

*The development and expansion of the*

**DURASPACE™**  
*SERVICES*

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Services Product  
Manager

# *Agenda*

- ⦿ Services Review
  - History
  - Features
  - Focus
- ⦿ Trends
- ⦿ Financials
- ⦿ Forecast
- ⦿ Goals
- ⦿ Questions?

## *History*

2009:  
Initial  
Development

2009:  
1<sup>st</sup> Pilot  
(storage)

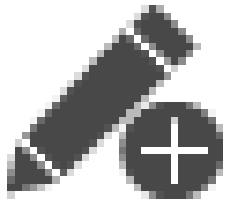
2010:  
2<sup>nd</sup> Pilot  
(compute)

11/1/2011:  
**PUBLIC  
LAUNCH**

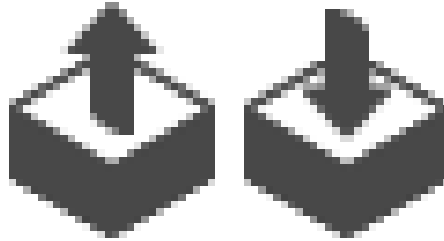
2012-3:  
Integrations

2014-5:  
Chronopolis  
/DPN

## Features



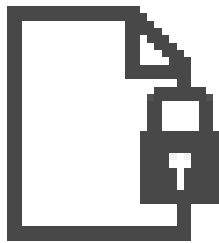
Open  
source



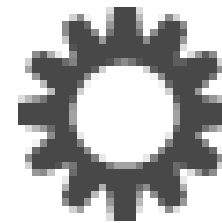
Offsite storage



Synchronization



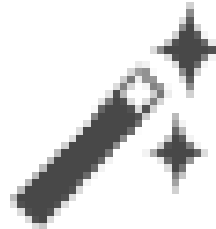
Content  
health  
checks



Integrations



Multiple  
copies



DuraSpace billing  
and agreements



Multiple storage  
providers

## *Focus for 2015*

- Expand customer base
- Streamline base DuraCloud software
- Complete DuraCloud+Chronopolis integration
- Launch DPN node?
- Continue to pursue beneficial integrations to expand use of DuraCloud

## *History*

2012:  
Initial  
Discussion

Mid 2013:  
1<sup>st</sup> Pilot

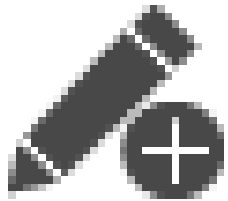
Late 2013:  
2<sup>nd</sup> Pilot

3/4/2014:  
**PUBLIC  
LAUNCH**

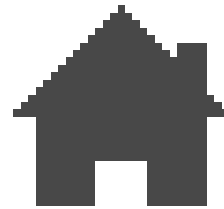
2014:  
DSpace 4.x  
Upgrades

2015:  
DSpace 5.x  
Upgrades

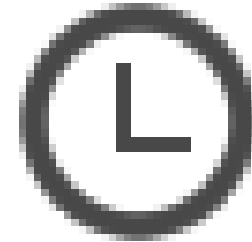
## Features



Open  
source



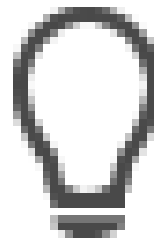
Managed  
installation



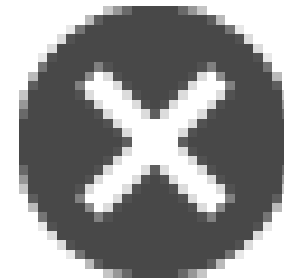
Annual  
upgrades



Automatic  
preservation in  
DuraCloud



Quick and  
easy start-up



No  
content/vendor  
lock-in

## *Focus for 2015*

- Expand customer base
- Upgrade all customers to DSpace 5.x
- Transition current and new customers to new mobile-friendly theme
- Grow revenue and ultimately contribute back to organization



