



# Payara Services Gains an Equal Footing With Industry Leaders at the Eclipse Foundation

Case Study





## Following an Open Source Path to the Eclipse Foundation

As the founder of a small company, Steve Millidge never imagined himself sitting at the same virtual table as representatives from Oracle, IBM, and Red Hat, making technology decisions as a peer alongside these global industry leaders. But, that's exactly what happened when Payara<sup>®</sup> Services, the company Millidge founded in 2016, joined the Eclipse Foundation in 2017.

"I didn't know what to expect when we joined the Eclipse Foundation," says Millidge. "We were very surprised and pleased to learn we would be on equal terms with the big vendors, with the same voice and the same vote as they have on the projects we participate in," says Millidge. "As a small company, that opportunity is extremely important for our growth and success. Just having our logo next to theirs is fantastic for us from a brand awareness perspective."

### A Logical Step in Payara Services' Evolution

Joining the Eclipse Foundation was a logical next step for Payara Services. The company's flagship product, Payara Server Enterprise, is based on a stream of the former Oracle GlassFish Server software that was forked in 2014 when commercial support for the open source technology ended.

When Oracle announced it was donating Java EE and related GlassFish technologies to the Eclipse Foundation in 2017, Millidge knew it made sense to join the Foundation to advance Jakarta EE, the successor to Java EE.

“We saw an opportunity to contribute more from a technology perspective – to push the advances we had made in the GlassFish software back into the upstream open source projects,” he says. “Also, from a business perspective, we wanted to be involved in the Jakarta EE Working Group. We liked the idea of companies coming together to help promote, drive, and steer the direction of the Jakarta EE initiative in a coordinated, vendor-neutral way.”

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Steve Millidge, Founder of Payara® Services



## Flexible Membership Options Open the Door to Smaller Companies

Membership in the Eclipse Foundation is built around a vendor-neutral governance model that encourages collaboration among community members based on proven processes and best practices for open source software development.



Rudy De Busscher (left) and Jadon Ortlepp (right)  
from Payara

The Foundation offers multiple membership levels with pricing based on the size of the organization. This flexibility allows organizations to align their membership in the Foundation with their business goals and budget. It also makes it affordable for small companies, such as Payara Services, to join the Eclipse Foundation and play an equal role alongside much larger companies.

## Eclipse Foundation Membership Levels

Membership levels are tailored for different degrees of involvement:

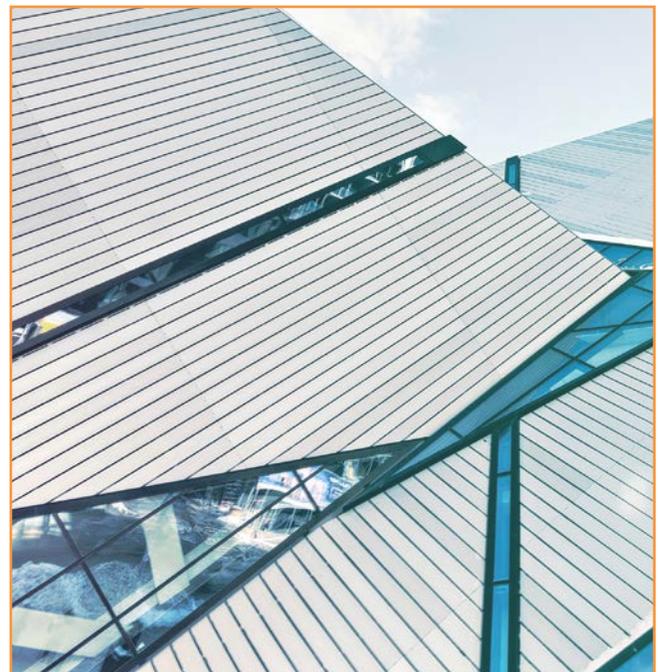
- **Strategic members** invest significant resources in advancing the technologies hosted at the Foundation and have a seat on the Eclipse Foundation's Board of Directors.
- **Contributing members** view Eclipse Foundation technologies as key to their strategies and offer products and services based on, or with, Eclipse Foundation technologies.
- **Associate members** participate in, and show support for, the Eclipse Foundation ecosystem.
- **Committer members** are the core developers of Eclipse Foundation projects who can commit changes to project source code.

