

Progress Alliance overview

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Overview of EMEA SDP Program



Program target : SDP (Services Delivery Partners)

1- Make our OE ecosystem even more aware of our solutions incl. Pacific

2- Help to train our pure OE ecosystem in a (OE + Pacific) ecosystem

3- Work more closely with these delivery partners for better usage of our solution for the final customers

Content of the Program – Values for market

Sales &
technical
Enablement

Access to
LMS &
products

Services &
projects

Collaboration
with Progress
R&D if TAP

Collaboration
process on
opportunities

Reward
event

Business
plan & GTM

Better Market
presence /
Awareness

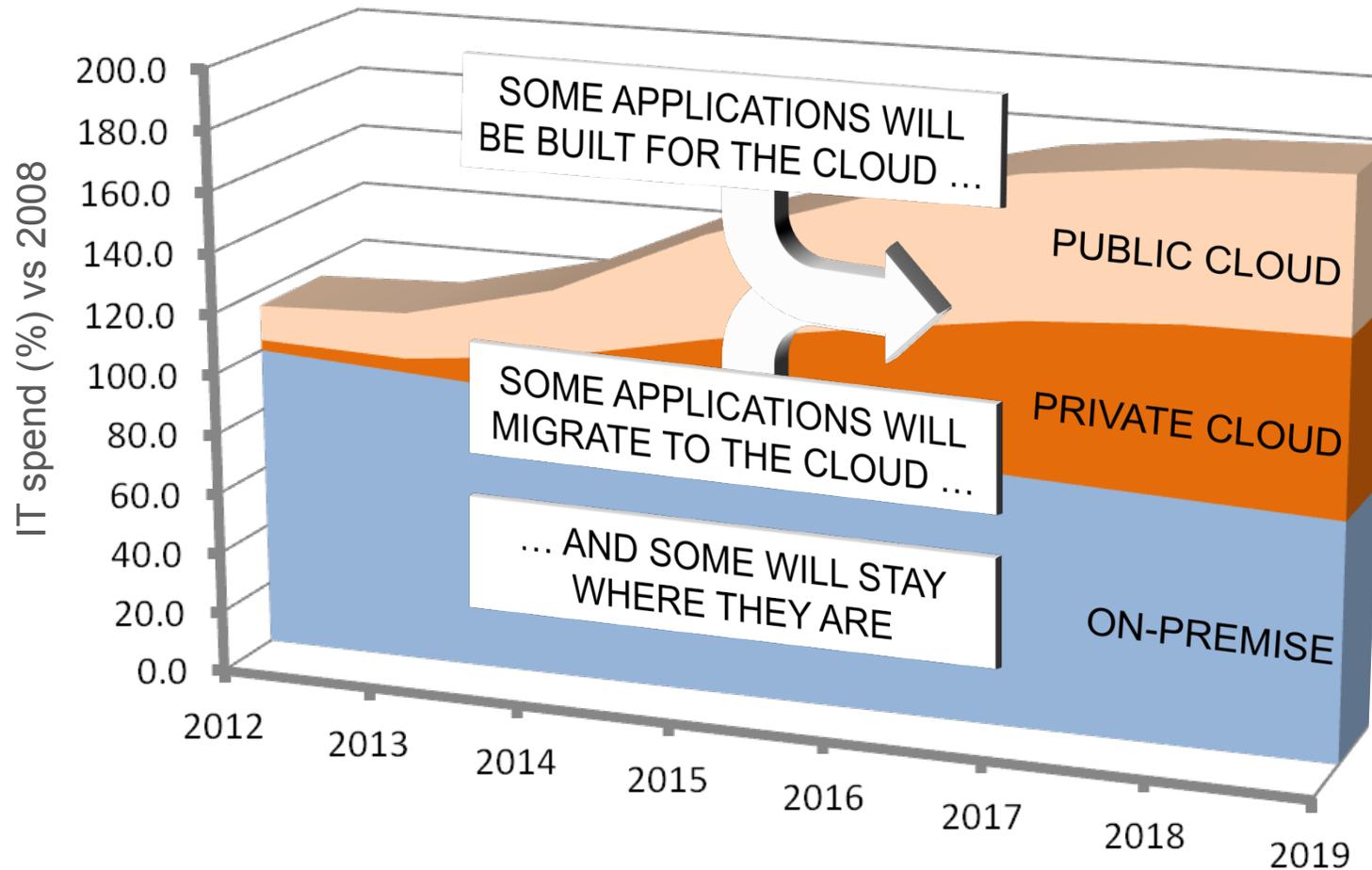
French SDP

| Company |
|--------------------|
| Kantena |
| Sistema |
| <i>ACII</i> |
| ASI |
| G4 |
| Carturis |
| Sopra |
| Thetys |
| Riverside |

Cloud Services Providers and why
it's important for you !



Very few companies will be just 'on-premise' or only 'in the cloud'



Key Questions for APs & DEUs:

“What applications should we move to the cloud?”

