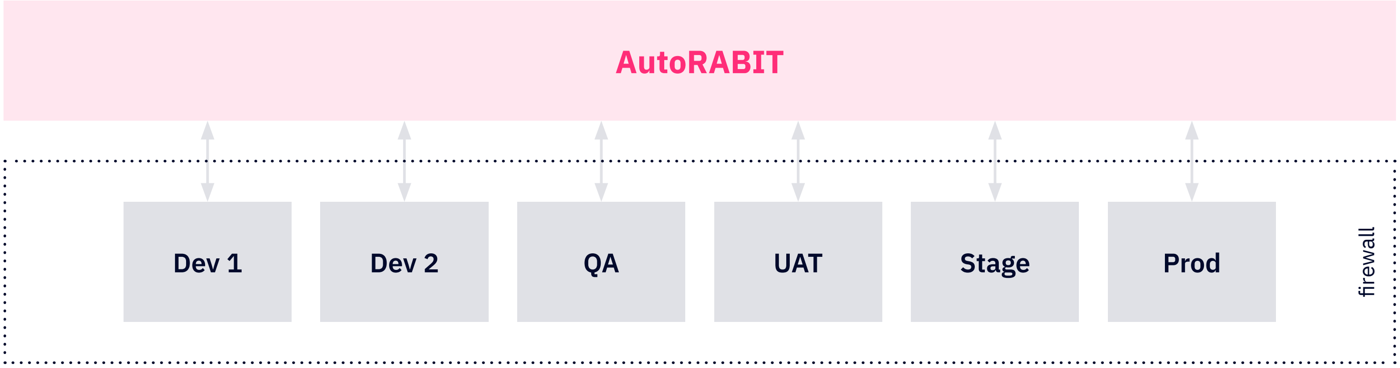
Flosum

Flosum vs AutoRABIT

There are numerous factors making Flosum different from AutoRABIT. In this document, we will highlight said differences so you gain a thorough understanding of our solution and can better compare against AutoRabit.

The architecture of AutoRABIT and Flosum



AutoRABIT

Dev 1

Dev 2

QA

UAT

Stage

Prod

firewall

Platform

Flosum is the only release management solution truly built entirely on the Salesforce platform. When setting up Flosum, it is installed directly into a Salesforce org. All of the tools' functionalities take place within Salesforce and the customer's firewall.

Data never leaves the force.com platform, no third party servers are ever used, and no one from Flosum ever has access to your orgs. Everything is 100% completely secure.

AutoRabit, however, runs entirely on Amazon Web Services (AWS), a third party server. Here, all functions occur including application logic, deployment processing, data migration and more.

To perform these functions, AutoRABIT pulls the customer's information out of the Salesforce org and into this third party platform (outside of the firewall) and then shifts it back to the customer's org. This action causes numerous security vulnerabilities.

