



Cloudscape Business Partner FAQ

August 3, 2004

What is Cloudscape?

Cloudscape is an open source-based Java relational database management system (RDBMS) that can be embedded in Java programs, and used for on-line transaction processing (OLTP). The database is typically “invisible” in these apps, so they require no DBA to administer, and the finished product may be distributed or sold without the need to pay licensing fees.

IBM is releasing Cloudscape to the open source community under the name “Derby.” Derby will be hosted and managed at Apache.org.

Is there going to be a commercial version of Cloudscape?

Yes, IBM will offer a commercial version of Cloudscape, called IBM Cloudscape V10.0.

IBM Cloudscape V10.0 and subsequent commercial versions will be snapshots of a stable, rigorously tested release of the open source software. Like the open source version, the commercial version will be available at no cost, but will be certified for specific operating system platforms and versions, and will ship and install with the appropriate Java Virtual Machine (JVM) for each platform. The commercial version will include an easy installer, but both commercial and open source versions will use the same code base.

What will Cloudscape pricing be?

IBM Cloudscape V10.0 will be sold under a \$0 license, with an option to purchase maintenance starting at \$499/machine. Or customers and business partners can upgrade to the DB2 family using an Eclipse-based migration tool that helps developers migrate their database.

There's a migration path from Cloudscape to DB2?

Yes. There's a clear migration path to IBM's DB2 industry-leading family of database products when Cloudscape users require more performance or

additional features.

To help with migrations, IBM is providing a free, Eclipse-based IBM migration tool called the "DB2 Plug-in for Eclipse" which consists of the Eclipse SDK, and two plug-ins called "Database browser for DB2 and Cloudscape" and "Tool for migrating a Cloudscape 10.0 database to DB2." These tools will be made available for download at IBM developerWorks.

Cloudscape is based on open standards, including SQL 92, with SQL 99 extensions for "safe" OLTP. And Java-embedded applications are developed against the JDBC, making upgrades to heavier-duty databases an option.

However, we think that many ISVs will discover that the Cloudscape database will be sufficient for their needs.

Will other tools be made available for Cloudscape?

IBM will also be making beta versions of ODBC drivers available to implement support for Perl, PHP, and .Net. We're hoping that this will open the door to applications based on other platforms, and we'll be publishing white papers on developerWorks that will explain how to use them.

Does an application need to be hosted on the commercial version of Cloudscape to be eligible for 3-tier support?

Yes. In addition, only business partners are eligible for IBM's 3-tier support.

Is Cloudscape just for desktop applications?

No, Cloudscape also comes with a Cloudscape Network Server, which provides multi-user connectivity to Cloudscape databases within a single system, or over a network. In fact, Cloudscape should be considered wherever a lightweight but elegant relational database is needed: on the desktop, on servers, in workgroups and embedded in some pervasive devices.

Are there some specific examples of domains where I could use Cloudscape?

Here are a few examples of places where Cloudscape may be a good choice:

Small Business Applications: Many small businesses do not require a database that can support thousands of simultaneous users. For these businesses IBM Cloudscape is the perfect fit, especially since IBM Cloudscape does not require a DBA -- a luxury many small businesses cannot afford.

Client Database Applications: Many client applications need the power and reliability of a fully transactional (safe) SQL database -- without the unwanted

overhead of a DBA. Java applications built on IBM Cloudscape will run on any platform that supports a Java Desktop Engine.

Embedded Applications: Cloudscape is only about 2 megabytes in size and is implemented as a Java JAR file and simply becomes a part of the application that is running it. All database management is managed by the application. For example database backups are executed via an API call!

Rapid Application Development Database: Cloudscape makes it easy to put a relational database on every developer's desk. Cloudscape is just 2MB, requires no DBA, and JDBC allows an easy switch to an open standards enterprise database during later stages of development and test. Applications can be built to deploy on either Cloudscape or an open standards enterprise database.

Demonstration Applications: Cloudscape is an ideal database to enable demonstration versions and sample programs. Cloudscape's small size (2MB) adds very little to the download size of the demo. The evaluator can run the program just as they would against an enterprise database without having to download, configure and run one.

Shopping Carts and Recommendation Engines: Cloudscape offers performance that will meet the needs of many small business web sites. Cloudscape ships with WebSphere Application Server today. Small businesses need web sites that are low maintenance and high reliability. Cloudscape offers both with plenty of headroom for seasonal business spikes.

Local Registries & Repositories: Application Servers use Cloudscape to store dynamic registries such as UDDI. Because Cloudscape is a fully transactional engine developers don't have to worry about data corruption and systems crashes destroying their system critical configuration data.

Why is IBM open sourcing a database at the low end of the market?

Because there's an emerging market opportunity there. Unlike some other products in this segment, Cloudscape applications can be distributed with applications at no cost and for many lightweight applications, Cloudscape performance is more than "good enough."

Cloudscape has other advantages as well. First, Cloudscape is a major IBM initiative and is backed and supported commercially by IBM. That means developers, ISVs, business partners can deploy and sell Cloudscape-based solutions with confidence.

Cloudscape is simple, elegant and easy to deploy. It's been proven in the field, and in IBM products. And since Cloudscape is based on open standards, you can upgrade to DB2 products when you need more.

Cloudscape saves you money when you don't need extra features, and protects your investment when you do.

What are some other competitive advantages of using Cloudscape in my solution?

Cloudscape is available at no cost, and can be deployed without the need to have DBA to support your product. These features combined can make Cloudscape-based products very appealing to your customers.

Cloudscape is based on Java, so you have the opportunity to develop your application once, and deploy in several operating system environments. This effectively increases the size of the market for your solution... sometimes dramatically.

And since Cloudscape is based on Java, it can be used to undercut the competition in closed environments and single-vendor shops.

As Cloudscape applications become more ubiquitous in customer environments, ISVs who develop on Cloudscape have a “built-in” target market for their applications...again, increasing the potential opportunity/revenue for ISVs. It makes sense to always to try to leave a Cloudscape pilot in your wake to create a relationship, and a business opportunity that you can come back to later.

How do I sign up for support?

IBM Cloudscape V10.0 (the commercial version) will become a standard PartnerWorld offering. Business partners and ISVs may take advantage of co-marketing funds and other PartnerWorld support programs for applications build on IBM Cloudscape V10.0. For more information, see: <http://www.ibm.com/software/data/cloudscape/>.

