JBoss® Certified Technology Partner

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Israel JBoss User Group
Session 07 / 6.12.2007

Jboss Enterprise Platform & Red Hat Partnering

By : *Alexia Ollagnon , SEMEA ISV sales manager*
Red Hat / Jboss

Let me know you ...

Red Hat by the Numbers

- Founded IN 1993 – Headquarter in RALEIGHT (US)

- 50 countries with Red Hat presence (11 in Europe)

- 2200 + people worldwide 270+ in EMEA

- 278 Million $ of revenue in FY06 (53% growth)

- 22% of the business is in EMEA

- 80+% market share in commercial Linux deployments

- 15M downloads of middleware products 4 Millions in last 12 months 1 download every 8 seconds

Top 10		
Vendor Value 2007		
Rank	Vendor	Score
1	Red Hat	80%
2	Google	79%
2	Hewlett Packard	79%
2	VeriSign	79%
5	Check Point Software	77%
5	Research in Motion	77%
7	Cisco Systems	76%
7	Citrix Systems	76%
7	Dell	76%
7	McAfee	76%

CIO Insight Published oct07

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Red Hat in South EMEA & MEA

‣ France, Italy & Spain have offices, other countries have a local distributor

‣ In Israel, MATRIX :
  » represents Red Hat in Israel
  » is the local distributor for VAR, SI, ISVs
  » does RHEL & Jboss Support on behalf of Red Hat (sundays!)

‣ In Israel, JOHN BRYCE is the Red Hat Training Partner

‣ In Israel, TIKAL is in charge of Jboss User Group

‣ In Israel, VAR/SI/ISVs can become partner, integrate and resell Red Hat Services (negotiated with Matrix)

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REDHAT
&
# JBOSS Enterprise Application Platform

Red Hat Enterprise Linux Versus Fedora

|	Red Hat Enterprise Linux	Fedora Project
Release frequency	18 months	4-6 months
Product lifetime	7 years from release	2-3 months (after next release)
ISV certification	More than 400 supported applications	None
API/Interfaces	Standardized	Not standardized
Support duration	7+ years	none
Support level	Production/developer/TAM	none
Support availability	24x7 or 12x5	none
Response	Up to 1 hour for Priority 1	none
Opensource Assurance (IP protection)	Yes	none

JBoss.org : Where Innovation Happens !!

JBoss.org Projects

- Refocus on "release early, release often"

- 35+ projects with different release schedules, versions, dependencies, etc.

- Full-time project leaders & elite coders
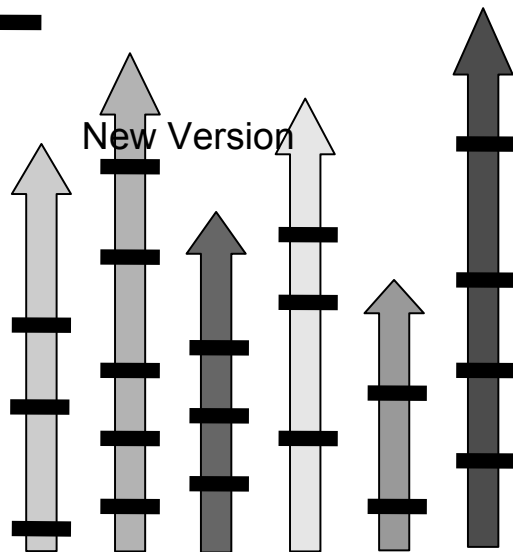
New Version