salesforce

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Technology

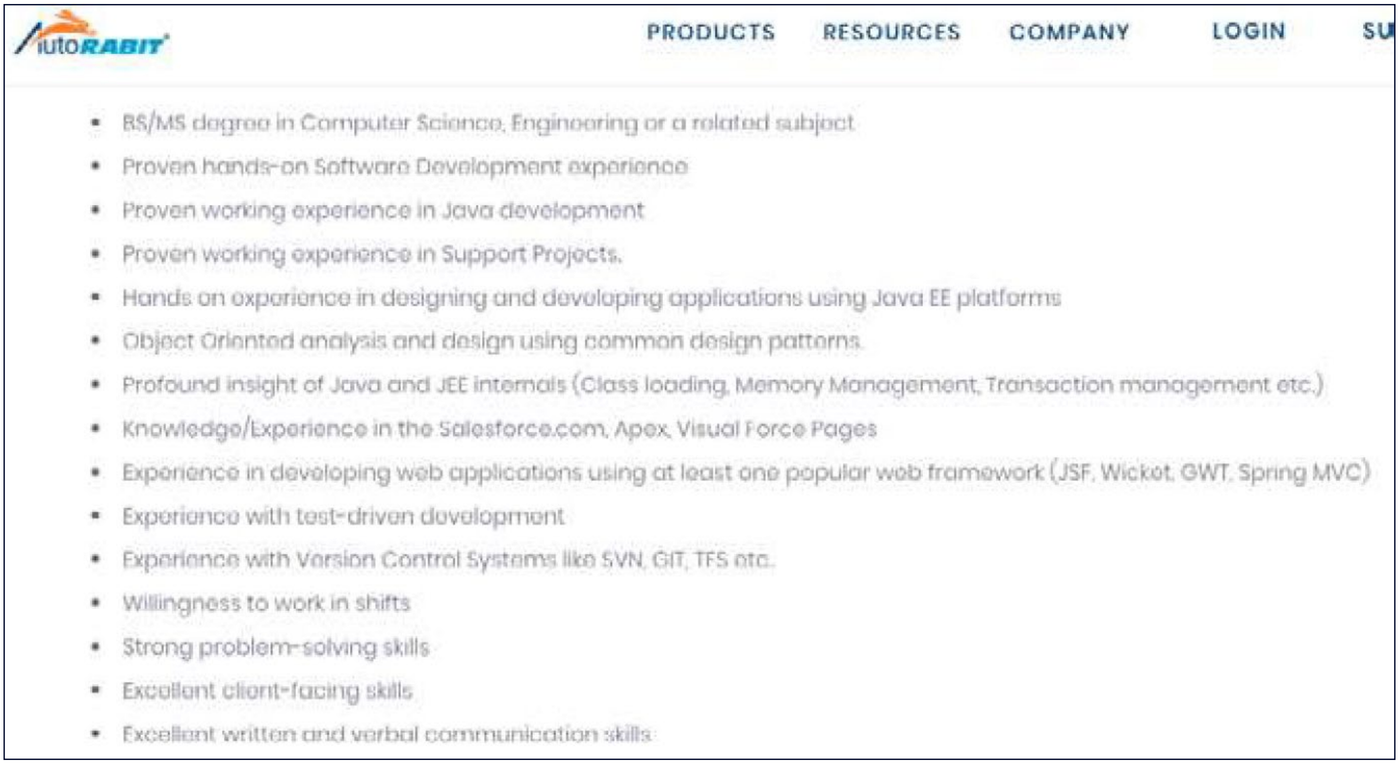
While Flosum functions entirely within Salesforce, AutoRABIT is a complicated program built using Java, SQL Database and a full Proprietary Infrastructure. The screenshot below demonstrates an AUTORABIT job posting for a Software engineer. As you can see, they list a large number of web frameworks they use: JFS, Wicket, GWT, Spring MVC etc.

Due to the complexity of the AutoRABIT structure, it creates tedious problems for ordinary admins and even some skilled developers to properly utilize.

Additionally, in order to perform simple functions such as an upgrade, AutoRABIT must have their experts do it behind the scenes. Flosum, however, allows users to perform these types of functions directly, following Salesforce technology.

Complicated User Interface

AutoRABIT built their own user interface, which is difficult and clunky to use. In fact, this is one of the most common complaints we hear about their software. Flosum, however, utilizes the Salesforce interface, so it is already familiar to users and easy to navigate.



- BS/MS degree in Computer Science, Engineering or a related subject
- Proven hands-on Software Development experience
- Proven working experience in Java development
- Proven working experience in Support Projects.
- Hands on experience in designing and developing applications using Java EE platforms
- Object Oriented analysis and design using common design patterns.
- Profound insight of Java and JEE internals (Class loading, Memory Management, Transaction management etc.)
- Knowledge/Experience in the Salesforce.com, Apex, Visual Force Pages
- Experience in developing web applications using at least one popular web framework (JSF, Wicket, GWT, Spring MVC)
- Experience with test-driven development
- Experience with Version Control Systems like SVN, GIT, TFS etc.
- Willingness to work in shifts
- Strong problem-solving skills
- Excellent client-facing skills
- Excellent written and verbal communication skills

Security Issues

Access to your production data

Most customer's don't realize because AutoRABIT requires access to your org in order for it to run on AWS, they also possess full backdoor access to customer information. Since AutoRABIT also handles data migration, they not only have possession of code and metadata, but also actual data as well.

