

## INDUSTRY

IT - Software as a Service (SaaS)

## GEOGRAPHIES

Headquarters in Redwood City, CA. Development in US and multiple offshore nodes

## ZUORA REQUIREMENTS

- Support two international development teams with 25 users
- Fully-scalable architecture
- Low cost, on-demand solution

## ZUORA CHALLENGES

- In-house solution required systems engineer to upgrade software, back up data, and maintain two boxes
- System outages were detrimental
- Using open source tools without commercial support was risky

## CVSDUDE SOLUTION

- Full migration support from "incredibly friendly" staff
- On-demand, fully redundant system
- Highly available, global support

## RESULTS

- Eliminated potentially thousands of hours of lost developer days each year
- Freed up systems engineer (5hr/wk)
- Cut hardware costs by \$20K per year
- Confidence to grow aggressively with data fully secured and backed up

“Flexible, reliable, and easy-to-use source control...we never worry about downtime. I don't know how CVSDude does it.”

Tien Tzuo, CEO, Zuora, Inc.



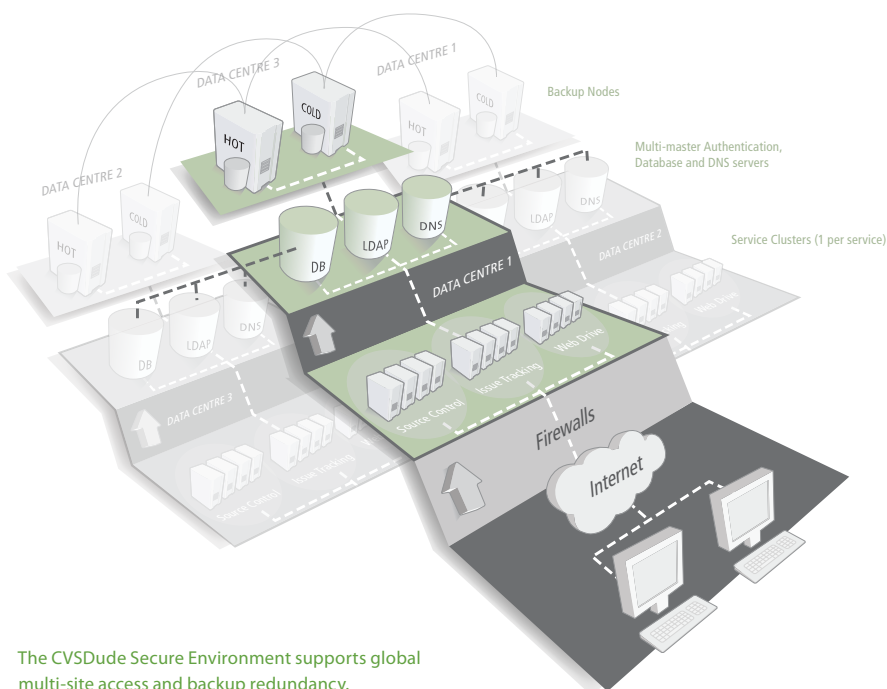
## SUMMARY

# RAPID GROWTH AND AN AGGRESSIVE 4-WEEK RELEASE CYCLE

Zuora, Inc. is the fastest growing on-demand subscription billing and payment service. Zuora was founded by SaaS industry veterans Tien Tzuo, former chief strategy officer from salesforce.com, and K. V. Rao, early employee of WebEx.

Zuora needed a flexible, secure, and simple to maintain source control solution that could reliably support their aggressive four-week release cycle. Before adopting CVSDude, Zuora lead developer Ryan Choi had "dealt with headaches of downtime caused by system failures, upgrades, and backups." Ryan considered these issues the "most needless waste of time in a development organization."

With CVSDude now managing its source code, Zuora supports two international development teams working 24 hours a day. The company has eliminated over \$20K in annual hardware and maintenance costs and potentially thousands of days of lost productivity due to no-longer experienced system outages. Zuora is growing confidently, having delivered its last six projects on time and on budget.



The CVSDude Secure Environment supports global multi-site access and backup redundancy.

## PUSHING THE LIMITS OF INTERNATIONAL DEVELOPMENT CYCLES

Zuora's international 25-developer organization needed 24-hour multi-site access to their source code. In their first year with CVSDude, Zuora saved thousands of developer days and over \$20K in direct costs

- **Challenge 1:** Maintaining a flexible, reliable, and easily maintainable source control system that supports multiple code lines and aggressive 4-week release cycles
- **Challenge 2:** Reducing lost developer productivity due to system outages, given that each day of downtime costs 250 days of product development and progress
- **Challenge 3:** Adopting a scalable and affordable solution that fits Zuora's low-cost business model, while accommodating the company's rapid growth
- **Challenge 4:** Eliminating the need to deploy and backup two servers for source control, while freeing up a systems engineer spending 5 hours per week

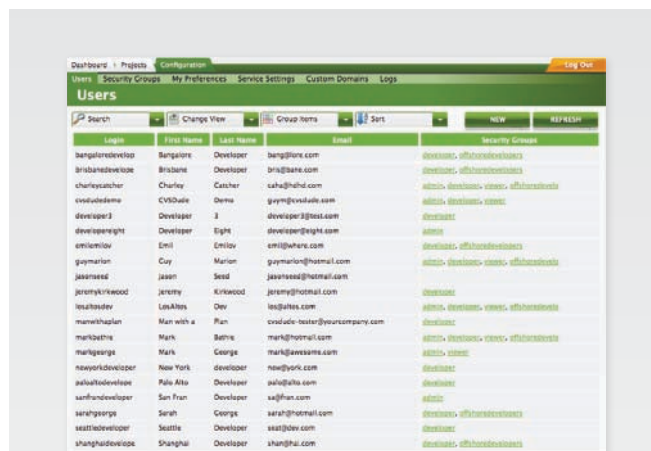
### CVSDude Solution: A Secure On-Demand Platform

After comprehensive evaluations and research, Zuora selected CVSDude Team Edition for the following reasons:

- Ability to use CVS - their source control system of choice - without worrying about maintenance and upgrades.
- Can drive hard development cycles with confidence that CVSDude is available at all hours of the days.
- Backups are taken automatically, without Zuora needing to dedicate internal resources or halt development.
- CVSDude support team was "incredibly friendly" and provided Zuora with the confidence needed to grow.

### Easy Migration to CVSDude

After the successful evaluation of CVSDude Team Edition, Zuora chose CVSDude as its source control system for all mission-critical development. Implementation involved submitting their project code base using an easy-to-deploy Subversion on a Linux box. Windows-based developers had an easy time using the TortoiseSVN client. SVN tools for Eclipse allows CVSDude to work transparently with the Zuora development environment.



Screenshot of CVSDude advanced permissions system.

### Results Delivered by Implementing CVSDude Team Edition

- Secure access for 25 remote developers to commit code, collaborate, and delegate jobs online.
- Insurance against system outages which would cost Zuora thousands of lost developer days each year.
- No longer required to deploy two servers specifically for source control (cost saving of \$10K+).
- Eliminated redundant source control system, freeing up their systems engineer to focus on valuable activities.

