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⋮⋮ *Enterprise Middleware Technology Trends*

Summary Results February 2012

Confidential



Observations and Conclusions

- *Budget constraints and overly lean staffing are among the top concerns of respondents. Those running IBM & Oracle middleware worry more about vendor lock-in.*
- *Nearly 80% of responders plan an application implementation or upgrade. More than half plan a portal/presentation layer project.*
- *On the whole, responders are reasonably satisfied with their middleware, but there is room for improvement.*
- *More than 40% develop their own Java apps internally; IBM & Oracle users are even more likely to develop a high proportion of their apps internally.*
- *Only 11% of responders are aware that their developers are using JBoss Community projects*

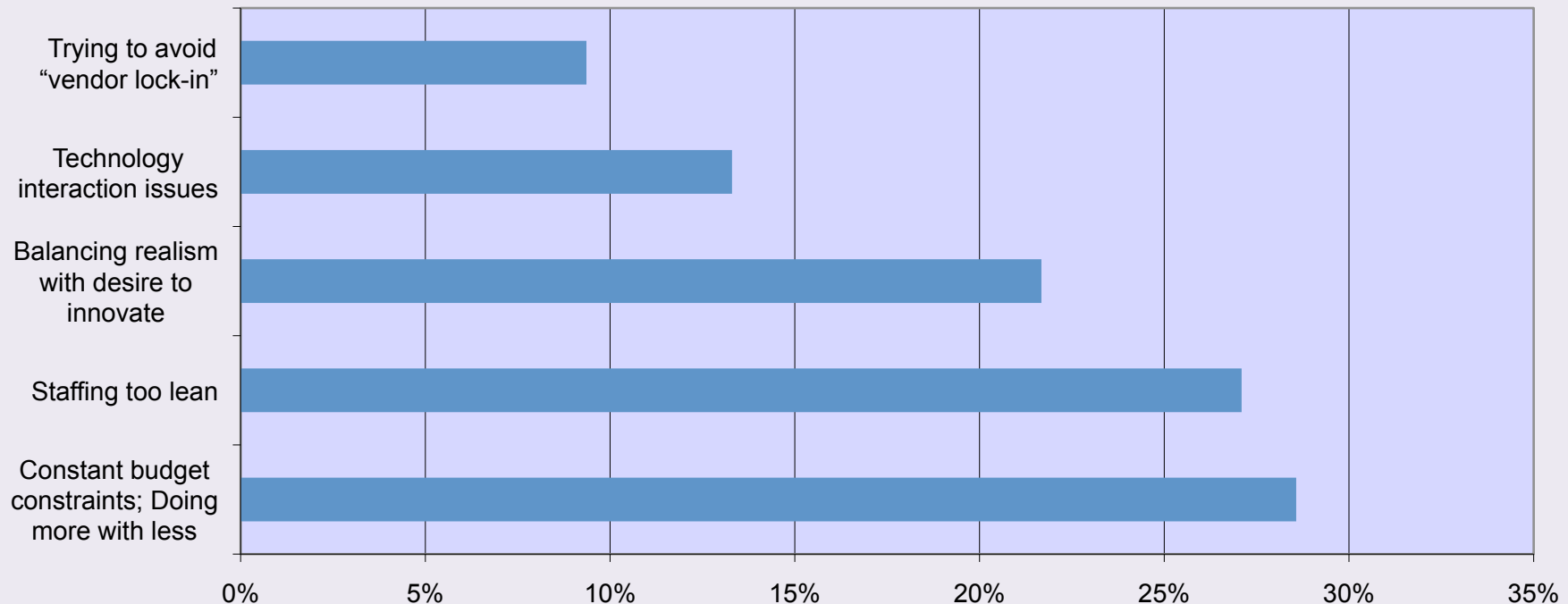


Program Overview

- Between December 1, 2011 and February 9, 2012 Gatepoint Research invited 1,047 selected executives to participate in a survey themed ***Enterprise Middleware Technology Trends***. Candidates were invited via email and 89 executives have participated as of February 9, when this report was generated.
- 67% of responders are at the Director Level or above with 31% working at the VP level or CxO level.
- 51% of responders are executives working for companies generating at least \$250 million in annual revenue.
- 100% of responders participated voluntarily; *none were engaged using telemarketing.*



