



redhat.

# •• *Enterprise Middleware Technology Trends*

Summary Results February 2012



# Observations and Conclusions

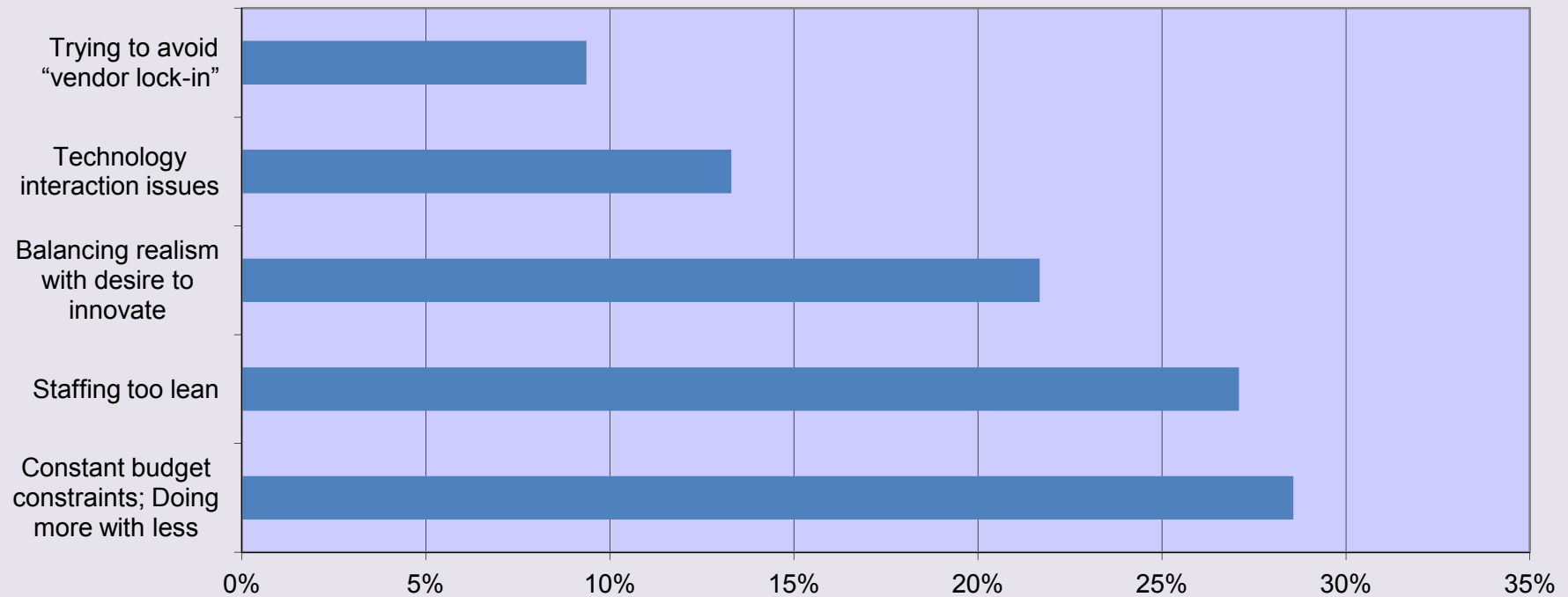
- *Budget constraints and overly lean staffing are among the top concerns of respondents. Those running IBM & Oracle middleware worry more about vendor lock-in.*
- *Nearly 80% of responders plan an application implementation or upgrade. More than half plan a portal/presentation layer project.*
- *On 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 100 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.*