# History

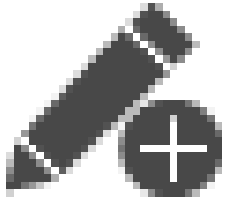
2014:  
Initial Discussions  
w/Artefactual

Late 2014:  
1st Pilot  
(functionality)

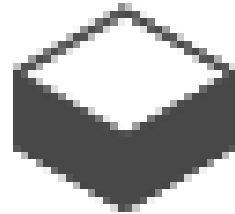
Early 2015:  
2nd Pilot  
(scalability)

2/18/2015:  
**BETA PUBLIC  
LAUNCH**

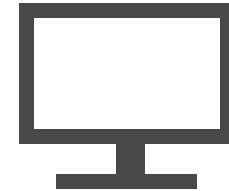
## Features



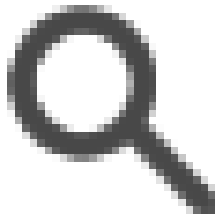
Open  
source



Standards-  
based  
packages



Web  
dashboard



Micro-  
services



Secure  
storage

## *Focus for 2015*

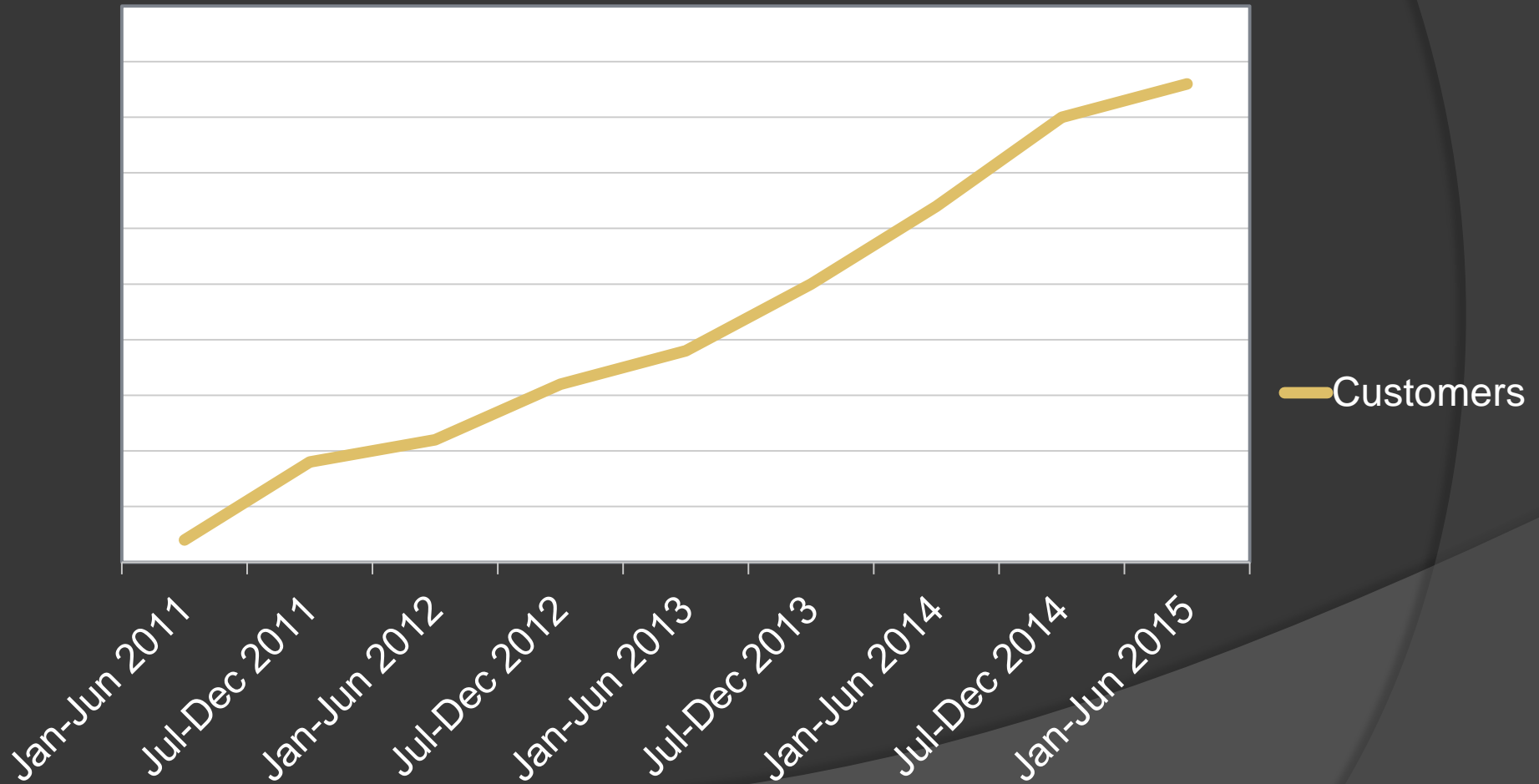
- Establish customer base
- Diversify DuraSpace service customer base by reaching new markets (state archives, museums, etc.)
- Refine hosted software implementation
- Assess additional features, functionality, and add-ons as they make sense