What are some concerns in your department? (check all that apply)

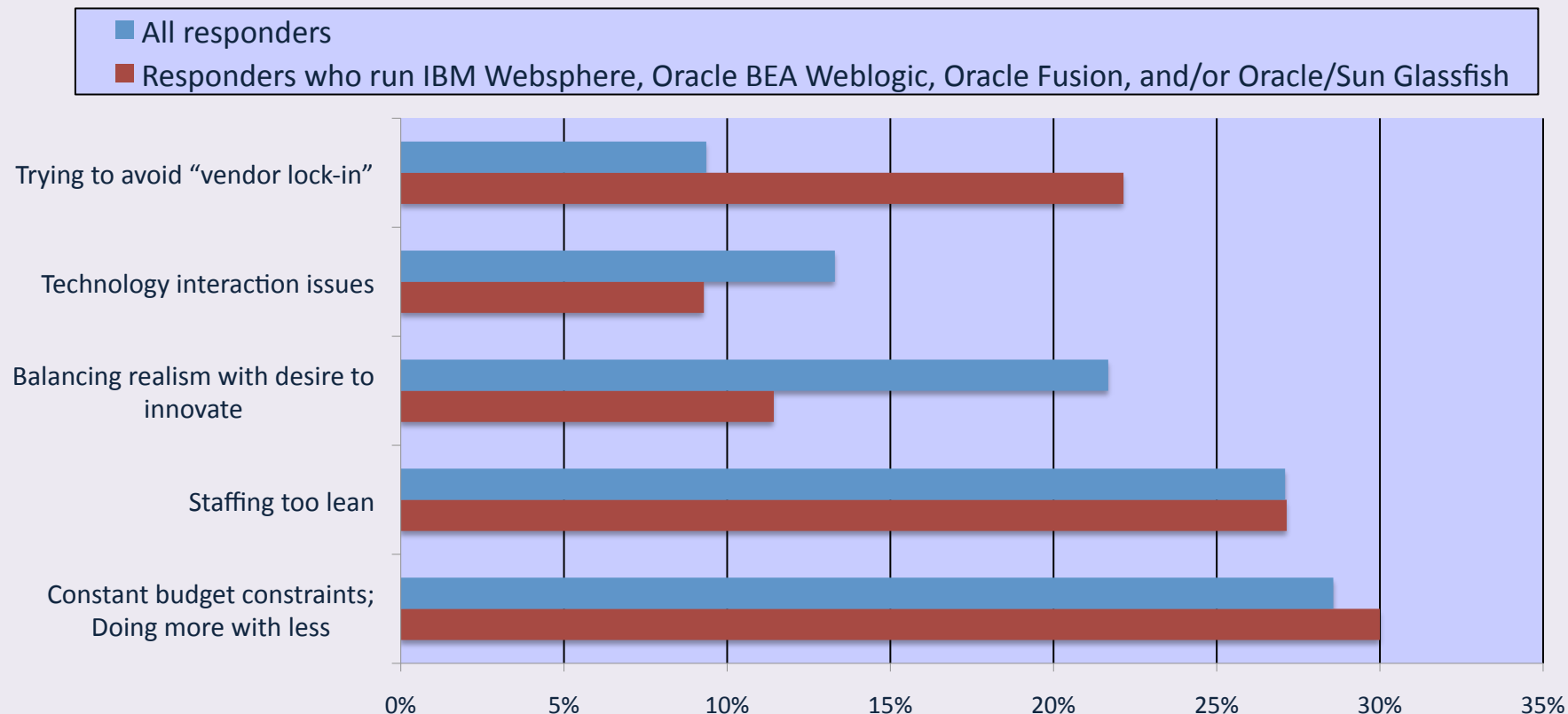


Budget constraints and overly lean staffing are the top concerns of responders.



What are some concerns in your department?