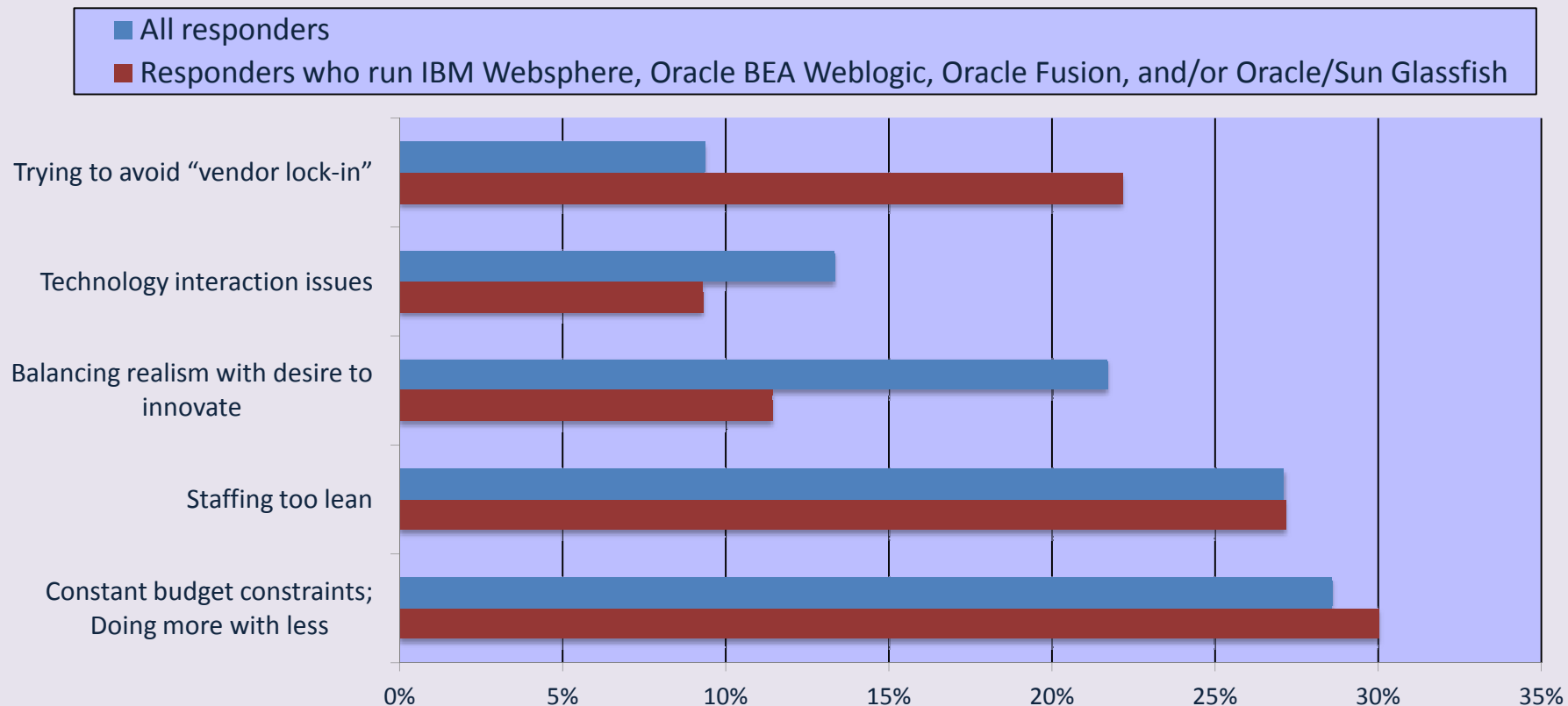
# What are some concerns in your department? (check all that apply)