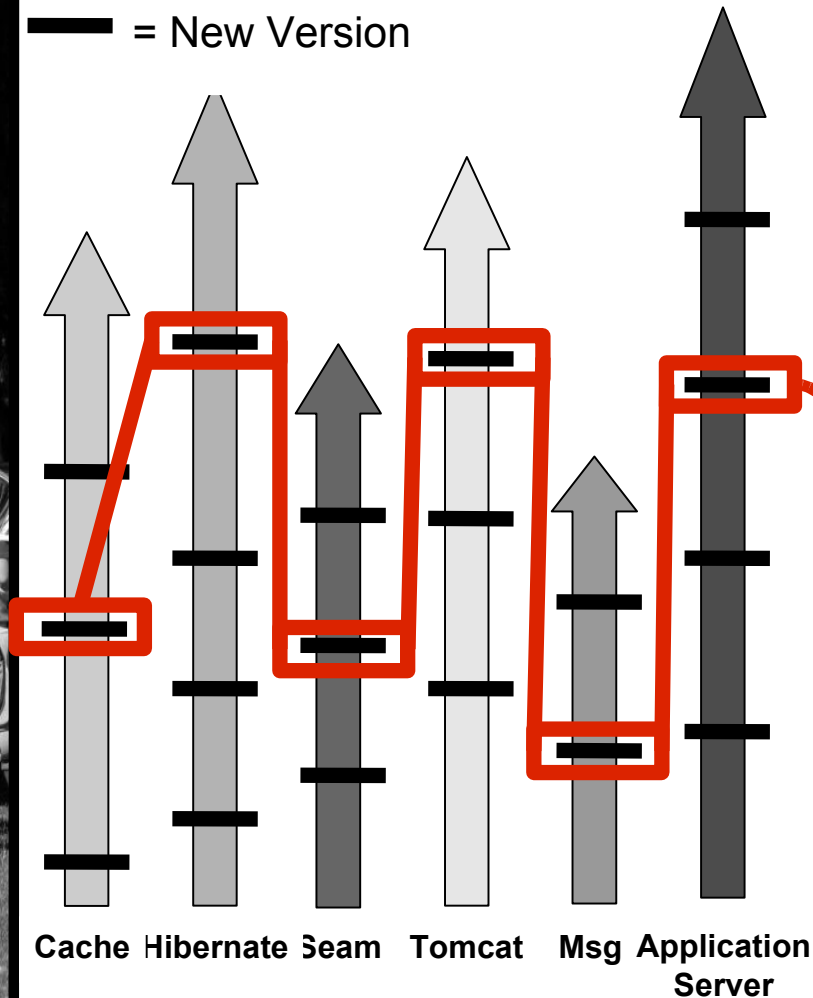*Hibernate Seam, Jboss Cache, Jboss Messaging, JBPM, Remoting*

JBoss.org Community
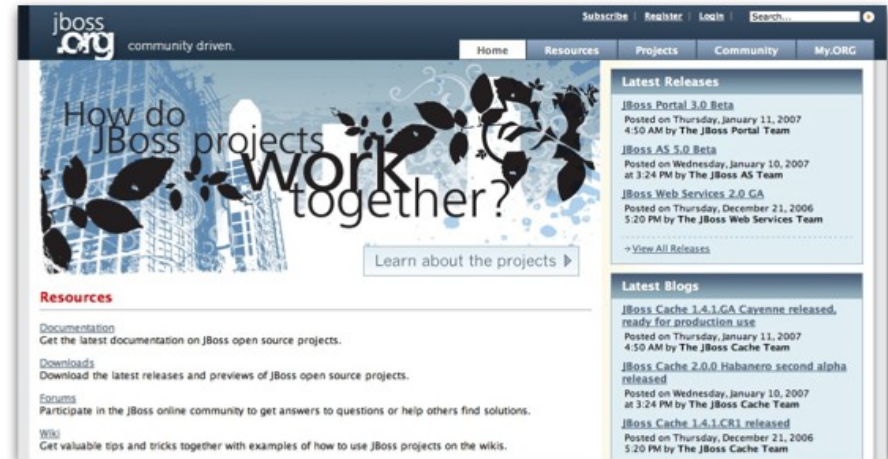
- 100,000+ registered developers

- Forums, project developers, wiki, issue trackers, etc.

JBOSS Enterprise = Stability & Performance

▬ = New Version

Challenge:
- Integrate & maintain integrations between multiple projects required for their enterprise platform needs.
- Time intensive/ Expensive

Solution: JBoss Enterprise Platforms
- Single, integrated, certified distributions
- Extensive Q/A Process
- Industry-leading Support
- Documentation
- Secure, Production-level Configurations
- Multi-year Errata Policy

Cache Hibernate Seam Tomcat Msg Application Server

Multiple *projects*, all with different release schedules, versions, dependencies, etc.