# *Service Trends*

- ◎ Institutions of all sizes are implementing repositories as content collections continue to grow.\*
- ◎ Increased support, comfort, and adoption of hosted services.\*
  - In some environments, hosted is preferred.
- ◎ Starting to see adoption in multiple sectors: public libraries, non-profits, government agencies, associations, etc.

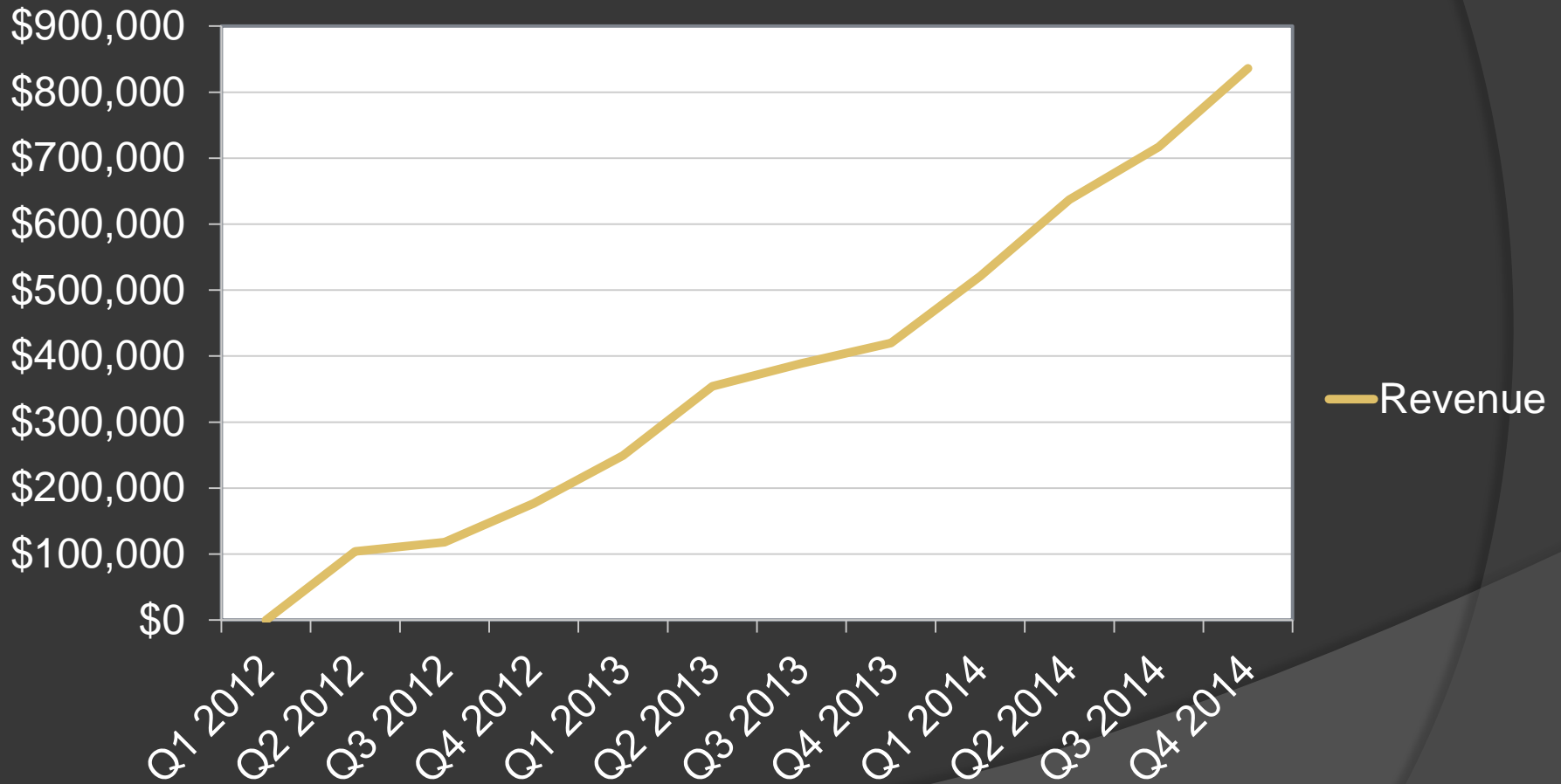
# Service Trends

## Customer Growth



# Service Trends

## Service Revenue Growth



# Financials

## DuraSpace Cloud Services Funding & Expenses CY 2014

<b>Income</b>	
DuraCloud	\$351,500
DSpaceDirect	\$93,500
<b>Total Income</b>	<b>\$445,000</b>
<b>Grant Funding</b>	
Moore Grant (2013 Retained Earnings)	\$345,000
<b>Total Grant Funding</b>	<b>\$345,000</b>
<b>Expense</b>	
Payroll/Taxes/Benefits	\$454,500
Outsourced Services	\$264,500
Office/Overhead	\$13,000
Travel	\$22,500
Marketing	\$6,500
<b>Total Expense</b>	<b>\$761,000</b>
<b>NET Retained Earnings</b>	<b>\$29,000</b>