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

# What are some concerns in your department?

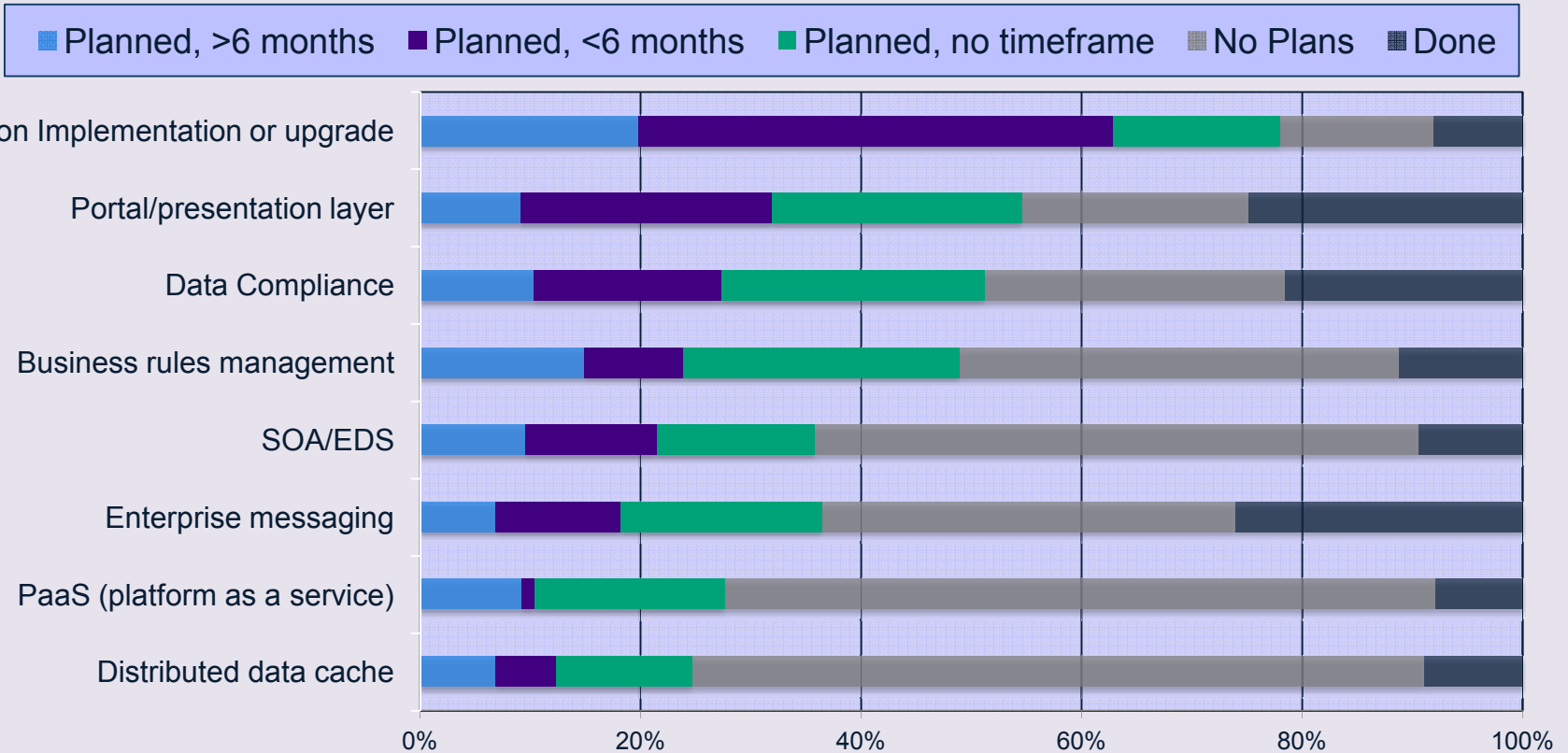
(All responders vs. responders who use IBM & Oracle products)