Who has access to Data

The personnel who have access to customer's data at Salesforce are all within the United States and vetted with the utmost scrutiny. Data center employees must complete an extensive background check including mandatory FBI screening, drug screening, criminal screening every six months. Because with Flosum, data never leaves the Salesforce Platform, users can rest assured their data remains in safe hands.

Third party platforms, like the one on which AutoRABIT runs, do not upheld to their data center employees to the same standards, and they are often offshore, which in turn presents a huge security risk.

Who Cannot Use AutoRABIT

Many countries such as Canada and Singapore cannot use third party servers because, by law, data is not allowed to leave their country. They also cannot be used by government, financial or healthcare institutions because of the highly sensitive nature of their data. Therefore, users in these countries and institutions cannot use AutoRABIT.

Flosum on the other hand, has customers in both Singapore and Canada, and numerous clients in the financial, healthcare and government sectors. In fact, Flosum is the only release management solution approved for use on the Government Cloud.

✓ **With Flosum, data never leaves the Salesforce Platform, and users can rest assured their data remains in safe hands.**

✓ **Flosum is the only release management solution approved for use on the Government Cloud.**

Security Issues

Salesforce’s Security Guarantee

AutoRABIT has been delisted from Salesforce’s AppExchange, meaning the app is no longer supported by the Salesforce platform. Salesforce can not guarantee it to work within a company’s organization nor can they guarantee it meets any security standards. AutoRABIT is solely responsible for vulnerability scanning and ensuring there are no issues in their product.

In contrast, Salesforce has completely reviewed the Flosum app (because it sits entirely on the force.com platform) and with Flosum, Salesforce is entirely responsible for your data security.

New Service Level Agreement Required

Because Flosum runs entirely within Salesforce, existing Service Level Agreement’s apply and Salesforce is responsible for all server maintenance and upkeep.

However, AutoRABIT requires their own set of SLA’s since their personnel are responsible for keeping services working on the AWS platform, while also dependent on AWS for server maintenance and upkeep..

Compliance Certifications Not Attainable

Most customers spend a lot of time ensuring the Salesforce platform meets compliance needs. Some customers must adhere to industry regulations while others operate in a very regulated ecosystem. Salesforce is fantastic at meeting and exceeding these compliance needs. For example, it fully complies with the HIPAA regulations for the life sciences and health care industry, as well as with the industry regulations for the financial services sector. Salesforce is also compliant for federal certifications.

Because Flosum resides completely within Salesforce, it can provide all of the certifications that Salesforce can such as HIPAA, PCI, ISO 27001, 21 CFR Part 11, 210, 211, 820, Annex 11, GAMP, CGMP.

However, because AutoRABIT is built on AWS, it can carry none of those certifications.

Flosum is the #1 RATED app on the Salesforce Appexchange.

Complicated, Git-based system

AutoRABIT relies heavily on Git for many of its functions. And while Git is a great development tool, it requires extensive developer knowledge. It was also not originally intended for Salesforce development, which causes handling some of Salesforce's unique needs complicated.

