# ReleaseTEAM
## June 2015

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## Welcome to our June 2015 Newsletter!

Looking to fill a hole in its portfolio, CA Technologies purchased Rally Software last week in a deal valued at around $480 million.  Rally, which went public in 2013, accepted CA's offer of $19.50 a share.

Reaction to the deal has been positive by analysts, with Stephens Inc. research analyst Alex Zukin stating: "They (CA) did not have a solution for agile and now they have. It allows them to offer a more end-to-end solution to customers," he said. "Rally needed this. They had execution issues for the last year. They were starting on the road to recovery, but it was inherently volatile. This is big-deal driven. They had big customers they couldn't keep and it wasn't their fault. I think it's a really great outcome for Rally."

CA Technologies CEO Mike Gregoire posited in prepared remarks that Rally's Agile development software and services "complement and expand CA's strengths in the areas of DevOps and Management Cloud."  "In order to compete, businesses need to develop high quality software quickly and reliably," CA chief executive Mike Gregoire said. "At the end of the day, this deal is about enabling speed and flexibility, about how we can make the most demanding enterprises truly agile."

CA Technologies is far larger than Rally Software, with a market cap of about $13.5 billion, but the company has struggled to grow over the past few years, with revenue and operating income declining in each of the past three years. The acquisition won't add much revenue at the start -- CA recorded revenue of $4.26 billion in its latest fiscal year, compared to just $88 million for Rally Software. But the deal provides CA with a growth business: IDC expects the market for Agile application life-cycle management software, the type that Rally sells, to grow at a compounded rate of 39% through 2017.

CA is paying about 5.5 times sales for the unprofitable Rally, which reported a net loss of $34 million during 2014 while managing to grow revenue by just 19%, a far cry from the rapid growth of other upstart software firms.

In an email sent company wide, Rally CEO Tim Miller stated "With the support and resources post-close from CA—one of the largest software companies in the world—we will be able to accelerate our mission of driving Business Agility for enterprise companies at a scale and speed that we're not currently able to support," Miller wrote. "This acquisition will put Rally on a much bigger stage, in a place where we will be enabled to capture this opportunity with the addition of the global resources, brand, and access to enterprise customers that a company like CA brings."

Rally's headquarters is expected to remain in Boulder, and Miller said its executives will remain with CA after the deal closes in the third quarter. Whether Rally will keep its name and branding and be bundled with CA products remains to be determined according to CA.

# ReleaseTEAM's Spotlight

### Kris Hammerstrom- Perforce Software, Major Account Manager

**ReleaseTEAM has over-looked shining their spotlight on this particular gentleman long enough!**

Ladies and gentlemen - please allow me to introduce to you, Kris Hammerstrom! I had the pleasure of meeting Kris for the 1st time when ReleaseTEAM became business partners with Perforce over 2 years ago. Kris came out to meet our team as we were preparing to perform a services engagement for one of his large clients here in Colorado. Kris came across as an extremely sincere sales person who is passionate about making sure his clients are all successful and 100% satisfied. He truly listens to everyone involved; being sure to address all of the pain points the client or prospect have, does his research, and provides realistic solutions for each issue. Fast forward 18 months and now Kris works directly with ReleaseTEAM, managing our partner relationship, while still successfully maintaining his quota and all his major accounts. When I told Kris I would be honored if he would allow us to spot-light him in our newsletter, I did so because he is an outstanding, honest sales person. Once he agreed and I started researching his past, I quickly realized why he is a Major Account Manager - this man has always been a top performer!

Kris has been with Perforce for 4 years now and his past "Super Star" sales numbers have definitely followed him. He received the Sales MVP/Top salesperson honors at Perforce Software in 2014. (After 15 years in the Network Infrastructure / Security space, Kris moved over to the Software Development Tooling environment and is really enjoying it!) Success stories during his network security days include, but are not limited to:

• From 2008 to 2010 he exceeded his revenue goal each year
• Increased revenue by 700% the 1st year
• Grew revenue 300% in 1 year
• Continually lands large deals throughout his career
• Increased revenue by 169% in one year

Outside of work Kris spends his time in the San Francisco Bay Area with his wife of 26 years, his two kids ages 20 & 12, and their Shih Tzu, Jak. Kris loves surfing, hiking, and enjoys spending as much time as possible outdoors. Kris also claims to be a decent cook and enjoys coaching youth sports; soccer, baseball, and basketball. He is very passionate about giving back to the community. Over the last 5 years Kris has chaired the Athletic Hall of Fame committee at Half Moon Bay High School.

