

# Cloudflare Tour

September @TriDev

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# Where Did Cloudflare Come From?



- Founded in 2009 by Matthew Prince, Lee Holloway, and Michelle Zatlyn
- Initially focused on identifying the source of spam and email abuse
- Launched publicly in 2010
- Rapid growth: from 1 data center in 2010 to 330+ in 2023
- Key milestones:
  - 2014: Mitigated largest DDoS attack at that time
  - 2017: Launched Cloudflare Workers
  - 2019: Went public on NYSE as \$NET
  - 2023: Mitigated more record-breaking DDoS attacks

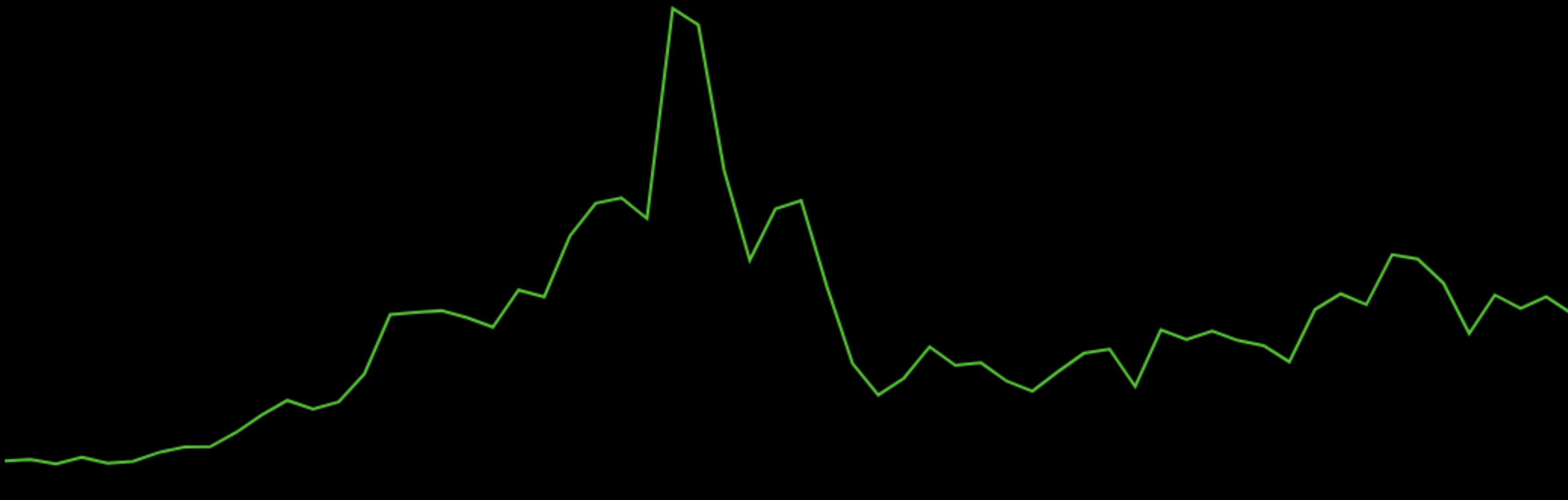
# Cloudflare

## \$75.42

+\$57.42 (+318.97%) Max time



Advanced



### CEO

Matthew Browning Prince

### Employees

3,682

### Headquarters

San Francisco, California

### Founded

2009

## Key statistics

### Market cap

25.76B

### Price-Earnings ratio

-252.12

### Dividend yield

—

### Average volume

1.60M

### High today

\$77.50

### Low today

\$74.88

### Open price

\$76.63

### Volume

660.51K