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JBoss.org Community

Active Projects

Servers/Runtime
- JBoss Application Server
- JBoss Web
- JBoss Microcontainer
- Mobicents

Integration
- JBoss ESB
- Red Hat Messaging
- JBoss Messaging
- JBoss Rules
- JBoss jBPM
- JBoss Transactions
- JBoss Web Services
- JBoss IIOP

Tools
- Red Hat Developer Studio
- JBoss IDE for Eclipse
- JBoss Profiler
- JBoss JRunit
- JSFUnit

High Availability/Grid
- JBoss Cache
- JGroups

Portal
- JBoss Portal

Portlets
- JBoss Forums
- JBoss Wiki
- JBoss Blog
- Portlet Swap

Programming Model
- JBoss Seam
- JBoss EJB3
- JBoss AOP
- Hibernate

Foundations
- JBoss Serialization
- JBoss Remoting

Security
- JBoss Security and Identity Management
- JBoss Federated SSO

Web Interface
- JBoss RichFaces
- JBoss Ajax4jsf
- Gravel

Incubation
- Kosmos
- DavCache
- Reporting Services
- Shotoku
- Metajizer
- JBoss JMX
- JBoss Tools
- Javassist

35+ JBoss Projects all moving at their own pace

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Why shall I buy JBoss Enterprise Platform subscription?

Services/Value Propositions	JBoss.org	JBoss Enterprise
Open Source	X	X
Benefits from testing by worldwide Community	X	X
Patch Update and Service Pack Program		X
Security Errata Program		X
Hot Fix Program		X
Automated Software Update and Alert Service		X
Bug Escalation Process		X
24x7 Production Support & Consultative Service		X
Platform Certifications & Training Certifications		X
Defined Support SLA and End-of-Life Policy		X
Out-of-the-Box Configured for Enterprise Use		X
Includes JBoss Operations Network (ON)		X

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Red Hat Open Source Model

Develop & Integrate → Test/QA → Deploy → Manage & Support

Community-driven Innovation

Red Hat Community

Red Hat Sponsored
- Fedora
- JBoss.org

Red Hat Participation
- Kernel.org, GNU, Apache, Eclipse, etc.
- GPL, JCP, etc.

Red Hat Developer

- **Red Hat Developer Studio**
- **Red Hat Developer Subscriptions**
- **Red Hat Developer Portal (108)**
- **Additional Services:**
  - Developer support
  - Testing Services

Red Hat Enterprise

- **Red Hat Enterprise Linux Advanced Platform**
- **JBoss Enterprise Platforms & Frameworks**
- **Red Hat Network & JBoss Operations Network**
- **Red Hat Certified Stacks**

Red Hat Training & Consulting

RHX & ISV Solutions

Red Hat Global Support

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Development phase:
Red Hat Developer Support

➢ Get expert advice spanning architecture, design, configuration, optimization, and tuning recommendations

➢ Develop your application on stable, tested, certified Jboss Enterprise Application Platform,

➢ Access to all Red Hat Enterprise products for development use

	Professional	Enterprise
Hours of Coverage	Standard Business Hours	Standard Business Hours
Support Channel	Web and Phone	Web and Phone
Number of Contacts	One Developer	Two Developers
Number of Support Cases	Unlimited	Unlimited
Response Times	2 business days for all issues	4 business hours for all issues

Choose your SLA :
2 days or 4 hours response time

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Development phase:
Red Hat Developer Studio (end 2007)

Provides a unified, simple, and powerful programming environment for rich Web 2.0 applications

- Innovative tooling support for AJAX, JBoss Seam, JavaServer Faces, and rich enterprise applications

