



HFS Hot Vendor: Nimbella

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Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

Authors: Joel Martin, David Cushman

Nimbella, a cloud native-championing start-up based in Santa Clara, CA, promises a serverless platform that is portable across clouds, integrates foundational cloud native services seamlessly, and works with Kubernetes.

The cloud-centric models are all about speed, delivery, and adaptability. However, organizations are finding that they also need an orchestration layer to connect the dots and support their migration to the cloud. Enter Kubernetes, the Google-developed, container-based, open-source framework for automating application management, deployment, and scaling for macro and micro-services.

Kubernetes (K8S) is part of the Cloud Native Computing Foundation (CNCF), and many cloud vendors have created versions tuned and tweaked to their cloud platform. The disparity and nuances between K8S distributions present problems for companies adopting Kubernetes as a multi-cloud standard to normalize operations and development. These challenges has given rise to Red Hat OpenShift and SUSE's Rancher as enterprise multi-cloud Kubernetes solutions.

But Kubernetes alone does not make an organization cloud native, and often going all-in on Kubernetes and ignoring the cloud-native services offered by the cloud providers leaves an enterprise at a disadvantage: they are not using the best of what the cloud has to offer.

Enter the Nimbella Serverless Platform. Nimbella combines developer tools, serverless computing, and Kubernetes-specific management tools to allow an enterprise to leverage the best of K8S for multi-cloud and foundational cloud-native services so that their developers can build and deploy stateless and stateful APIs on the cloud of their choice.

Nimbella is a Kubernetes-based solution for automated orchestration, integration, and configuration based on proven open-source technology. The key to the Nimbella Serverless Platform is the automated configuration of essential integration of cloud-native services such as storage management, capacity provisioning, auto-scaling, monitoring, and logging.

Combining cloud-native technology and Kubernetes clusters, Nimbella enables software teams to develop independent connections, integrations, and APIs. Flexible interconnectivity makes it easier to convert existing software to serverless. Serverless compute and storage means the platform handles routing, scheduling, and resource management, freeing developers to focus on application development and value creation.

The Nimbella platform supports developing serverless APIs in various modern programming languages for application modernization and cloud native development, including JavaScript, TypeScript, Python, PHP, Java, .NET, Go, Ruby, and Swift.

Tools for developers include command line interface (CLI) tools, a web-based developer workbench, auto deploy, front-end and back-end code, bring your own source code, automated host, and SSL management.

Clients can deploy Nimbella in a private or public cloud (e.g., AWS with EKS or Google Cloud with GKE), allowing development and administration teams to deploy, manage, and optimize within their preferred operating model or policy. The tool can then orchestrate assets in each cloud to meet changing needs or scale to leverage serverless capabilities as the organization embraces them.

Nimbella wants to scale by developing partnerships with developer communities and service providers. It focuses its story on how companies can use its solution to develop and deploy microservices and containers rather than the management and orchestration layers that can slow deployment.

One customer said, “Nimbella’s solution helped us overcome heavy reliance on our DevOps team when working in traditional SDLC. That was holding us back. Nimbella broke the cycle and allowed the full team to focus on development and customer value.”

HFS’ take

Nimbella’s solution can help small and midmarket companies avoid the battle for the limited pool of Kubernetes (K8S and K3S) talent. From a customer’s point of view, AWS (EKS) or Red Hat OpenShift would require developing a few people with deep Kubernetes and orchestration skills, but Nimbella makes Kubernetes deployment and management easier – less demanding of deep skills. Nimbella should make more of this talent advantage in its efforts in go-to-market as support services.

HFS’s OneOffice™ mindset is all about bringing functionality to users in the front, middle, and back office. A big part of the OneOffice is the journey to cloud native and the adoption, development, and management of web-based applications and data.

As companies adopt microservices and refactor, rebuild, and renew software code, tools like Kubernetes become required gear. While Kubernetes is terrific, it can quickly become a challenge for companies using “native” Kubernetes (AKS, EKS, GKS, etc.) in each of their private or public cloud instances. Developing, integrating, and supporting each and how they connect to containers and applications can be a burden. Nimbella’s approach allows developers to focus on the application, not API orchestration or upkeep.

Vendor factsheet

- **Founded:** 2018
- **Key executives:** Anshu Agarwal, CEO; Dr. Rodric Rabbah, CTO; Eric Swildens, Chief Architect
- **Headquarters:** Santa Clara, CA
- **Funding source(s):** Multiple VCs: Lead investor Engineering Capital
- **Notable clients:** IMS Evolve, Seeweb, Caputron, TMT firms, and a Fortune 20 firm
- **Solution portfolio:**
 - **Developer tools:** Browser workbench, command line interface, developer portal
 - **Admin tools:** Admin command line interface, management dashboard
 - Logging and monitoring
 - **Serverless compute:** Container engine, function engine, key-value store, object store
 - CDN, backup and restore, external monitoring
 - **External services integrations:** API tools, JAMstack tools, collaboration tools
- **Services offerings:** Training, installation and support, architecture consulting
- **Industry coverage:** Agnostic



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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