

NOTE

- Forward Looking Statements.
- Phased releases starting March 2005.
- Customers can shape the JBoss Network
- Agenda
 - ✓ Why
 - ✓ Customer Feedback
 - ✓ Enterprise Environment



Thoughts Behind JBoss Network

- How do we deliver great customer support?
- How do we extend support services?
- Models around service of applications.
- Does not have to fit into the conventional support concepts.



Enterprise Customers Q & A

How do you get product information from your commercial products and your open source products?

- (a) Subscribed to mailing list
 (b) Check the website occasionally
 (c) Word-of-mouth
 (d) When we have a problem we check for a new version

How many of the environments will your application be deployed to before it goes to production?

- (a) 1 (b) 2 (c) 3
- (d) 4 (e) more

How do you synchronize patch levels, configuration information within a J2EE Cluster?

- (a) Not Applicable, we don't use a cluster
 (b) Our configurations and machines vary, they are not in synch.
 (c) We try to keep everything in synch manually, by applying updates
 (d) To keep things in synch we use _____



Build to Production in large IT organizations Development Tech Ops Managed ITE PROD QA and Client Dev Client QA Boss World

IT Pain Points

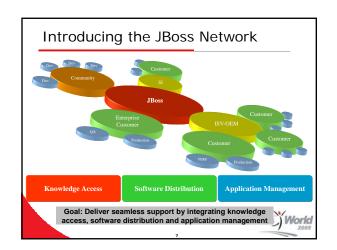
- System/Vendor Defects later in the lifecycle
 Defects found further down the chain are expensive
 Defects found in production have HIGH financial impacts to the business
 - Vendors have different mechanism for pushing patches
 - No mechanism to keep environments in synch
- OA, Security, Tech Ops, Development organizationally separate

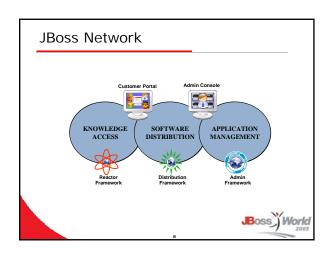
 Process heavy for moving from development through production

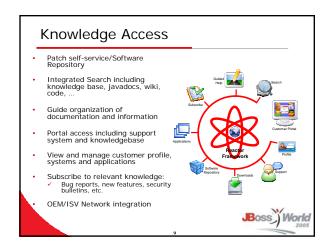
 Approval process has to go through multiple groups

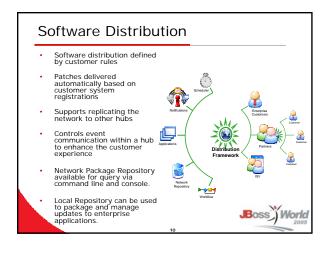
 Multiple levels of testing (regression expensive)
- Shared Resources (Systems and Resources)
 ✓ Overwhelmed technical operations group
- Locked down environments
 Defect resolution in clustered environments takes a lot of time
 System resources and configuration conflicts
- - Hardware cost
 People management cost
 Middleware licensing cost

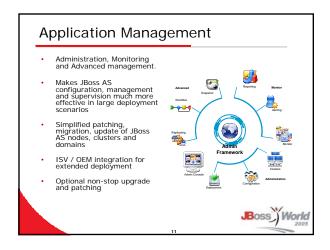












		Silver	Gold and Platinum	Upgrade
Knowledge Access	Integrated Search	1	1	
	Patch Self-Service	✓	✓	
	System Registration	1	1	
	Knowledge Alerts	1	1	
Software Distribution	Network Repository		1	
	Distribution Rules		1	
	Scheduling/Syndication		1	
Application Management	Mono Node Administration	1	1	
	Multi Node Administration		1	
	Management Framework		1	
Mar Mar	Application Monitoring			✓
ation M	Application Alerting			1
Applic	Process Management			1
A rev	Advanced Management			1

