

VIP Internet turns to Canonical's Juju for instant service creation



Highlights

- VIP spins up services with Juju
- Bootstack delivers managed cloud infrastructure in days

Company background

VIP Internet is one of the leading Internet companies in the Netherlands. In 1999 VIP Internet began providing web hosting and domain registration to both organisations and individuals and currently is one of the leading managed hosting and cloud service providers in the Netherlands.

The challenge

VIP wanted a completely new business model that will empower their customers to create services in real time without any middle management requests to VIP. They want to create virtual machines (VM's) and servers and build individual applications that they can then offer on to its customers.

To focus on the end customer services, VIP Internet needed a completely managed cloud infrastructure, removing the day to day support and operations so they could offer services on top.

VIP Internet rents out its existing infrastructure to its customers who can also then sell it on as a managed cloud offering. They specifically wanted a service model capability where you could spin new services up really quickly. They thought they would have to build it on existing infrastructure themselves. They knew they wanted to choose an open source, OpenStack framework. In order to speed-up the time to market they were looking for a solution that is entirely setup by a separate party. The initial support should be coming from this external party, so they had less of their internal resource tied up in the deployment and day to day management in the first stages. Furthermore they were looking for a partner who would enable them to get hands-on experience in the first years and the best possible immediate support to back them up.

The screenshot shows the Juju charm store interface. At the top, there are navigation links: Store, Demo, About, Features, Community, Docs, Get started. A search bar and 'Sign in' link are on the right. Below the navigation, there are tabs for 'All', 'Charms', and 'Bundles'. A 'Sort by: Most popular' dropdown and a 'Series: All' dropdown are also visible. The main content area features several featured sections:

- Juju solutions for OpenStack**: Juju makes it easy to deploy OpenStack at scale. Quickly and reliably build an enterprise-scale cloud run on Ubuntu — the most popular operating system for OpenStack. [Find out more](#)
- Juju solutions for big data**: Spend time testing, evaluating and using your big data solutions to benefit your business by using one of Juju's pre-configured bundles or expertly created charms. [Find out more](#)
- Recommended (276)**: A list of recommended charms with their details.

Charm Name	Series	Trusty	Precise	Charms
rabbitmq server openstack, amqp, misc	Trusty	Precise	63549	charms
juju gui ops	Trusty	Precise	53670	charms
mysql databases, openstack	Trusty	Precise	69018	charms
postgresql databases	Trusty	Precise	39646	charms
keystone openstack, identity, misc	Trusty	Precise	71693	charms
haproxy cache-proxy	Trusty	Precise	39025	charms
glance openstack, storage, misc	Trusty	Precise	52675	charms
apache2 app-servers	Trusty	Precise	29467	charms
nova cloud controller openstack	Trusty	Precise	51540	charms
nova compute	Trusty	Precise	50098	charms

The Juju charm store features 250+ charms, ready to be deployed

The solution

Fairbanks NL is one of the most experienced open source and OpenStack cloud consultancies in the Netherlands and VIP Internet began working with them to assess the right Openstack route to take. They wanted to find a managed cloud solution but particularly the most critical buying decision of all was a solution that would enable customers to self serve new services quickly and simply, in a High Available environment.

OpenStack is the world's leading open cloud platform, and provides all the core services needed to build and deploy an operational, open-source cloud, from compute (virtualisation and bare metal), storage (block and object) and networking.

Canonical's Ubuntu is the most popular operating system for OpenStack deployments and the most widely used developer platform for the open cloud.

Ubuntu and OpenStack release cycles are synchronised, ensuring all the latest OpenStack cloud features are available for users as soon as possible after they are released.

Fairbanks reviewed the market and decided upon Canonical's managed private cloud offering Bootstack. BootStack is a fully managed service for OpenStack clouds, in which Canonical experts will operate your cloud for a fixed price. Traditionally, Bootstack provides an OpenStack private cloud along with Canonical's expert engineering team who will design, deploy, and operate the cloud. Critically however Bootstack came with one major advantage – Juju.

The benefits

“Juju is a key differentiator for Canonical, none of its competitor's offer what Canonical and Juju offer to cloud service deployment. Openstack will be a commodity in time but Juju will totally change service creation and cloud modelling. It sets Canonical apart from everyone else.”

Flip Keijzer, CEO, VIP Internet

Juju is a state of the art, open source service modelling tool which allows you to model, configure, manage, maintain, deploy and scale cloud services quickly and efficiently.

This is more than simple automation. As application scalability becomes increasingly important, a tool is paramount to the success of scalable solutions. Juju provides a canvas for individual companies to design a solution. From that canvas application dependencies are abstracted and handled for you. For example, database instances creation and association with their respective applications are all automated by Juju. Then Juju deploys the solution. Juju also allows you to save solution bundles and update their associated component services dynamically. Even the deployment of OpenStack core services is automated by Juju.

Juju is a one-stop shop for your application needs. Big data apps don't run on their own. Once you've found the one you need, you have to download it, configure some aspects of it and get it installed. Then you have to do the same for its associated supporting applications.

Once it's all integrated and running, the time and cost of scaling becomes an issue. All this takes time that could be spent working with and processing data. The Juju Charm Store has over 300 Charms for big data applications available to be deployed with a simple click or a single command. In its modeling interface, you can easily create relationships between the applications so that they configure themselves and are ready to use together as soon as Juju is finished deploying them.

The applications in the Juju Charm Store are called Charms. They are more than just apps in an app store, the Charms define the application's properties and relationship capabilities with other applications you choose for your solution. Associating Charm relationships is done easily in the GUI by simply selecting and linking charms. Having a canvas where application relationship definitions can be visualised and assigned, and having that canvas itself be dynamic and deployable, sets Juju apart from traditional orchestration solutions. The visual design impact alone makes Juju incredibly powerful, but being able to take that design and instantly deploy it, is where the difference is made. There are even pre-built Charm bundles that allow you to deploy entire solutions with the relationships already associated. And the best part is that you can create your own Charms and bundles to suit your needs, as well as extend and enhance what's already there.

Using Juju enables VIP to offer effectively access to its very own app store. They are able to resell that as part of the service they offer their customers through the managed cloud offering that Canonical provides.

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