### 52 Week high

\$116.00

### 52 Week low

\$53.88



# How Does Cloudflare Fit Into a Cloud Architecture?



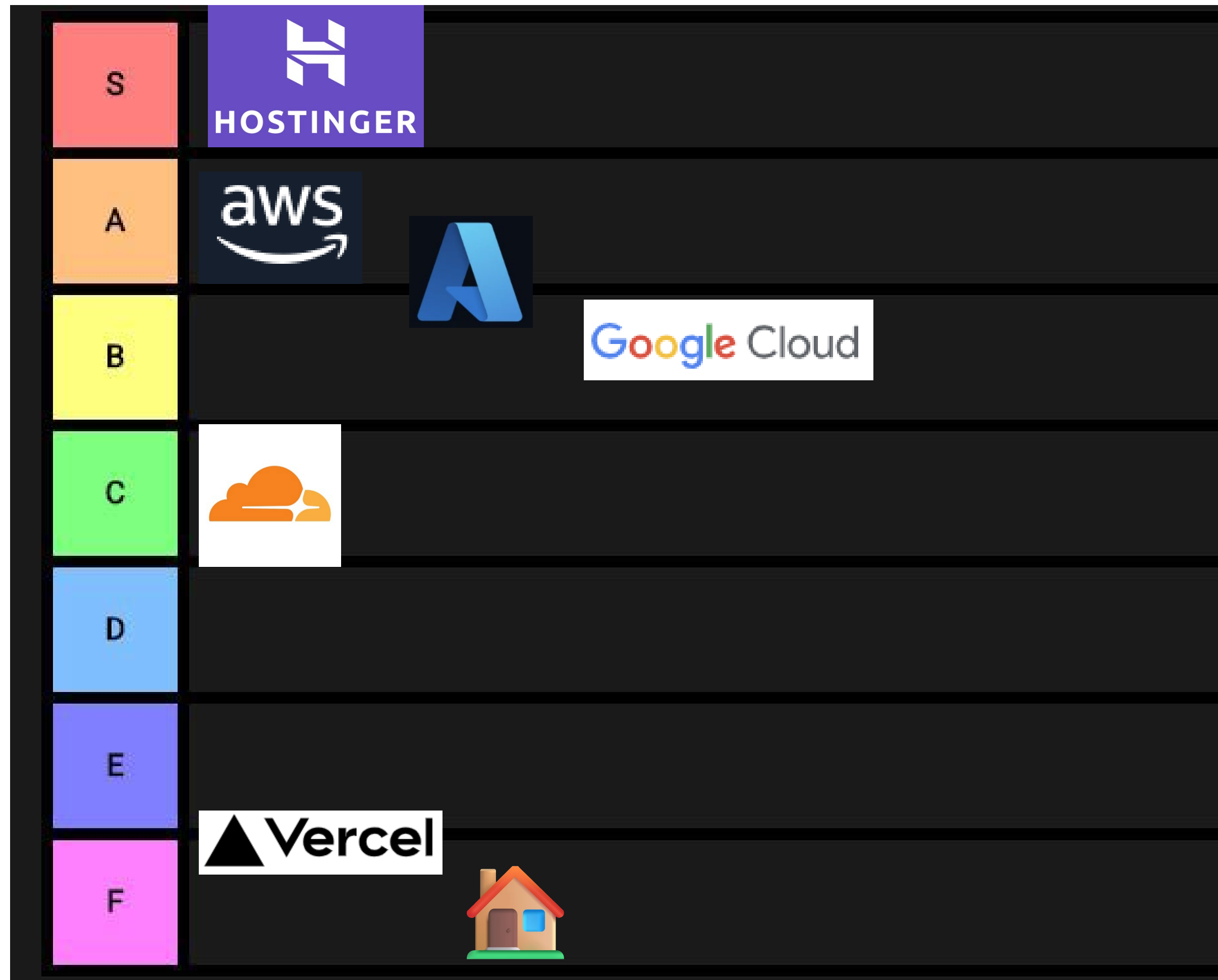


# The Cloud

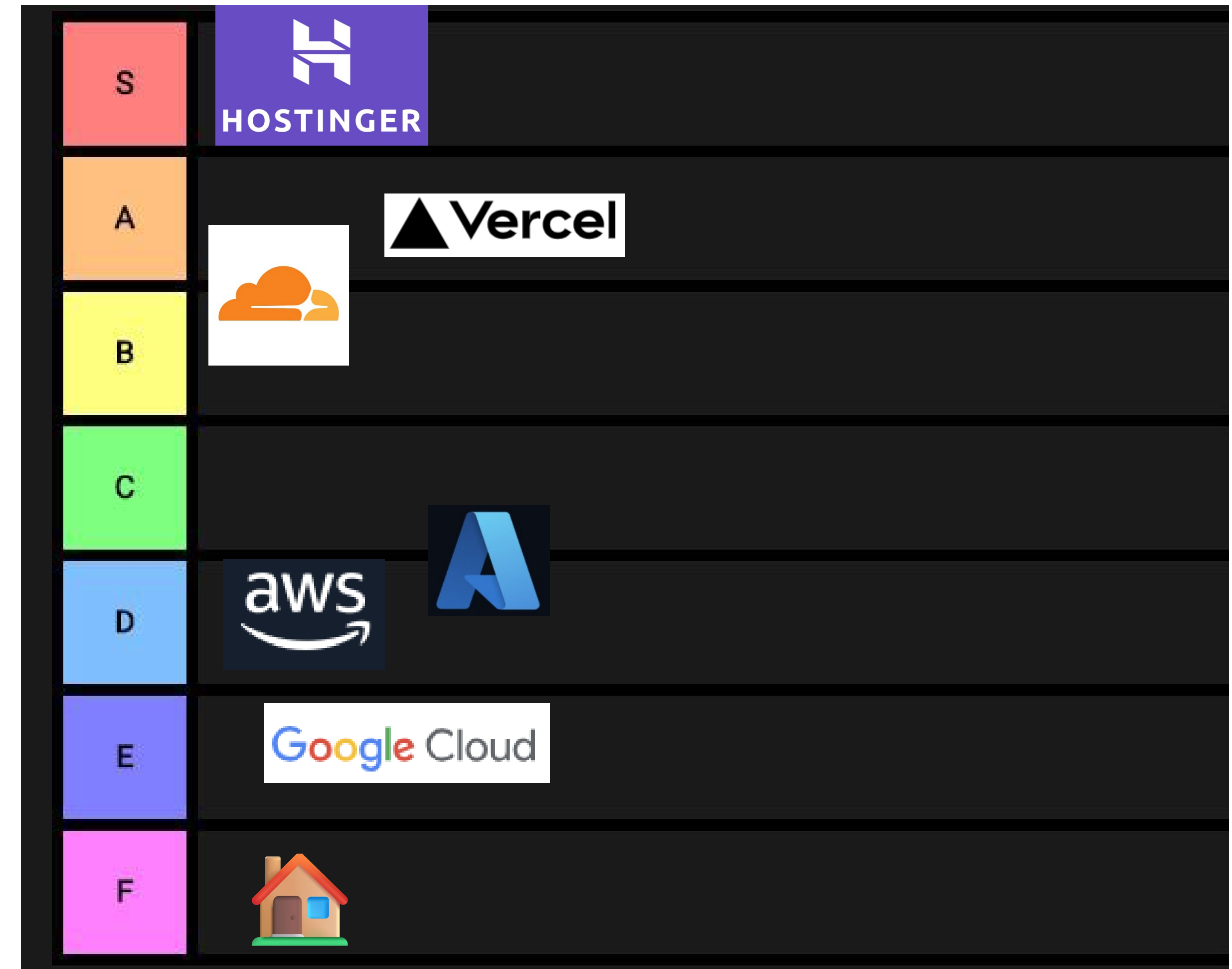


# Within a traditional architecture:

## Capabilities/Needs



## DevEx/Effort



# Small team or indie:

## Capabilities/Needs

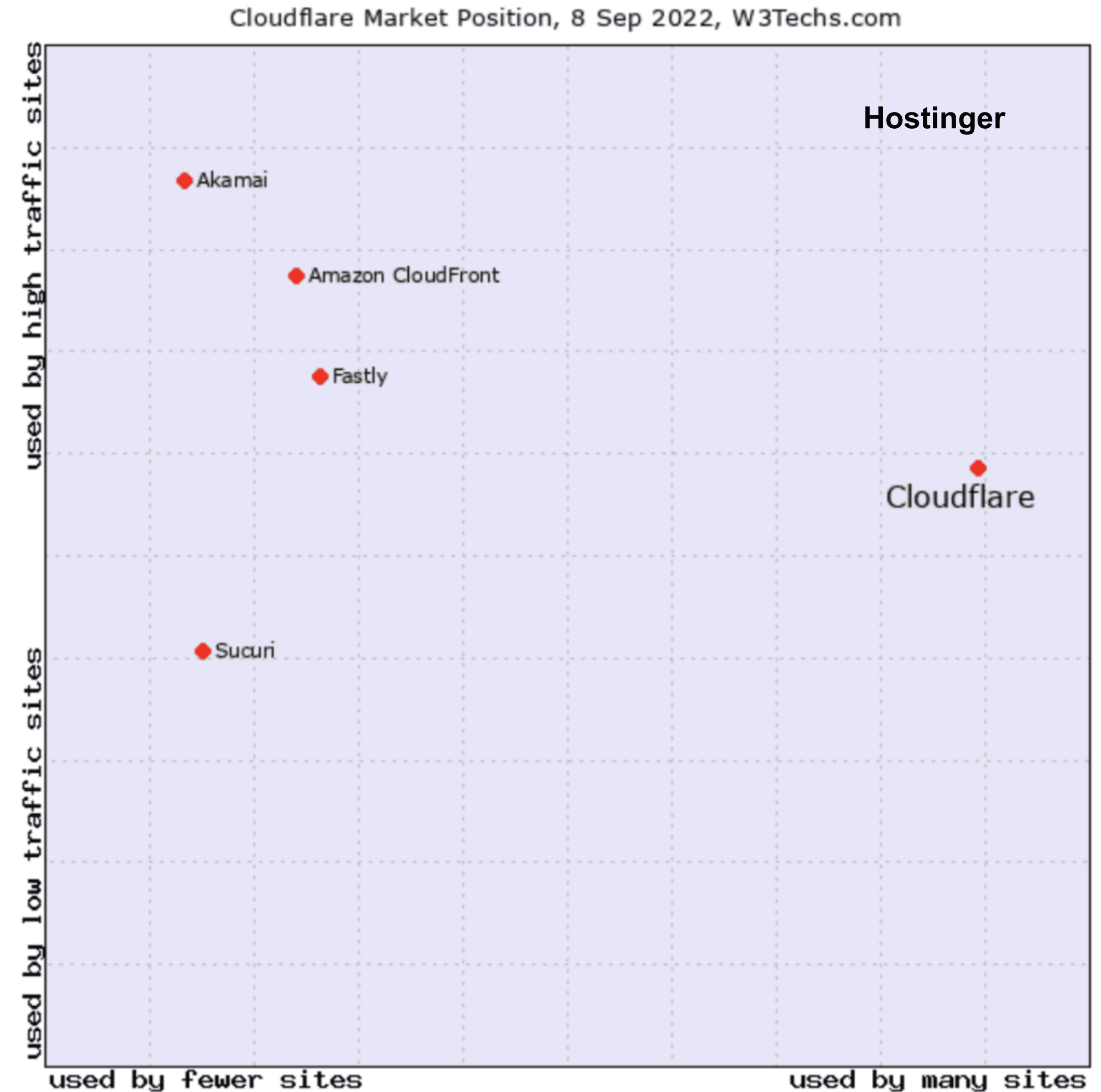
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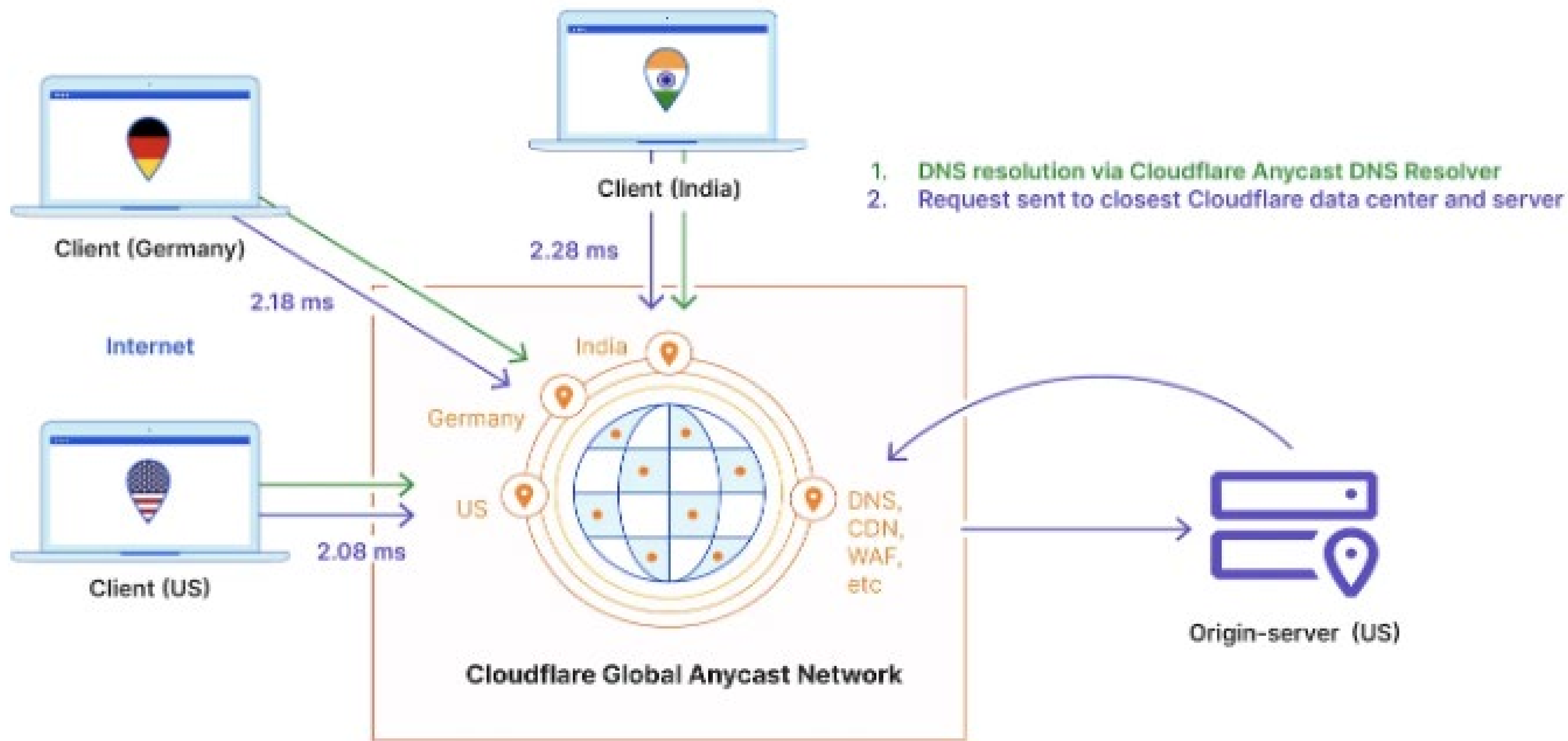
## DevEx/Effort

