CloudOne

Overview

Demand-based development
CloudOne Corporation wanted to improve its customers' access to the portfolio of IBM Rational tools by allowing them to use these applications under a Software as a Service (SaaS) model.

Cloud services
The organization's customers are now able to access Rational software under a monthly license, operating the applications from a virtualized cloud environment to support flexible development.

Increased access, lower costs
Customers now pay licensing costs only when they use the software, reducing the ROI threshold and extending access to a broader range of management tools to drive increased development efficiency.

Solution Components:

Software
- IBM® Rational®

CloudOne Corporation brings IBM Rational software to the clouds

Offering quality software development tools under a pay-per-use model

Since its founding in 2010, CloudOne Corporation has worked closely with IBM to deliver the suite of IBM® Rational® applications under a cloud-based Software as a Service (SaaS) strategy. The organization promotes using these development tools under an economical pay-as-you-go model that provides customers with access to management and development capabilities typically beyond their price range.

Challenge
Many businesses today, whether in the automotive, food service, insurance or any other industry, rely heavily on internally built applications to conduct day-to-day business processes. However, these software development efforts are rarely part of the company's core business, forcing IT support staff to meet demanding coding targets while keeping costs and resource investments low.

Aware of this trend, IBM Business Partner® CloudOne created a new offering that would make it easier for businesses to provide their employees with industry-leading tools and capabilities. In particular, the business wanted to offer its customers easier and cheaper access to IBM Rational software. The company believed that the Rational tools offered users more than just the ability to develop code, instead providing a means to manage the entire software development process. Users would be able to manage requirements, track where code is stored and even monitor the overall quality of the developed software.

By deploying these Rational tools within its own cloud environment, CloudOne could offer these applications in a SaaS model, allowing customers to access the software without needing to purchase the applications. Instead, these organizations could access, and pay for, these tools on an as-needed basis.

Solution

In more detail, CloudOne offers its customers two strategies to access Rational tools through its internal cloud environment. The first option is to rent monthly Rational software licenses for the cloud-based tools. So, for example, users can pay a monthly fee to secure access to IBM® Rational Insight software, which offers centralized dashboards that measure risks, statuses and trends during development efforts. Although this tool can prove highly useful while coding, the continuous licensing costs can undermine the application's overall ROI for smaller firms that experience several months between software development projects. Instead, customers can keep their licensing costs closer to budgetary expectations by paying for only those periods when they need the software.

Alternatively, for businesses that have already invested in Rational software licenses, CloudOne offers the ability to host the applications from within the cloud environment under an Infrastructure as a Service (IaaS) model. CloudOne then provides these organizations with managed support services for the Rational tools, overseeing software upgrades and patches, delivering disaster recovery capabilities, and offering easily created sandbox environments to promote testing and development efforts.

Benefits

- Decreases the ROI threshold for using Rational software, offering users increased control over IT budgets
- Provides smaller businesses with improved access to a more robust toolset that helps streamline development
- Extends access to a network of technology and software development specialists without high costs

For more information

To learn more about IBM Rational, please contact your IBM marketing representative or IBM Business Partner, or visit the following website:
ibm.com/software/rational

"IBM Rational is more about managing the process of how software comes to be … that broad approach is not only appealing to me, but to Rational customers. They are still the market leader and growing because of that holistic approach."

—John McDonald, co-founder, CloudOne Corporation

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