CLOUD VENDORS

CHOOSING WISELY

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THE JFROG EXPERIENCE

- A *fast* running startup
- Doing cloud since 2009
- 2 cloud-based products
  - JFrog Bintray
  - JFrog Artifactory Cloud

THE JFROG EXPERIENCE

- Cloud infra vendors:
  - AWS, GCE, SoftLayer…
- Cloud-base service vendors:
  - Too many to mention…
  - Databases (relational and non-relational), logging, monitoring, mailers, APM, CDNs, DNS, Object Storage…

MANY OBSERVATIONS...

- What to look for...
- BYO when needed
- We are pedantic
- Let's have a look...

MATURITY

SIZE MATTERS

- AWS vs. ROW

ROW

SEQUOIA

MICROSERVICES ECOSYSTEM

DEVELOPER TOOLS

DATA CENTER

SOURCE
Atlassian
GitHub
Gitlab

CONTINUOUS INTEGRATION
CloudBees
JFrog
Codeship
Werker
Shippable

CONTAINER REGISTRY
Docker
Amazon
Google

SERVICE DISCOVERY & PLANNING
Docker
Kubernetes
Hashicorp

SERVICE OPTIMIZATION
Force12.io

SECURITY & COMPLIANCE
Illumio
Apcera
CloudPassage
Banyan
Twistlock
Redlock
Palo Alto Networks
StackRox
Conjur
Scalock

MONITORING | LOG ANALYSIS
Wavefront
DataDog
Sysdig
Elastic
Logentries
Nagios
Gencore
App Dynamics
SumoLogic
Runscope
New Relic
SignalFX
Splunk

INTER-SERVICE COMMUNICATIONS
Confluent
Tensyr
Rabbit (Pivotal)
Hystrix
Thrift
Finagle
NATS
gRPC

ORCHESTRATION
Docker
Mesosphere
Apcera
Kubernetes
HashiCorp

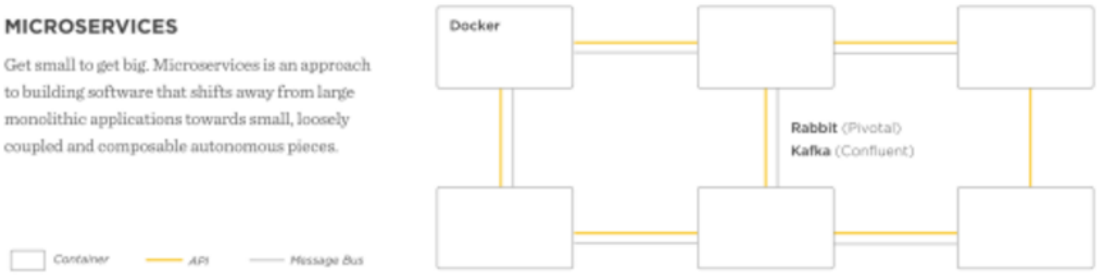
PLATFORM MANAGEMENT
Docker
Mesosphere
AppFormix
Nirmata
Rancher
Stack Engine (Oracle)
Apcera
Flexiant
Containership
ManageIQ
Kubernetes

API MANAGEMENT
Mulesoft
Akana
Apigee
Runscope
Kong
WSO2
3Scale
Mashery

REGISTRATION
Zookeeper
CoreOS

LOAD BALANCING
NGINX
Datawire
Buoyant
HAProxy
Traefik

MICROSERVICES
Get small to get big. Microservices is an approach to building software that shifts away from large monolithic applications towards small, loosely coupled and composable autonomous pieces.



OPERATING SYSTEM
Linux
UNIX
Windows
CoreOS
OpenStack
Mesosphere

INFRASTRUCTURE AUTOMATION
HashiCorp
Ansible (Red Hat)
Puppet
SaltStack
Chef

DATABASE & DATA MANAGEMENT
ClusterHQ
Minio
MongoDB
Crate.io
Cockroach

NETWORK
Cumulus
Docker
Big Switch
Weaveworks
FBOSS
Calico
OpenSwitch

CONVERGED INFRASTRUCTURE
Ceph (Red Hat)
Datawise
Springpath
Portworx

PLATFORMS
OpenShift
Joyent
Cloud Foundry
Deis
Docker

PUBLIC CLOUD
AWS
DigitalOcean
Azure
VMware
IBM
Google

Includes both companies and open source projects

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DOES IT WORK?

- Getting there with 80%
- Docs reflecting functionality
- Is the vendor using you as beta

DOES IT SCALE?

- No single test will uncover what will happen in prod
- Vendors under-provision
- Vendors (may) lie
- You are the one to monitor
- DR is not guaranteed – your job

BUILDING TO SCALE

- Build with scale in-mind from the beginning
- Costly to impossible to add later

FOCUS

HOW MUCH DO THEY CARE?

- “Buy me” effect
- Changing priorities

SUPPORT

CAN THEY SPEAK TO YOU?

- Do they understand what you are doing?
- Level one level 1
- Show your size
- TAM - ask
- Proactive?

HOW FAST YOU WANT IT?

- Paid SLA
- Response time f(Access method)
- Knowing when to write
- Do they work Christmas Eve?
- Sense of urgency
- Your customers don’t care who your vendors are

SUPPORT IS A REFLECTION OF EVERYTHING

AGILITY

CAN THEY GROW WITH YOU?

- Add/Change features
- Don’t be afraid to ask
  - It’s negotiable
  - They learn
- Use the competition
  - AWS

TRANSPARENCY

WHAT ARE THEY WILLING TO SHARE?

- Architecture
- Expected use
- When things break - limits
- How they monitor
- Logs
- Post mortems

COUPLING

CAN YOU SAY GOODBYE?

- 2 development approaches:
  - AWS vs. ROW
- Always build to switch
- In everything you do – this is software
- Lock-in honeypot features – first to go

NO ONE IS PERFECT

A MATTER OF MILEAGE

- Keep your eyes open
- Don’t ignore the red flags

QUESTIONS?