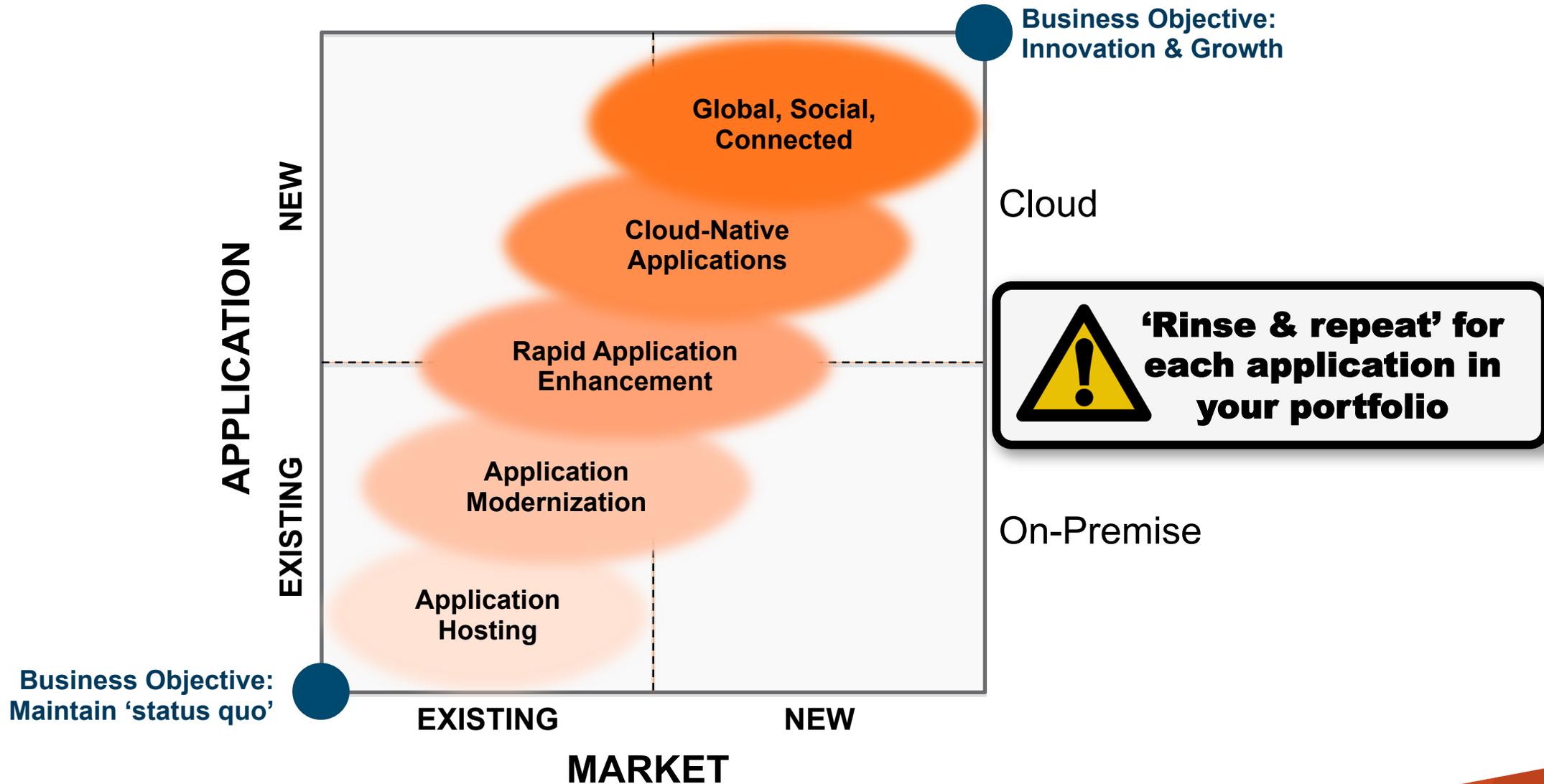
“How do we do it... modernize, add new objects, or re-write?”

“When to do it... entering a new market; meeting the changing needs of an existing market?”

And most importantly: “How can I do all this and leverage my investment in OpenEdge?”

(Source: Gartner, IDC, McKinsey, Unisys, Dell, IBM)

