Subscriptions with One Goal in Mind ... 
Your Success

Everything needed to achieve project goals with Lightbend technologies. Really.

Inclusive...Not Exclusive

From development through production and well beyond, Lightbend Subscriptions equip teams with the technology and expertise required for project success.

Our packages decrease the risk associated with new project implementation, enable developers on Lightbend technology, accelerate time to value and provide ongoing access to Lightbend expertise. That’s everything teams require to begin executing digitally transformative business strategies right now (no matter how ambitious, challenging or innovative) and as business continues to evolve. That’s the power of Lightbend Subscriptions.

All Lightbend Subscriptions come with full support, warranties and indemnification of Lightbend Open Source Software. Lightbend Subscriptions also include the Lightbend commercial software that is designed to help developers get their applications into production faster and DevOps teams operate those applications successfully.

But that’s just the basics.

“Knowing that our mission-critical applications are supported by a world-class team gives us peace of mind.”
—Norwegian Cruise Line
What’s Included

Great Assist!
Break-fix support is sooo yesterday. Far more than just basic development support, Developer Assist provides direct interaction with Lightbend engineers and project committers for accelerated team learning and overall project success. No call centers. No redirects. No nonsense.

- Early Development Insight – Build your optimal application. Unlimited access for exploring what-if’s, asking questions and receiving best practice tips with our experts.
- Guaranteed Response Times – Predictable support so your teams remain productive...always.

Premium Support
Lightbend Technical Account Managers (TAMs) are highly technical subject matter experts that partner with your project teams. TAMs develop an understanding of your unique business needs and technical environment, providing guidance and accelerated support as necessary. Included with all Production Subscriptions.

The Secret Sauce...Shhhh!
An Embedded Lightbend Engineer (ELE) is the powerhouse behind all Development Subscriptions and included with Advanced Production Subscriptions. With deep Akka Platform expertise, ELE’s are your very own Lightbend “architect in residence”. ELE’s take on the role of player-coach accelerating adoption of Lightbend technologies, enabling teams through a Reactive Launch*, expedite team productivity and ensure a smooth transition from prototype to production.

Our Expertise. Your Schedule.
Lightbend Academy is an online, self-paced training portal. From reactive architecture, to project specific learning, to advancing skills, to simply wanting to learn something new about Lightbend technologies, teams have on demand access to an ever expanding list of tutorials and how-to’s developed and taught by Lightbend experts.

Plus All This:
- Software Licenses – Licensing for development, test, QA and production CPU’s.
- Production Support – Nobody likes downtime. We’re here for you 24x7x365.
- Intelligent Monitoring & Observability – Deep telemetry with pre-built dashboards providing insights into the health, availability and performance of asynchronous and distributed applications.
- Application Management – Safe orchestration for key deployment and management processes, automated cluster management, network partition resolution, dynamic load balancing and more.
- Compliance & Enforcement of Global Security Standards – Native support for encryption, data shredding, TLS enforcement and continued compliance with GDPR.
- Warranties & Indemnification – Lightbend provides a commercial license agreement in lieu of open source terms. Included comprehensive warranty and indemnification protects your company against IP claims and other unforeseen liabilities.
- Talent Cultivation – In this market, attracting top talent is paramount. We’re here to help. Your job openings posted on Lightbend.com. We will also initiate social promotions on your behalf. Plus, we offer free credits for the Certified Reactive Architect exam to your existing team members and new hires.

For a deeper dive into our subscription offerings and to discuss pricing, we’re ready to chat when you are.

---

*Lightbend technologies are built on the principles of Reactive Architecture for responsive, scalable, and distributed systems. The Reactive Launch is a Lightbend methodology designed to enable teams to successfully start building reactive systems.
Subscription Options

Whether teams have experience with Lightbend technology, are starting from scratch, focused on development or production we offer two types of packages, plus a few extras. Each designed to accelerate adoption of Lightbend technology and prepare teams to begin implementing transformative business strategies...fast!

Development Subscriptions – Base & Launch

Both Base and Launch options focus on getting development teams quickly up to speed with hands-on experience designing, building, running and testing microservices on Lightbend technology. What’s the difference between the two? More teams, longer engagement, deeper dive.

| What’s The Same?                |
|-------------------------------|------------------|
| **TECHNOLOGY**                |
| • Development support for all Lightbend software |
| • Non-production use of Lightbend commercial software |
| **EXPERTISE**                 |
| • Services delivered by an Embedded Lightbend Engineer |
| • Developer Assist - up to 10 people |
| • Lightbend Skills Analysis - individualized, self-directed training for each team member |
| • Everything that comes with a Lightbend Subscription |

| What’s Different?              |
|-------------------------------|------------------|
| **BASE**                      |
| One Month                     |
| One Team                      |
| • Typically 4-8 developers    |
| **Developer Quick Start**     |
| • Fundamental adoption of reactive architecture and the Akka Platform |
| • Basic understanding how to develop and ship cloud-native microservices |
| **LAUNCH**                    |
| Three Months                  |
| One Team                      |
| Two Teams                     |
| • Typically 4-8 developers per team |
| **Reactive Launch**           |
| • Fundamental adoption of reactive architecture and the Akka Platform |
| • Basic understanding how to develop and ship cloud-native microservices |
| • Guided fast learning program to build a strong foundation and develop an initial product quickly |

We’re not at all surprised by the success some of our customers have achieved:
• 200% increase in sales with far less infrastructure
• 75% reduction in infrastructure costs
• 40% development costs savings
Production Subscription

Production use and readiness of all Lightbend technologies, plus:

- Technical Account Managers – included with all Production Subscriptions
- Full time Embedded Lightbend Engineer –
  - included with Advanced Production Subscriptions
  - architectural consulting and enablement of development teams
- Developer Assist – up to 10 people
- Intelligent Monitoring & Observability – Deep telemetry with pre-built dashboards providing insights into the health, availability and performance of asynchronous and distributed applications
- 24x7x365 Production Support
- Everything that comes with a Lightbend Subscription

Embedded Lightbend Engineer – More Please!

Work with an ELE just once and you’ll ALWAYS want one by your side.

- Dedicated Embedded Lightbend Engineer
- Minimum 6 months continuous engagement
- Project knowledgeable “architect in residence”
- Establishes strong competency in Lightbend technologies
- Lightbend Blueprint – customized process and governance plan for building, releasing and monitoring applications on the Akka Platform

Add Ons:

- Additional mCPU’s – to cover your specific production footprint
- Developer Assist – larger teams that want more access
- ELE time - additional ELEs for larger projects or multiple teams

For a deeper dive into our subscription offerings and to discuss pricing, we’re ready to chat when you are.

Let’s Go 😊

Get started on your path to becoming a digitally transformative organization. With Lightbend by your side, project success is just a few steps away.

www.lightbend.com

©2020 Lightbend, Inc. All rights reserved.