



# ACCELERATING A STEALTH STARTUP TO LAUNCH AND BEYOND



## INDUSTRY

DATA CENTER  
INFRASTRUCTURE FOR  
HADOOP AND BIG DATA

## ENGAGEMENT

TURN KEY DEVOPS, CI-CD,  
ARCHITECTURE

## TECHNOLOGIES

JAVA, AWS, POSTGRESQL,  
NEW RELIC, SNAPCI

Based in SunnyVale California (in the heart of Silicon's Valley), DriveScale is a Hardware and Software solution that dynamically presents externally connected JBODS to servers as if they were local. Advised by technology pioneers like Scott McNealy and the creator of Java, James Gosling - DriveScale enables organizations to buy commodity compute, storage, and networking resources separately, configure and rebalance ratios of resources optimally, and manage them simply for changing Hadoop-type distributed workloads.

## DIAGNOSIS

Keeping the focus on their hardware and unique technology platform, DriveScale was looking for a partner who understood enterprise needs and could provide a turnkey design, build and ongoing operations for DriveScale Central.

With critical milestones for both beta testing and production launch, the executive team at DriveScale wanted to quickly find top talent and cloud development expertise to extend their software development team and to also operate the newly delivered solution.

## RESULTS

NEAR ZERO RAMP UP TIME

TDD: 5.2 PRODUCTION  
RELEASES/DAY

TRUE AGILE DEVOPS

“ We were looking for an outsourcing partner to help us take ownership of one of our operational platforms. After the delivery of the initial MVP, we can attest to INGENO's capacity to understand our business and deliver exactly what was needed.”



**Gene Banman, CEO**  
**DriveScale**

## THE SILICON VALLEY CULTURE EXTENDED INTO CANADA

The successful collaboration and team extension strategy delivered by INGENO's remote development service are best described in the words of DriveScale's CEO Gene Banman:

**“Our respective development teams shared passion, a strong cultural fit, and bias of action with only the minimum necessary process overhead. INGENO delivered high quality results on a daily basis, based on their Test Driven Development and Continuous Delivery methodologies.”**

Any management concerns in working with a remote development team were quickly eliminated with use of various collaboration technologies and the fact that there were no language barriers, no time zone issues and no cultural challenges. The ease of communication enabled a natural transition for the requirement input to INGENO handoff and in return the feedback loop via management update calls for alignment on delivery and budget burn.

## THE NEED FOR BOTH QUALITY AND SPEED

The challenge for many companies is trying to determine when to trade off Quality for Speed in order to meet aggressive timelines. The INGENO approach and groundwork laid in this initial phase was to show and promote the benefits of continuous transformation in the form of TRUE Test Driven Development, TRUE Continuous Integration and TRUE Continuous Deployment.

The team remained focused on results oriented delivery by leveraging various automation tools and DevOps foundations for meeting the evolving enhancements and extensions requests.

## YOU CAN'T MANAGE WHAT YOU DON'T MEASURE

The initial MVP focus and key activities included a team of 2 developers over a 10 week period. INGENO's self imposed metrics during the first delivery yielded 180 JIRA stories over 45K lines of new code. Automated testing strategies delivered 818 unit and integration tests (with over 120 end-to-end automated browser based acceptance tests) within 87% code coverage and 441 Git commits on a single branch (no feature branching). Deployment metrics include 251 automated builds (Git pushes) and releases to production average of 5.2 releases/day during the project with 100% uptime (not a single second of downtime) in both the development and production environments from day 1. Almost a year later, we're still at 87% code coverage with the automation of 2033 integration unit tests and over 300 system acceptance tests.

With both a near zero ramp up time and business requirements quickly communicated, INGENO was able to meet the first challenge and deliver production ready code ahead of schedule and under budget.

At INGENO we define success when reaching true working partnerships with our clients. We bring our expertise, leadership and integrated team approach to create exceptional value and earn the credibility to have our clients consider us their Quebec team and not just a supplier. Our discipline in true Agile and DevOps remote delivery makes us accountable for not only automated and quality code but also the ongoing operations.



Looking for a software  
development partner ?

Get in contact with us by  
writing to [info@ingeno.ca](mailto:info@ingeno.ca) or by  
visiting [ingeno.ca](http://ingeno.ca)

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INGENO is successfully driving innovation with many North American companies and extending development teams at **InsideSales** (CA & UT, USA), **JDA Software** (AZ, USA), **DriveScale** (CA, USA), **Halogen Software** (ON, CANADA) with turn-key DevOps delivery at **Athlex** (QC, CANADA) and **Opération Nez rouge** (QC, CANADA).