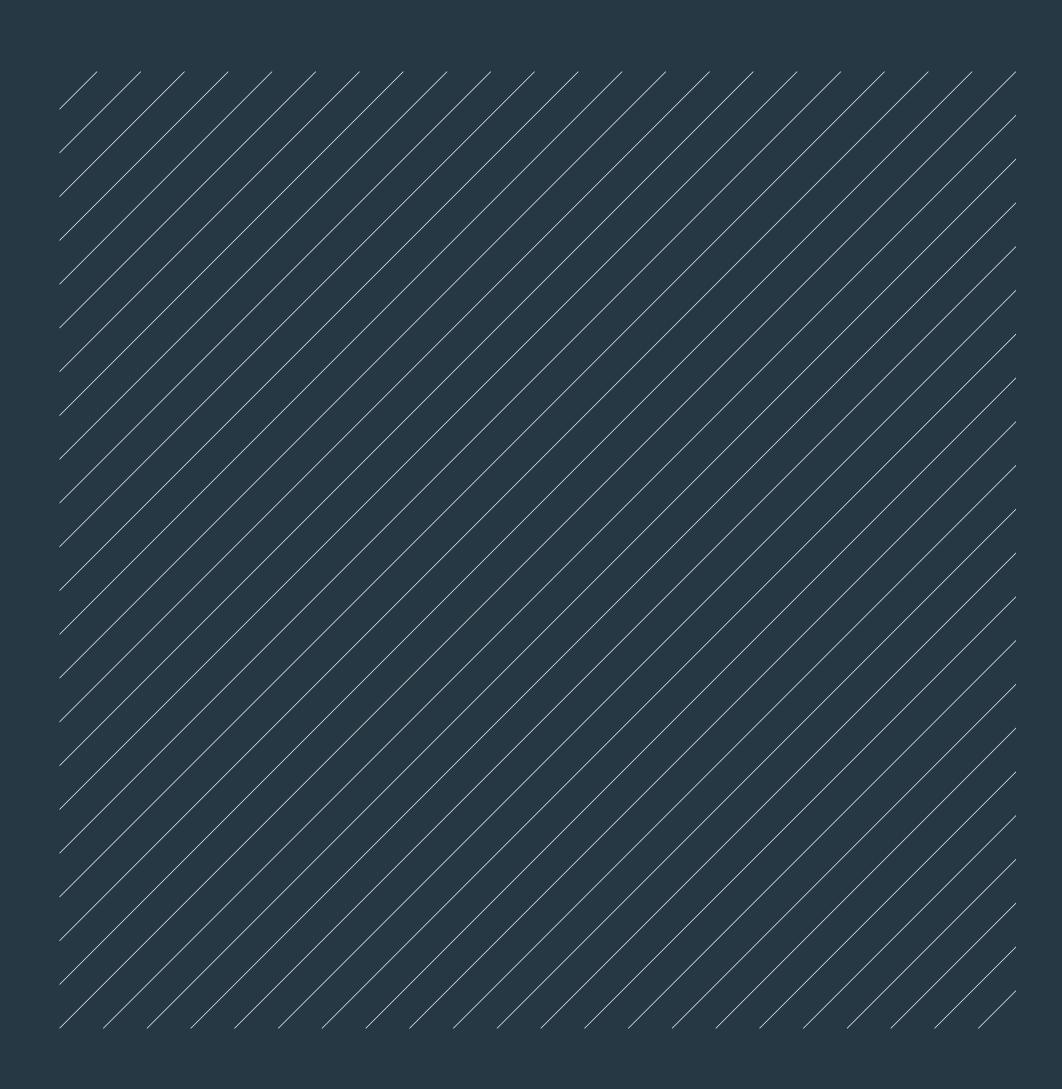
Cloudera uses a simple graphic device in all communications. The 45° angle can be used in the following ways:

- _ As a way to highlight captions
- _ As a background pattern
- _ Type treatments

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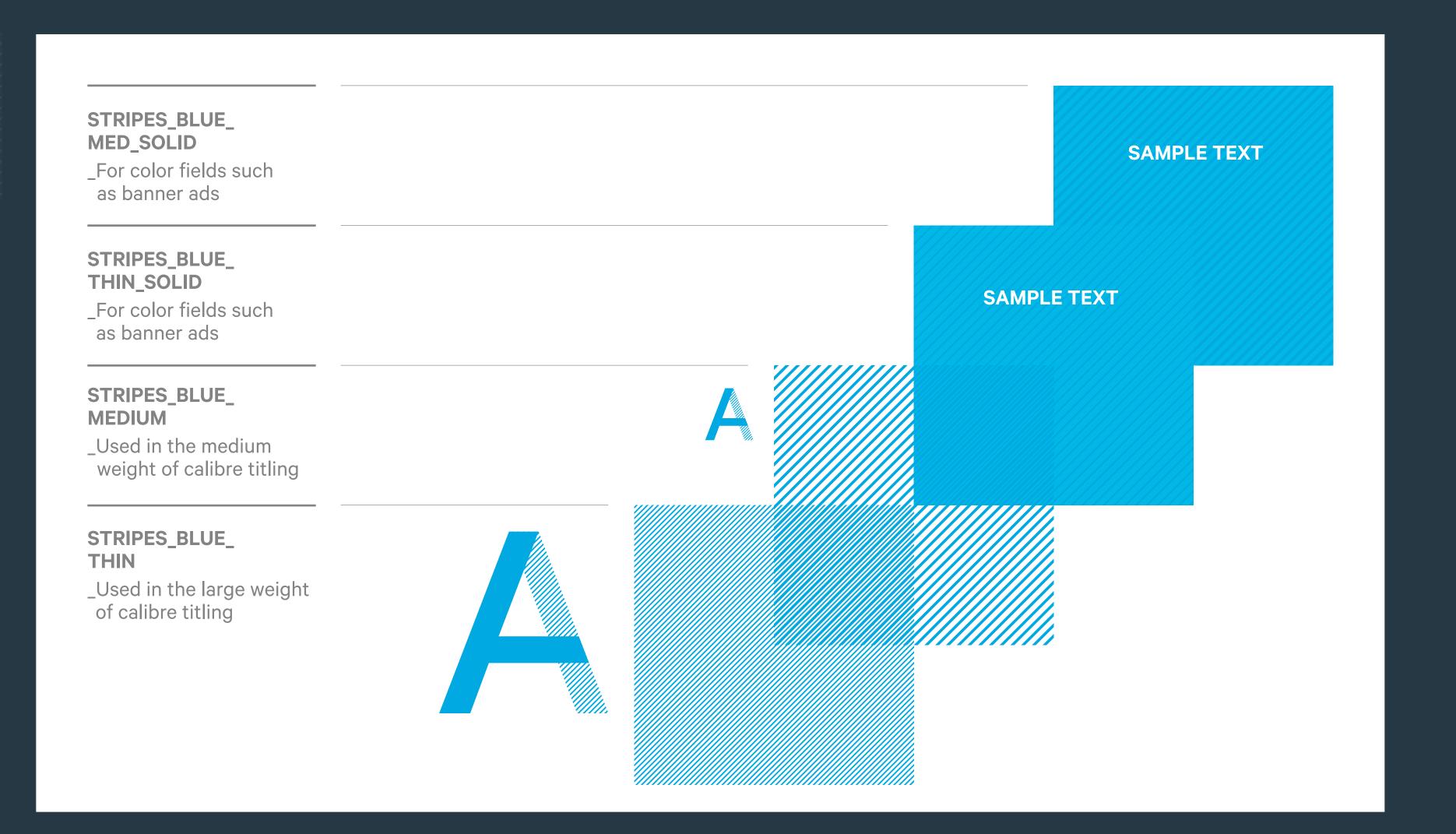
CLOUDERA & GE

Welcome to the data age.