Cloud Investment Model: ISV strategy for solutions and markets



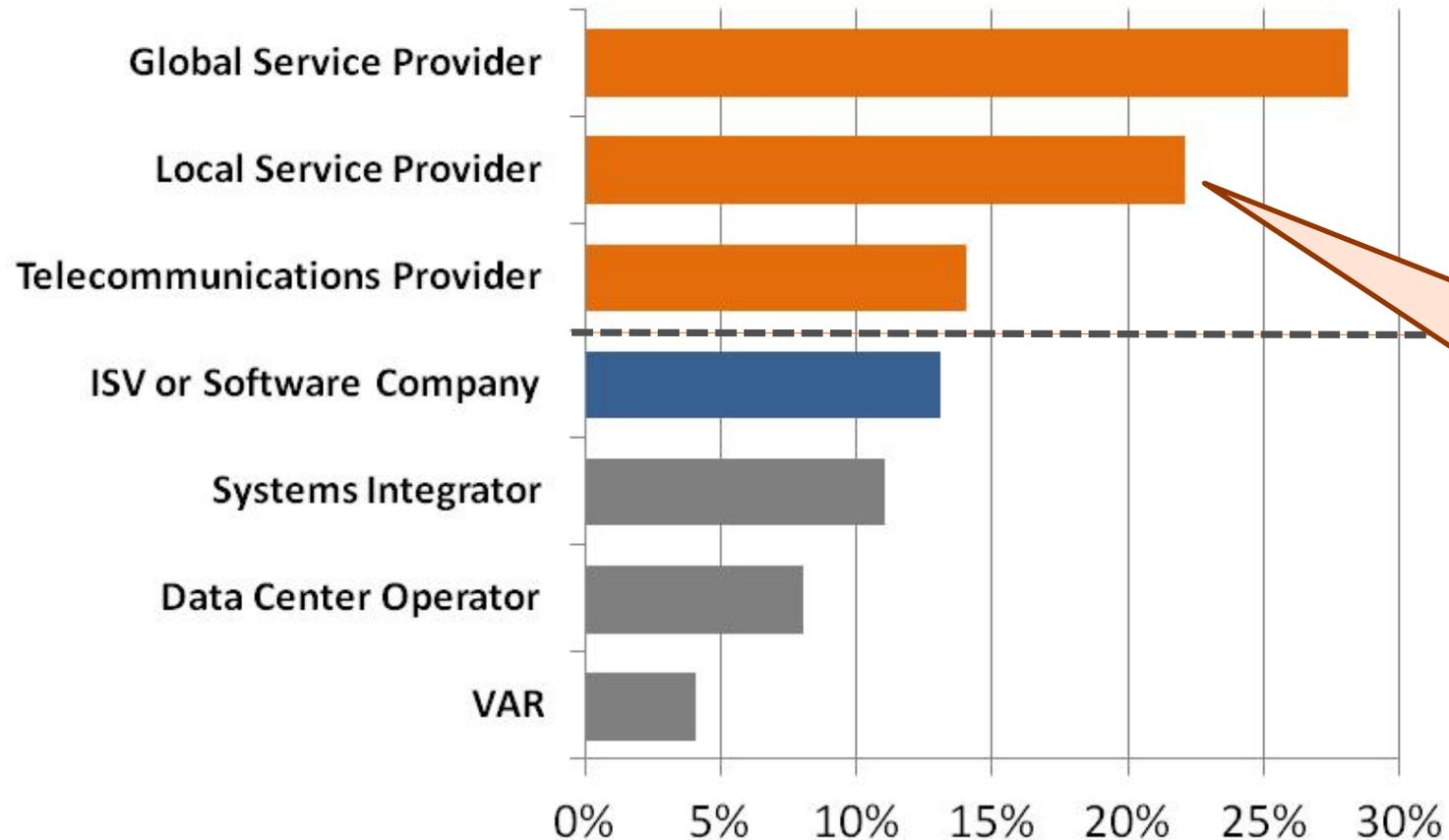
Progress Partner Cloud Investment Model

Products/Programs/Services/Support

| | Application Hosting | Application Modernization | Rapid Application Enhancement | Cloud-Native App Development | Global, social, connected |
|-----------------------------|---|---|---|---|---|
| Products | <ul style="list-style-type: none"> • OpenEdge • Arcade | <ul style="list-style-type: none"> • Multi- tenancy • Security (TDE) • Business Continuity • Web/REST services • OE Mobile | <ul style="list-style-type: none"> • Rollbase • Rollbase Mobile • Corticon | <ul style="list-style-type: none"> • Progress Pacific | <ul style="list-style-type: none"> • DataDirect Cloud, EasyI |
| Technical Enablement | <ul style="list-style-type: none"> • Release 11 Features and Options | <ul style="list-style-type: none"> • Multi-tenancy, BRMS, BPM & Security Workshops • Online and instructor-led training | <ul style="list-style-type: none"> • Application Templates • Tenant Mgmt | <ul style="list-style-type: none"> • Cloud Deployment Certification | <ul style="list-style-type: none"> • SaaS/Big Data Integration |
| Empowerment Programs | <ul style="list-style-type: none"> • SaaS/Cloud Jump Start Workshop | <ul style="list-style-type: none"> • Pricing/Deployment Workshop • SaaS Account Business Review | <ul style="list-style-type: none"> • SaaS/Cloud Acceleration | <ul style="list-style-type: none"> • SaaS GTM Workshops | <ul style="list-style-type: none"> • Cloud Optimization Workshop |
| Services | <ul style="list-style-type: none"> • Application Health Check | <ul style="list-style-type: none"> • Application Modernization Engagement | <ul style="list-style-type: none"> • Expanded Development options | <ul style="list-style-type: none"> • Management & Billing Services | <ul style="list-style-type: none"> • Data Integration Services |
| Support | <ul style="list-style-type: none"> • SPLA | <ul style="list-style-type: none"> • Mission Critical | <ul style="list-style-type: none"> • Hosted Development Services | <ul style="list-style-type: none"> • Managed Services | <ul style="list-style-type: none"> • Community & Collaboration |

“Should we host our own cloud applications?”

“Which type of Service Provider do you use for your applications?”

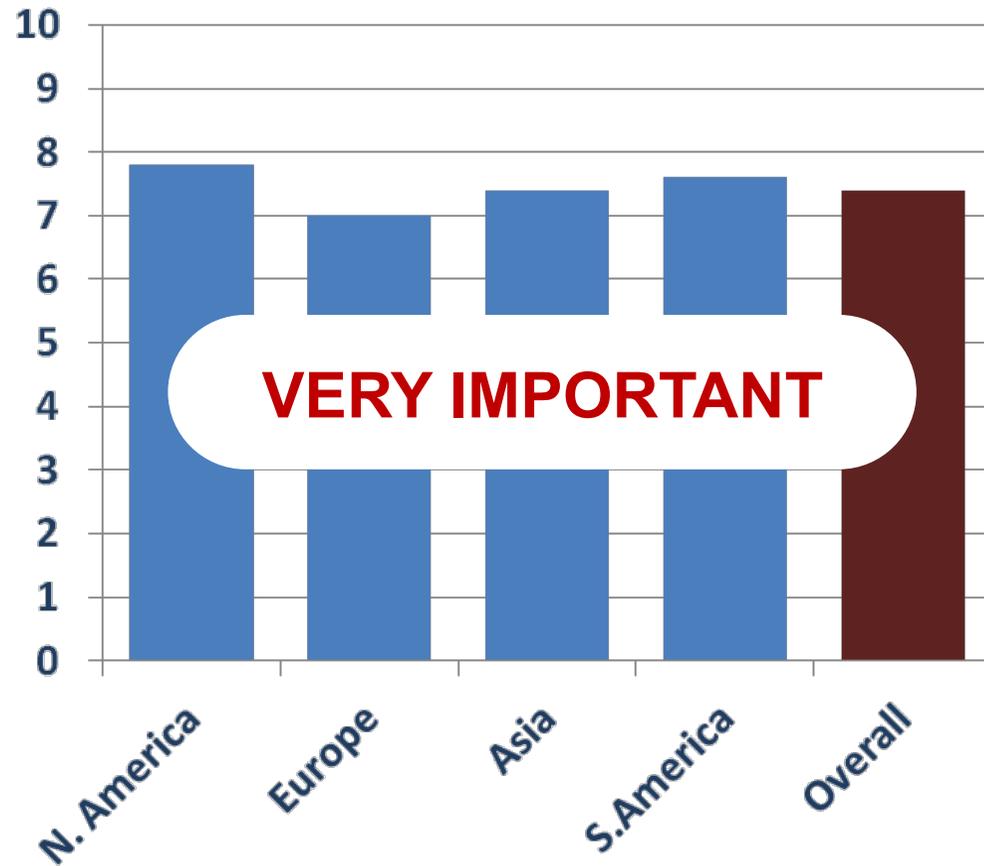


64% of companies prefer to use specialized Service Providers to deliver their cloud-based applications

Source: “Hosting and Cloud Study 2014” 451 Group, Uptime Institute, Yankee Group

“Should we host our own cloud applications?”

“How important will Service Providers be in meeting your business goals in the next 2 years?”



KEY TAKEAWAY

Your customers will be forming strategic relationships with Service Providers.

They will expect ISVs to deliver their products through these Service Providers

This will be especially true for Partners in the EU because of new data privacy legislation

Source: “Hosting and Cloud Study 2014” 451 Group, Uptime Institute, Yankee Group

“Should we host our own cloud applications?”