- Graphical design and editing of business processes and rules

- Robust Java EE tools & debugging

Runs on Windows & comes with RHEL for added virtualization benefits

Integrated platform and tools ensures consistency throughout the development lifecycle year
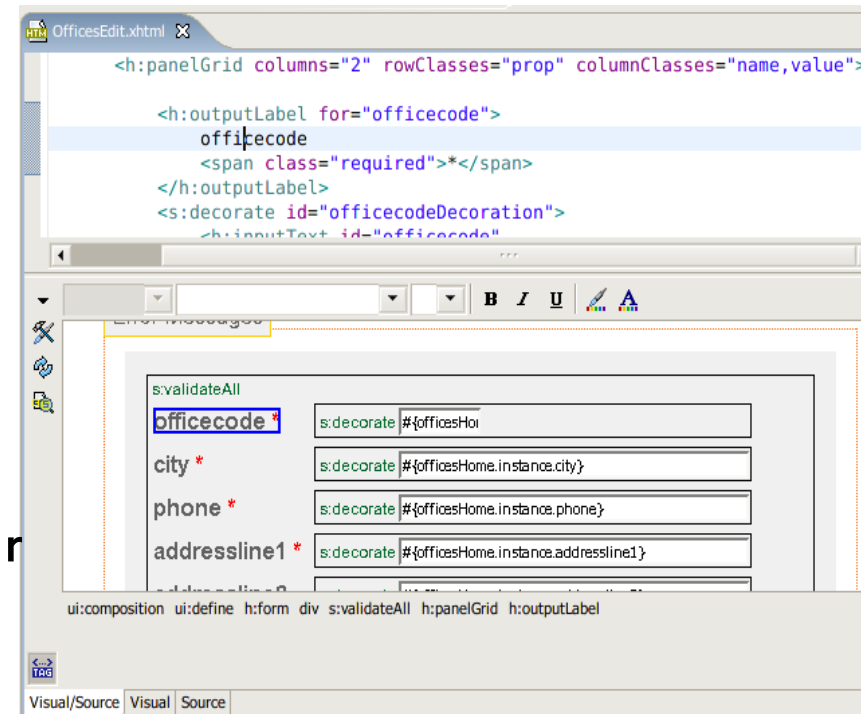
Visual/Source JSF Editor

A comprehensive, open source development environment that integrates Red Hat/JBoss platforms with rich, Eclipse-based tools

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Production phase : Platforms & Frameworks

JBOSS ENTERPRISE PLATFORMS

APPLICATION PRESENTATION, SERVICES HOSTING, & DATA PERSISTENCE → **APPLICATION PLATFORM**

CONTENT AGGREGATION, PRESENTATION & PERSONALIZATION → **APPLICATION PLATFORM FOR PORTALS**

SERVICE INTEGRATION, BUSINESS PROCESS AUTOMATION & RULES DEFINITION → **SOA PLATFORM** *Available late 2007*

JBOSS ENTERPRISE FRAMEWORKS

INDUSTRY LEADING OBJECT/RELATIONAL MAPPING & PERSISTENCE → **JBOSS HIBERNATE**

BUSINESS PROCESS AUTOMATION & WORKFLOW ENGINE → **JBOSS jBPM**

BUSINESS RULES DEFINITION & MANAGEMENT SYSTEM → **JBOSS RULES**

WEB 2.0 & RICH ENTERPRISE APPLICATION FRAMEWORK → **JBOSS SEAM**

Pre-integrated platforms to build, deploy, integrate, orchestrate and present applications and services in a Service Oriented Architecture

Single distributions with one install and patch/update stream

Modular offerings that run with JBoss *or* other vendor's middleware

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JBoss Enterprise Application Platform

Includes everything you need to run standards-based

web and rich enterprise Java applications

**JBoss Enterprise
Application Platform**

JBoss Seam **JBoss Hibernate**

JBoss Application Server

Java EE, Apache Tomcat, Clustering, Cache

Red Hat Enterprise Linux
Windows, Unix, Other Linux

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JBoss Enterprise Application Platform for Portals

Includes everything you need to host and serve a portal's Web interface, publish and manage its content, and customize its experience

JBoss Enterprise

**Application Platform for Portals**

JBoss Portal

JBoss Enterprise Application Platform

Red Hat Enterprise Linux
Windows, Unix, Other Linux

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JBoss Enterprise SOA Platform (early 2008)

Enables business process automation by integrating and orchestrating application components and services