LETS GO

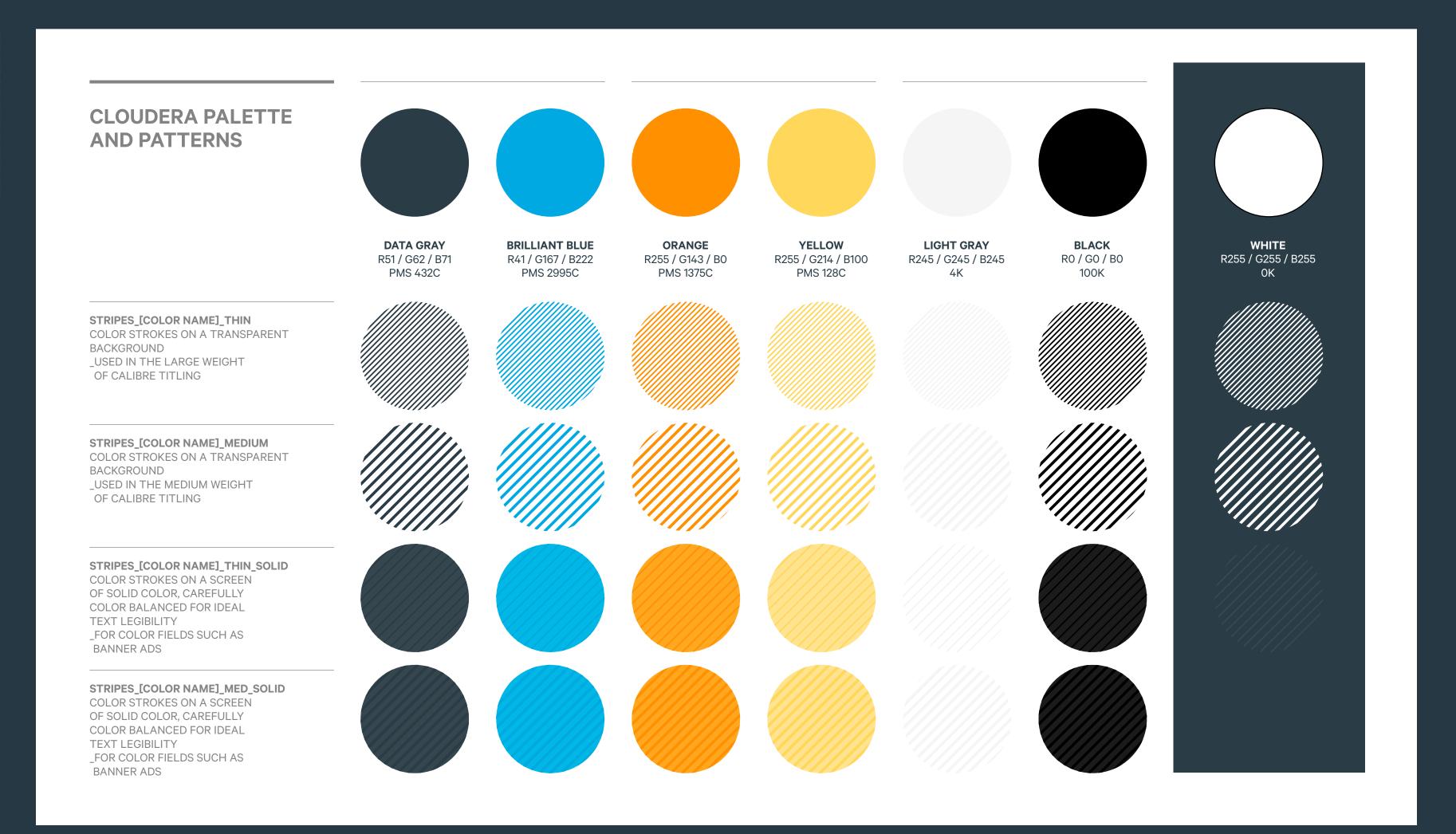
The 45° pattern

The 45° pattern is used as backgrounds to give Cloudera materials a distinctive look and feel, and is used to create our titling typeface. The patterns are available in a variety of colors.



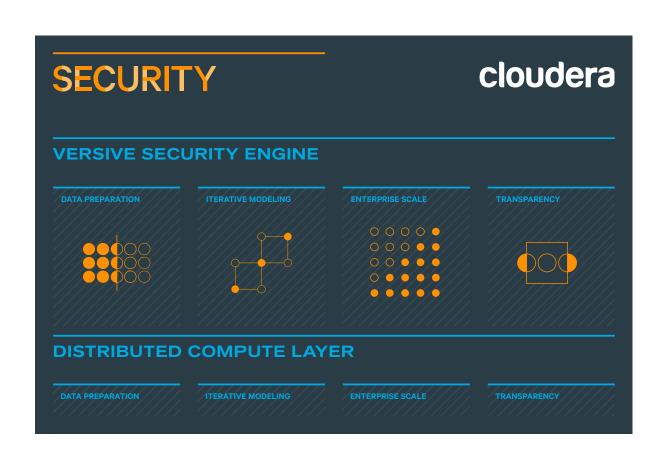
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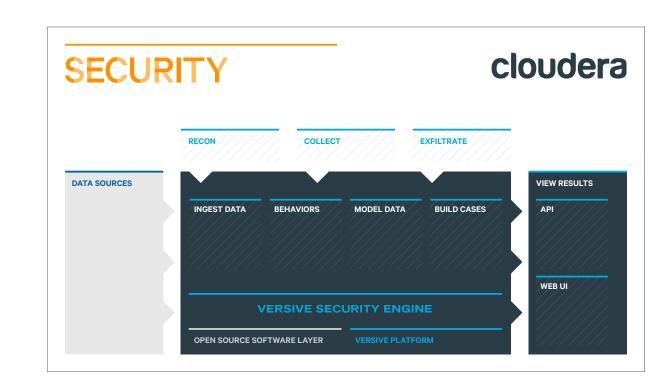


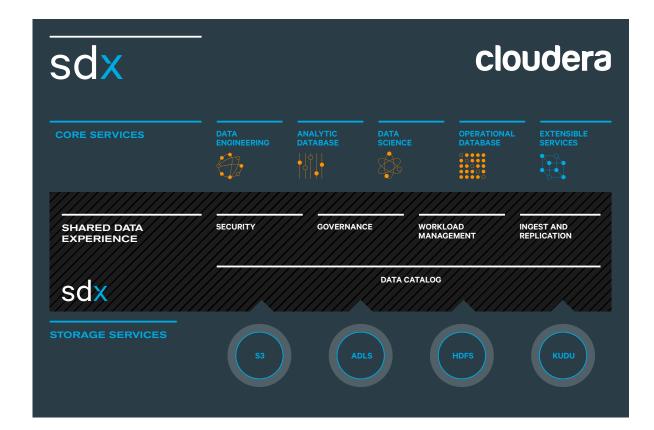
INFORMATION GRAPHICS

- _ Simple, clear and well-crafted
- _ Based on simple, geometric forms
- _ Text is paired down to only the essential information, with minimal iconography
- _ Palette is limited to 2 or 3 colors
- _ Can be simple and graphic, or placed in the context of an industry image