Pour contrer 4 000 attaques par jour, Numergy installe un SOC de nouvelle génération

le 16/05/2014, par Didier Barathon, Sécurité, 582 mots

Pour Philippe Tavernier, Pdg de Numergy, la souveraineté numérique n'est pas un vain mot. Elle emprunte plusieurs voies : l'engagement des pouvoirs publics, l'Europe, la constitution de solides solutions de sécurité.



Numergy est confronté depuis ses débuts à des attaques venues du monde entier. Mais il y a attaques et attaques. Les robots par exemple s'en prennent à tous les nouveaux sites dans le monde et effectuent des attaques régulières. D'autres attaques sont ciblées par secteur ou venues d'organisations criminelles, elles peuvent concerner une organisation en particulier. Elles n'ont pas toutes la même portée, la même force de pénétration. Les premières sont simplement détectées, d'autres sont analysées plus profondément par les systèmes de sécurité de Numergy. Le cloud souverain français doit affronter une moyenne de 4 000 attaques malveillantes quotidiennes. Numergy a donc développé un SOC

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SOC = Security Operation Center

Top 15 of Source Countries (2014-05)

| | Source of Attack | Number of Attacks |
|--|---------------------------------|-------------------|
| | Russia | 6,910,798 |
| | China | 3,247,727 |
| | United States | 930,059 |
| | Germany | 510,708 |
| | Canada | 140,597 |
| | Taiwan, Province of China | 113,441 |
| | Palestinian Territory, Occupied | 97,421 |
| | Australia | 96,623 |
| | France | 95,502 |
| | Spain | 66,259 |
| | Korea, Republic of | 58,251 |
| | Brazil | 45,230 |
| | United Kingdom | 43,768 |
| | Poland | 39,705 |
| | Japan | 36,108 |

Recent breach:

- Adobe : 153 millions
- Target : 40 millions
- Snapchat : 4,6 millions
- Orange : 1,6 millions
- Bank of Israel : 400k credit card

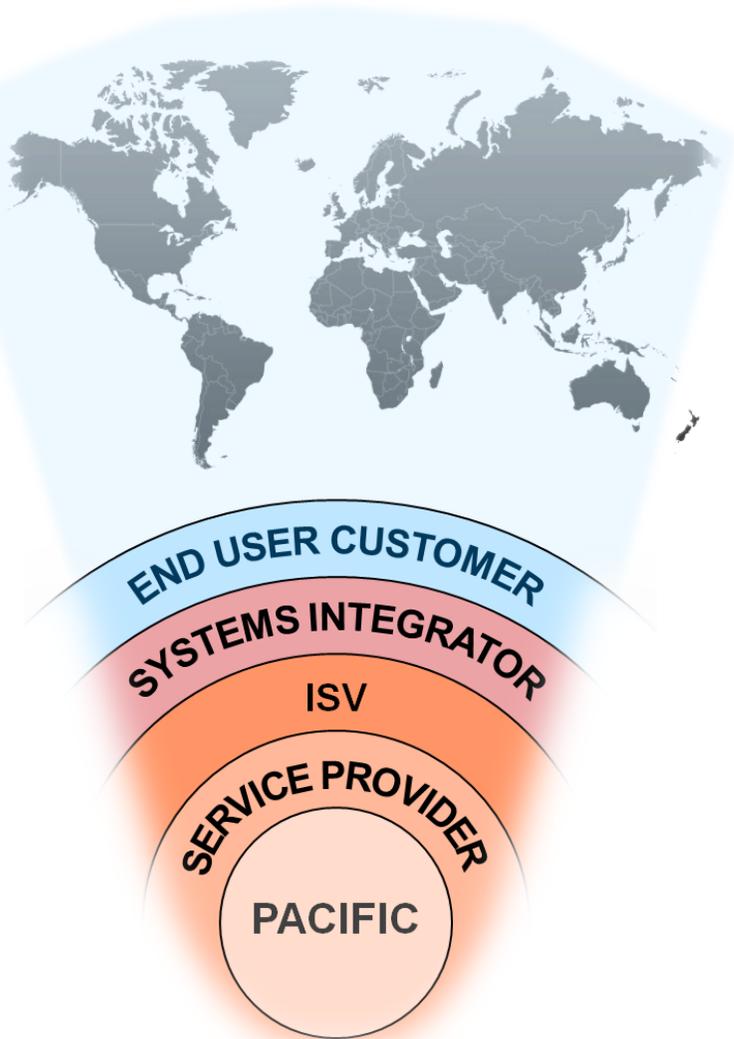
...

“Should we host our own cloud applications?”

- Progress is developing relationships with Service Providers across the world
 - Highly credible Cloud Service Providers
 - Global, regional, and in-country
- Many end-user customers will be using the same Service Providers
 - Existing IaaS and SaaS services
- These Service Providers will host Progress components
 - Rollbase, D2C, Corticon
 - Plus hosted versions of OpenEdge applications

KEY TAKEAWAY

Deploying your Progress applications with these Service Providers will be simple, easy, and very cost-effective



Cloud Services providers in France

1- Numergy (Cloud) + Anetys (Management + DaaS) for Rollbase & OE (private and public cloud)

2- Aspaway (Cloud + Management) for OE & Rollbase (private & public cloud)

3- Cloudwatt for Rollbase (private cloud)

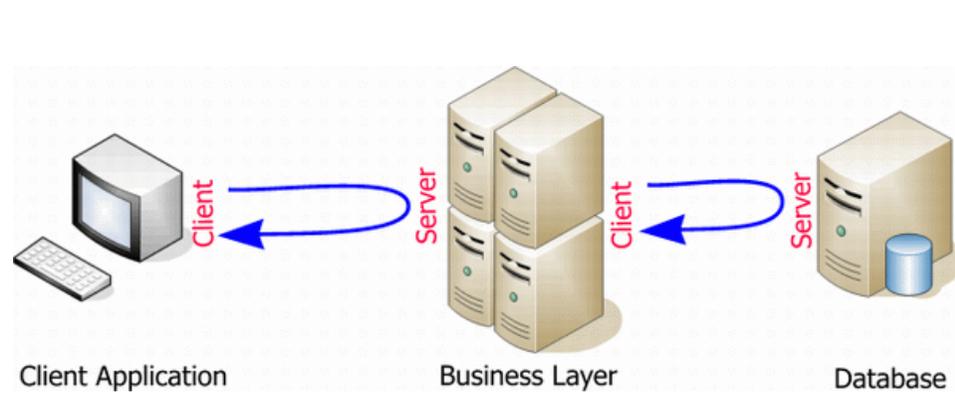
Market trends & opportunities
> A prospective discussion





