



When the business started to take off, growing from zero to \$325 million in three years, Burke saw that the company was running almost all of the business—including billing, pricing, customer care, and the interaction management—on one huge, monolithic system.

"We were going to be expanding into new markets and supporting the business on one centralized system," says Burke. "By 2009, it was painful to do deployments. The right team would work at midnight and go all night, and then the morning team would come in and repair what was wrong," he says. "It was hard to put a production environment on our test environment because the production was so big and complex. The process burdened our IT team and frustrated the business."

Burke recognized that he had to replace the Waterfall development model his team had been using with something better. "Waterfall was such a long, slow process," he says. "We would develop some new functionality, but by the time we deployed it, the business was no longer interested and had already moved on to the next thing."

It took a little convincing of both his development team and his business partners, but over the next eight months, Burke moved Ambit Energy to a new development model. In another major move, he reorganized his department to have nine dedicated software teams to align to the company's main business units.

"At first, everyone was very excited about what, to us, was a pretty radical organizational change," Burke says. "They said, 'This is great. The business the managers can go directly to their dedicated development teams and tell them what they want.' It was very empowering to them, and they were motivated to make a lot of change."

But that excitement was short lived when the development teams realized that they had not solved the primary obstacle to driving rapid change. "The development teams were broken into business units, but we still had one huge central system, so we were still doing

late-night pushes," Burke says. "We had a very different level of management and empowerment, but then we realized that nothing changed. When it came to making system changes, we were in the same boat."

Learning from Amazon

Around that time, Burke and senior developers and architects were all talking about Amazon and how Amazon, Netflix, and Google were changing their development practices. People were talking about an approach that let people give to his development team at Amazon when they had a problem. "This is a distribution problem," Burke says.

"Bezos told them, 'You need to take your own piece of this large application and rip it out from the rest. As long as you provide APIs to the large application, you can write your own piece in any language on your little interfaces that have to always be working.'"

So Burke and Burke had an open discussion with his development team about whether they could rip their application into smaller pieces. "There were a small minority of developers who were excited it was possible, so we had to give it a shot," he says.

Introducing DevOps

Burke and his team renamed the software engineering team "DevOps" in part to herald the intention of getting code from development to production. "DevOps" meant automating and publishing your code faster. "Our DevOps people were not really happy when we first renamed the team," says Burke. "But we had to move their mindset from gatekeeping to facilitating change. That was one of the hardest things I had to do to get them to see their role as facilitating rapid deployment in pushing code."

This meant that, rather than write code manually, we

developers now had to configure deployments that were mathematically correct, and they had to do it by hand. It was a manual, error-prone process. “That kind of process really makes you think through all of the configurations on your system,” says Burke.

Burke identified a few key architects who believed in the automated continuous delivery model and coached them to bring the mission to the rest of the team. “I had a hard time convincing these leaders, the people who had been trained to automate development were starting to get excited about it.”

While Burke was reorganizing and appointing leadership, he still had this large application he had to split up, and the organization was growing fast. “We didn’t have an R&D department to figure this out while we performed our day jobs,” Burke says. “We were all working on things that matter to the business and at the same time we had to figure out how to break our large system into much smaller, business-aligned systems.”

To break the application into smaller pieces, Burke had to figure out what was making the system so hard to manage. It wasn’t just the number of servers they would need, but to Burke, that was the easy part. In addition to changing the mindsets of the team, Burke had to get the business getting behind the business. “It was now 2011, and while the business had gotten excited about the idea of dedicated development teams, they started to lose faith when we couldn’t get any deployments out the door. We had to convince our business partners to take the chance and allow us to rip apart the application.”

In the end, after a two-year initiative, Burke and his team did rip apart the application and are now in automated continuous delivery heaven. “We got to the point where we were doing roughly four deployments a day and we never saw a hiccup. Our business teams have been on fire because they can’t wait for us to get things done. They can get things done.”

Burke’s experience is a testament to the fact that DevOps is more

than a new approach to development and infrastructure. It’s a cultural change that involves a massive change in the way all professionals inside an organization interact. “You can never make the leap to DevOps,” says Ralph Loura. “It can never really hit, that’s why it’s so hard to do. It’s not just because they want somebody’s eyeballs on the process. It’s like being a parent, if you can’t consistently put your parent on your shoulders, they never learn that choices have consequences. It’s the same with developers. If a developer makes a mistake and someone in operations catches it before the program goes into production, the developer never really learns with DevOps, the developers are the ones who get worked up and are in the process because their code failed. DevOps truly awakens and engenders a versatile, simultaneous, other team developers create and solve their own