Product Roadmap

Steve Tuecke
Computation Institute
University of Chicago and Argonne National Laboratory
Towards “research IT as a service”

Research Data Management-as-a-Service

Globus Transfer  Globus Storage  Globus Collaborate  ...SaaS

Globus Integrate  ...PaaS

1. Collect Data
2. Move to Storage Store
3. Ingest Processing
4. Move to Community Store
5. Publish in Registry
6. Validate
7. Backup
8. Mirror
9. Search, Browse, Analyze, Update, Annotate

User

Secondary site

Archival storage
Delivery plans

**Globus Transfer**
- Generally available
- Service and Web UI enhancements continue

**Globus Storage**
- Early release
- Generally available in Fall 2012

**Globus Collaborate**
- Initial projects at UChicago
- Early release sometime before year-end 2012

**Globus Integrate**
- Transfer API available
- APIs for Storage, Collaborate planned after app release

**Globus Connect Multi User (GA)**

**Globus Connect (GA)**

**Globus Toolkit (GA V5.2)**

**Globus Nexus (Alpha)**
• Most federal grant money for software is for research and revolutionary development

• Not for:
  – Operations (resources and people)
  – User support
  – Evolutionary development
  – Communications and outreach

• But these become the dominant costs as software matures and is widely adopted
  – Production users want evolutionary, not revolutionary

• How to sustain Globus services for 15+ years?
• Traditional grants
  – Not well suited to research grants
  – Most infrastructure grants for hardware, not software
  – Science projects need >15 year assurance of support
• Open source
  – Most software requires deep expertise, continuity.
  – Forking can sometimes hurt sustainability
• Tech transfer
  – Commercial or consumer markets mean loss of focus on research market
• Research market is small, specialized
• **Software as a Service with subscription pricing**
  – Low cost of adoption: no licenses, admins, or servers
  – Pay for what you use
  – “Freemium”: Some services free, some premium for-fee

• **Non-profit service provider (U.Chicago)**
  – Goal is sustainability, not return on investment
  – Focus on research market
  – Handles billing, payment, contracts, etc.

• **Spread nominal costs across broad base**
  – E.g., End users, research projects, campus IT, etc.
  – Use SaaS model to drive down overall cost
Globus Transfer

- **Reliable file transfer.**
  - Easy “fire-and-forget” transfers
  - Automatic fault recovery
  - High performance
  - Across multiple security domains

- **No IT required.**
  - Software as a Service (SaaS)
    - No client software installation
    - New features automatically available
  - Consolidated support & troubleshooting
  - Works with existing GridFTP servers
  - Globus Connect solves “last mile problem”
# Globus Transfer Premium Plans

<table>
<thead>
<tr>
<th>Feature</th>
<th>Standard</th>
<th>Silver (Sign up now)</th>
<th>Gold (Sign up now)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support service level</td>
<td>Monday-Friday 8am-5pm Central</td>
<td>Monday-Friday 8am-5pm Central 4-hour response</td>
<td>24hrs x 7 days/week 2-hour response</td>
</tr>
<tr>
<td>Globus Connect Multi-User (GCMU) What's this?</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Concurrent transfers What's this?</td>
<td>2 per user</td>
<td>Unlimited to/from your endpoints</td>
<td>Unlimited to/from your endpoints</td>
</tr>
<tr>
<td>Flight Control endpoint operations console What's this?</td>
<td>—</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Branded interface with your own DNS name What's this?</td>
<td>—</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Single Sign-On with default identity provider What's this?</td>
<td>—</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Pricing</td>
<td>Free</td>
<td>$1,000/month or $10,000/year</td>
<td>$7,500/month or $75,000/year</td>
</tr>
</tbody>
</table>
Globus Storage: For when you want to …

- **Place** your data where you want
- **Access** it from anywhere via different protocols
- **Update** it, **version** it, and take **snapshots**
- **Share** versions with who you want
- **Synchronize** among locations
• **User-oriented offerings**
  – Free trials: Small amount? Larger for limited time?
  – Purchase storage: Pricing varies by location, QoS, …
  – Groups: One user purchases space, and sets policy on who can allocate volumes against that space.

• **Institution-oriented offerings**
  – Purchase storage for large groups
    • Tools: Usage policies, accounting, charge-back pricing
  – Bring your own storage: You set policies, user pricing
    • E.g. Group members get 1TB/year free, $x/TB/year for more
Globus Collaborate: For when you want to

Join with a few or many people to:
• Share documents
• Track tasks
• Send email
• Share data
• Do whatever

With:
• Common groups
• Delegated management
• Anyone can create basic sites for free

• Premium features?
  – Branding
  – Support level