Payara Services joined the Eclipse Foundation as a Contributing member overall, and as a Strategic member of the Jakarta EE Working Group. "Having different levels of membership is great for us," says Millidge. "We really don't need to be an overall Strategic member of the Eclipse Foundation with a seat on the Foundation's Board of Directors, but we

do want to be a Strategic member of the Jakarta EE Working Group with a seat on the Marketing, Specification, and Steering Committees."

As a member of the Jakarta EE Working Group, Payara Services can also have a committer on every Jakarta EE specification project. "This is a great benefit for us because if we want to deliver solutions that are compatible with Jakarta EE, we need to implement every one of those specifications," explains Millidge.

Millidge appreciates the level playing field that's established with the Foundation's Working Group structure. "The one member, one vote approach at the Eclipse Foundation means projects can't be dominated from a business or a technology perspective by a single vendor that has added large numbers of committers," he says. "If that were possible, smaller companies with fewer resources would not be able to match that effort."





## The Eclipse Foundation Membership Easily Pays for Itself

Eclipse Foundation membership fees are based on a member’s annual corporate revenues. Millidge says the approximately \$30,000 U.S. yearly cost for Payara Services’ membership easily pays for itself through the marketing and technology benefits the company gains. A single Payara Services banner ad on the Eclipse Foundation website generated the company’s largest volume of referral traffic during the approximately 11 months it was active.

“From a pure visibility point of view, to have that compatibility stamp and to be seen as a player at the top table in a major industry initiative is money well spent. When you have the ability to project yourself to a larger audience and to benefit from that collaboration with a large number of organizations, that’s a critical business benefit. When you add in the technical benefits to our products, I’m sure the membership just as easily pays for itself from that aspect as well.”

The technical benefits include attracting collaborators and contributors to the Eclipse Foundation projects Payara Services relies on in its products. “Working within an industry ecosystem means we have to produce less on our own. We can collaborate with others to amplify the work we’re doing with contributions from others,” says Millidge. “It’s a key benefit because we can go much further together than we could on our own.”

## Membership Includes Valuable Support Services

Millidge also points out the value of the Eclipse Public License (EPL), an open source license approved by the Open Source Initiative. “The EPL is a good license because it’s a commercial-friendly license,” he says. “We incorporate our own code and code from the Eclipse Foundation into our products and relicense the binaries with no problems.”

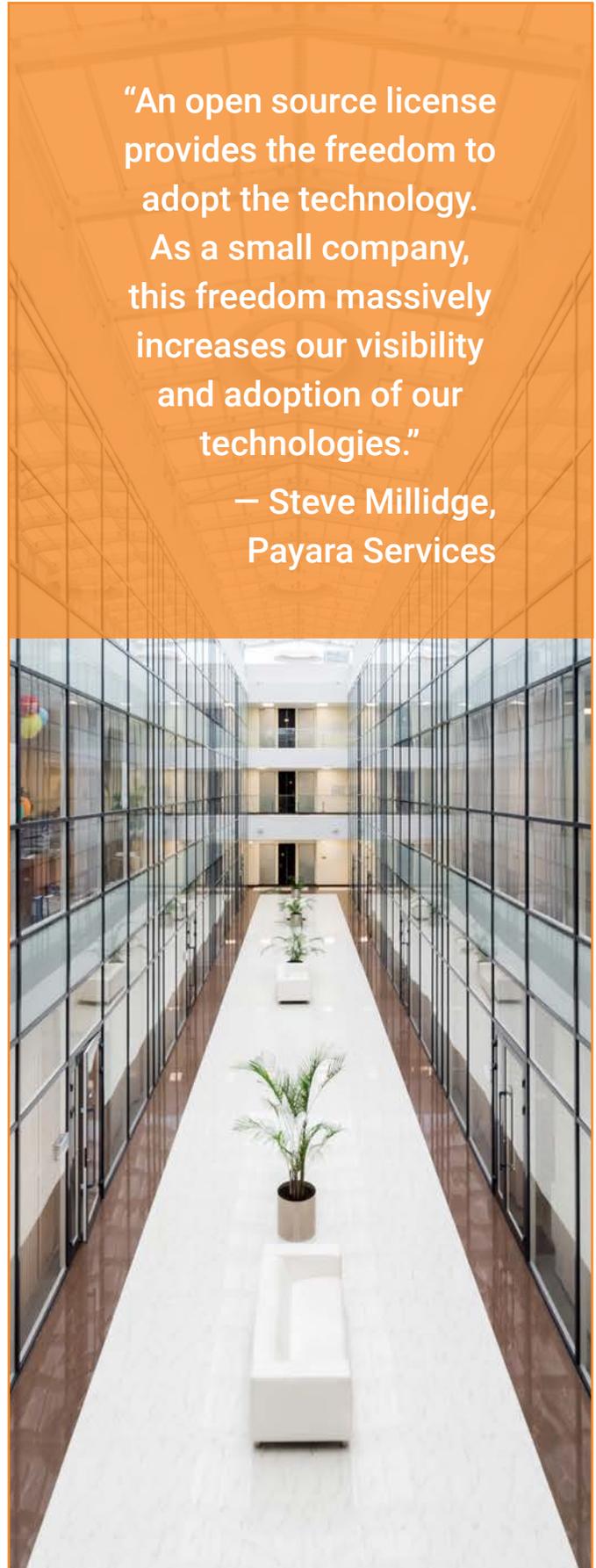
According to Millidge, the benefits of the EPL have a direct impact on Payara Services’ success. “If the technologies at the Eclipse Foundation were provided under proprietary license, it would be a huge cost barrier to adoption,” he explains. “An open source license provides the freedom to adopt the technology. As a small company, this freedom massively increases our visibility and adoption of our technologies.”