Mobile + XaaS + IoT -> Cloud

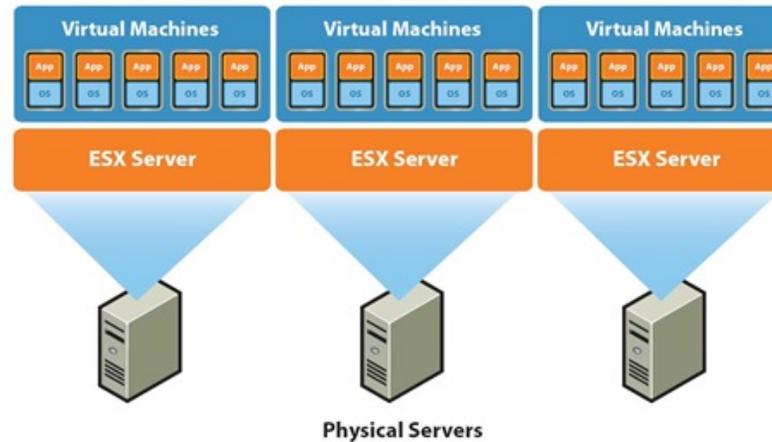
Evolution of Time To Market



Months- Years

2008

App dev projects require time-consuming IT procurement & provisioning



Weeks

2012

Virtualization streamlines existing process



Days

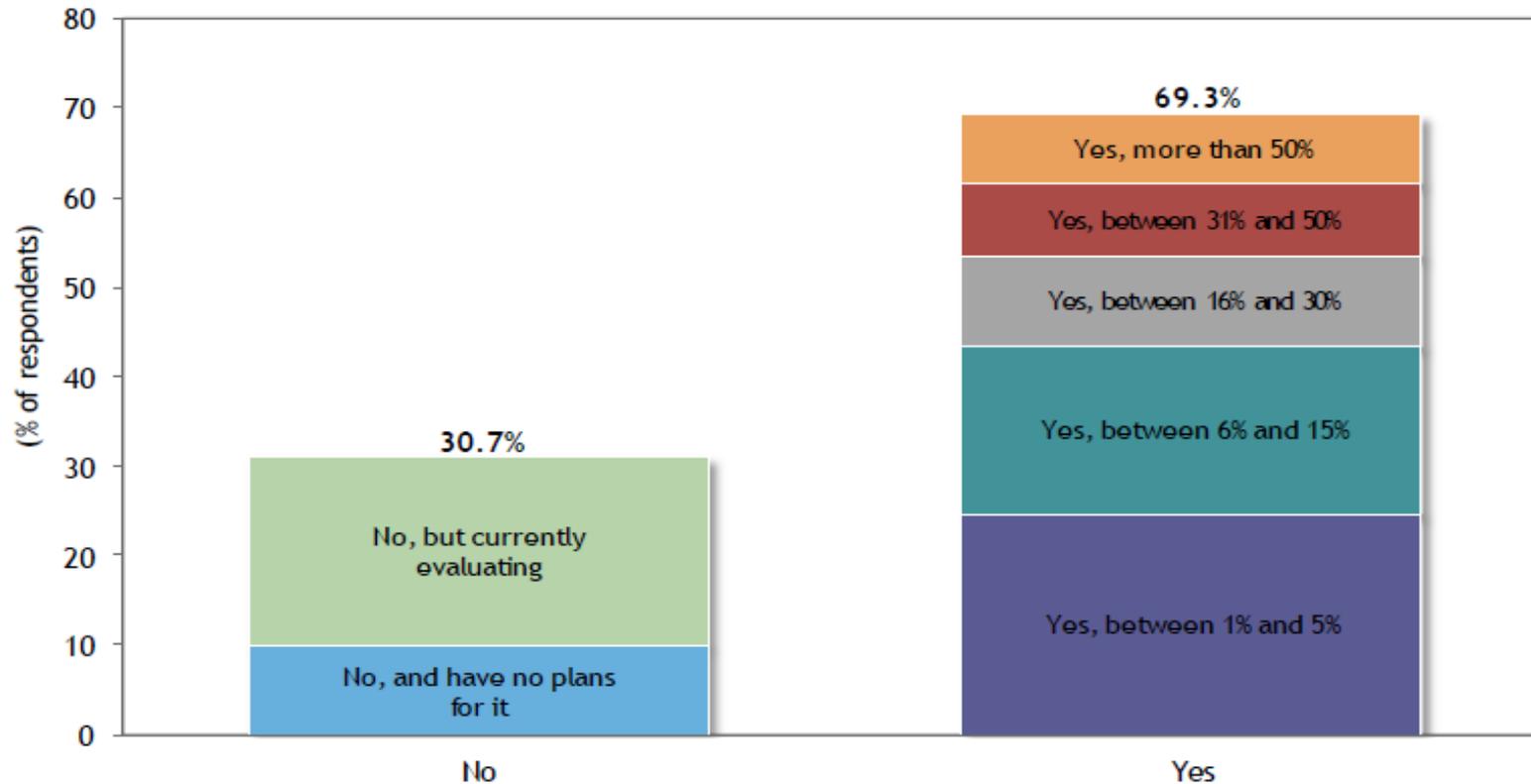
2014

PaaS re-engineers the app dev experience

PaaS Usage

PAAS Cloud Platform Usage

Q. Does your organization use public platform-as-a-service (PaaS) cloud platforms for developing and/or testing applications, including mobile applications?