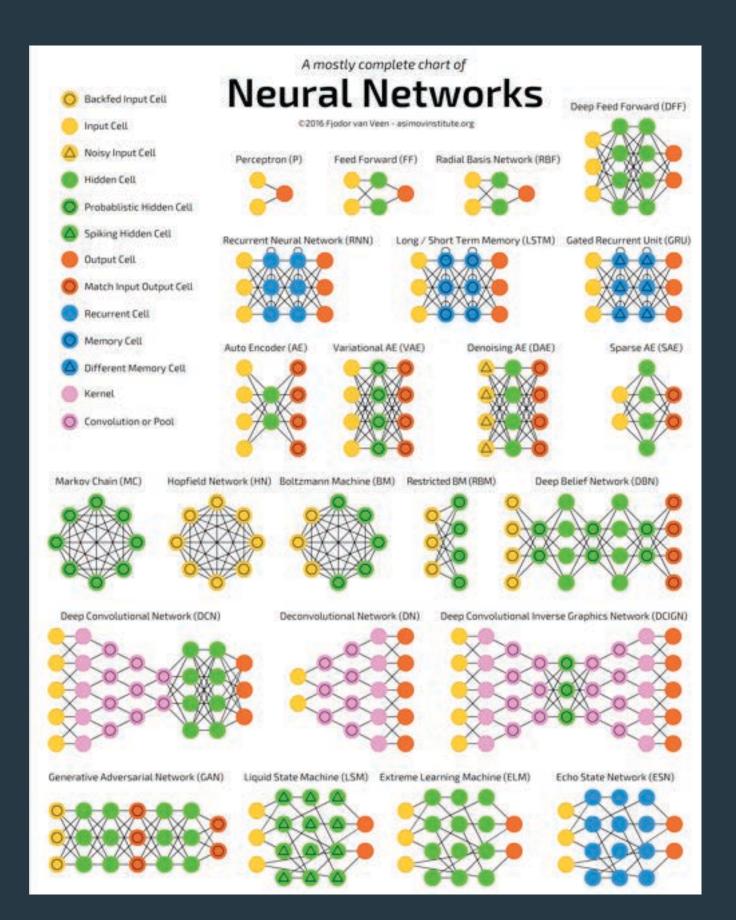


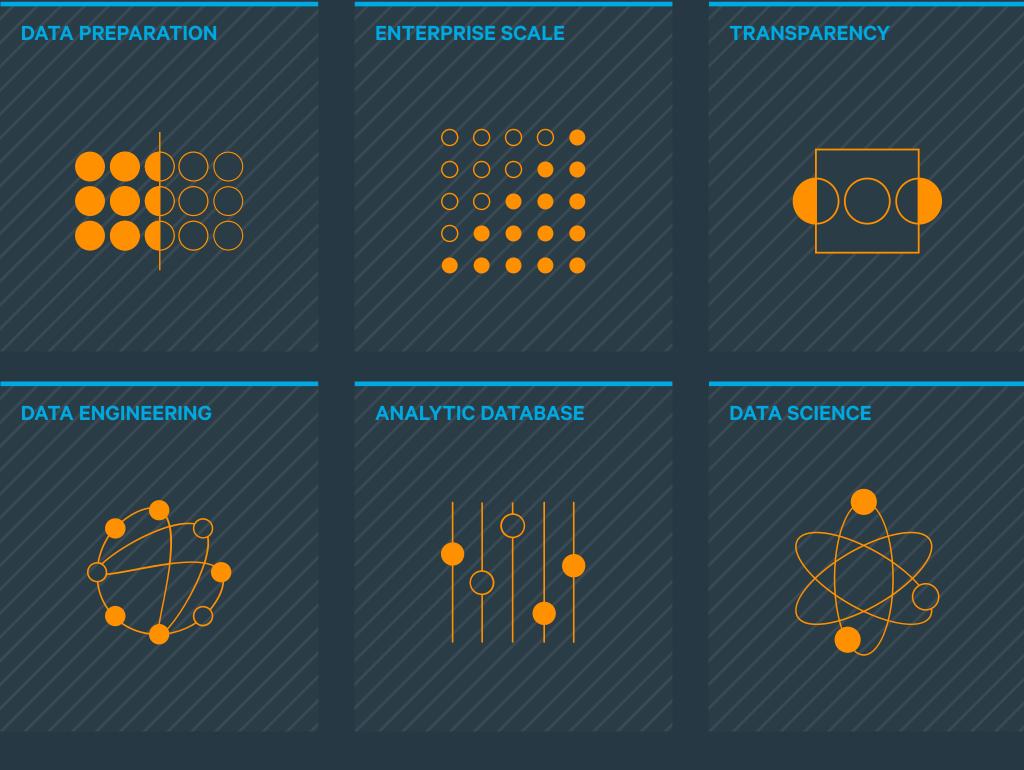




ICONOGRAPHY

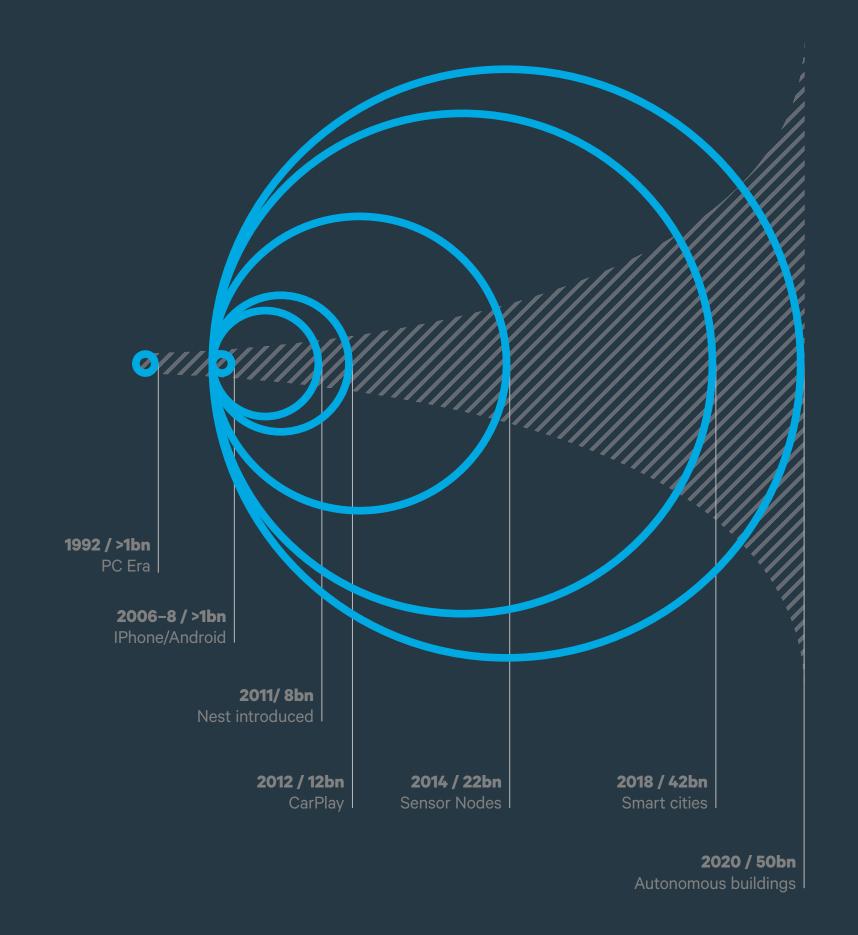
Cloudera icons don't use visual metaphors that will confuse a global audience. Instead, we take inspiration from the way that computer scientists draw neural networks—with circles and lines. The result is a simple, cohesive system of icons that feel truly scientific and universally appealing.