S	 HOSTINGER	
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- Cloudflare doesn't fit within traditional cloud provider notions.
  - Many organizations use Cloudflare on top of traditional hyperscalers.
  - When Cloudflare has an issue, your family members notice.
- 







# How Does Cloudflare Work?



# What is Cloudflare?

**20M+**

Internet Properties

**200+**  
**cities**

Cloudflare's network span

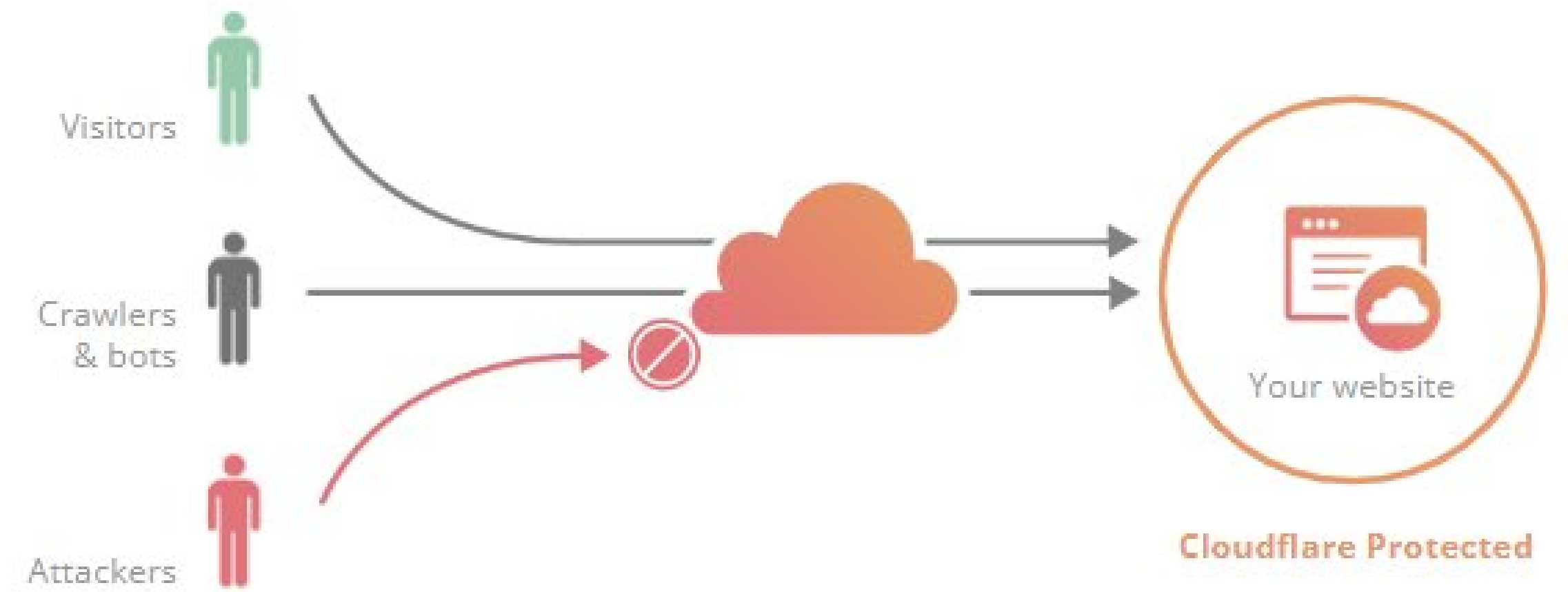
**14M+**

Peak requests/second





# How does Cloudflare work?

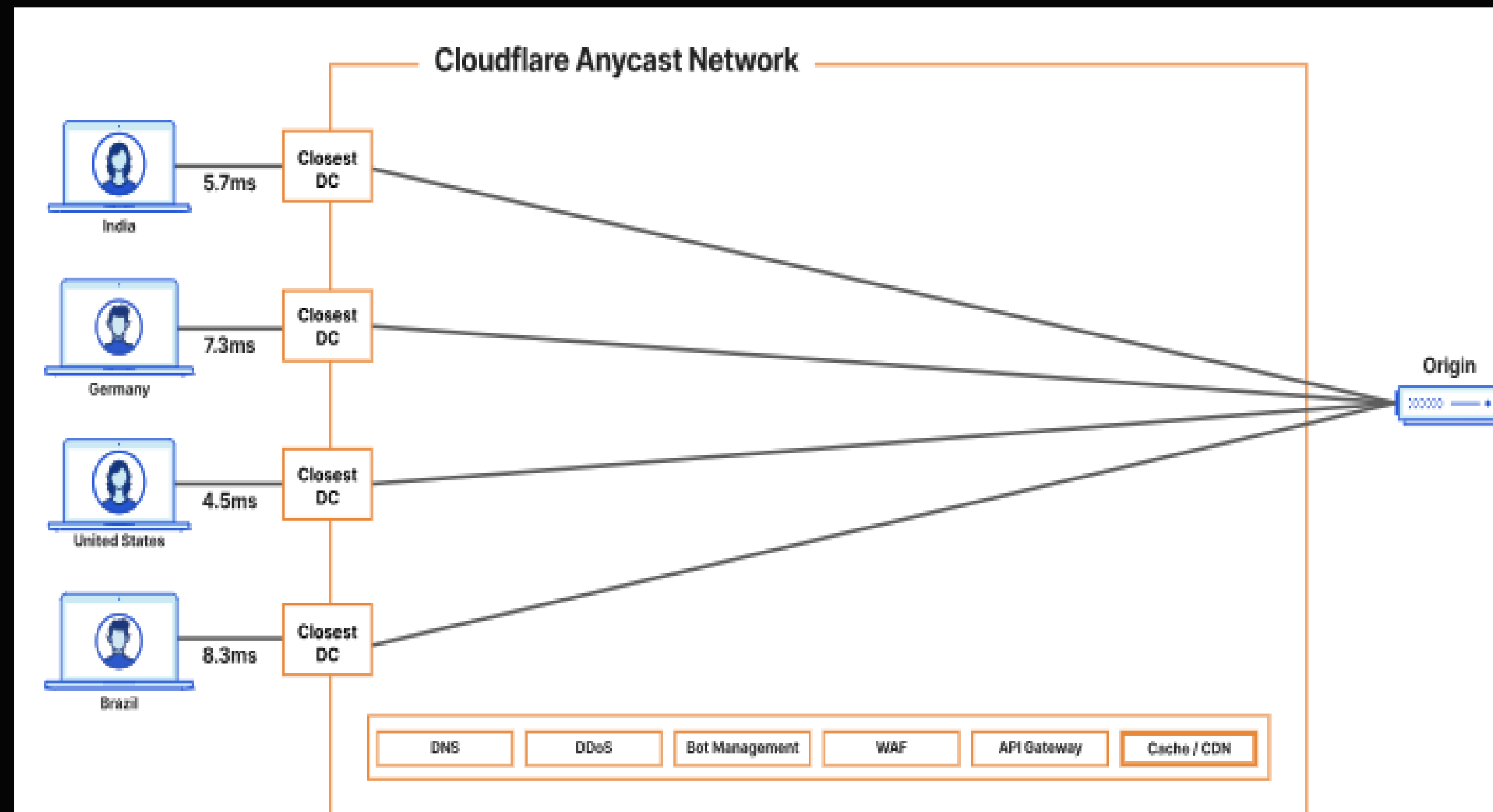


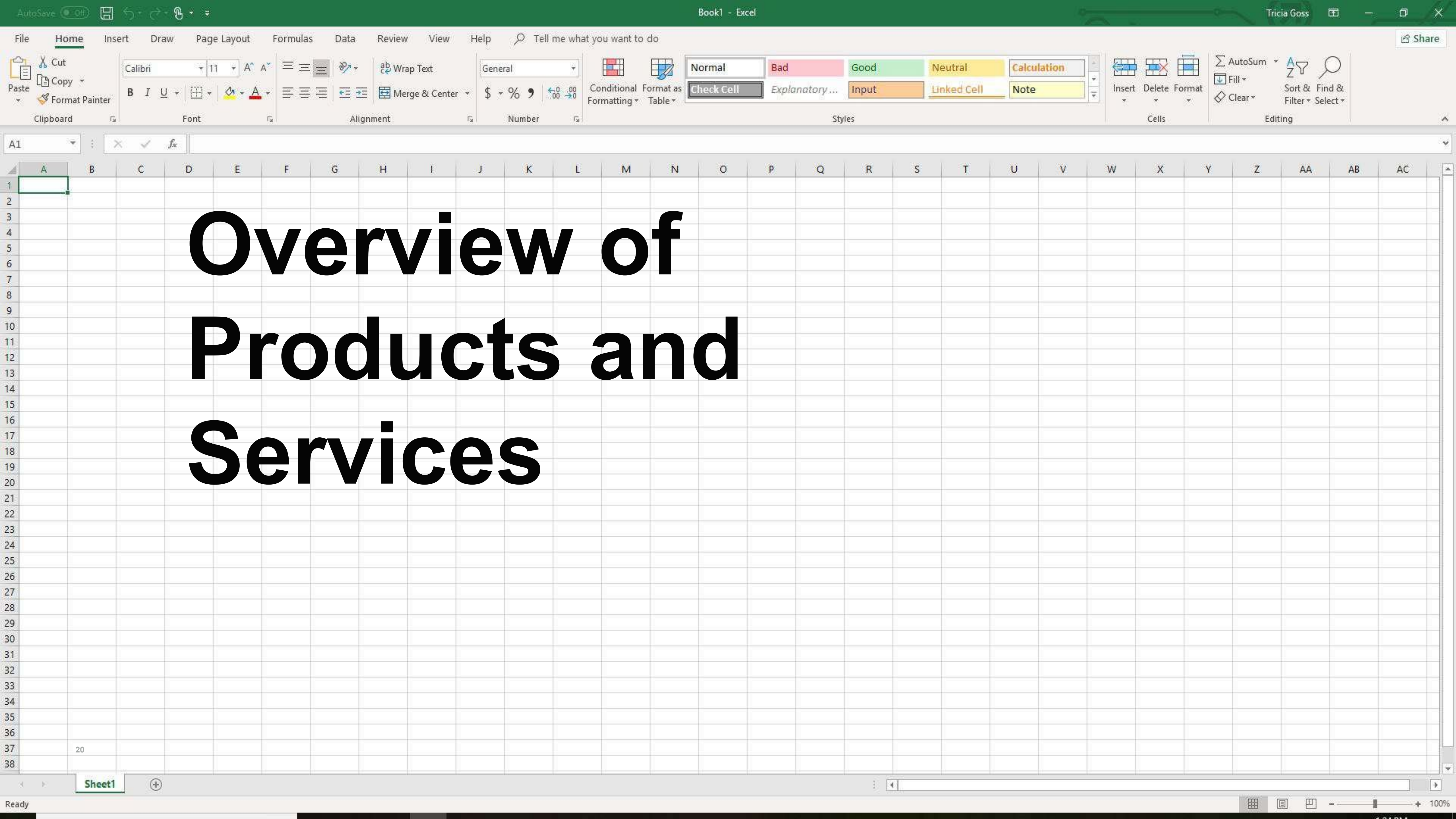
- When you use Cloudflare for your DNS, you can either proxy (orange cloud) or use just DNS (grey cloud).
  - Grey clouded traffic behaves like any DNS provider.
  - Orange clouded traffic is reverse proxied, letting Cloudflare do *stuff* to it.
-