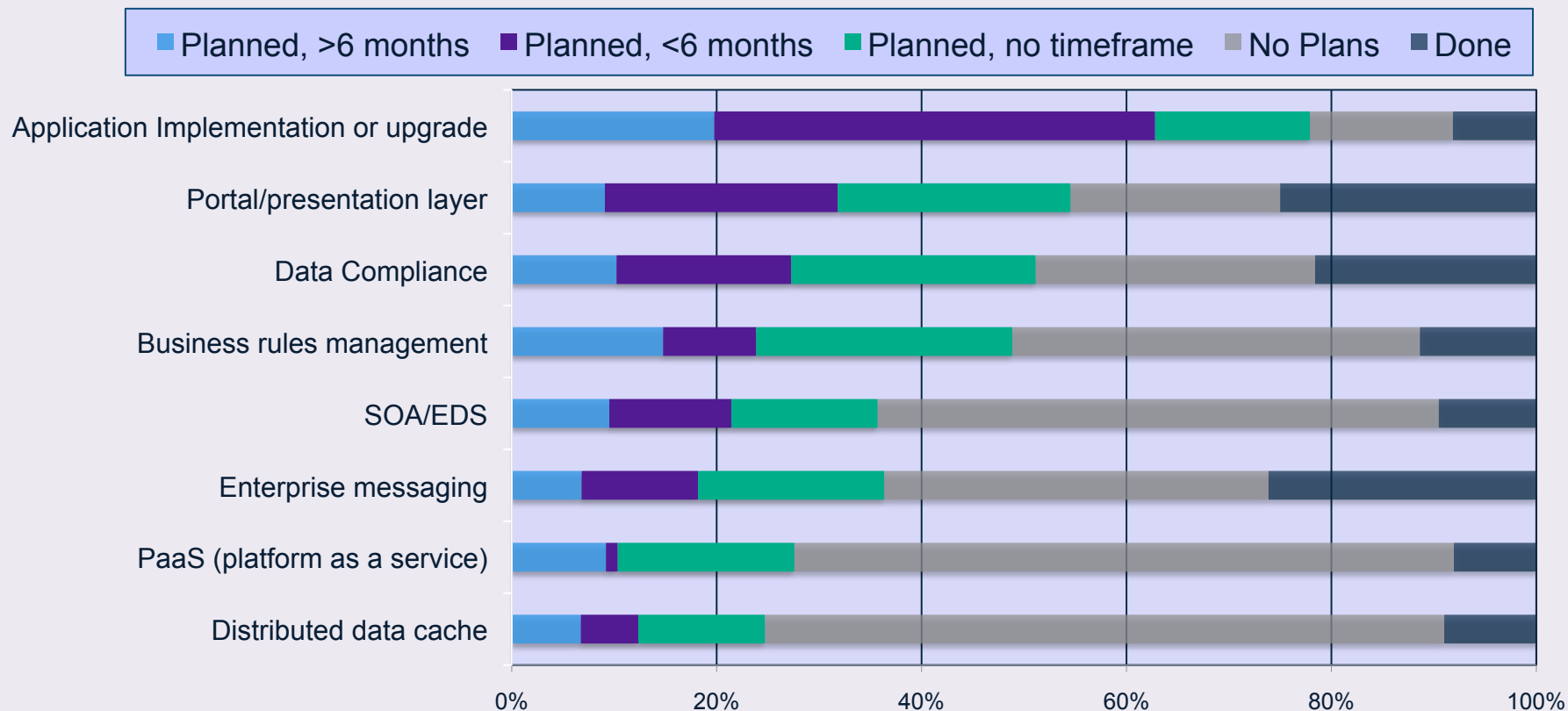
(All responders vs. responders who use IBM & Oracle products)



Responders running IBM and Oracle middleware worry more about vendor lock-in than responders as a whole.