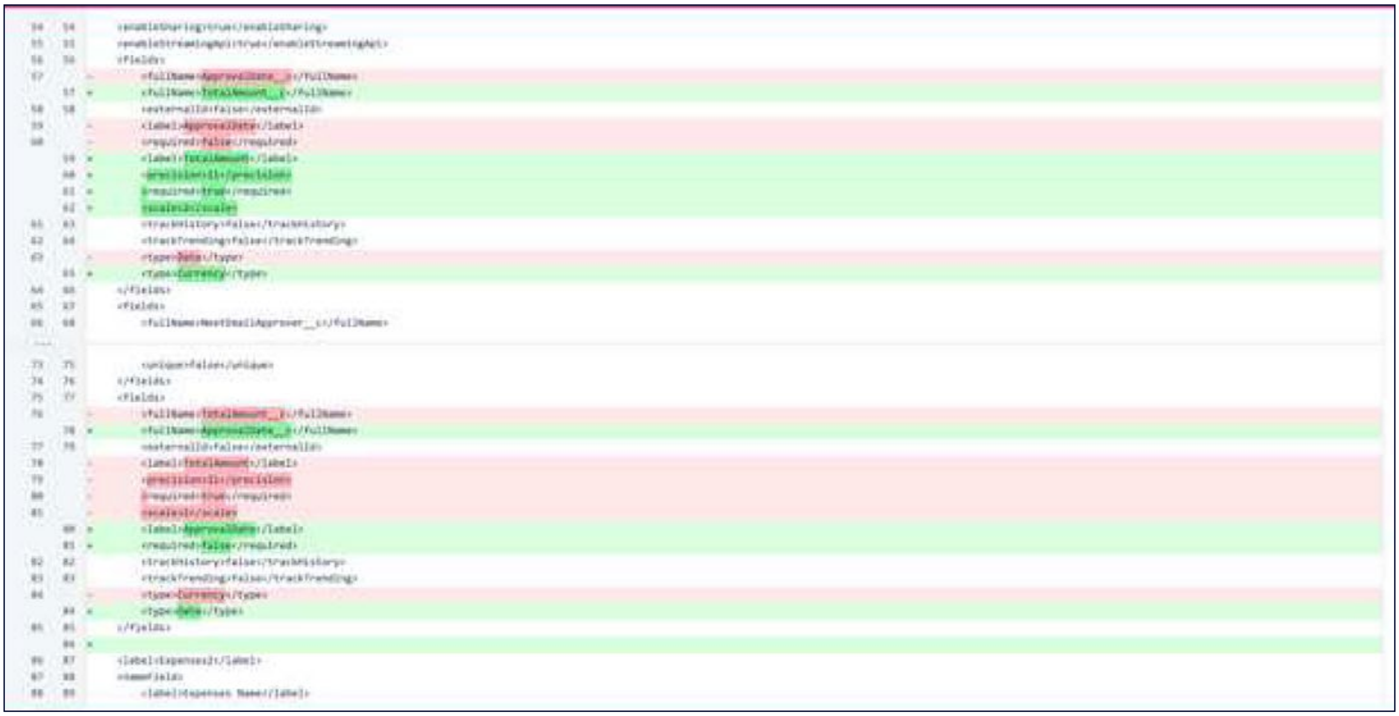
Flosum however, was purposefully built for Salesforce. It's fully integrated, used in conjunction with Git, making numerous processes easier, eliminating many Gitbased pain points. Below are some areas where this comes into play with AutoRABIT vs. Flosum.

Merge Logic

Flosum has it's own merge conflict tool built specifically for Salesforce. It's ability to quickly analyze code, provide side-by-side comparisons and easily merge conflicts for all components (including lightning makes this process a breeze. For more information on Flosum's Merge Conflict functionality check out our video.

AutoRABIT on the other hand, has an extremely complicated conflict process relying heavily on Git for resolutions. If you follow this link you can take a closer look at their complex Git based strategy. Not only is this strategy extremely complicated, the algorithms utilized to decide which method will resolve a conflict are inconsistent, so the way a merge is handled becomes almost random.

Furthermore, this process relies heavily on the user to decode the complicated process and take action. In the below example we have a Git based Merge. See if you can quickly decipher how many merge conflicts there are.