IDC's *CloudTrack Survey* found that on average, business and IT users plan to move 38% more of their development work to PaaS environments over the next 24 months.

n = 1,109

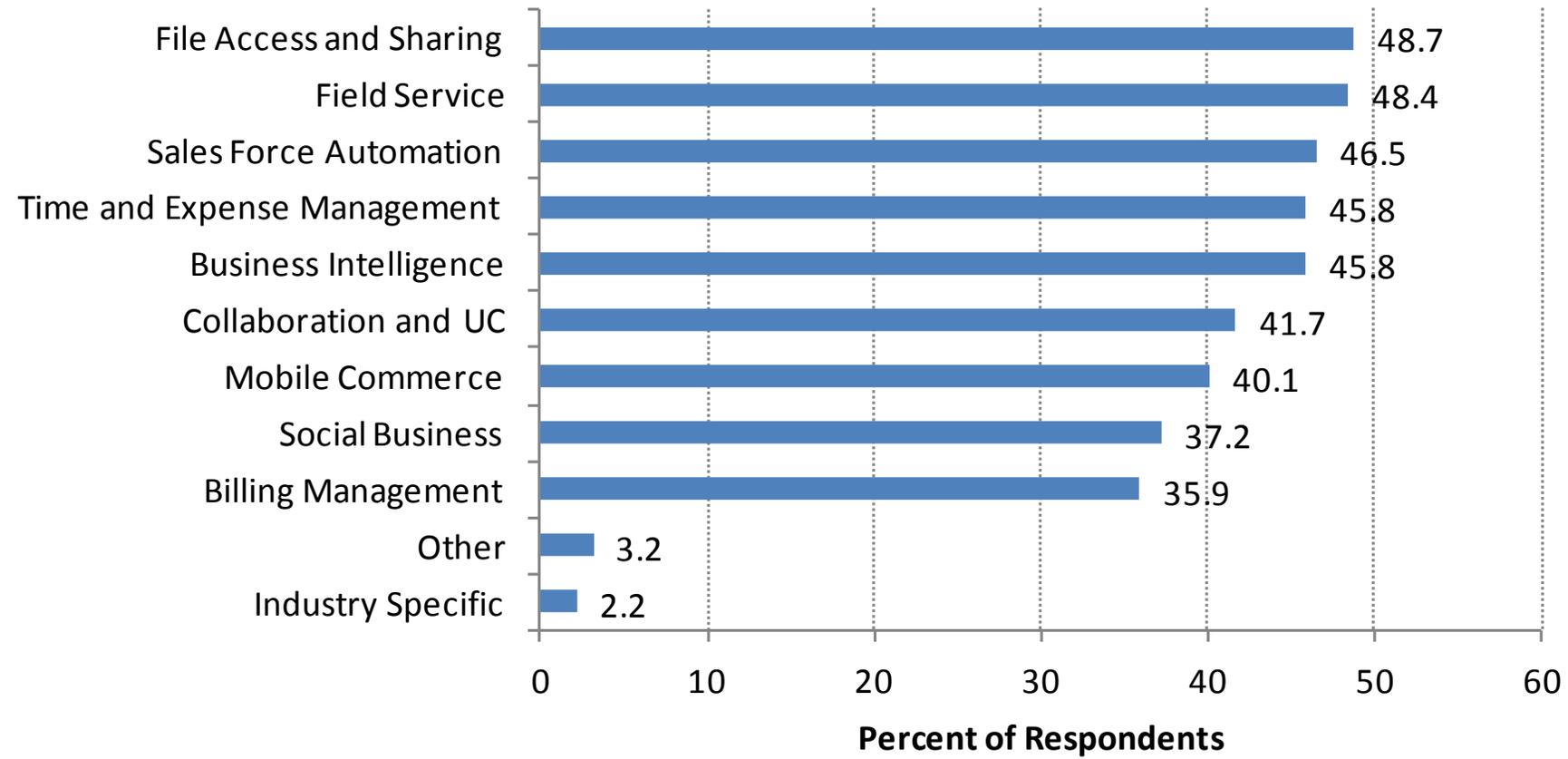
Note: The survey was conducted among business and IT users in five countries.

Source: IDC's *CloudTrack Survey*, September 2013

But demand for mobilization knows no functional boundaries

Profound front and back end integration challenges

Which of the following business applications have been mobilized within your organization? (N=312)