JBoss Enterprise

SOA Platform

JBoss jBPM	JBoss Rules

JBoss ESB
Transformation, Routing, Registry, Repository

JBoss Enterprise

Application Platform

Red Hat Enterprise Linux
Windows, Unix, Other Linux
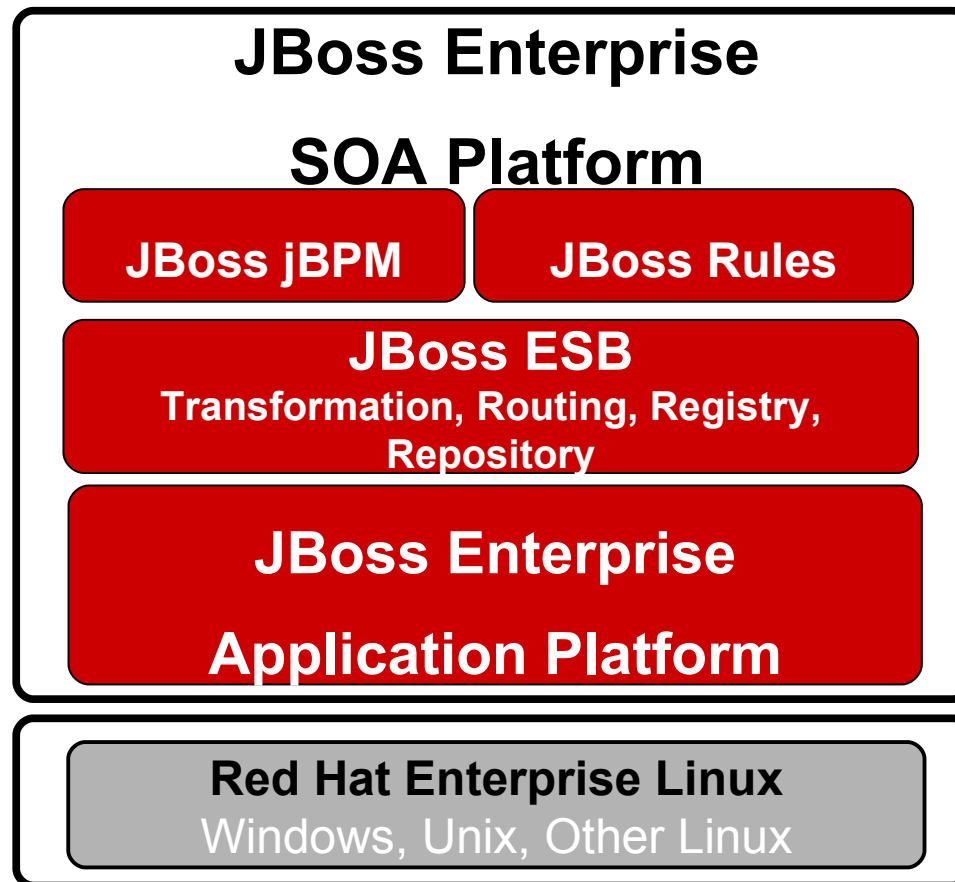
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Red Hat Application Stack

1 stack , 1 subscription all through the Red Hat Network !