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



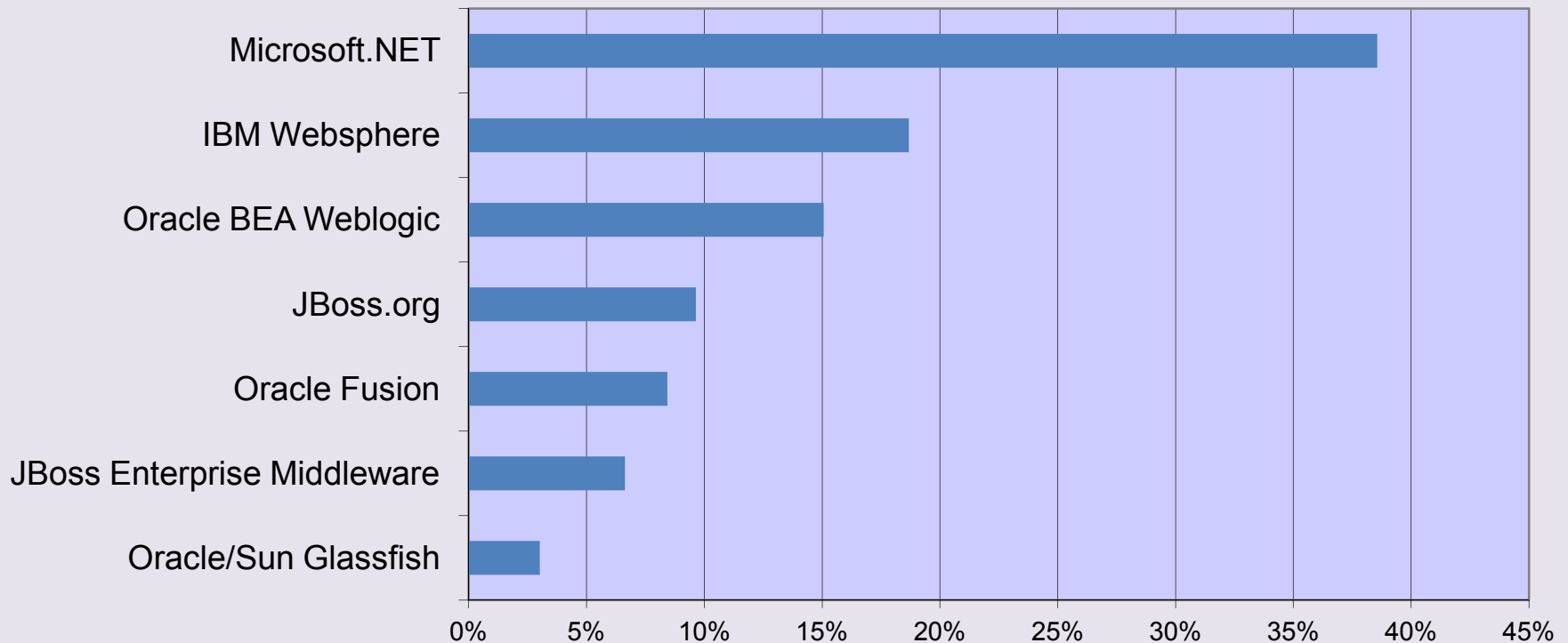
# Are you planning projects in or around any of the following areas?



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



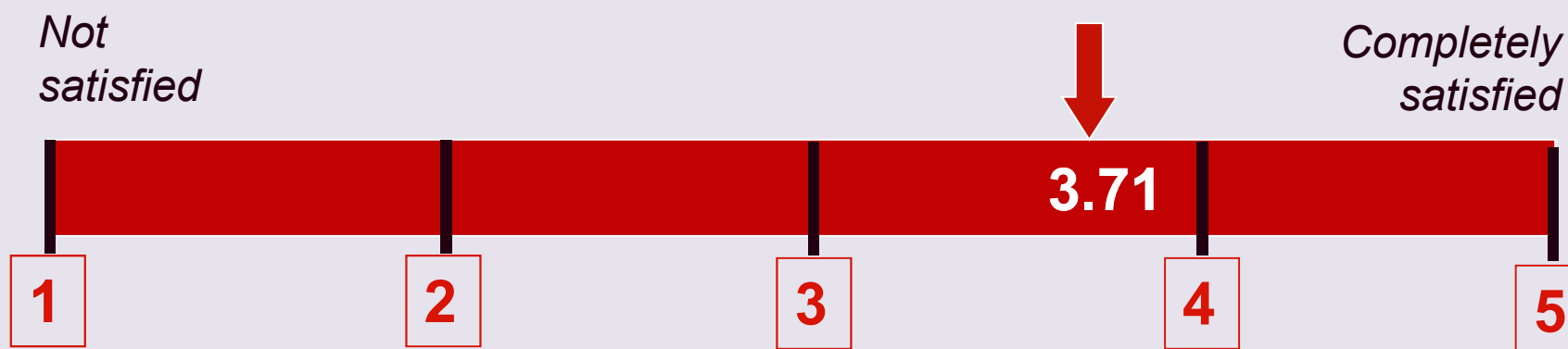
# Which middleware brands are currently deployed in your organization? (check all that apply)



