

Selling Apache Camel in the Enterprise



About the presenter







About the presenter

Pratik Patel (pratik@mypatelspace.com)

Corporate "architect" by day
Code hacker by night
www.TripLingo.com

►Code repo:

http://github.com/prpatel

Twitter: prpatel













A Recipe for Success

Getting your team on-board

3

Getting management on-board







Show that you can own the software & architecture



Show that you're not alone



Show that you *can* get support

Evaluate & Discriminate





Show cost savings (licenses + hardware)



Show control (OSS = you are in charge)



Put together an evaluation matrix

Pitch it to your team

Show them how cool Camel is!



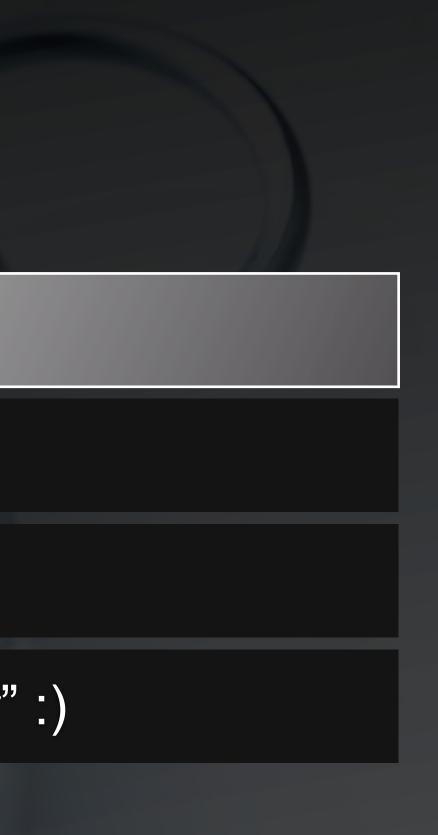
Simplicity - Makes life easier for devs



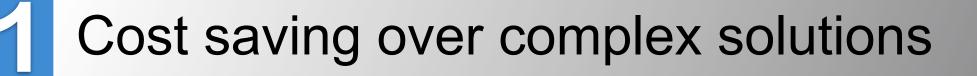
We have the source - we are in charge



Still have the ability to "blame the vendor" :)



Pitch it to management



Licenses + Hardware

Complexity & velocity of development <-- HUGE



Ability to quickly fix bugs = less down time <-- HUGE

Testability - A Cornerstone





Can you say the same about the black box ones?

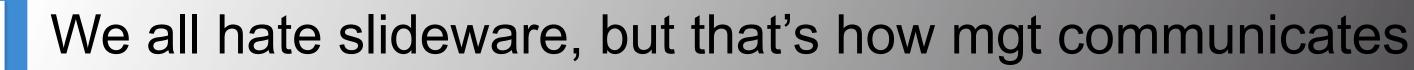


Ask yourself and your mgt this:



Build something that can't easily/automation tested?

Sideware





Multiple vendor evals for comparison



Show how it fits in overall architecture



Stuff from last slide

Are you really an architect?



2

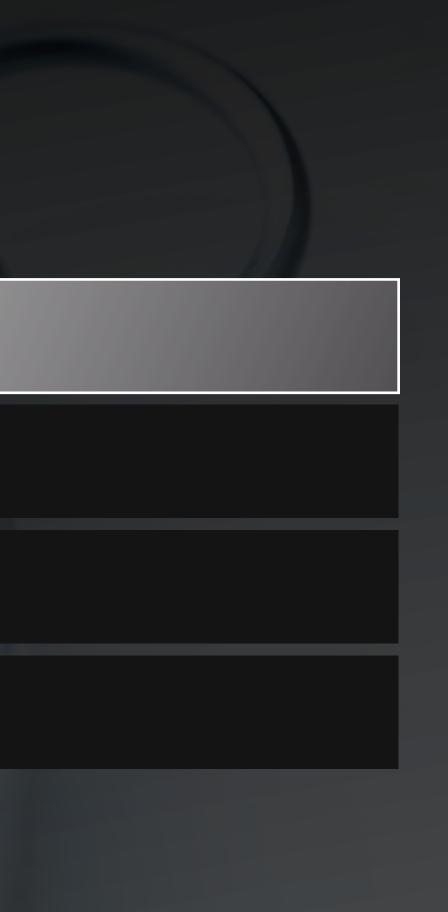
Show leadership

3

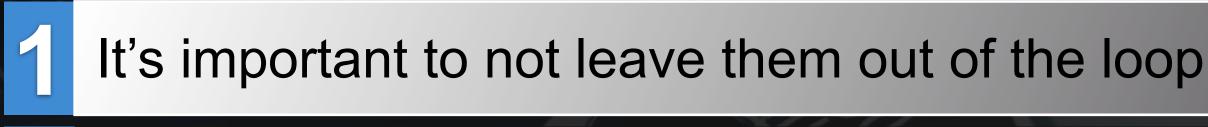
Know what you're getting into

4

Support your business & management



Dealing with the lvory Tower



Get technical

Show business value

Be persistent

Thursday, June 9, 2011

3



Do a prototype





You'll know what to expect

Validates your assumptions



Integrate it with your platform(s) (Weblogic, MQ, etc)

Thanks for attending!

Samples: https://github.com/prpatel/ Blog: http://www.mypatelspace.com/ Links: http://camel.apache.org/

Feedback Welcome Fill out the Session Eval