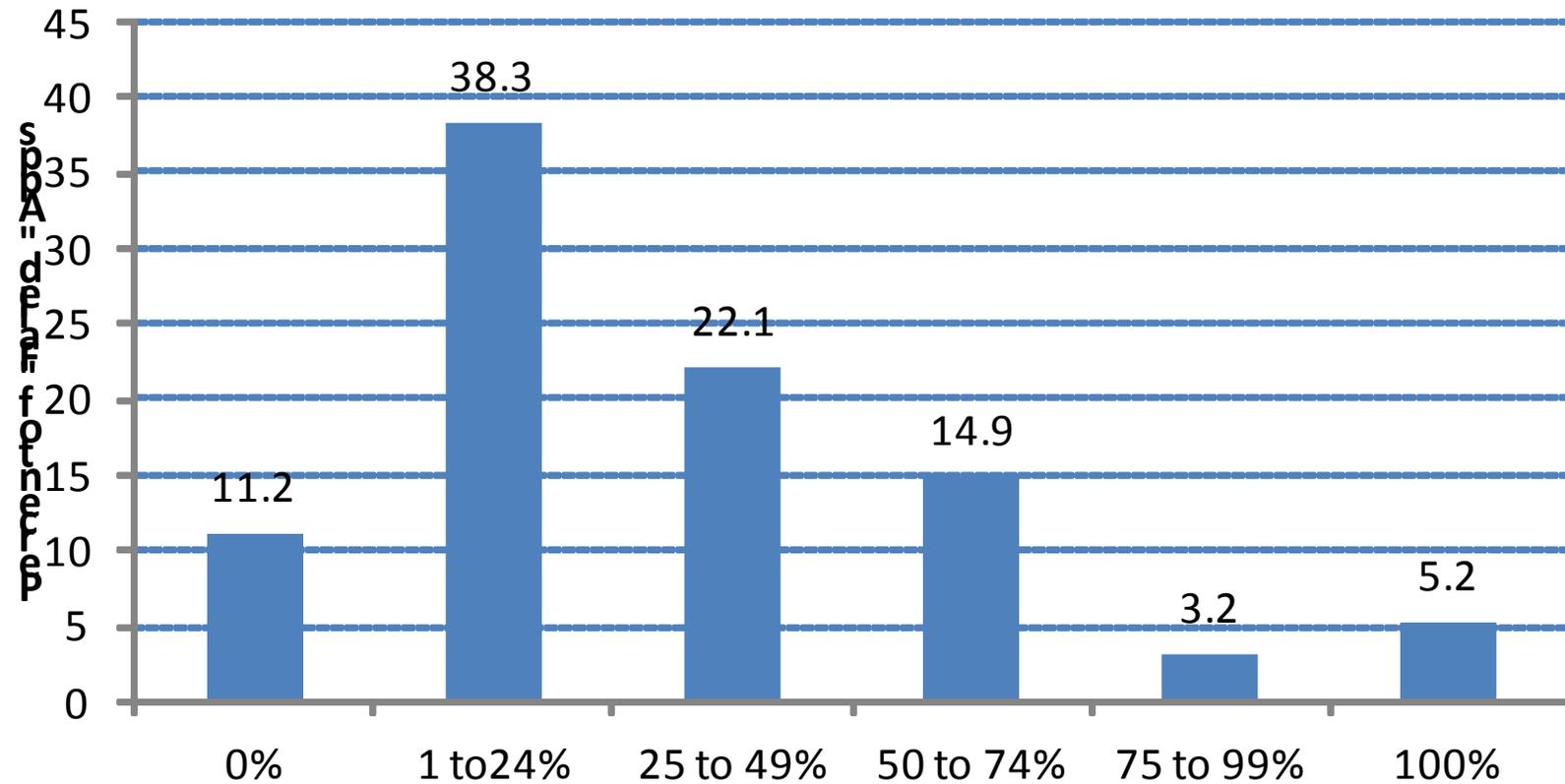


Source: IDC 2014 Mobile Enterprise Software Survey

38% “failure” rates

Survey respondents report (subjectively) 30% of apps mobilized within last 12-18 months have failed

Of the mobile apps your organization has deployed in the last 12-18 months, what percentage has failed? (N=382)



Rise of the Specialized Databases

 **PROGRESS** OpenEdge®



ORACLE®



Document



BigTable / Column



Key/Value



Graph



More, Better, Faster



- Analytics Everywhere
 - Data Discovery
 - Real Time Analytics
 - Social, Personalization

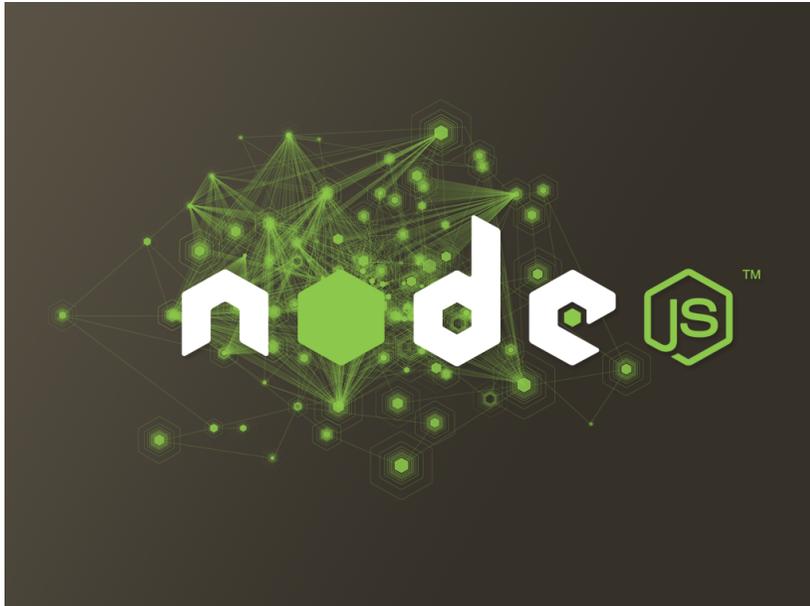


- Everything Connected
 - Mobile
 - IoT
 - Wearables



- Do It Now
 - Change Data Capture
 - Streaming
 - In Memory

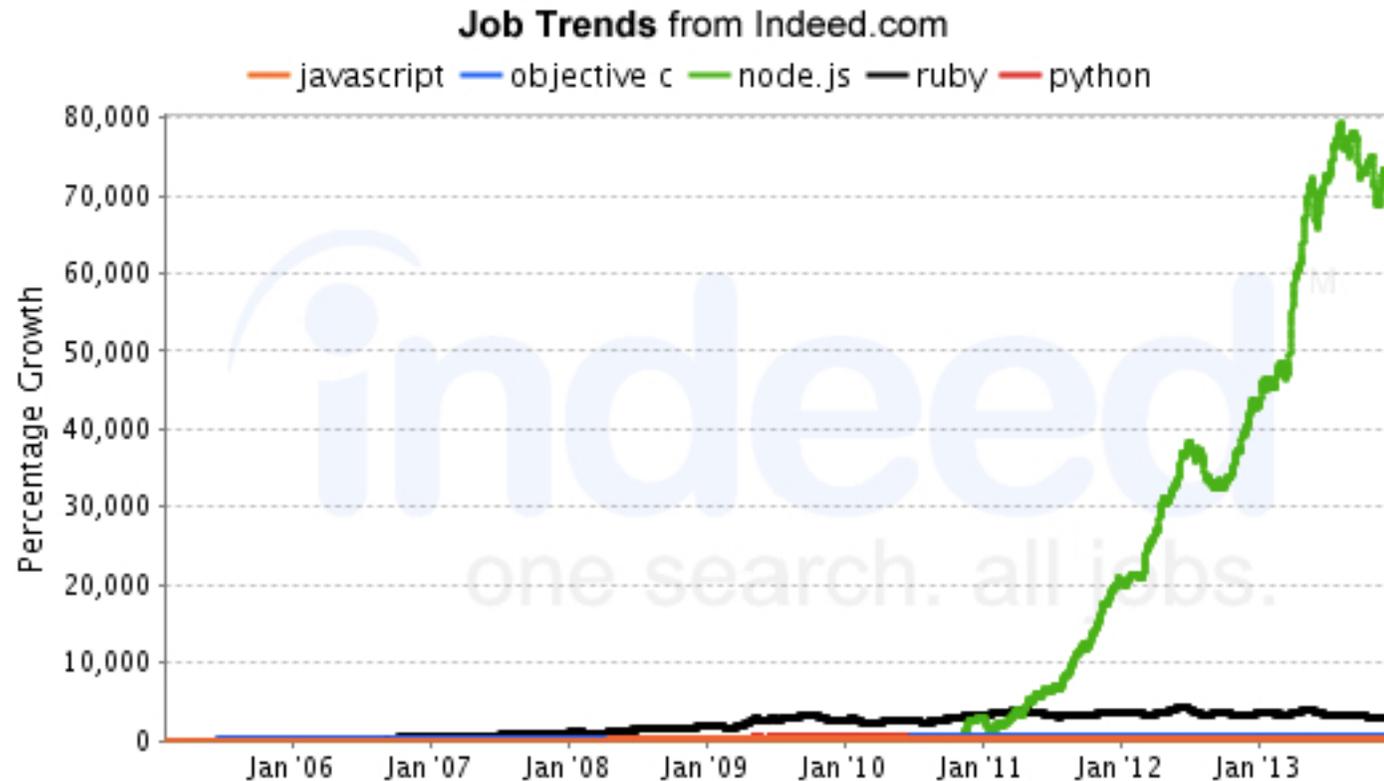
What is Node.js, why it's important ?



