

# Dev Environments as Code for Professional Dev Teams

The Missing Piece in Modern DevOps Pipelines.

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Every week ...

“ Software engineers spend  
**3.7 hours waiting for tests** [...],  
**3.5 hours waiting for builds** [...],  
and **2.7 hours on dev environment**  
management.”



## Problem

It is 2020 and developers still

- **Manually manage** their dev environments on local machines and
- **Wait for builds and tests to complete** before coding.



## Solution

- **Describe** dev environments as code.
- **Automate** the provisioning of dev environments.
- Continuously prepare **ephemeral dev environments**.

Think CI/CD applied to dev environments.



Start coding



## Automated

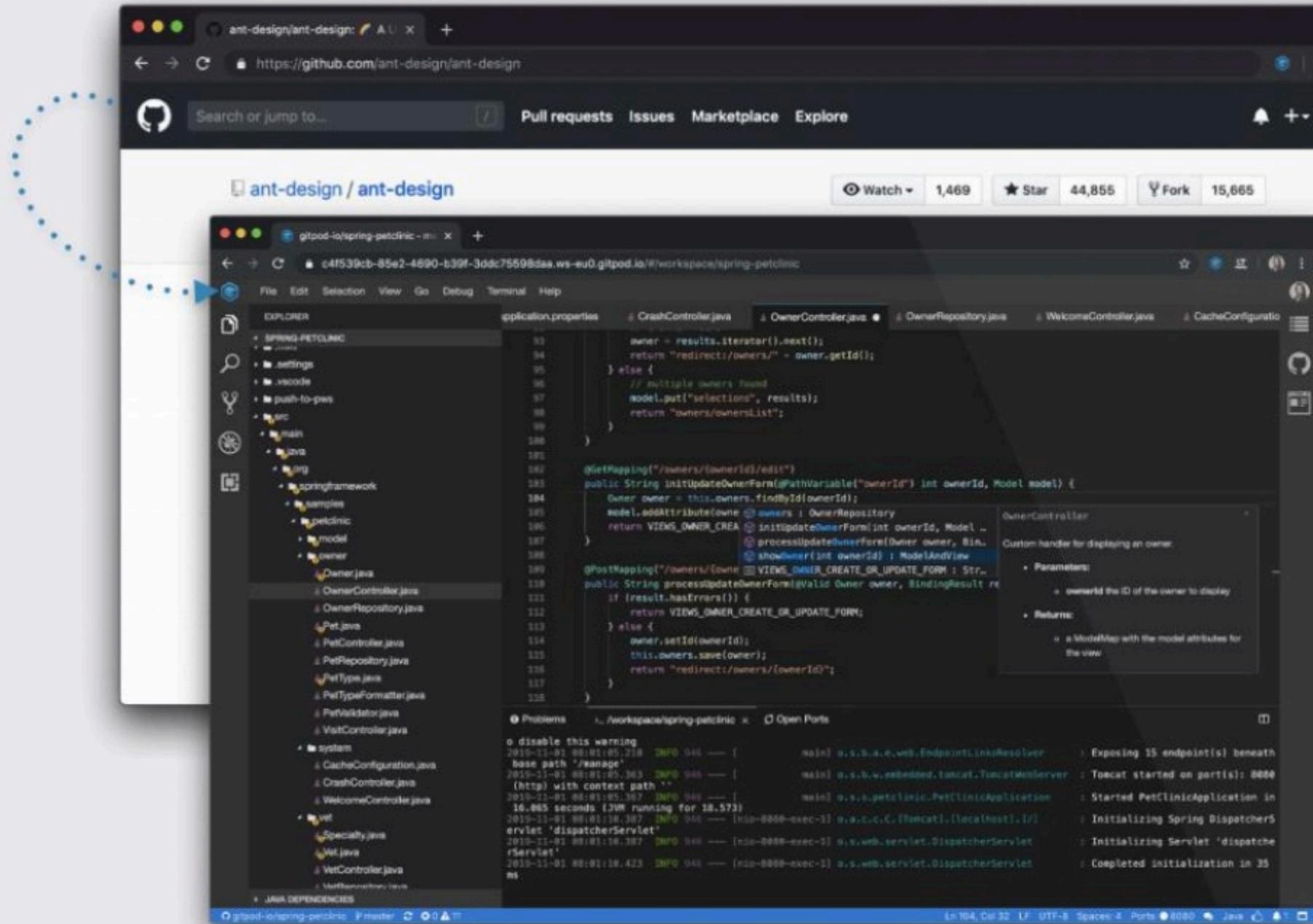


Demo

Try it out yourself.