Red Hat Application Stack

JBoss Enterprise Application Platform

JBoss Seam

JBoss Hibernate

JBoss Application Server

Java EE, Tomcat, Clustering, Cache

Apache Web Server

PHP

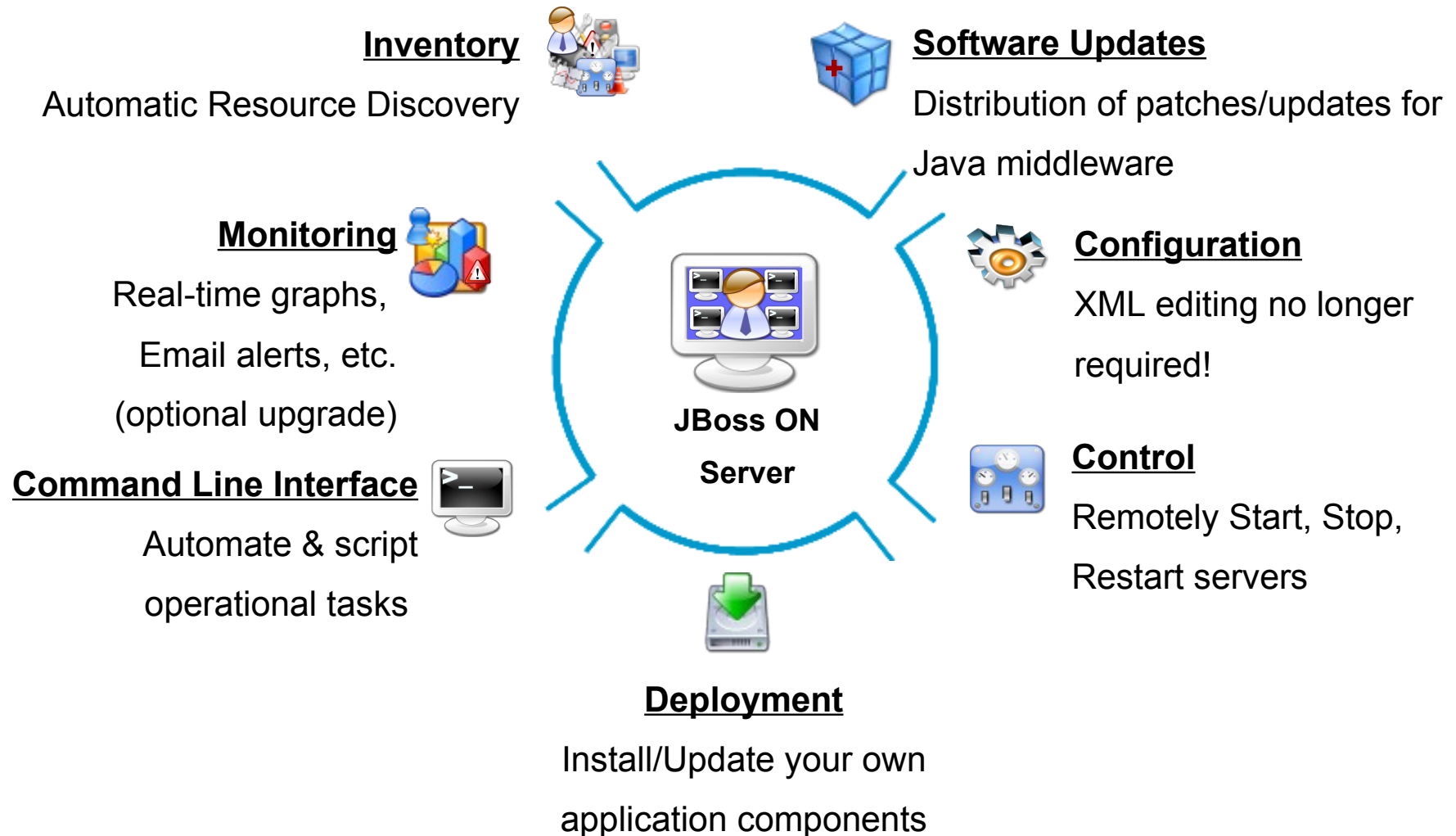**Perl**

Open Source Database: MySQL or PostgreSQL

Red Hat Enterprise Linux
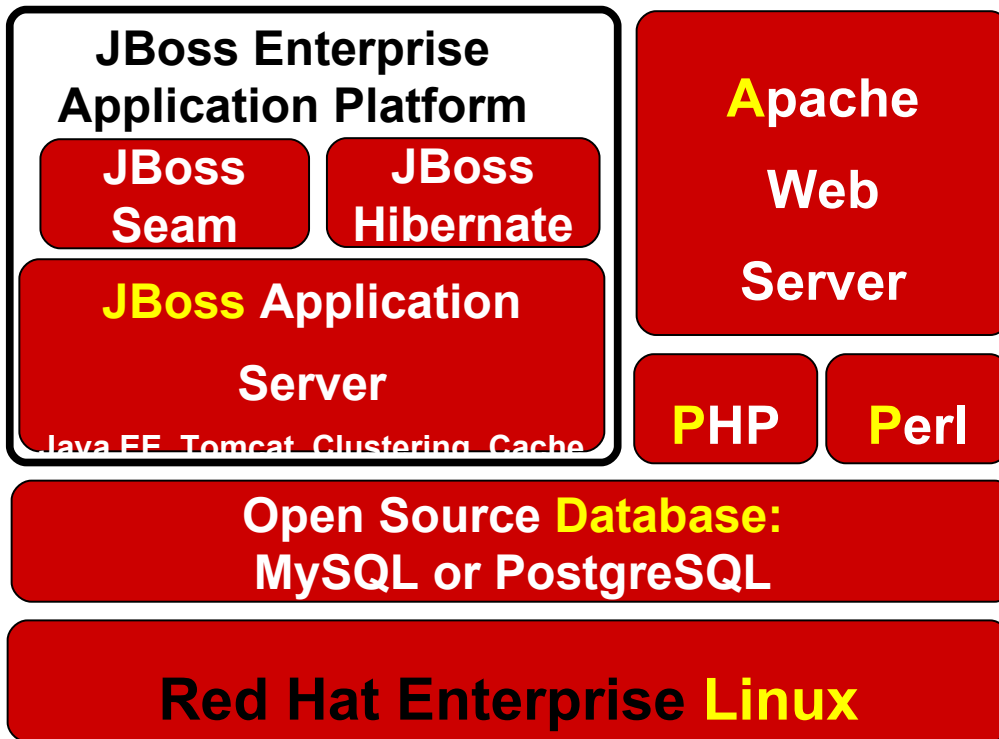
For standards-based web applications