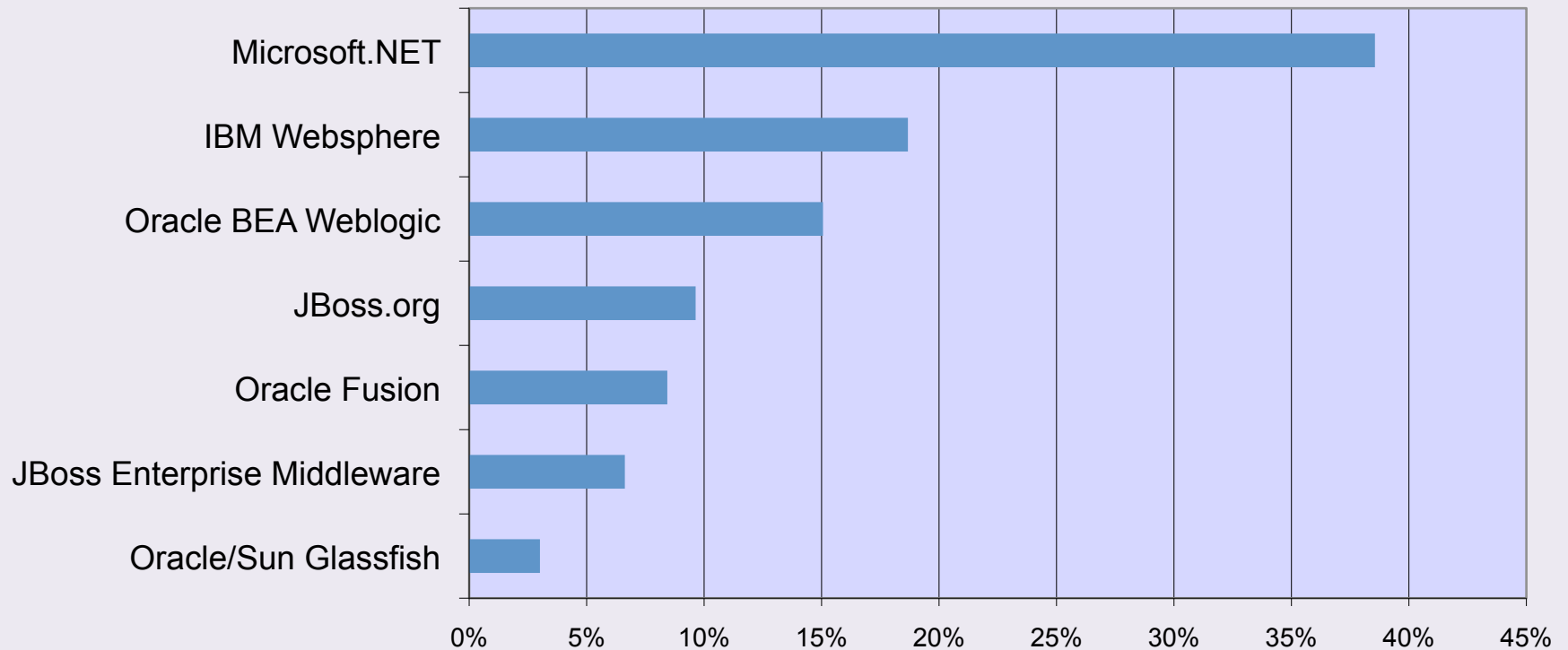
Are you planning projects in or around any of the following areas?



**Nearly 80% of responders plan an application implementation or upgrade.
Over half plan a portal or presentation layer project.**



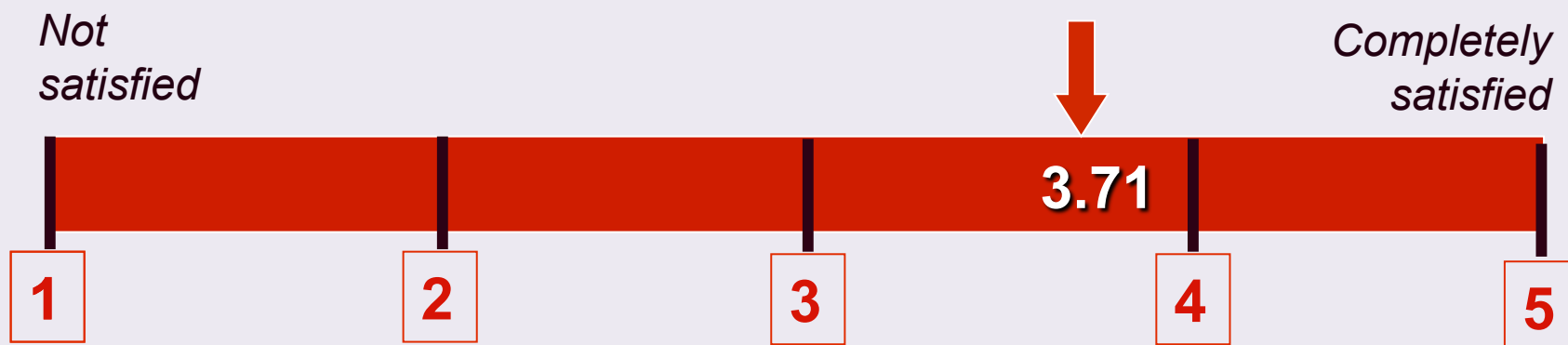
Which middleware brands are currently deployed in your organization? (check all that apply)