# What does Orange Cloud allow?

- All user traffic goes straight to Cloudflare's edge locations
- Cloudflare/you can do anything with this
- The traffic goes to your origin in another cloud or on-prem







## **Types of Services**

- Security: Zero Trust, Networking, Enterprise Security
- Infra: Application Security, Performance, App Security
- Developers: Full Stack Serverless Applications



## Security Highlights

- Zero Trust provides a suite of tools including access control for 3p and internal tooling, gateways, DNS based endpoint protection
  - Network tunnels allowing you to not have to expose self-hosted applications. You can run apps at home without exposing your network.
  - Email security tools like DMARC management, anti-phishing, cloud rendered page previews
-



## Infrastructure Highlights

- DDoS mitigation, Rules and rewrites, Traffic filtering
  - Automatic Web Application Firewall blocking attacks
  - Automatic perf optimizations and CDN
  - Write code to modify and intercept requests
- 

### Traffic sequence

The simplified journey of a request as it proxies through Cloudflare. Use [Trace](#) to review how your specific configuration impacts traffic.

DDoS ①

URL Rewrites ①

Page Rules ①

Origin Rules ①

Cache Rules ①

Configuration Rules ①

Redirect Rules ①

IP Access Rules ①

Bots ①

**WAF** ①

Header Modification ①

Cloud Connector ①

Workers ①



## Developer Platform Highlights

- Workers: Serverless edge functions
  - Pages: Hybrid between static site hosting and serverless application hosting
  - No egress fees object storage
  - KV (key-value), D1 (SQLite), Durable Objects (stateful workers)
  - AI – run AI models on the edge
  - Image, Stream, Calls – batteries included media services.
-



# Workers and Pages

## **Workers - Overview**

- Globally deployed serverless execution environment
- Like serverless functions with no cold starts and global deployments
- Javascript, Typescript, Python, Rust
- \$0.30 per million requests + other usage based billing for bindings





## Workers - Runtime

- JavaScript standards, web interop, WorkerCG
- Subset of Node.js APIs (most but not all)
- Supports WebAssembly for Rust, Go, C, Fortran, COBOL, etc.



## Workers - Rust

- Simple example of a pseudo-random seed generator REST API in Rust with a Worker
  - This is all you need.
  - Super fast.
- 

Code

Blame

23 lines (20 loc) · 641 Bytes

```
1  use rand::distributions::{Alphanumeric, DistString};
2  use serde::{Deserialize, Serialize};
3  use worker::*;
4
5  #[derive(Deserialize, Serialize)]
6  struct ResponseData {
7      length: u8,
8      random_string: String,
9  }
10
11  #[event(fetch)]
12  ✓ pub async fn main(req: Request, _env: Env, _ctx: worker::Context) -> Result<Response> {
13      if !matches!(req.method(), Method::Get) {
14          return Response::error("Method Not Allowed", 405);
15      }
16
17      let random_string = Alphanumeric.sample_string(&mut rand::thread_rng(), 32);
18      let data = ResponseData {
19          length: random_string.len() as u8,
20          random_string,
21      };
22      Response::from_json(&data)
23  }
```