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



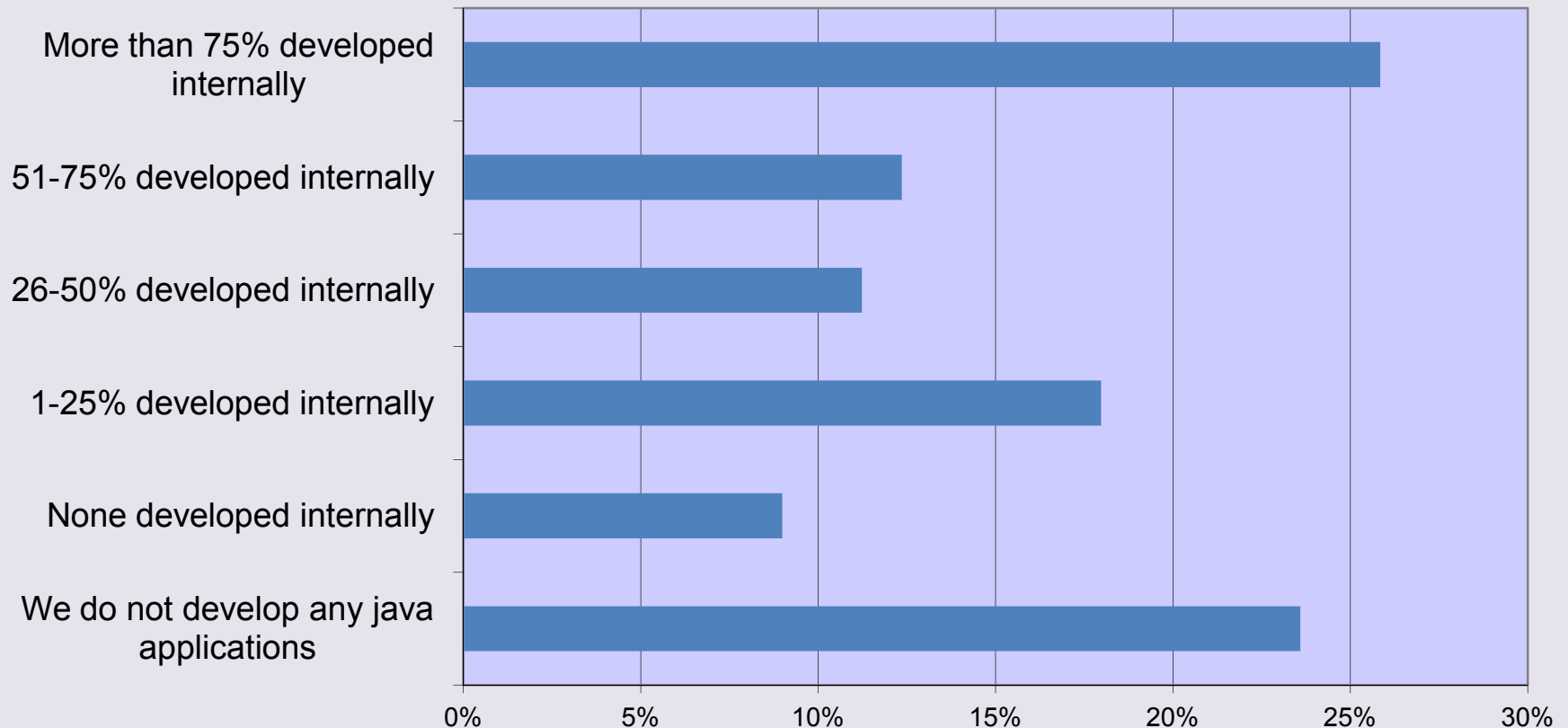
# How satisfied are you with your current primary middleware solution?