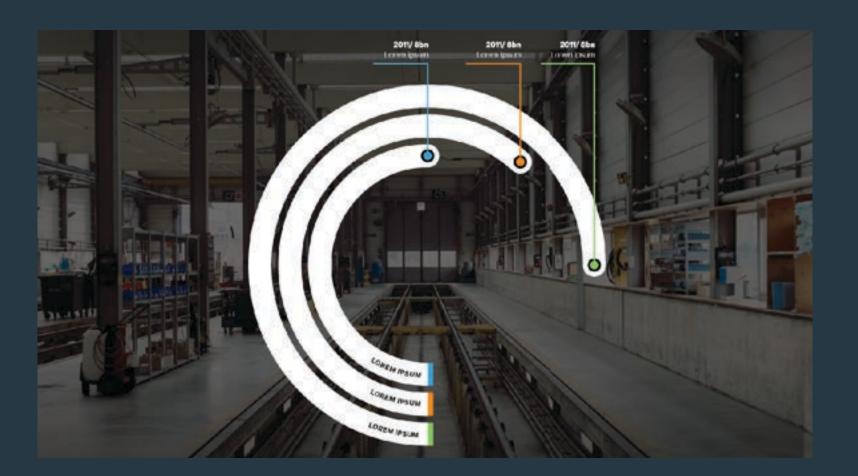


INFORMATION GRAPHICS

- _ Simple, clear and well-crafted
- _ Based on simple, geometric forms
- _ Text is paired down to only the essential information, with minimal iconography
- _ Palette is limited to 2 or 3 colors
- _ Can be simple and graphic, or placed in the context of an industry image







TYPOGRAPHY

There are three levels of typography for the Cloudera brand.

Our text face remains Calibre. For copy over 10 words, Calibre Regular should be used.

Our headline face is Akzidenz Grotesk
Extended. It's a good pairing with Tom
Nagy's expansive landscapes. All vendors
and agencies must purchase <u>AG Next.</u>
Cloudera will not release the font externally.

Our display face, Calibre Titling, is a customized, data-informed version of Calibre. It is to be used only for key plays and specific Brand-approved applications. It comes in 3 versions, which can be used to optimize legibility in different use cases.

BODY COPY / CAPTIONS
Calibre Regular, Semibold

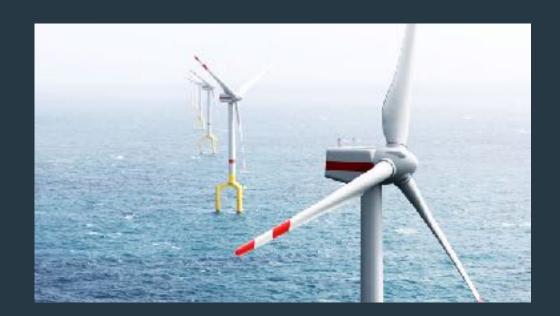
In 2017, we worked with the NYSE to make trades faster and more secure. Now the bull market makes trades at less than a millionth of a second.

Whew.

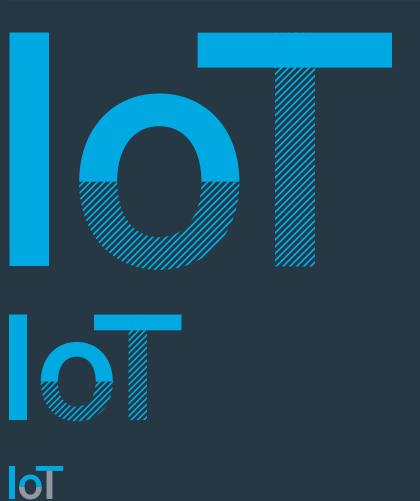
HEADLINES

<u>Akzidenz Grotesk Next Extended</u>

CLOUDERA & CYBERSECURITY
Future-proof your security
platforms.



TITLING
Cloudera Titling



TYPOGRAPHY: BODY COPY

Our typeface for body copy and longer headlines is Calibre, which also comes in a web font.

We use the following weights of Calibre:

Most commonly used weights:

_Calibre Regular and Regular Italic

_Calibre Semibold and Semibold Italic

Print collateral and charts use an expanded selection of weights:

- _Calibre Light and Light Italic
- _Calibre Regular and Regular Italic
- _Calibre Medium and Medium Italic
- _Calibre Semibold and Semibold Italic

Calibre Regular, Italic

ABC
Lorem ipsum dolor sit amet.

ABC

Lorem ipsum dolor sit amet.

Calibre Light, Italic

ABC Lorem ipsum dolor sit amet.

ABC Lorem ipsum dolor sit amet. Calibre Semibold, Italic

ABC Lorem ipsum dolor sit amet.

ABC Lorem ipsum dolor sit amet.

Calibre Medium, Italic

ABC Lorem ipsum dolor sit amet.

ABC Lorem ipsum dolor sit amet.

TYPOGRAPHY: HEADLINES

Akzidenz Grotesk Next Light Extended Akzidenz Grotesk Next Medium Extended

Our typeface for headlines is Akzidenz Grotesk Next Extended, which also comes in a web font.

We use the two following weights of Akzidenz Grotesk Next Extended:

_Akzidenz Grotesk Next Light Extended [this is the most commonly used weight] _Akzidenz Grotesk Next Medium Extended [primarily for subheads, links and CTA buttons].

_Akzidenz Grotesk Next Regular Extended [this weight should only be used on-screen for circumstances where the light weight isn't legible].

We do not use the italic versions of AG Next Extended.

All vendors and agencies must purchase <u>AG Next</u>. Cloudera will not release the font externally.

ABC Lorem ipsum dolor sit amet. ABC Lorem ipsum dolor sit amet.

Akzidenz Grotesk Next Regular Extended

ABC Lorem ipsum dolor sit amet.

TYPOGRAPHY: HEADLINE USAGE

Caps vs Sentence Case

CAPS is preferred for the eyebrow above headlines. For example: "CLOUDERA & KOMATSU". CAPS can be used for headlines that are 12 words or less.

Sentence Case is preferred for headlines that are longer than 12 words.

For headlines that are more than 20 words, we recommend using Calibre Regular.

CAPS: AG Next 12 words or less

EQUIPMENT UTILIZATION,
DOUBLED. THANKS BIG DATA.

Sentence Case: AG Next 12–20 word headlines

In 2017 we helped Komatsu America double their fleet utilization. Nice one, data. Sentence Case: Calibre Regular More than 20 words

CLOUDERA & KOMATSU

In 2017, we worked with the NYSE to make trades faster and more secure. Now the bull market makes trades at less than a millionth of a second. Whew.

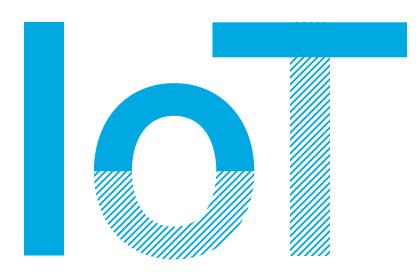
TYPOGRAPHY: CLOUDERA TITLING

Our display face, Cloudera Titling, is a customized, data-informed typeface for use at large sizes.

It comes in 3 versions, which can be used to optimize legibility in different use cases.

LARGE WEIGHT

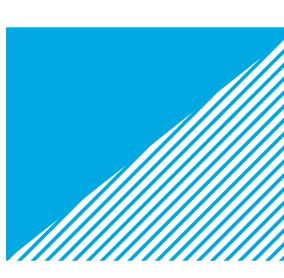
_Uses the pattern STRIPES_BLUE_THIN _Sizing: 175px in height & up



MEDIUM WEIGHT

_Uses the pattern STRIPES_BLUE_MED _Sizing: 50px-170px in height





SMALL WEIGHT

_Uses the solid color at 60% transparency _Sizing: 15px-45px in height





TYPOGRAPHY: CLOUDERA TITLING

We typically set Cloudera Titling in Data Gray, Brilliant Blue, Orange and White. We avoid setting it in Green, Deep Blue or Black. Cloudera Titling tends to work best as a light color against a flood of a darker color [Brilliant Blue on Data Gray, for example].