 Open in Gitpod

Or go to any GitHub or GitLab project and prefix the URL with **gitpod.io/#**



The image shows a browser window displaying the GitHub repository for 'ant-design/ant-design'. The repository has 1,469 watchers, 44,855 stars, and 15,665 forks. Below the repository information, a Gitpod IDE window is open, showing a workspace for 'spring-petclinic'. The IDE interface includes a file explorer on the left, a code editor in the center, and a terminal at the bottom. The code editor shows the 'OwnerController.java' file, which contains the following code:

```
owner = results.iterator().next();
return "redirect:/owners/" + owner.getId();
} else {
    // multiple owners found
    model.put("selections", results);
    return "owners/ownersList";
}

@GetMapping("/owners/{ownerId}/edit")
public String initUpdateOwnerForm(@PathVariable("ownerId") int ownerId, Model model) {
    Owner owner = this.owners.findById(ownerId);
    model.addAttribute("owner", owner);
    return VIEWS_OWNER_CREATE_OR_UPDATE_FORM;
}

@PostMapping("/owners/{ownerId}/update")
public String processUpdateOwnerForm(@Valid @ModelAttribute("owner") Owner owner, BindingResult result, Model model) {
    if (result.hasErrors()) {
        return VIEWS_OWNER_CREATE_OR_UPDATE_FORM;
    } else {
        owner.setId(ownerId);
        this.owners.save(owner);
        return "redirect:/owners/{ownerId}";
    }
}
```

The terminal at the bottom shows the following output:

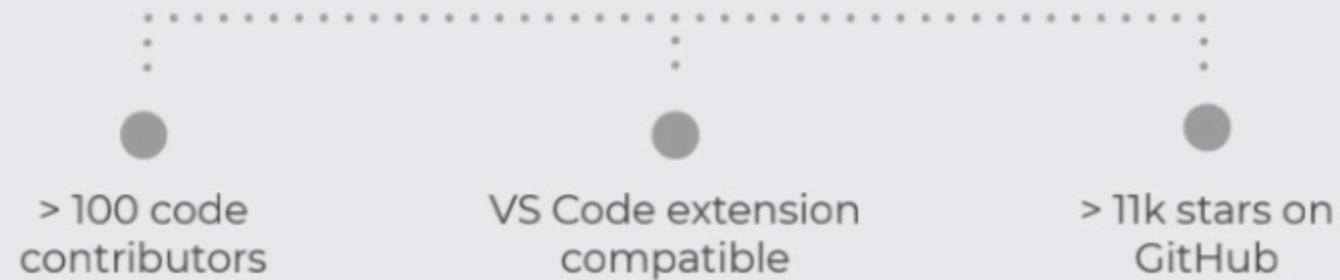
```
o disable this warning
2019-11-01 00:01:05.218 INFO 045 --- [main] a.s.b.a.e.web.EndpointLinksResolver : Exposing 15 endpoint(s) beneath
base path "/manage"
2019-11-01 00:01:05.363 INFO 045 --- [main] a.s.b.w.embedded.tomcat.TomcatWebServer : Tomcat started on port(s): 8080
(http with context path "")
2019-11-01 00:01:05.367 INFO 045 --- [main] a.s.p.petsclinic.PetClinicApplication : Started PetClinicApplication in
16.065 seconds (JVM running for 18.573)
2019-11-01 00:01:14.387 INFO 046 --- [nio-8080-exec-1] a.a.c.c.C.[Tomcat].[localhost].[/] : Initializing Spring DispatcherS
ervlet 'dispatcherServlet'
2019-11-01 00:01:14.387 INFO 046 --- [nio-8080-exec-1] a.s.web.servlet.DispatcherServlet : Initializing Servlet 'dispatc
herServlet'
2019-11-01 00:01:14.423 INFO 046 --- [nio-8080-exec-1] a.s.web.servlet.DispatcherServlet : Completed initialization in 35
ms
```