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



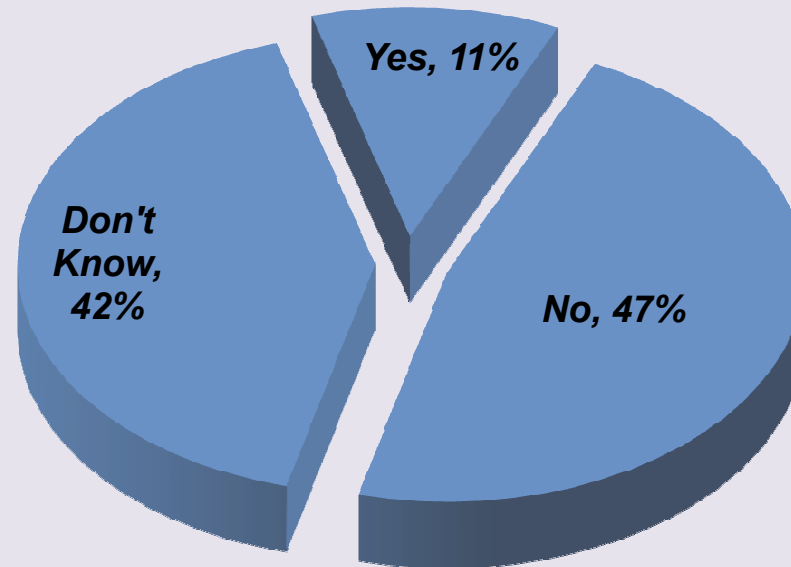
# What percentage of your Java applications do you develop internally?



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



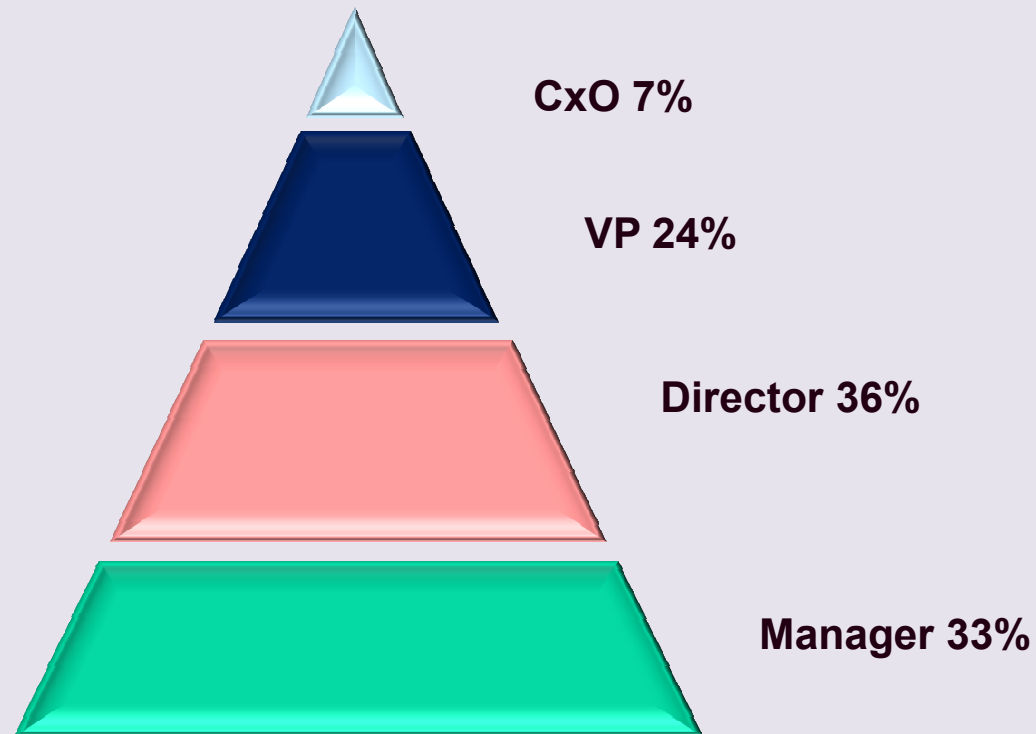
## Are JBoss community projects being used by developers in your organization?



