# TODO:

* Start with Universal Installer
* Run through a CI/CD to Kafka and a Kafka Producer on Kubernetes
  + Add an additional Kubernetes cluster and deploy a different Kafka consumer
  + Add ‘Prometheus monitoring on the cluster…try with native Prometheus monitoring
* Setup load balancing on a word press sample application
  + Check whether Marathon LB works or Edge LB Works

# OCC and Rancher loss

Seeing several losses to Rancher.

These losses to Rancher, mainly dealing with central IT.

Losing at the POC phase.

Project based on Kubernetes and Kafka. They’re new to this stuff, we don’t know a ton. Rancher is ease of use, ease of install.

With Mesosphere you have to install cluster on top of cluster manager

So cheap off the base.

For folks that just want to build a containerized platform.

Infrastructure they’re using

OCC- AWS

AbV - On prem , Hybrid

FiServe - On prem , Hybrid

Last 6 months, we’re 0 for 5

Typically we always get to POCs.

What are teams looking to do?

Biggest Technical Challenges

* Networking
  + Ingress, web load balancing
  + Edge LB integration

What are their typical goals?

1. Run a k8s cluster per team
2. Create a single k8s cluster, for multiple teams to share together

Typically they’re running k8s for the first time. So no multi-kubernetes yet. Except for Edward Jones.

* OCC -
  + developers don’t play with rancher
  + EB happy to share why we lost
* AbV - they’re trying to choose a standard. Did not POC. But told a16z that they installed Mesosphere and Rancher and Rancher was easier for them.
* Fiserv - they’re heading to the cloud. Need to manage PII. POCd for many months. Per Patrick - they wanted us to win
  + Randy walked them through Day 2 ops challenges, etc. Set the up for success
  + But the decision makers are not just them - it’s the developers.
  + Mainly central IT installing kubernetes for internal clients.
* Qualcomm
  + Mainly central IT installing kubernetes
* BNC
  + Rancher - can set RBAC in the GUI, even before setting up the cluster
* Discover card
  + We lost our business champion there
* Developers as rancher fans - why?
  + Is it the installation of k8s clusters
  + Or the operations of k8s clusters.
  + Features
    - Developers want load balancing, not just ingress - you don’t have that
  + IT
    - Once IT sees they have a GUI that they just point and click and manage everything.
    - It’s super easy to provision K8s with load balancer, etc.
      * CNI choices
      * Storage choices - local volumes, flex volumes, etc.
    - Mesosphere
      * Very command line driven

Summing it up - top drivers

* Developer awareness
* Feature sets - networking gaps
* IT Ease of use

They don’t know anything about kuberntes or even containers. So they gravitate towards easy.

→ Need a feature comparison, what we do what they

Comprehensive solution around DevOps?

* Mostly not even there yet.

Field is not using Edge LB for kuberntes. So it’s not about the easy button for Edge LB.

How are they supposed to hook up load balancing for kubernetes?

Can’t we have a field solution done via marathon? That’s good enough and buy us some time when we’ll have everything integrated.