Independent  
Platform

We have founded Theia,  
a Microsoft-neutral, fully-featured  
VS Code alternative, developed in  
open-source and **natively**  
**supporting VS Code extensions.**



Open-source Cloud & Desktop IDE



Contributors & Adopters



Official Editor of Google  
Cloud Shell



Replace old Web IDE (>30k  
active user in production)



Replace existing IDE  
(>10M downloads)

And more ...



Timing

Why Now?

.....● **New Generation of Browser IDEs**

We can finally run all the tools developers love and use on professional software projects in a browser.

.....● **Container and VM Technology Advance**

The industry's focus on cloud has matured the container and VM tech landscape, which means that secure, fast and scalable cloud solutions have become practical.

.....● **DevOps**

Development teams are automating their pipeline. Integrating the dev environment completes the story.

.....● **Complexity Increases**

Big complex polyglot projects comprised of many microservices are the norm. Setting up and managing dev environments becomes more challenging.

.....● **Remote Development**

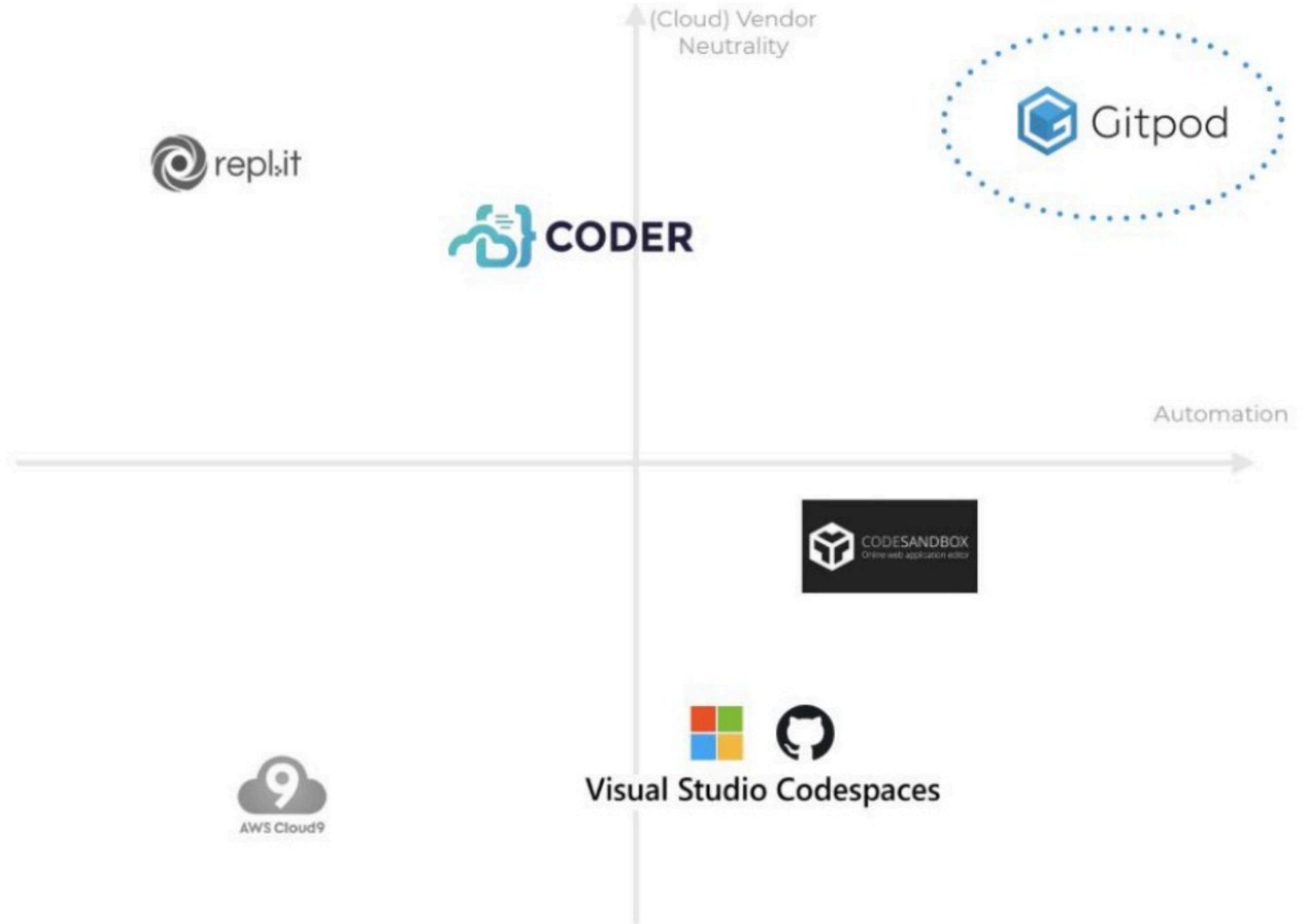
Covid-19 accelerates the trend to remote work and remote software development and collaboration. This is adopted by companies large and small.