CLOUDERA TITLING V3 / 102817

ABCDEFGHIJKLMNOPQRSTUVWXYZo1234567890 !@#\$%^&*()-+=?:;. ""></

DISPLAY 175PX & UP
IN HEIGHT USE "THIN" STRIPES

MACHINE LEARNING MACHINE LEARNING MACHINE LEARNING

MACHINE EARNING MACHINE LEARNING MACHINE EARNING

IOT IOT IOT

INSIGHTS INSIGHTS INSIGHTS

SECURITY SECURITY SECURITY

CLOUD CLOUD CLOUD

BRAND

WELCOME TO THE DATA AGE WELCOME TO THE DATA AGE POWERING POSSIBILITY

IMPOSSIBLE? POSSIBLE.

50PX - 170PX IN HEIGHT USE "MEDIUM" STRIPES MEDIUM

MACHINE LEARNING

MACHINE LEARNING MACHINE LEARNING

IoT loT ol

OT

INSIGHTS INSIGHTS INSIGHTS

SECURITY SECURITY SECURITY

CLOUD CLOUD CLOUD

MACHINE LEARNING WEBINAR WEBINAR MACHINE LEARNING WEBINAR

WELCOME TO THE DATA AGE

WELCOME TO THE DATA AGE

POWERING POSSIBILITY IMPOSSIBLE? POSSIBLE. BRAND DNA

MACHINE LEARNING

ANALYST REPORT ANALYST REPORT ANALYST REPORT

CASE STUDY WHITE PAPER WHITE PAPER WHITE PAPER

CASE STUDY

CASE STUDY

15PX-45PX IN HEIGHT

WEBINAR WEBINAR

USE SOLID COLOR @60%TRANSPARENCY

MACHINE LEARNING INSIGHTS

INSIGHTS

INSIGHTS

POSSIBILITY POSSIBLE?

WELCOME TO THE DATA AGE

SECURITY ANALYST REPORT CLOUD CLOUD CLOUD

ANALYST REPORT CASE STUDY CASE STUDY WHITE PAPER WHITE PAPER

TYPOGRAPHY: HOW TO USE CLOUDERA TITLING

How to use Cloudera Titling

Cloudera Titling features stripes that can become moires when used incorrectly. For example, if you take the Display size and use it at very small pixel sizes, the stripes will become muddled.

In order to help you use the Cloudera Titling artwork, refer to the following step-by-step guide.

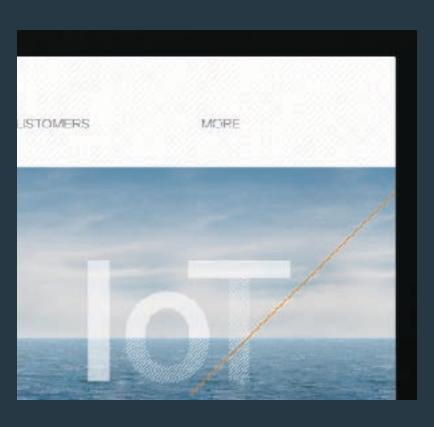
STEP 1

Determine the vertical pixel height that you need. For example, banner ads typically use Cloudera Titling at a height of 18 pixels, which necessitates using the Small size of Cloudera Titling.

cloudera

WEBINAR

Another example is setting a headline within a large format, such as a website. At a height of 265 pixels, use the Display size. [Note that this exhibit has been scaled to fit].

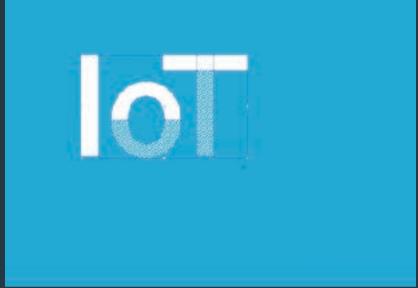


STEP 2

Once you know the vertical height you need, copy the artwork from the Cloudera Titling Art file in Illustrator. Copy and paste the artwork into your final art file, and scale it to the desired size.

Do not alter the stripe scaling within the letterforms, scale the entire letterform.

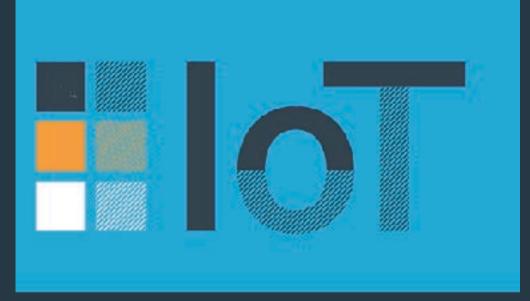




STEP 3

You can change the coloration of the letterform, as long as you work with the color palette and be sure to not alter the scale of the striping.





VOICE: BRAND LEVEL

Data is the new currency. At the brand level we can craft a voice which speaks to our reach and ambition [with a wink and an edge, of course].

Cloudera's voice is always:

- _ Confident, with a wink
- _ Optimistic, but clever
- _ Clear

ROCK 'N' ROLL
DATA WILL SAVE
THE WORLD.



VOICE: HEADLINES

Based on the key plays, the voice of Cloudera is a balance of clarity and personality, with a knowing wink that reveals the brilliance behind our work.

We use hashtags that speak to the power of data science to connect our social efforts and our web banner ads back to our site.

Cloudera's voice is always:

- _ Confident, with a wink
- _ Optimistic, but clever
- _ Clear

SECURITY

Protect your business and your data

INSIGHTS

Personalize your business services

IoT

Get more out of your business and products

CLOUDERA & CYBERSECURITY

Future-proof your security platforms.

CLOUDERA & SHOPPING

Create a store experience tailored to the individual.

CLOUDERA & IOT

0 to 50 billion devices in 30 years. Whew.

CLOUDERA & CYBERSECURITY

Outsmart fraud with advanced analytics.

CLOUDERA & GENE THERAPY

Treatment personalized for my needs? Thanks data.

CLOUDERA & KOMATSU

Equipment utilization, doubled.

Thanks big data.

CLOUDERA & CYBERSECURITY

Proactive detection and response to threats.

CLOUDERA & OCTO

Taking the risk out of risk assessment.

CLOUDERA & SHIPPING

From guessing the best route, to plotting it.

HASHTAGS [Conceptual examples]

#EPICDATA

#DATAPOWERED

VOICE: WOW NUMBERS

For online advertising and social, we bring our premier customer case studies to life, using key metrics that boil down Cloudera's impact into one "Wow Number".

- _ Concise
- _ Confident
- _ Optimistic
- _ Clear

The WOW number is set using Calibre Bold or Extra Bold. The number is outlined in a 2 or 3 pixel stroke, using one of the secondary highlight colors from our palette.

CLOUDERA & A.P. MOLLER-MAERSK

In 2017, we helped A.P. Moller–Maersk, the world's leading shipping company, save 1.5 million gallons of fuel.

Nice one, data.

HASHTAGS [Conceptual examples]

#EPICDATA

#DATAPOWERED

CLOUDERA & HEALTHCARE

The difference in genes between two people is less than .1%. Understanding what makes you, you helps your doctor create gene therapy treatments.

Thanks big data.