# Forecast

## DuraSpace Cloud Services Projected Funding & Expenses CY 2015

<b>Income</b>	
DuraCloud	\$550,000
DSpaceDirect	\$150,000
ArchivesDirect	\$75,000
<b>Total Income</b>	<b>\$775,000</b>
<b>Other Income</b>	
Grant (exploratory)	\$75,000
2014 Retained Earnings	\$29,000
<b>Total Other Income</b>	<b>\$104,000</b>
<b>Expense</b>	
Payroll/Taxes/Benefits	\$429,000
Outsourced Services	\$294,000
Office/Overhead	\$13,000
Travel	\$22,500
Marketing	\$8,500
<b>Total Expense</b>	<b>\$767,000</b>
<b>NET Retained Earnings</b>	<b>\$112,000</b>



# Goals for 2015

- Integrations to expand services to more use cases
  - e.g. research data, digital humanities
- Explore the “big data” issue (100TB +)
- Create DuraSpace services advisory board/panel
  - Who wants to join? 😊
- Cultivate services “community” like open source projects
- Give back to the DuraSpace organization!

# Questions?

- Contact me

- [csmith@duraspace.org](mailto:csmith@duraspace.org)

- More information

- <http://duracloud.org>
- <http://dspacedirect.org>
- <http://archivesdirect.org>