

Demonstration Platform as Code

What We're Going to Talk About

- Why Automate Anything?
- The Problems With Our Demos
- The “Ansible Product Demos” Service
- Hydrating Your Own AAP Demo Platform
- Differences In Outcome

Why Automate Anything?

There are 3 reasons to automate:

- 1) Reduce Time to Execute
- 2) Reduce Execution Errors
- 3) Reduce Cost

The Problems With Our Demos

Many of us in Tech Sales have experienced the following:

- Demo platforms get deleted
- Demonstrating one new thing is just as hard as a whole platform demo
- Last minute demos are impossible
- Our Demos are not easily usable by each other.
- It is extremely difficult to re-create a demo

The Ansible Products Demo Service



- Creates a containerized AAP Instance
 - OCP Instance
 - AAP on OCP
 - RHEL VM
- Public Cloud Selectable
- Version Selectable
- Purpose Selectable
- Can be related to Customer and Opportunity

Hydrating Your Own AAP Demo Platform

Pre-work for Hydration:

- Required for Each Person (You only do these once)
 - Set up personal vault file
 - Publish your public ssh key
- Required for each AAP Platform:
 - Set up Automation Hub Credentials
 - Set up you personal vault credential
 - Create a project in AAP that points to github
 - Set up optional integrations (e.g. SNOW)
 - Create one job template

The Differences in Outcomes

Using the Demo Platform as Code approach results in:

- Deletion of a demo platform is not a catastrophe
- Demonstrating one new thing requires adding only that thing - and it is available to everyone going forward
- Last minute demo requests are no problem (2 hour delivery lead)
- We can re-use each other's demos on different demo platforms
- It is easy to re-create and re-present a demo