CLOUDERA & NYSE

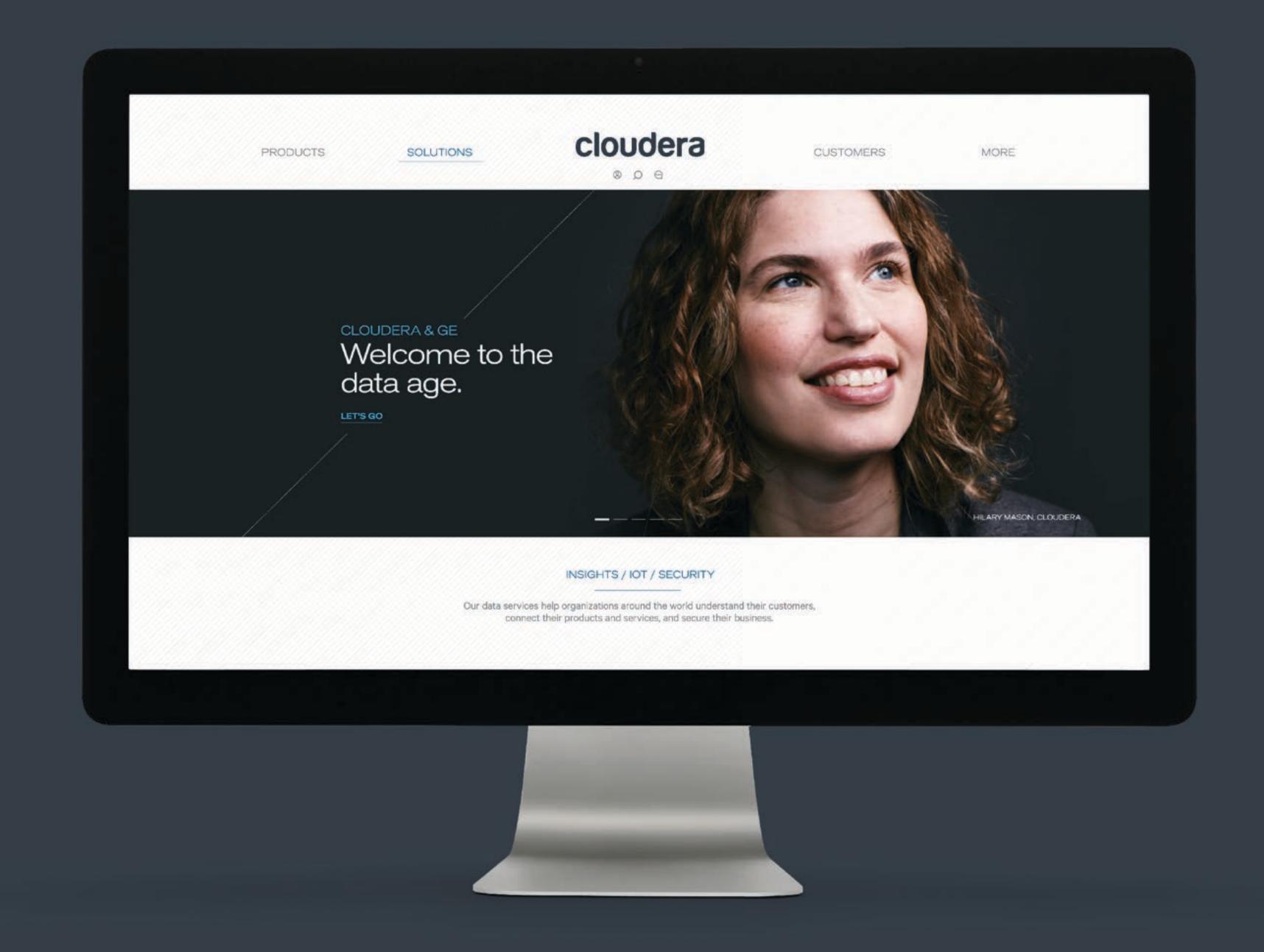
In 2017, we worked with the NYSE to make trades faster and more secure. Now the bull market makes trades at less than a millionth of a second.

Whew.

IMPOSSIBLE? POSSIBLE

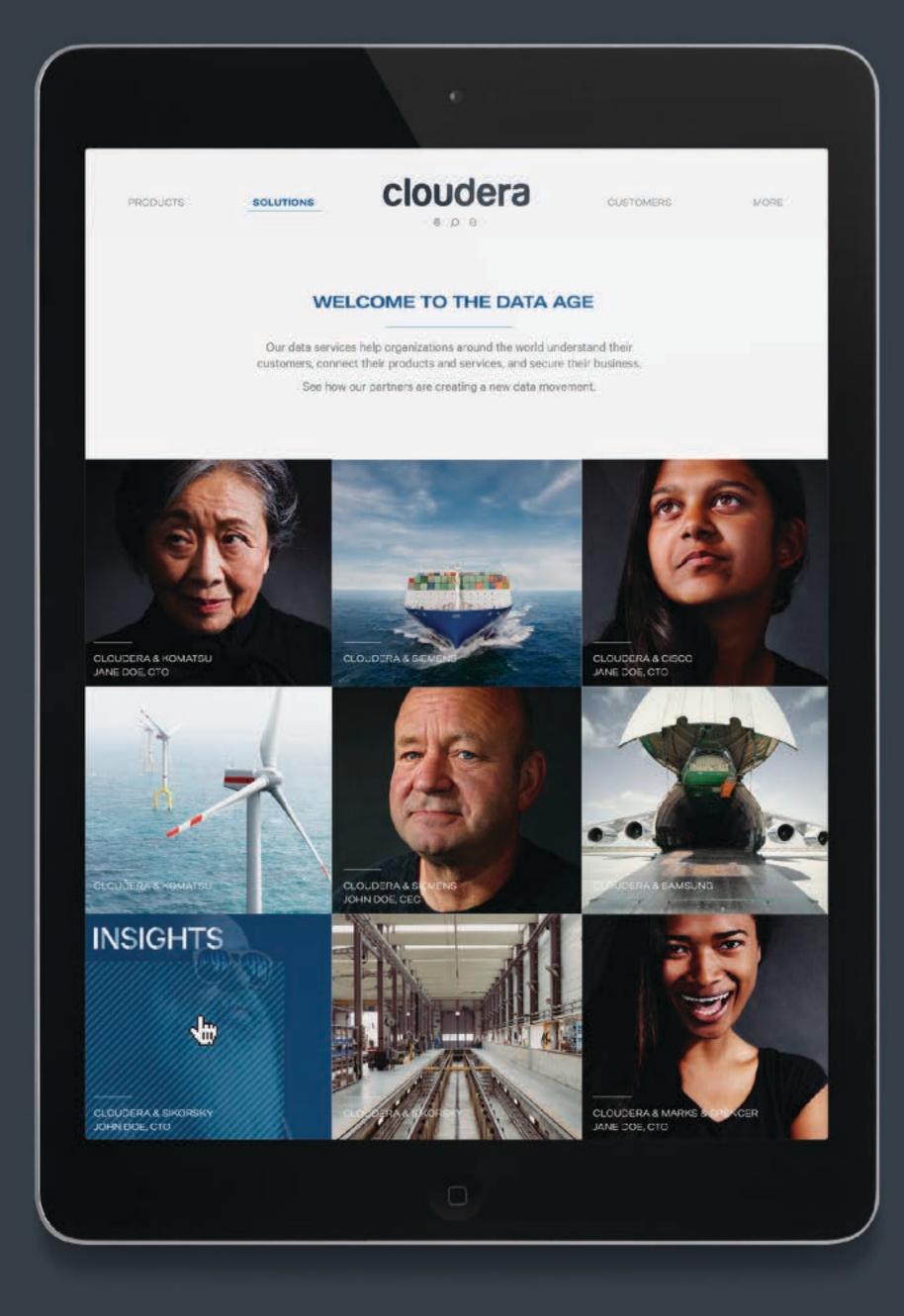
GALLERY

cloudera



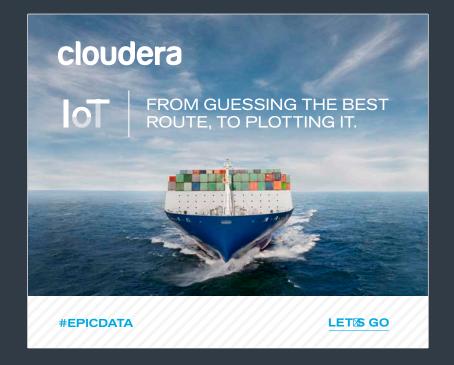
cloudera SOLUTIONS CUSTOMERS MORE PRODUCTS 9 Q 9 CLOUDERA & SHIPPING
From guessing the best route, to plotting it. LET'S GO INSIGHTS / IOT / SECURITY Our data services help organizations around the world understand their customers, connect their products and services, and secure their business.





