## Workers - Routes

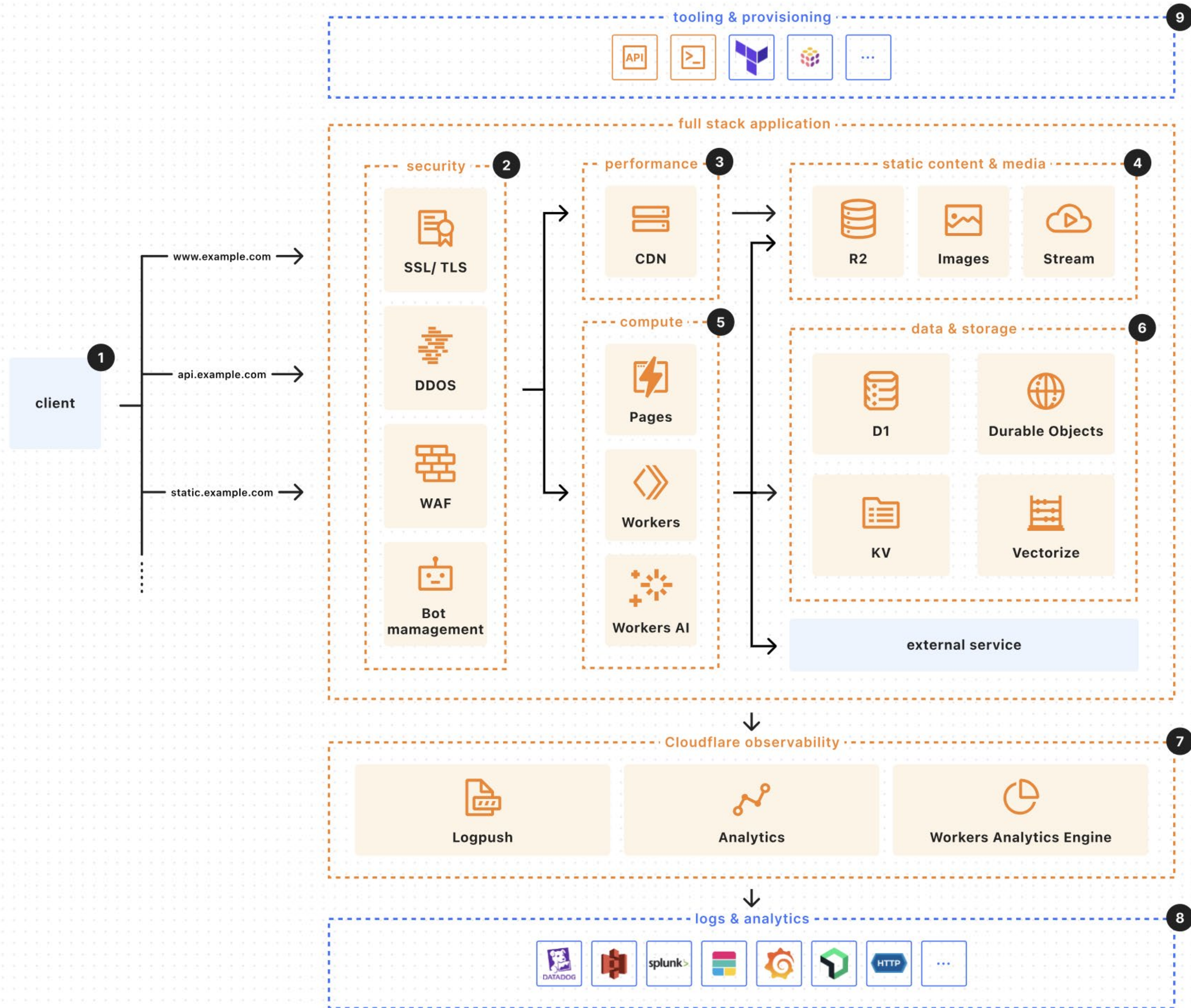
- Modify incoming proxied requests by first sending the request through a Worker
  - You can do anything here from enhancing the page (maybe adding location-specific content), authenticating users, adding analytics tools (with Zaraz or manually), etc.
  - Easily add in a worker to or on top of your existing application
-

## Pages

- Globally deployed full-stack applications
- Deep GitHub integration with preview deployments/etc.
- Support for dozens of frameworks or static assets including Next js, Svelte Kit, Remix, Vue, etc.
- Worker-like Bindings
- Moving towards unifying Pages with Workers
- Unlimited requests, bandwidth, sites, requests, etc. for free

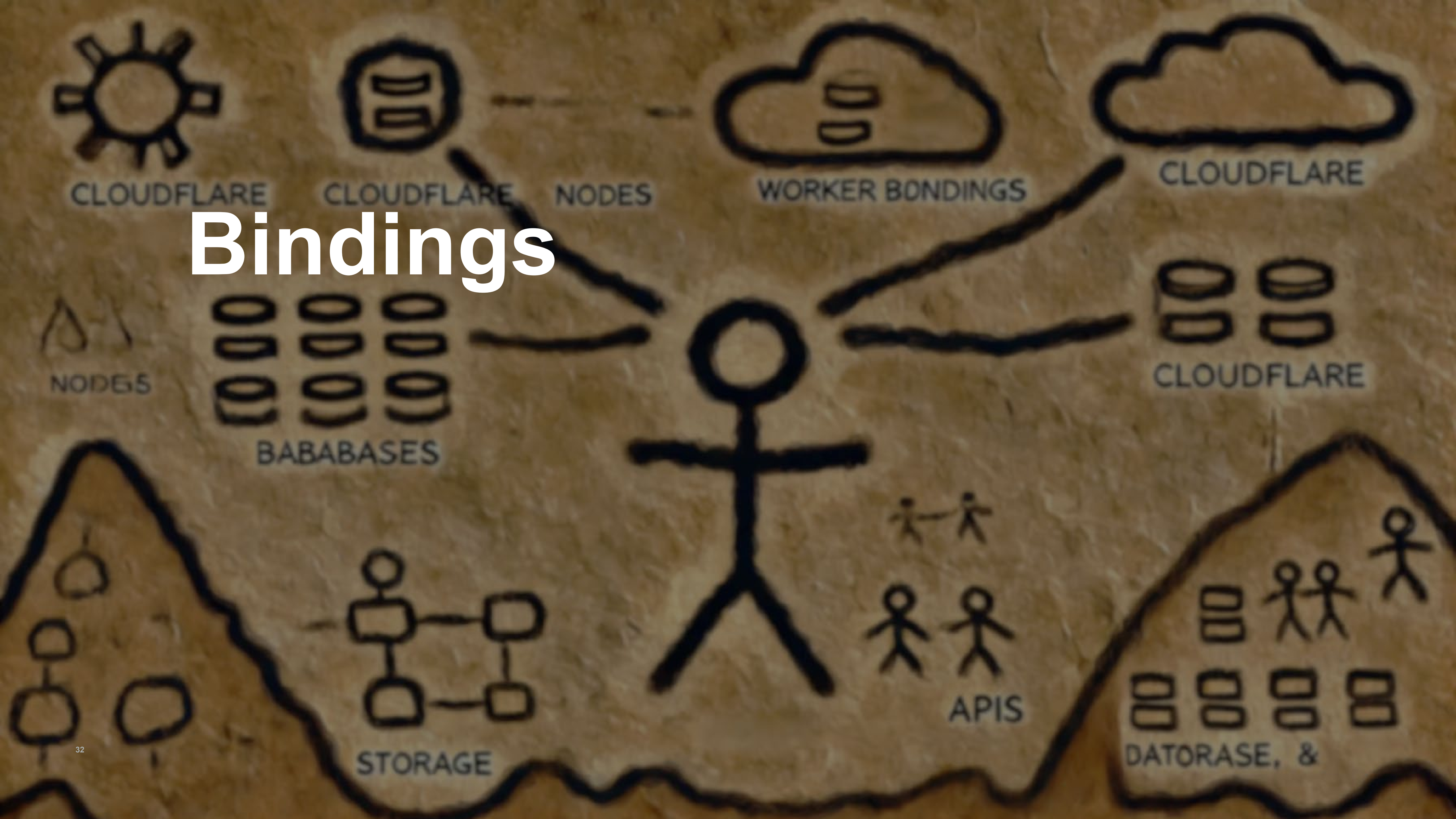








# Bindings





## AI

- Run machine learning models, powered by serverless GPUs, on Cloudflare's global network.
- Speech to text, image classification, translation, image-to-text, LLMs, embeddings, vector databases, etc.



