Infrastructure Partner Selection

Black Duck Software is the leading global provider of strategy, products and services for enabling enterprise scale adoption of open source software (OSS). They believe the future of software development relies on the effective and informed use of open source software. They are dedicated to helping their customers increase their use of OSS, while simultaneously strengthening and collaborating with the greater OSS community.

Founded in 2002, Black Duck has approximately 80 percent market share, a fast-growing customer base including some of the largest companies in the world and approximately 40 percent annualized sales growth for the past three years.

Black Duck Software has a product strategy focusing on continuing their dominance in helping organizations with their OSS adoption, governance, management and compliance. As in the past their strategy will include an appropriate mix of products and services.

Black Duck Software asked The Cirrostratus Group to help them to select an infrastructure provider, that could provide both managed hosting services and cloud services, as a strategic partner for their future service offerings. Paul Ressler, the principal of The Cirrostratus Group, working with the Black Duck Software team, provided an initial set of recommended vendors to review, developed vendor selection criteria, participated in vendor conversations, did the pricing analysis, recommended the appropriate partner and led the contract negotiations. The results of this selection provided Black Duck Software with a cost effective infrastructure strategy and vendor providing managed services, hybrid services and cloud services which are the basis of their future service offerings.

"Paul's knowledge of Infrastructure as a Service and Managed Hosting Services helped us understand the strategy and business models of potential partners. His insights into the availability, performance, security, and cost tradeoffs of various vendor offerings help in making the vendor comparisons in a way that provided us with the information to make the appropriate cost and service tradeoffs. I'm confident that with his help we've selected the right provider from a strategic, operational and cost perspective."

Bill McQuaide, Executive Vice President of Products and Strategy, Black Duck Software, Inc.