- Javascript server in command line (based on V8 engine)
- Blazing fast and asynchronous
- Designed for scalability
- Capability to create full javascript apps (backend & frontend)



Node.js is a real new trend on the market



Indeed.com searches millions of jobs from thousands of job sites.
This job trends graph shows relative growth for jobs we find matching your search terms.

Serious Node.js adopters



GROUPON™

Success Story: Groupon

- Easily serving 50,000 requests/minute (this was 6 months ago and before rolling out to 48 countries).
- Node services are now handling the same amount of traffic as before but with less hardware.
- Page load times decreased by a whopping 50%.
- Now able to make site-wide feature and design changes much more quickly.

<https://engineering.groupon.com/2013/misc/i-tier-dismantling-the-monoliths/>



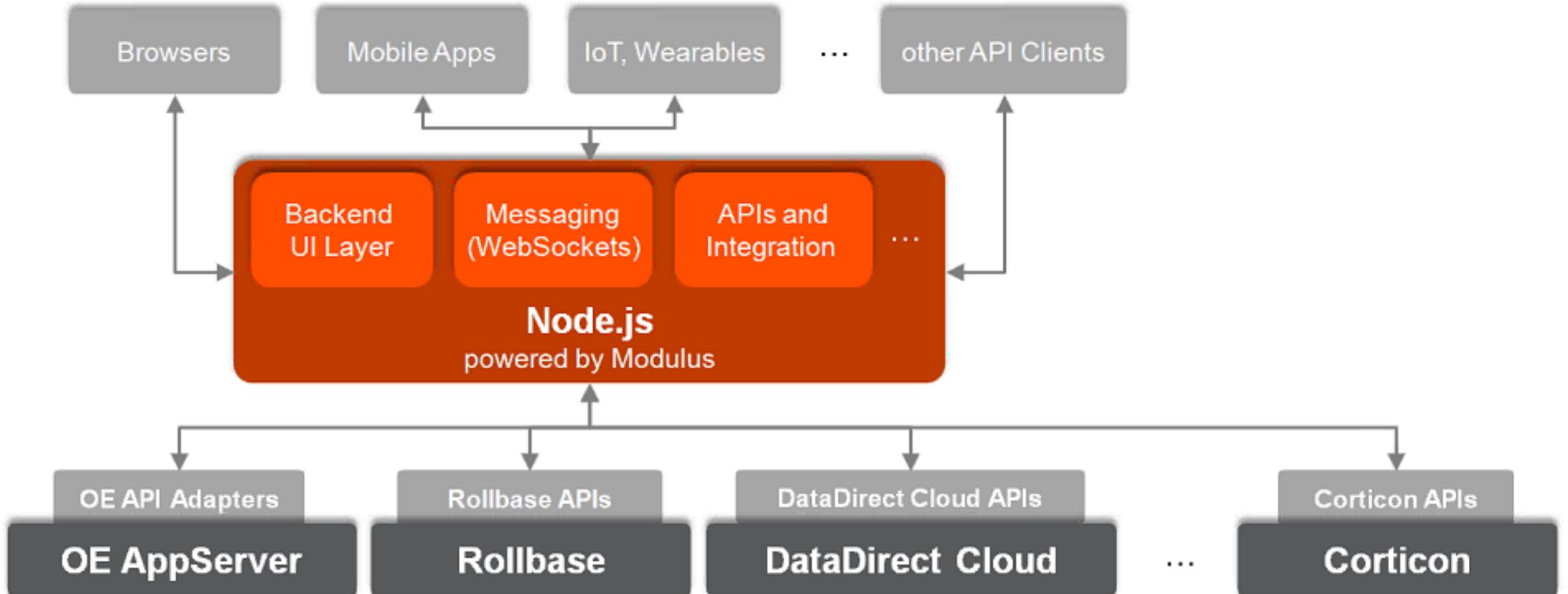
Success Story: Walmart

- *55% of all traffic on Black Friday went to Node servers.*
- *Not a single Node server went down. Zero.*
- *CPU Utilization hovered around 1%, Developers “were bored” that day.*
- *The team at WalMart Labs live tweeted against #nodebf tag showing the performance of the Node.js application. On **Black Friday the team did a deploy with 200,000,000 users online.***



Node.js + PROGRESS®

Node.js can serve as the “the central glue for tying technologies and applications together.”



OpenEdge

Mobile

Rollbase

DD Cloud

Corticon

Modulus (Node.js, MongoDB)



PROGRESS

How are you innovating for tomorrow ?

Walmart // Node.js return of experience



In a nutshell, Walmart is able to serve some very sophisticated features to mobile users on the client side using Node.

“We’ve been fascinated for a long time by end-to-end JavaScript,” ... “a website that would be rich and dynamic... on devices that weren’t too powerful.”

“Now, on Walmart’s re-engineered Node-powered mobile app, all the front-end code gets executed on the back end.”



Source: <http://venturebeat.com/2012/01/24/why-walmart-is-using-node-js/>

“We were able to tune a regular developer-quality Ubuntu workstation to handle more than 120,000 active connections per node.js process, with each connection consuming about 2k memory.”

“Node’s evented I/O model freed us from worrying about locking and concurrency issues that are common with multithreaded async I/O.”

“On the server side, our entire mobile software stack is completely built in Node,”

“One reason was scale.”

“The second is, if you look at Node, the thing it’s best at doing is talking to other services.”

“Node showed us huge performance gains compared to what we were using before, which was Ruby on Rails.”



Source: <http://venturebeat.com/2011/08/16/linkedin-mobile-app/>