## Data Persistence

- Analytics Engine: Scaleable database when you're okay with compression and not being able to retrieve individual records.
  - D1: SQLite based database with Time Travel rollbacks
  - KV: Globally available, low-latency, key-value
  - Durable Objects: Stateful Workers that can stay alive and support web sockets and other real-time use cases.
-



## Other

- Queues: Guaranteed delivery
- Browser Rendering: Puppeteer on the edge
- R2: Like S3 but no egress costs.





An aerial night photograph of a large, illuminated triangular structure. The structure is composed of a dark metal frame with a complex internal pattern of intersecting lines, creating a star-like or web-like design. It is brightly lit from within, with several glowing points of light. The structure is situated in an urban environment, with a parking lot visible to the left and a road with a crosswalk to the right. The overall scene is dark, with the structure's lights providing the primary illumination.

# Cloudflare vs.



## Workers vs AWS Lambda

### Lambdas:

- More language flexibility using containers
  - Cold starts
  - Region based deployments
  - Good for AWS-based applications
- 

### Workers:

- Runs JavaScript and WASM in V8 isolates
- No cold starts
- Globally deployed to edge locations
- Good for serverless use cases and for modifying or enhancing requests to traditional applications

## Vercel vs Cloudflare

- Both: Have good DX, are easy to use, support modern/trendy frameworks
  - Cloudflare: Broader enterprise features, predictable scalable pricing, more extensive capabilities, cheaper
  - Vercel: Tight Next.js integration, more point and click
-

## **{Hyperscale Cloud X} vs Cloudflare**

- Both: Can support enterprise network loads
  - Cloudflare: Done-for-you security and administration, easier DX, can sit on top of hyperscaler X, no egress fees
  - X Thing: Offers virtual machines, let's you run anything you want, more control over your architecture, you have to configure and pay for everything
-



A background image showing a grid of many small, colorful lava lamps hanging from a metal rack. The lamps are arranged in rows and columns, each containing different colored liquids and bubbles. The text is overlaid on this background.

# Problems with Cloudflare and Potential Risks



Robin’s Substack

Cloudflare took down our website after trying to force us to pay 120k\$ within 24h

ROBIN DEV  
MAY 26, 2024

144 79

TL;DR:

We've been on the Cloudflare Business plan (\$250/month) for years. They suddenly contacted us and asked us to either pay them \$120k up front for one year of Enterprise within 24 hours or they would take down all of our domains. While this escalated up our business we had 3 sales calls with them, trying to figure out what was happening and how to reach a reasonable contract in a week. When we told them we were also in talks with Fastly, they suddenly "purged" all our domains, causing huge downtime in our core business, sleepless nights migrating away from CF, irreparable loss in customer trust and weeks of ongoing downtime in our internal systems.

Backstory

I'm a SysOps engineer at a fairly large online casino. (I think this article is relevant regardless of whether you think that in general casinos are ethical or not, I'm just mentioning it for context). We have around 4 million monthly active users. We had been happy Cloudflare customers since 2018 on the "Business" plan which has some neat features and costs \$250/month for "unlimited" traffic.

Now admittedly, \$250 is probably fairly low for the amount of traffic we were pushing through Cloudflare. We mainly use CF for the CDN (caching all our static content) and

Sales Team Drama  
< Aggressive Sales Tactics  
Dramatic layoffs >




Austen Allred

@Austen · Jan 11

Alright some very quick (assumptive) analysis:

1. Looks like the company was nuking most of the sales org. If they’re keeping <25% of an org the calculus isn’t, “Are they doing a good job and have we given them a fair shake?” It’s more, “Who are the top performers we need to

Show more



SMB Attorney

@SMB\_Attorney · Jan 11

Getting fired is tough, but it’s important to handle it with dignity. Firing someone is also hard, requiring compassion and respect. Total disaster on both sides here.

9:04



363

479

6.5K

7.1M



# CSR Controversies with Potential Regulatory Impacts / Bans

TECH • INTERNET

Cloudflare Is One of the Companies That Quietly Powers the Internet. Researchers Say It's a Haven for Misinformation

4 MINUTE READ



DERSTANDARD

Web › Telecom International Germany Austria Business Knowledge and Society sport Lifestyle culture

690 Postings

TELECOMMUNICATIONS

## Excessive network blocking causes problems on the Austrian Internet

Copyright organization has several IPs from Cloudflare put on the block list. Providers only withdraw after media coverage and see a political challenge

Andreas Proschofsky

29 August 2022, 09:25

690 posts

Read later

Network blocks have always been a controversial measure. After all, they are intended to ensure that individual websites can no longer be accessed from the domestic Internet. A practice that is anything but uncontroversial, however - it represents a massive intervention in the network infrastructure that could also have undesirable side effects, as critics have been warning for years. Now this is exactly what has happened.



Problems on the Austrian Internet –

INTERNET

## Cloudflare Can Cancel Service to Terrible Websites Like Kiwi Farms. But Should It?

Cloudflare's decision brings up fundamental questions about how internet infrastructure companies should operate.

ELIZABETH NOLAN BROWN | 9.8.2022 12:50 PM



(Igor Golovnirov/ZUMAPRESS/Newscom)



**Thank you.**

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- Follow me: X @mackenlyjones
- Stick around for 🍕