As of today Kris has been wonderful to work with as our Channel Partner Manager! He has helped me out with several opportunities, coming up with creative answers and solutions. He is very responsive to my requests for help and always has a smile on his face (I can tell, even over the phone)! For those of you that already know Kris, you will all agree; he is someone you want on your team- forever! For those of you who are not lucky enough to know him (yet), if you every get the opportunity to work with Kris you will be very pleased, I promise!

# Perforce Introduces Distributed Version Control



Perforce Introduces Distributed Version Control

*By Matthew Attaway, Director of Community and Support, Perforce Software*

Perforce is perhaps best known for our hugely scalable centralized version control system. However, the increasing popularity of Git and Mercurial has shown that many developers feel much more productive when using a distributed version control system (DVCS). As such, we've introduced a DVCS with a level of flexibility that surpasses what is currently available in the market.

Our new Helix Verisoning Engine includes DVCS capabilities that give enterprise IT admins a feeling of security while giving developers the freedom they crave. In short, it provides:

•      Per file access control based on user name or IP address
•      Full audit logging describing who has a copy of which files
•      The ability to work on slices of a single repository in a distributed fashion
•      Local task branching developers love

And because it's Perforce, the solution works well for any type and size of file, including large digital assets that so many of our customers like Pixar depend on us to version. At the same time, Helix still has all of its central version control capabilities, making it easy for people to lock and work on files that cannot be easily merged.

If you're looking for a system that is IT tested and developer approved, give Perforce Helix a try. The good folks at ReleaseTEAM can tell you how.

## Why you'll NEVER nail that DevOps interview

Many companies these days are constantly complaining that they are struggling to recruit good talent. There are rumored talent acquisition wars and agreements between large companies like Google and Apple, and I've often heard these types of issues referenced in talks. Just recently I heard Battery Ventures' Adrian Cockcroft say that, while he was at Netflix, large companies often asked him, "Where does Netflix hire such great talent?", and his reply to the Comcasts and others was that "We hired the same people you hired, we just got out of their way."

Another person who discusses this constant gripe is Andrew Clay Shafer, Senior Director of Technology at Pivotal and a known figure in the DevOps world. In a 2013 talk titled "There is no talent shortage," he argued that the talent we need is already in front of us, and we're just looking for the wrong things.

I'd like to assert that we can't even know if there's a talent shortage or not, because the process is completely broken — on two fronts: First, recruiters don't know what they need to be looking for. Second, job seekers, as a result, simply are not presenting themselves correctly.

Click here to read the full article.

## DevOps: Is it about efficiency or just saving money?

A little while back I posed the question "what is DevOps and why does it matter?" which prompted one reader to post the response: "The organization you work for is too cheap to hire the proper level of staff, and dumps both development and admin responsibilities on the same person [so] now you have two jobs to do, but don't worry because your employer won't."

DevOps has been growing steadily: a year and a half ago a survey showed that 66 percent of organizations were either planning to have a DevOps strategy or were already implementing one - no doubt if you ran a similar survey today that figure would be much higher, even if DevOps itself may mean different things to different people.

So how fair is the suggestion that DevOps is really just a way of getting two jobs done by one pair of hands?

Check out the full article here.

## The Puzzler

The winner of May's puzzler was Tom B.! Email us at puzzler@releaseteam.com and let us know where to send your $27 gift card!

Here is last month's question:

Shawn has one of the numbers 1, 2, or 3 in mind. Sarah is allowed to ask one question to Shawn to find out which of these three numbers he has in mind. Shawn will answer this question only with the answers "yes", "no", or "I don't know".

**Which question should Sarah ask Shawn to find out in one time which number he has in mind?**

**Solution:**

She could ask, "I have the number 1 or 2 in mind. Is the number that you have in mind larger than the number I have in mind?" If his response is no, it is one. If he says yes, it is 3. If he says he doesn't know, then it is 2.

**Now for this month's puzzler:**

A light bulb is hanging in a room. Outside of the room, there are three switches, of which only one is connected to the lamp. In the starting situation, all switches are 'off' and the bulb is not lit.

**If you are allowed to check in the room only once to see if the bulb is lit or not (this is not visible from the outside), how can you determine with which of the three switches the light bulb can be switched on?**

Send us in your answers and we will randomly pick a winner from all the correct answers to win a $27 ReleaseTEAM gift card. If you'd like to send us puzzlers of your own, feel free to do so!

Send your answers to puzzler@releaseteam.com.