Microsoft.NET & IBM Websphere account for nearly 60% of the deployed middleware market.

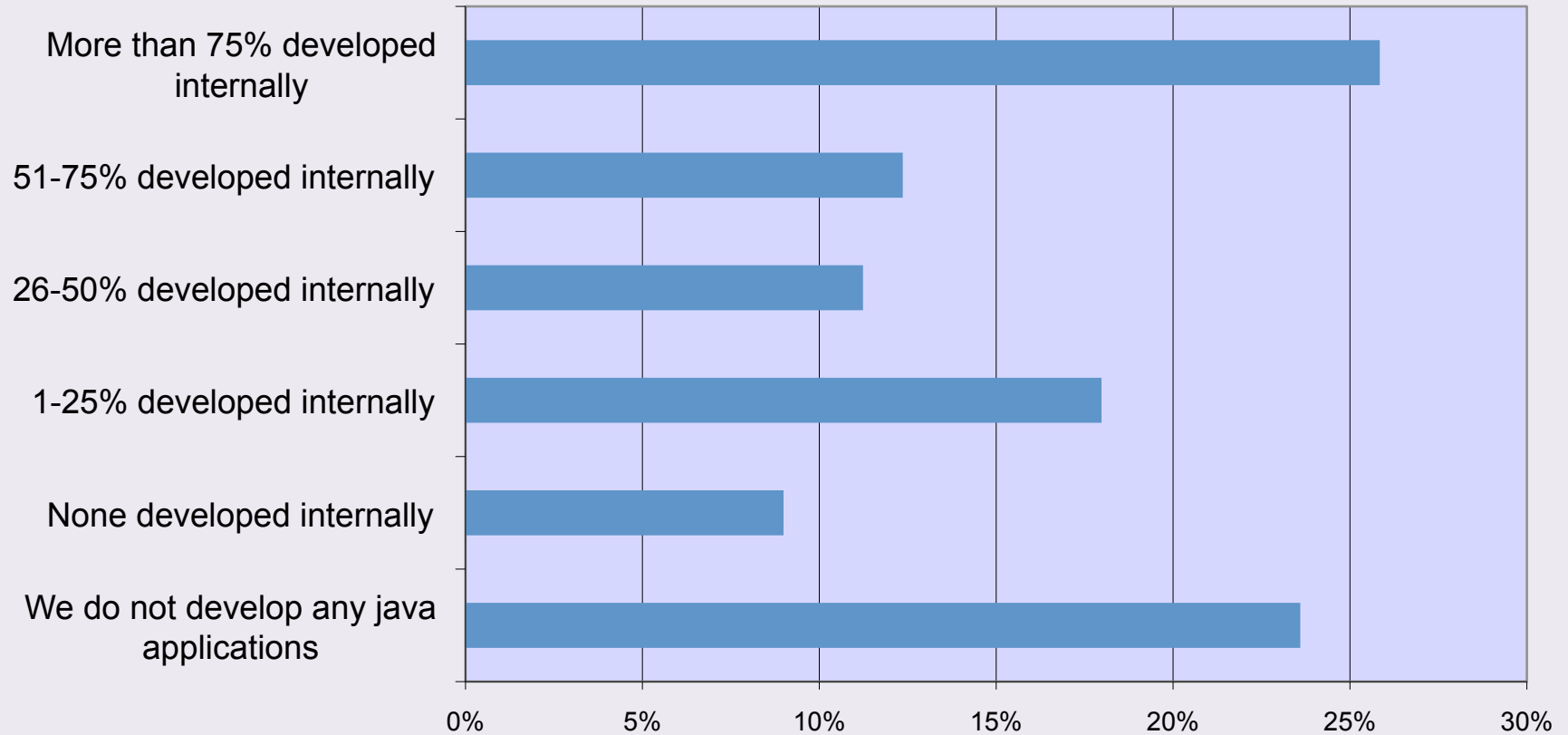


How satisfied are you with your current primary middleware solution?



On the whole, responders are currently reasonably satisfied with their middleware solutions.

