Progress: delivering rapid application development in the cloud

Progress partners with Advania to provide platform as a service powered by HPE Helion

Objective
Deliver application development platform as a cloud service while ensuring deployment flexibility and data security for customers

Approach
Partner with Advania to deploy a Rapid Application Development platform as a service (PaaS) powered by HPE Helion

IT Matters
- Provided powerful, secure, reliable cloud infrastructure for Progress customers
- Offered flexibility of private, public, or **hybrid cloud**
- Eliminated complexity of building and maintaining cloud infrastructure
- Accelerated software development processes

Business Matters
- Offered "pay as you grow" flexibility
- Accelerated time-to-market
- Lowered TCO by reducing capital expenditure with HPE GreenLake Flex Capacity
- Delivered fast return on investment

Progress needed a scalable, powerful, and secure cloud environment for Swedish customers looking to build applications in the cloud using Progress Rollbase. Progress partnered with HPE Partner Ready Service Provider Advania to offer customers a platform as a service (PaaS) for rapid application development and delivery. Advania's hosting environment is based on HPE Helion CloudSystem powered by OpenStack.

Since 1981, Progress has delivered market-leading technology innovations that empower partners and customers to dramatically improve the development, deployment, integration, and management of business applications. Today, Progress technology is used by nearly 140,000 organizations in more than 180 countries. A global ecosystem of developers, independent software vendors (ISVs), and millions of end users interact every day with Progress solutions such as OpenEdge, Rollbase, and more.

ISVs and enterprises face escalating pressures as they build and evolve their applications to handle modern demands of cloud service and mobile devices. They have to develop applications quickly, ensure that they are accessible from multiple types of devices—including mobile—and offer applications using new business models such as SaaS and subscription-based pricing to win

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— Richard Stone, Senior Product Marketing Manager, Rollbase, Progress

and retain customers. To accomplish this, many organizations are moving software development into the cloud.

"Cloud technologies have increased customers' and businesses' expectations around time-to-market and ROI for new and evolving applications," says Richard Stone, Senior Product Marketing Manager, Rollbase at Progress. "The result is that any new IT development project is expected to deliver value to the business in six months or less."

Cloud costs and risks

As ISVs shift their application development platforms and hosted applications into the cloud, they face issues with hidden costs and data security, as well as the potential added complexity and risks of implementing their solutions using an infrastructure as a service (IaaS).

Progress wanted to provide its customers with a solution that would give them the flexibility and security they needed while eliminating the complexity and risks. Working together with HPE, Progress configured the **HPE Helion environments** necessary to

host both existing OpenEdge applications and new cloud-based applications built using Progress Rollbase, a rapid application development (RAD) platform. With a "Helion Ready" solution in place, Progress turned to HPE Partner Ready Service Provider Advania to host and manage its Rollbase platform on its **Helion OpenStack-based infrastructure**.

Ready-to-run application development platform

With the introduction of Progress Rollbase and OpenEdge on Advania's infrastructure, Progress now offers customers in Sweden a complete development and deployment environment in the cloud. The ready-to-run platform delivered as a cloud service makes the development and deployment of next-generation cloud-based applications easier, faster, and more secure.

"We selected Advania as one of our hosting partners due to their use of the HPE Helion architecture," says Stone. "When we say our cloud-based development solutions are on the HPE Helion OpenStack infrastructure, we garner immediate trust."

Trust in the cloud

The partnership between Progress, Advania, and HPE is benefiting enterprises and ISVs across Sweden, providing them with the flexibility, speed, and security they need to transform their software development processes. For example, highly regulated businesses such as banks and healthcare providers can use Rollbase to quickly develop applications on a highly **secure private cloud** hosted in-country at Advania. This solution keeps user information private and ensures compliance with data sovereignty laws while taking advantage of the flexibility to deploy those applications in a variety of environments thanks to the HPE Helion OpenStack architecture.

Says Stone, "A key concern of ISVs and their customers is the scalability and security of the underlying cloud infrastructure. HPE Helion OpenStack technology provides a secure and flexible platform for delivering core cloud infrastructure services and gives Progress customers a rapid, reliable, and economical path to the cloud."

Robust cloud foundation

Advania's infrastructure is based on a full complement of HPE servers, storage, networking, as well as the HPE Helion OpenStack architecture. **HPE ProLiant** BL460c Server Blades, an **HPE BladeSystem** c7000 Enclosure, HPE Virtual Connect FlexFabric, and HPE ProLiant DL360 Servers provide the foundation. Reliable and fast storage is provided by HPE **3PAR StoreServ** 7000, and **HPE Networking** 5920AF-24 and **HPE StoreFabric** 8/24 SAN switches provide connectivity. HPE Pointnext services, including HPE GreenLake Flex Capacity and **HPE Datacenter Care**, underpin the infrastructure.

"The partnership between Advania, Progress, and HPE opens myriad possibilities for local businesses to quickly and easily create customized applications in the cloud, with lower IT costs and complexity and higher security," says Henrik Danielson, partner manager for Progress with Advania. "For Advania, this also means we can offer something completely new to our ISV and enterprise customers in the Swedish market."

An adaptive business model with lower TCO

By partnering with HPE, Advania has been able to extend its business model and grow its customer base with cloud hosting services. HPE GreenLake Flex Capacity improves total cost of ownership (TCO) for Advania by enabling customers to provision capacity as needed. The infrastructure includes built-in high availability and replication for disaster recovery to address the most demanding service level requirements. Technology refreshes and flexible capacity provisioning are also included.

 "It's a more transparent solution that makes it easier for us to define our offering and prices for customers," says Danielson. "HPE takes the risk and we don't need to invest. And, we can offer everything from PaaS to SaaS because the HPE platform is very scalable."

Speed to market is another important benefit for both Advania and its customers. "We always have capacity-on-demand," adds Danielson. "If we reach 80% usage, HPE proactively allows infrastructure updates at Advania, so a new customer can call today and we can deploy the needed environment in hours. Before it was taking weeks to order, install, and configure. So with the combination of rapid provisioning and the pay-as-you-grow model, we can deliver services to our clients both quickly and economically."

Customer at a glance

Application
- Progress Rollbase

- Infrastructure

- HPE Helion CloudSystem powered by OpenStack

Hardware
- HPE BladeSystem c7000 Enclosure

- HPE ProLiant BL460c Server Blades

- HPE ProLiant DL360 Servers

- HPE Virtual Connect FlexFabric

- HPE 3PAR StoreServ 7000

- HPE Networking 5920AF-24 switches

- HPE StoreFabric 8/24 SAN switch

HPE Pointnext services
- HPE GreenLake Flex Capacity

- HPE Datacenter Care

Ushering in a new IT era

"Enterprises are quickly overcoming their concerns of the cloud and genuinely understanding its business benefits," says Stone. "More of our customers are starting to put their core applications in the cloud. Through our partnership with Advania and HPE, our customers can save cycles and shift focus away from the burdensome task of managing cloud infrastructures. Now, they can concentrate on what really matters—developing and deploying applications faster with higher security at lower costs."

About Progress

Progress is a global software company that simplifies the development, deployment and management of business applications on-premise or in the cloud, on any platform or device, to any data source, with enhanced performance, minimal IT complexity and low total cost of ownership.

About Advania

Advania has over 1,000 employees in Sweden, Iceland and Norway, and is one of the largest and most comprehensive systems integrators in the Nordic region. With a stated goal to be the most flexible and value-adding service provider, Advania helps clients in the areas of IT outsourcing, ERP-systems, process automation, contact center, IT infrastructure and integration solutions, and **Data Centers**.

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