## Competition

### Dev Environments as Code Landscape

We have always been **relentless about automating** as much as possible of developers tool stacks. To truly enable frictionless development, **workspaces need to be ephemeral and disposable.**

This is why we **invented prebuilds.**



SaaS

Self-Hosted

Open Core

SaaS + Self-Hosted

Building **open source communities** is in our DNA.

To do justice to our first mover position and fully deliver on the **dev environments as code paradigm**, we will open source Gitpod under an AGPL license end of July.

Distribution partnerships



On Prem  
Price per 10  
user

## Buyer-Based Open Core Model

	Community	Team	Pro	Ultimate
Persona	Individual Devs / Contributors	Team / Productivity Lead	Directors	Executives
Feature List	<p><b>Includes</b></p> <ul style="list-style-type: none"><li>• Works on any device</li><li>• Native support of VS Code Extensions</li><li>• Dev Environments as Code</li><li>• Parallel Workspaces</li><li>• Integrates with Github, GitLab and Bitbucket</li></ul>	<p><b>Everything in free +</b></p> <ul style="list-style-type: none"><li>• Team Functionality</li><li>• Snapshot Creation</li><li>• Code Reviews</li><li>• Prebuilt Workspaces</li><li>• Collaborative Programming</li><li>• Admin Interface</li><li>• Professional Support</li></ul>	<p><b>Everything in basic +</b></p> <ul style="list-style-type: none"><li>• Multi-Team Functionality</li><li>• Custom Branding</li><li>• Role-based permission system</li><li>• Audit logs</li><li>• Single sign-on / corporate directory integration via AD/LDAP</li><li>• Priority Support</li></ul>	<p><b>Everything in pro +</b></p> <ul style="list-style-type: none"><li>• Company-wide project dev environment management</li><li>• Executive level insights</li><li>• Dev Productivity Dashboard</li><li>• Security-hardened deployments</li></ul>