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



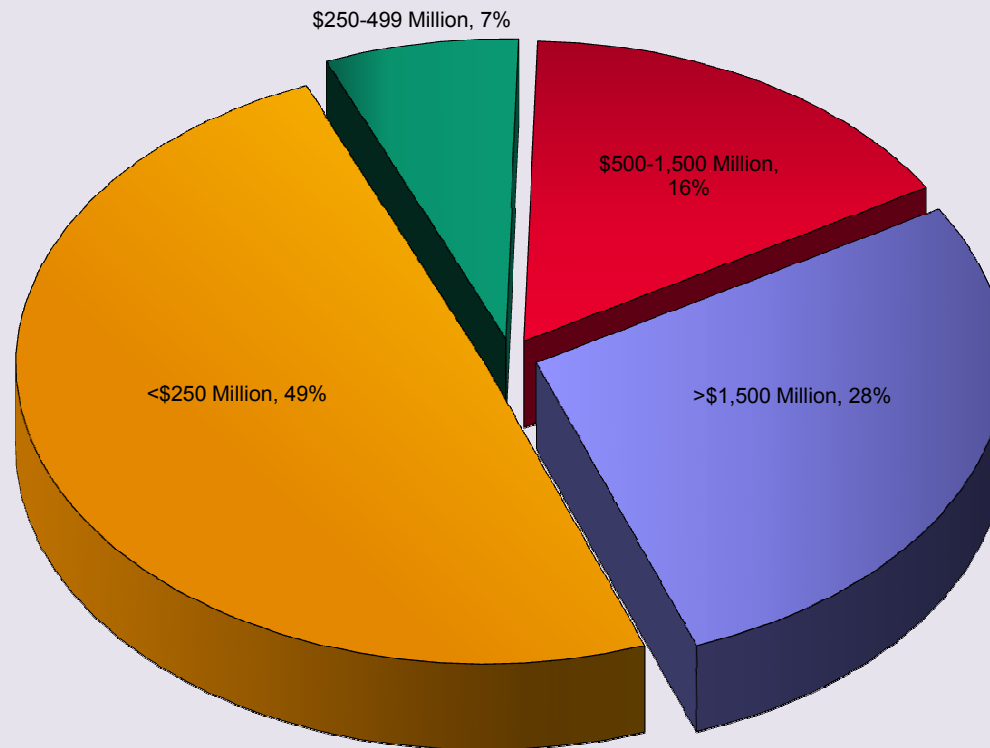
## Profile of Responders: Job Level



***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.***

***For more info visit [www.redhat.com](http://www.redhat.com)***



# About SimplyDIRECT

SimplyDIRECT helps you identify, engage and qualify prospects with maximum precision through custom database building and survey-based lead generation into your target accounts. We specialize in account penetration by developing qualified warm opt-in leads from Director, Vice President and C-level decision makers.

Gatepoint Research is the market research arm of SimplyDIRECT.

[www.SimplyDIRECT.com](http://www.SimplyDIRECT.com)