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Pivotal IPO

This week, Pivotal Software, Inc, a spinoff from Dell EMC and VMware, successfully completed its initial public offering for shares. Is this really a successful business or a way for Dell to shed a few more liabilities?

Background

The foundation of the Pivotal business is a platform called Cloud Foundry, a PaaS offering originally developed by VMware. But looking further back, Pivotal seemed to be the place for EMC to put all the assets they'd acquired but didn't know what to do with. That included the Greenplum database EMC acquired in 2010.

I have no doubt that at the time, by acquiring Greenplum and other assets,

EMC was looking to diversify in the same way they had with multiple storage platforms in the previous decade. This was all part of the "federation" idea, which never really worked. However, either the concept was too far away from their core business or too early for the market.

Pivotal Today

Today, Pivotal claims 319 customers, with around \$259 million in annual subscription revenue. The company is still making a loss, with significant human capital involved in delivering each deal.

With Open Source, software deployments were supposed to get easier, but platforms like Cloud Foundry and OpenStack seem to be countering this perceived wisdom. This leads to an interesting question - how much effort is involved in purely implementing and managing the infrastructure behind these software platforms?

Consider this question as businesses look at public or private cloud. Public cloud places more restrictions on what can be done - you buy into their design of infrastructure and as a result the effort of design, implementation and support are obfuscated away.

There's a balance of more flexibility on-premises, or less management in cloud. Naturally things aren't this simplistic in real life and other decisions impact where to deploy. But think of this; how many IT organisations deployed infrastructure in the 1980s, 1990s and 2000s that they are still trying to unravel?

Does Pivotal help here? If an army of skilled technicians are needed to get the platform working, how much technical debt is being built in for the future?

What do you think?

Chris Evans



New Architecting IT Blog Posts...

- [Droplet Computing delivers universal app virtualisation](#) (20 April 2018)

- [Building a Model of Hybrid Cloud](#) (18 April 2018)
- [Comtrade Software Becomes HYCU and releases HYCU 3.0](#) (16 April 2018)

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Events 2018

The Architecting IT team will be attending the following events. Get in touch if you want to meet up!

- NetApp Analysts Day (7 May 2018)
- [Nutanix .Next 2018](#) (8-10 May 2018)
- [Pure Accelerate 2018](#) (22-24 May 2018)
- [Flash Memory Summit](#) (7-9 August 2018)

Past events pages

- [Cloud Field Day 3](#) (4-6 April 2018)

We're interested in your feedback! Is there anything you would like to see covered in these newsletters or on the blog? Do you have an opinion on any of the content? Just hit reply to this email or continue the conversation online: [@architectingit](#) on Twitter, or via [Linkedin](#).



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