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+
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    <nameField>
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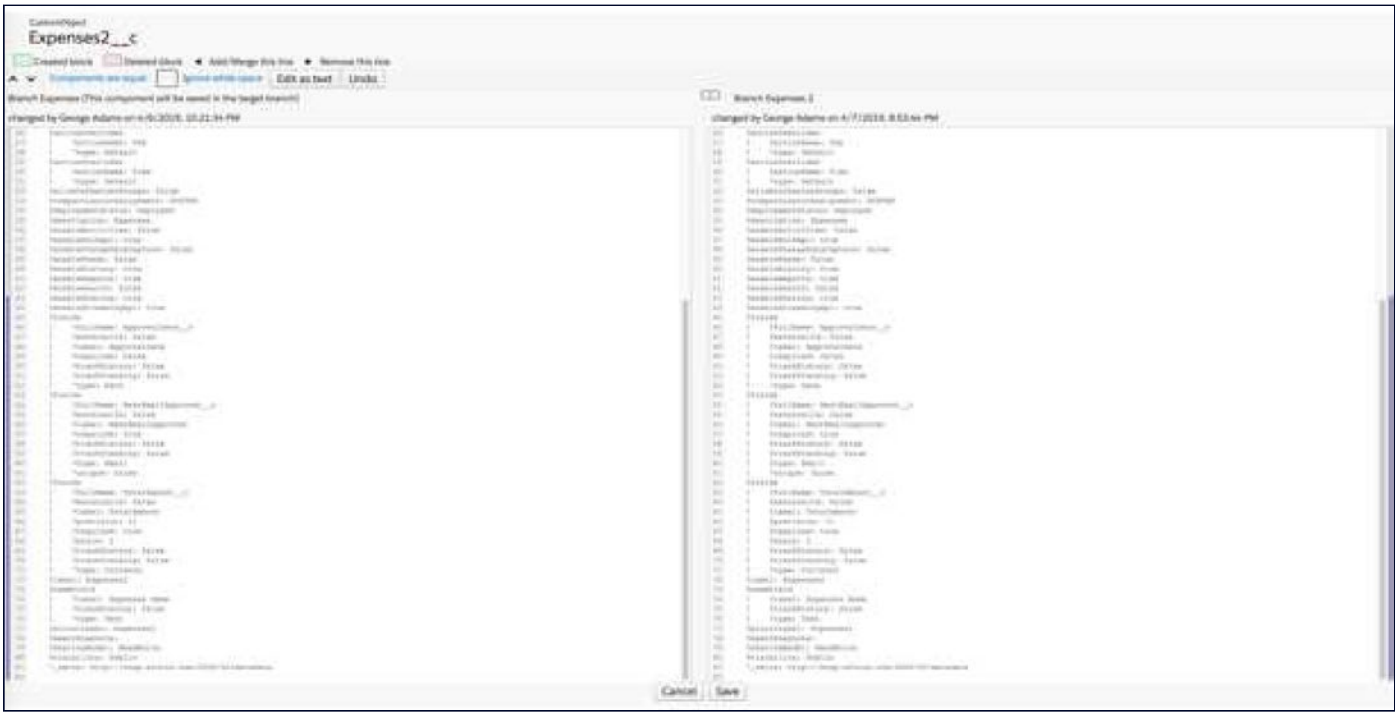
```

You may have said 9 or 12 or 14. But those answers are all wrong. In actuality, there are no conflicts! The developer simply changed the order of components, which caused Git to show them as conflicting.

In contrast, Flosum's technology makes merging a breeze. Our auto-resolve tool easily compares all of the code. Here is the result of that same merge in Flosum.



As you can see, Flosum determined no conflicts occurred. If there were conflicts however, we would easily go through and resolve each one by pulling code directly into Flosum, rather than having to do the changes manually in each org like we would when using AutoRABIT's Git based logic.

Cannot Be Used By Admins

Flosum was purposefully built with a 'clicks-not-code' philosophy so that it can be easily used by any user that is already familiar with Salesforce.

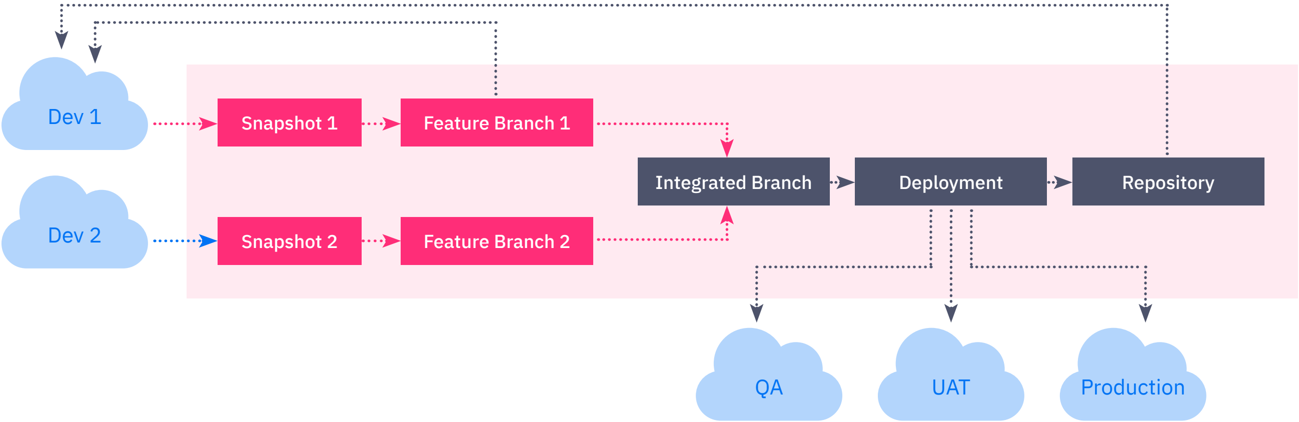
AutoRABIT, however, heavily relies on Git which requires extensive developer knowledge.

Therefore it becomes inaccessible to admins who lack an extensive development background. The merge of conflicts for instance could not be handled by most admins - leaving a large chunk of the development team in the dark. Furthermore, because the AutoRABIT platform is so complex, it adds another layer of expertise needed to utilize their services.

Extremely Complex Branching Strategy

If you follow this link, you'll see AutoRABIT's branching strategies - which are Git based and all highly complex. In most cases, in order to shift changes through a developer's sandbox to QA to UAT to Production, branch merging and sandbox merging must occur at each of the branch and sandbox levels. That is seven different merges taking place and seven different environments to keep code in sync. Multiply this by multiple developers making changes and it equates to huge headaches and a lot of wasted time.

In contrast, check out Flosum's branching strategy below:



Here, we have a code merge occurring at the integration branch level, which can be used to create a deployment and effortlessly move changes from QA to UAT to production. Flosum's Impact Analysis feature compares the code from each target branch directly with the code from each target org, and therefore eliminates the need for the QA branch, UAT branch and Production Branch. Furthermore, Flosum's technology ensures you never overwrite any code when shifting it from org to org.