Banner Ad: Webinar [white rules are just FPO]





Banner Ad: Partnership [white rules are just FPO]







In 2017, we helped Komatsu America, the world's second-largest maker of Earth moving vehicles, double their fleet utilization. Nice one, data.

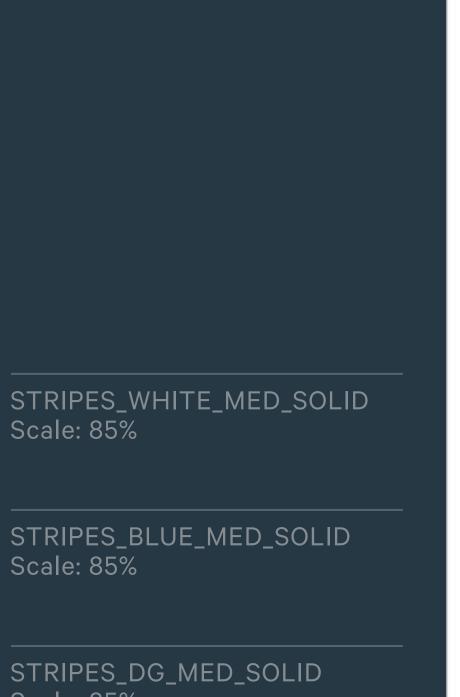


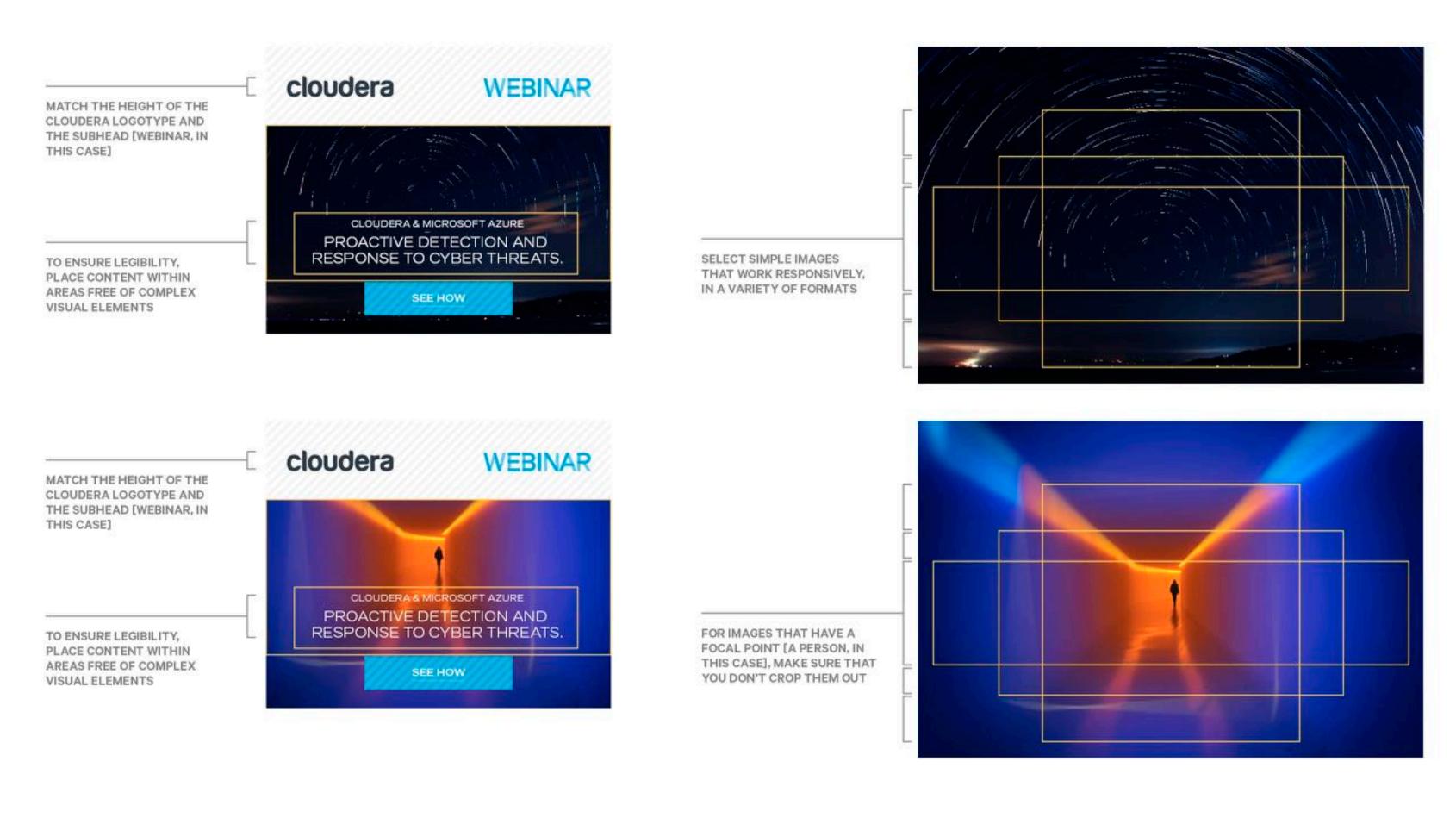
DIGITAL ADVERTISING: USAGE STANDARDS

Scale: 85%

Scale: 85%

Scale: 85%





cloudera

Maximize Uptime and
Productivity with IoT Enabled
Predictive Maintenance

Cloudera Enterprise Data Hub





CUSTOMER SUCCESS STORY



Business Applications Supported

_360-degree of calls and customers _Fraud detection

Impact

Call quality issues addressed in real time untire class of customer raud diminated. Business Services deployment schedule accelerated by two months.

Data Sources

Call defail records from five to six systems per call Customer data

Big Data Scale

_Billing data

_Processing about 200 million records per day

Challenge

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Solution

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Results

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Vim integre repudiandae ad. Et nec appareat sapientem concludaturque, vix ne solet cotidioque. Ne cum stat discere scaevola, cos omittam delectus glariatur no. An mel odio primis, an qui notes labore nostro. Rebum nullam aliquid ut has. Ne pro a la nemore laboramus, ius id quidam vituperatoribus. Id ius clita expetendis, nonumes eloquentiam ut mel, elus nostro oblique nami d. Ad ancillae facilisis comprehensam st. Ponderum dignissim eum ad, vel le exerci me lore invenire. Vim ut facer alterum, mei vide brute an. Ad ius quem forem praesent, eos ei wisi convenire appellantur.

Clouders, Inc. 395 Page Mill Road Palo Alto, CA 94306 USA clouderscom

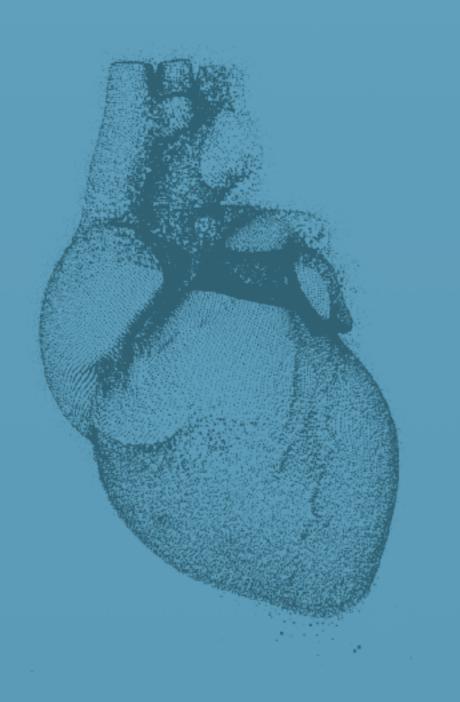
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CLOUDERA & IOT REAL-TIME MONITORING OF YOUR HEART'S HEALTH. THANKS DATA.