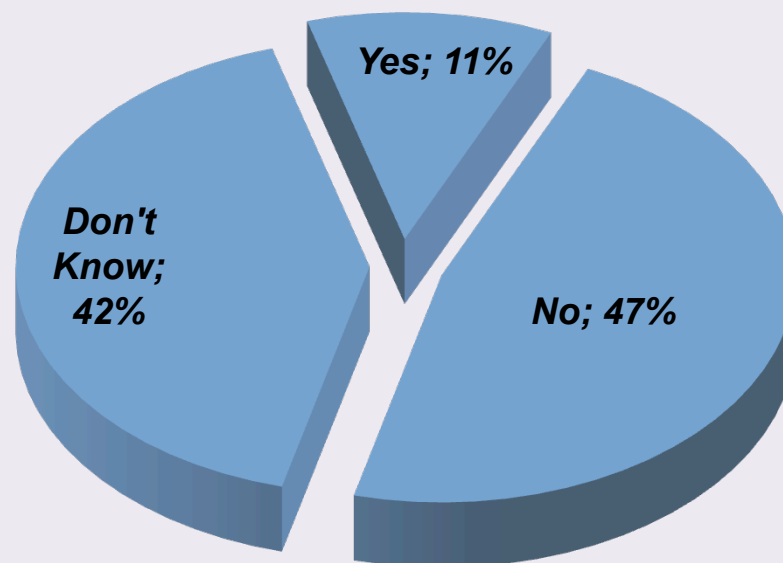
What percentage of your Java applications do you develop internally?



Nearly 40% of responders develop more than half their Java apps internally.



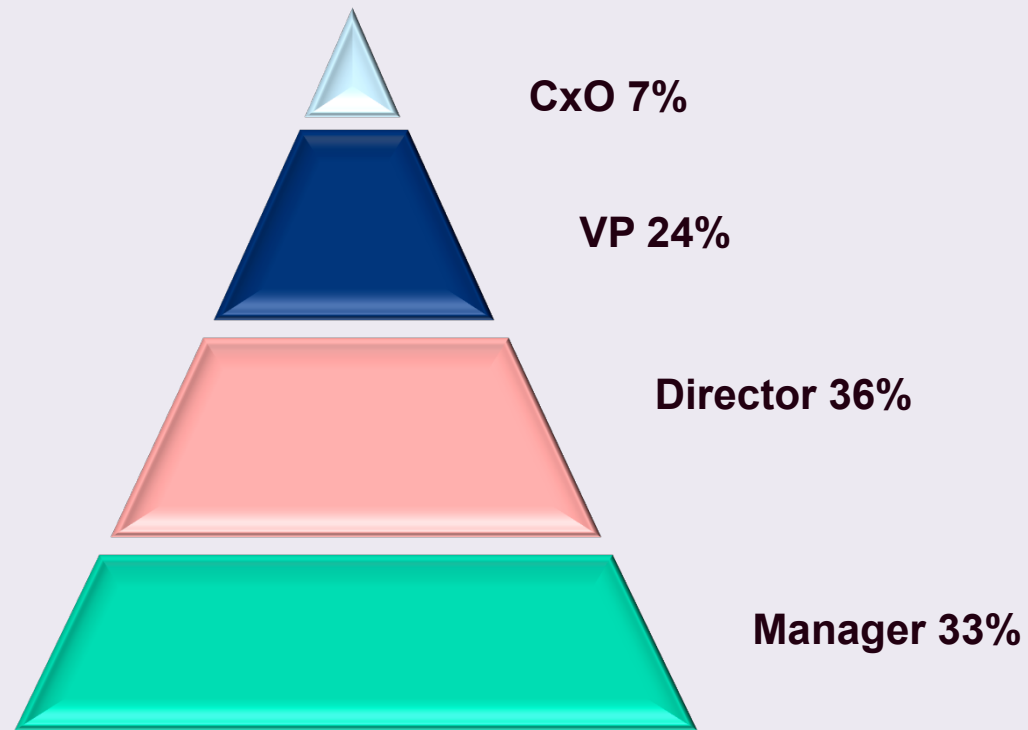
Are JBoss community projects being used by developers in your organization?