The result is 30% of developer time saved, and no headaches to deal with.

30%

time savings on development

Flosum's technology ensures you never overwrite any code when shifting it from org to org.

Version Control is only Git Based and requires 50% More Steps

Because developers are tied to the Git Version control system, the process of keeping branches and teams in sync is very complicated and requires multiple steps.

First, users must perform a validation, then check for merges. While AutoRABIT possesses an automatic merge function, it is very inaccurate and routinely creates errors, so developers must return and manually check each one. Finally they must merge branches.

Additionally, Git based version control cannot handle declarative merge components or any of the complex components Salesforce utilizes, such as lightning components, static resources and aura definition bundles. While Flosum integrates fully with Git, it also offers a native Version Control system which is far easier to use, handles all Salesforce component types and saves developers significant amounts of time.

For more information about our Native Version Control System click here.

Not Easily Extendable or Customizable

Because AutoRABIT is a complex platform, any customization required translates to a clunky, expensive process. In contrast, since Flosum is built entirely on Salesforce, it's extendable and provides any possible Salesforce customization.

Flosum is extendable and provides any customization managed on Salesforce.

Data Migrator

While AutoRABIT possesses a data migrational tool, the security issues described above mean when data is migrated, it again must move directly into AutoRABIT's infrastructure hosted on AWS, which in turn causes immediate loss of compliance.

Flosum's data migrational tool however, easily moves relational data between orgs without ever leaving the Salesforce platform. Furthermore, data can be scrambled for added security when moved, while AutoRABIT does not allow for this functionality.

For more information on our Data Migration solution click here.

In this article we have demonstrated some of the key factors that differentiate Flosum from AutoRABIT. For further information, please reach out to us at hello@flosum.com

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