The Eclipse Foundation also offers advice and guidance for using the EPL, providing legal expertise that’s particularly helpful to smaller companies. Members also benefit from:

- Intellectual property (IP) services that ensure IP is tracked and properly managed.
- Mentorship, guidance, and expertise in creating and managing open source projects and in community building and support.
- Marketing support to increase project visibility within the broader Eclipse Foundation ecosystem and beyond.

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## Broad Opportunities for Payara Services

As the host to more than 375 projects and 14 Working Groups, the Eclipse Foundation offers a vast array of open source software projects across technology domains.

“The breadth of opportunities at the Eclipse Foundation is very good,” says Millidge. “We’re always looking at other technology areas we could join and contribute to. For example, we’ve looked at the Eclipse IoT Working Group and projects because our product could be used in IoT environments.”

“As a CEO, there’s a million things going on in the industry,” notes Millidge. “The Eclipse Foundation has such a broad scope, you can use it as a filter to see which technologies gain traction in the industry and determine which ones you want to get involved in. When projects are hosted at the Eclipse Foundation, you know they’re professionally run open source projects that are very receptive to collaboration and you will be welcome to get involved.”



Steve Millidge, Payara Services

## About Payara

Payara Services offers Payara Server Enterprise and Payara Micro Enterprise.

Payara Server Enterprise is a cloud-native middleware application platform that supports mission-critical production systems with reliable and secure deployments of Jakarta EE applications on premises, in the cloud, or in hybrid environments.

Payara Micro Enterprise is the lightweight middleware platform of choice for containerized Jakarta EE application deployments.

To learn more about Payara Services’ participation in the Eclipse Foundation, visit the Payara Services member page at the Eclipse Foundation.

To learn more about Payara Services, visit [payara.fish](https://payara.fish).





## About the Eclipse Foundation

The Eclipse Foundation provides its global community of individuals and organizations with a mature, scalable, and business-friendly environment for open source software collaboration and innovation.

The Foundation is home to the Eclipse IDE, Jakarta EE, and more than 375 open source projects, including runtimes, tools, and frameworks for cloud and edge applications, IoT, AI, automotive, systems engineering, distributed ledger technologies, open processor designs, and many others.

The Eclipse Foundation is a not-for-profit organization supported by more than 300 members, including industry leaders who value open source as a key enabler for their business strategies.

To learn more about the benefits of membership in the Eclipse Foundation, visit [eclipse.org/membership](https://eclipse.org/membership).

To stay connected with the Eclipse Foundation, follow us on Twitter @EclipseFdn, LinkedIn, or visit [eclipse.org](https://eclipse.org).