DO NOTS

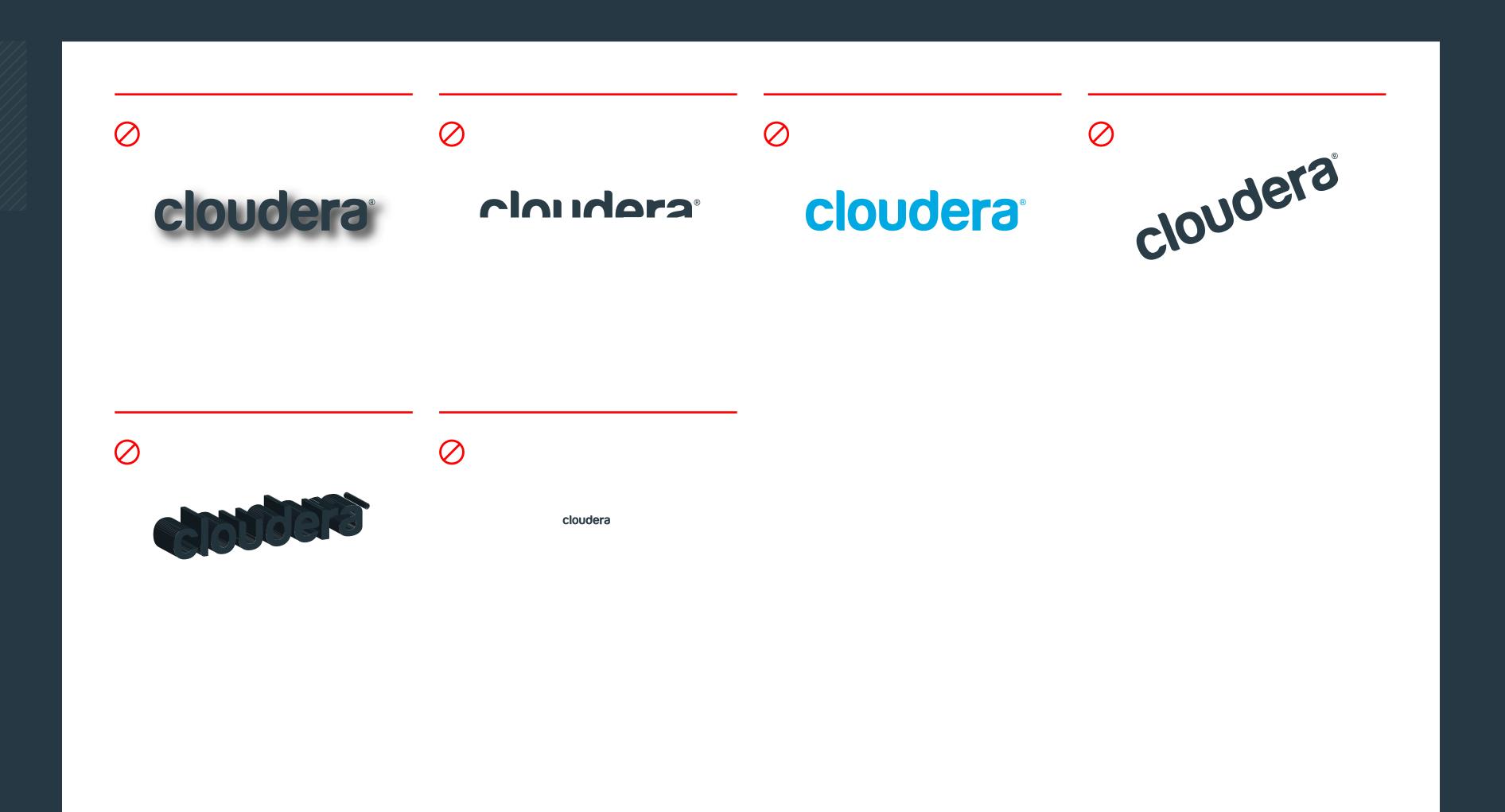
cloudera

LOGOTYPE USAGE DO NOTS

Our logotype is our signature.

It should be treated with great care and consistency so that we can build awareness of the brand.

Don't stretch, extrude, revolve, crop, add a shadow to, make it 3D, make it too small, or use a color that deviates from the guidelines.



PHOTOGRAPHY USAGE: DO NOTS

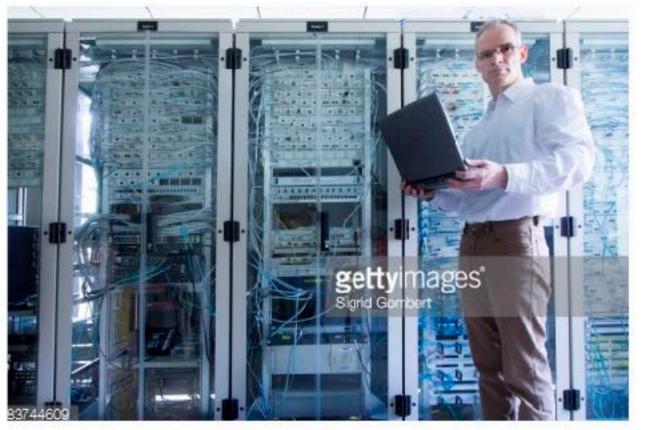
Our images should feel cool and credible.
Our design system aims to make the
invisible, visible by showing the impact of our
customer's work on society and in business.



Don't use images that position Cloudera as a generic storage company, and avoid generic, cliche tech imagery.

Don't confuse the viewer with images that are metaphorical, such as sports images or complex illustrations.

Don't use images that feel contrived or fake. Avoid too many smiles.









PATTERN USAGE DO NOTS

We use the 45° line as a simple and elegant graphic device to create cohesion within all of our materials. Special care should be taken when using the pattern to maintain legibility of content and to avoid moires.

O Do not use background patterns that interfere with the legibility of the content used on top of it. Do not scale the patterns so that they compete with **SAMPLE TEXT** content. Avoid a "barbershop" pole look. Avoid creating moires. Do not overlap patterns without permission from Cloudera marketing. O not stretch the patterns. Maintain a 45° angle at all times.

DO NOTS: CLOUDERA TITLING

We typically set Cloudera Titling in Data Gray, Brilliant Blue, Orange and White. We avoid setting it in Green, Deep Blue or Black. Cloudera Titling tends to work best as a light color against a flood of a darker color [Brilliant Blue on Data Gray, for example].

Stripes should never be altered and should remain in the specific scale and density according to their size. Keep the color consistent between the solid part of the letterform and the striping.



Make sure to use the same color for both the striping and the solid fill.



Don't layer or overlap the Titling artwork without permission. Avoid creating moires with the patterns.



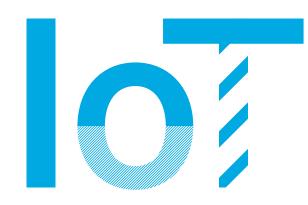
Be careful to follow the stripe scaling guidelines, to ensure legibility and the integrity of the Titing typeface.



Don't set it in phrases or headlines that aren't approved by Cloudera marketing. This is not a typeface to be used everywhere.









POWERING POSSIBILITY