Open Source Software

No Downloads. No Installation. No Sweat.

Mark Smallwood
Marketing Communications Manager

July 20, 2009
Underpinnings

- Xen hypervisor framework
- Homegrown virtual machine jukebox
- Joomla! site
- Apache, Tomcat servers
- Secure, hardened data center
- Dozens of servers running CentOS and RedHat
- Lots o' PHP and Java

http://www.click2try.com
Why click2try?

- For non-technical users, many OSS apps are hard to install and configure.
- Can make it easier for in-company advocates to sell management on using OSS
- Provides a way for OSS developers to provide a SaaS version of their software
- Facilitates sharing of OSS applications among remote workers
- Offloads IT management tasks

http://www.click2try.com
Team

- Very small full-time, permanent team
- Mario Grech, CEO (Sybase, Sun, Oracle, and Cray)
- Tom Callaghan, VP Technical Services (Compaq, Bradmark VP R&D)
- Steve Hayward, VP Engineering (Compaq, Bradmark VP Eng.)
- Peter Sanchez, CFO (Bradmark CFO)
- Contract employees for specific projects

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Internal Components

- Jukebox Manager
- VM Dispatcher
- Viewer
- Provisioner
- Storage Manager

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Problems with VMs

- Resource intensive
- Each VM must be managed (disk, memory, IO)
- Multiple VMs can sit over one hypervisor
- Each VM launches as full stack
Instead...
COW files give us multiuser, concurrent access with efficient resource management

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Products: Currently 60+

- Make suggestions
- Projects must be alive

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The Catalog

- Description of product
- Links to external resources
- Team Info
- Tutorials
- Reviews

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Distros

- Ubuntu Hardy
- openSUSE 11.1
- CentOS 5.2
- Fedora (upcoming)
- Debian (upcoming)

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Applications Manager

- Start and Stop VMs
- Delete VMs
- Copy VMs
- Share VMs
- Backup and Restore
- Add Resources

http://www.click2try.com
How You Can Use click2try

- Try Applications for Free.
- Register for a Free Account to Save Data.
- Install other F/OSS Apps onto a distro VM on click2try and save it.
- Use the Premium account we're giving to Bill.
- Let us know when you get a cool app installed and configured on a distro VM. We can turn it into a standalone VM if you want.

http://www.click2try.com
OK, so tell me...how do you make money?

- Subscription plans (aimed at small IT shops)
- Consulting partner program (work with OSS consultants to deliver custom solutions)
- White Label Service (this is where we will make money and pay for the free services)

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Jukebox Manager: - It coordinates the activities for all components of the VM Jukebox™ and maintains configuration information for users and servers.

VM Dispatcher - As the size of a concert dictates the appropriate venue, the dispatcher determines which server in the data center will run your virtual machine and software application.

Viewer - It’s the interface that handles all interaction with an application you select. It features a Quick Start guide pane and links to other resources so you can master the application as quickly as possible.

Provisioner - Responsible for collecting management and monitoring information for system planning and reliability, this software opens the Viewer and handles all aspects of a virtual machine’s lifecycle.

Storage Manager - Like the final take in the recording studio, the last saved state of your virtual machine is preserved on centralized storage servers.
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