Only 11% of responders are aware that their developers are using JBoss Community projects.



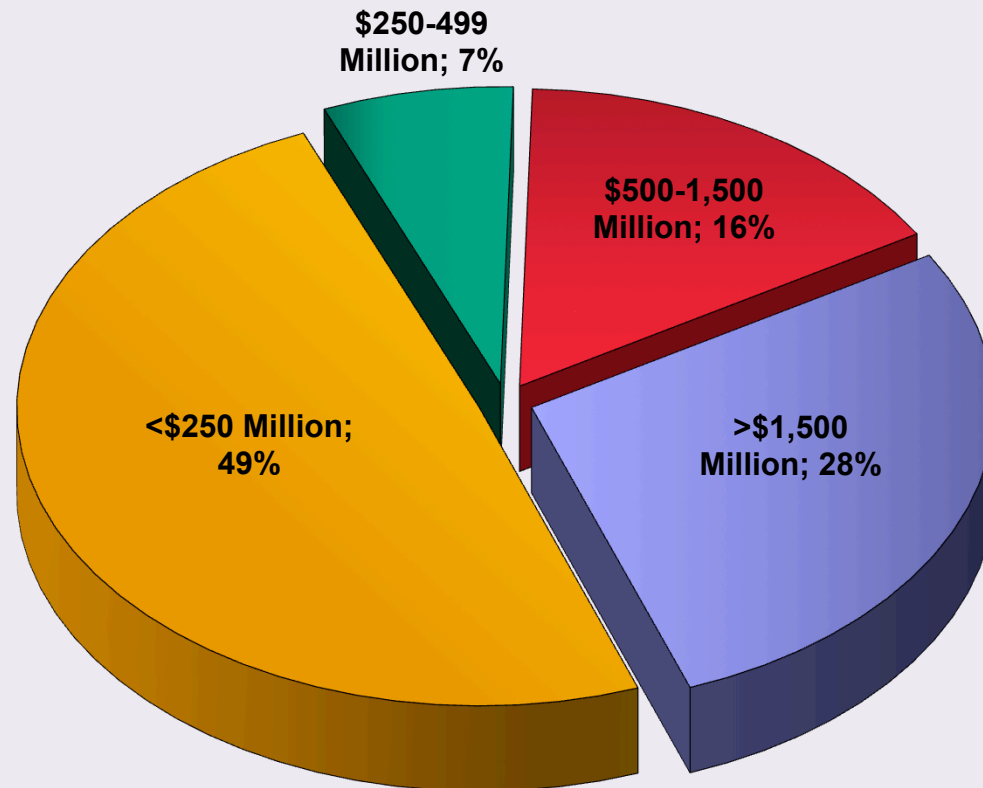
Profile of Responders: Job Level



67% of responders work at the Director Level or above.



Profile of Responders: Company Revenue



51% of responders are employed by companies with annual revenues exceeding \$250 million.



About Red Hat

Red Hat is the world's leading provider of open source solutions.

JBoss Enterprise Middleware is a comprehensive open source middleware portfolio that includes both integrated platforms and plug-and-play frameworks that give users more flexibility and technology choice, thus providing a true, proven, and enterprise-class alternative to pricey, monolithic proprietary software stacks.

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