- Full Java applications (EJB)
- JSP/Servlet Applications (Tomcat)
- LAMP: PHP or Perl scripted applications
- Dynamic, database-driven web applications using standard or object oriented SQL queries

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JBoss Operations Network

Inventory

Automatic Resource Discovery

Software Updates

Distribution of patches/updates for

Java middleware

Monitoring

Real-time graphs,

Email alerts, etc.

(optional upgrade)

JBoss ON

Server

Configuration

XML editing no longer

required!

Command Line Interface

Automate & script

operational tasks

Control

Remotely Start, Stop,

Restart servers

Deployment

Install/Update your own

application components

Pricing model & example with Jboss Enterprise Application Platform

JBOSS is provided on a per-UNIT annual subscription basis

JBOSS Enterprise Application Platform	1-32 CPU	1-4 CPU
Premium 24x7	$45 000	$6 750
Standard 12x5	$30 000	$4 500

1-32 CPU subscription includes :

- JBoss Operation Network
- 2 RH Developer Professional subs.

A subscription:

- Can be moved between systems
- Can be used to run any version
- Applies on different OS (RHEL, SUSE, Windows, HP-UX, Sun Solaris..)

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REDHAT
&
partner programs

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Red Hat Partner programs for VAR & SI
www.europe.redhat.com/partners

Online registration !

Red Hat Ready Partner program today is <u>free</u> !

Certifications are needed for Advanced Business Partner & SI Premier Partner

Red Hat Partner programs for ISVs

Programs for Linux ISVs :	Programs for JBOSS ISVs:
www.redhat.com/apps/isv_catalog/login.htlm	*www.redhat.com/partners/jboss*
Ready linux catalog (free)	**Certified Solution Partner**
↓	↓
Certified Technology Partner	Certified Technology Partner
	↓
	Certified Technology Partner *JBOSS embedded*

- Partner fee includes Developer Support

- Certifications are needed for Certified Technology Partner

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Jboss training courses

Red Hat JBoss courses (*Sept. 2007*)

Curriculum now available:

- RHD161   **JBoss and EJB3 for Java Developers (4 days)**

- RHD167   **Hibernate Essentials (3 days)**

- **RHD261**   **JBoss for Advanced J2EE Developers (4 days)**

- RHD336   **JBoss for Administrators (3 days)**

- RHD163   **JBoss Portal (3 days)**

- RHD267   **JBoss Advanced Hibernate (2 days)**

- RHD439   **JBoss Clustering (4 days)**

- RHD449   **JBoss JBPM (3 days)**

- RHD451   **JBoss Rules (2 days)**

- **RHD170**   **SEAM Essentials:** *coming soon!!*

- **RHD460**   **Intermediate SEAM:** *coming soon!!*

- **RHD153**   **POJO Development:** *coming soon!!*

Jboss certifications

▸ **Certified JBoss Administrator**

http://www.europe.redhat.com/training/jboss_admin.php3

course JB336 – JBoss for Administrators

▸ **Certified Jboss Developer**

http://www.europe.redhat.com/training/jboss_developer.php3

course JB161 – JBoss and EJB3 for Java Developers

+

course JB261 – JBoss for Advanced J2EE Developers

▸ Online **exams** (not for long!) , at Prometric

http://ibt1.prometric.com/index.asp?ibt=547296404&

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Thanks a lot !

Scope of Developer Support

If we ship it, we...

Support
- Installation
- Usage
- Configuration
- Diagnosis

Development advice covering
- Application architecture
- Application design
- Best practices
- Tuning
- Application porting

Red Hat will provide full support for Red Hat Enterprise Linux, JBoss Enterprise Middleware, and other Red Hat products for development use only.

Do not support
- Production application issues
- Wholesale application debugging
- Modified RPMs
- Red Hat Extras/Supplementary channel
- 3rd-party products
- Technology and preview features

- A tremendous benefit

- For expert advice spanning architecture, design, configuration, optimization, and tuning recommendations.

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