\$0

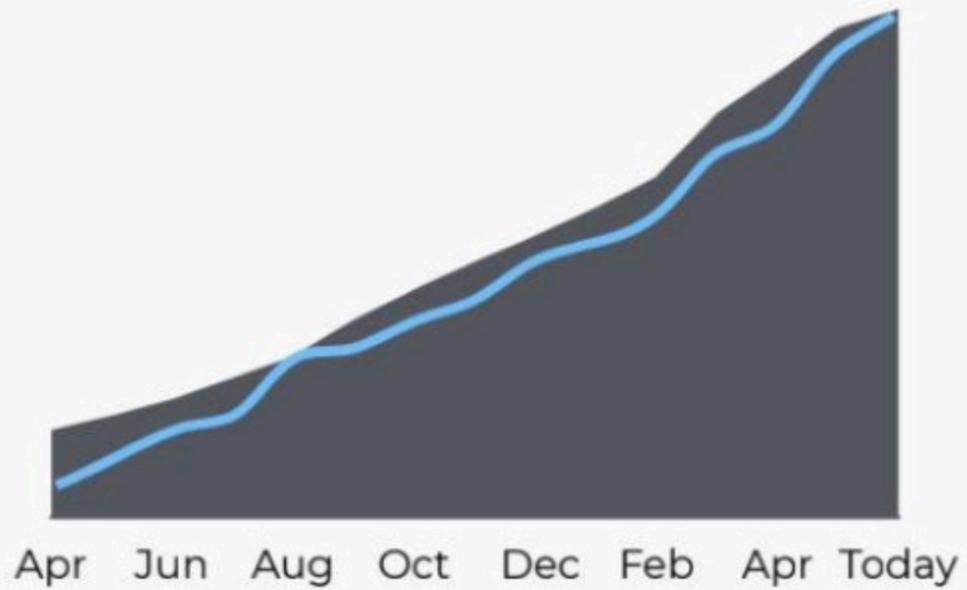
\$200

\$450

\$990

Traction

## Organic Growth



■ ~ 200k Registered User (growing ~10% p.m.)

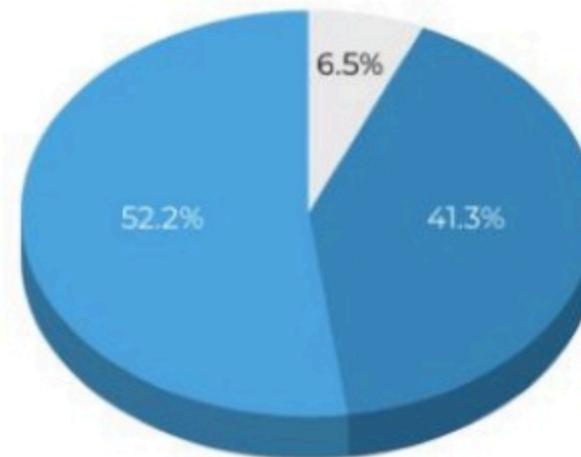


## Product Market Fit with individual developers

41% of professional developers (n=46) use Gitpod at work

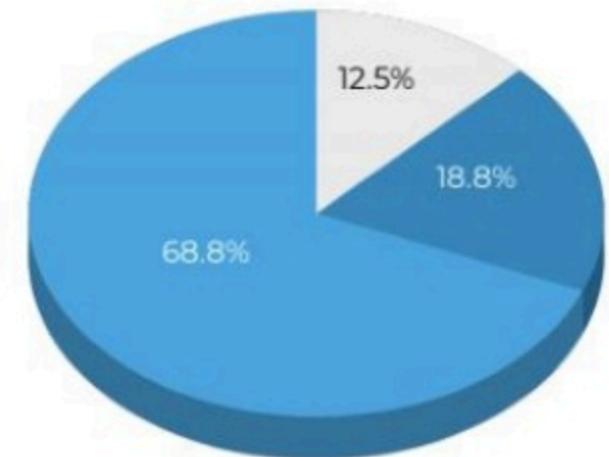
### How would you feel if you could no longer use Gitpod?

Professional devs (46)



### How would you feel if you could no longer use Gitpod?

Professional devs working in teams using Gitpod at work (16)



● Not disappointed ● Somewhat disappointed ● Very disappointed

## Team

Founders worked together for over **ten years**

We created **development tools, programming languages** and grew **open-source communities**

Complemented core team this month on the **commercial side** with Johannes

Companies we worked with



Sven Efftinge

Founder, CEO



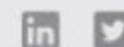
Dr. Jan Köhnlein

Founder, VP  
Engineering



Moritz Eysholdt

Founder, CTO



Johannes  
Landgraf

CCO



## Complemented by a Team of



13  
Engineers



1  
Marketer &  
Graphic Designer



1  
Accountant &  
Administrator



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