GitLab and Google Cloud

GitLab is a complete DevOps platform, delivered as a single application. From project planning to monitoring, GitLab provides efficient, centralized collaboration for enterprise organizations and development teams. For more co-sell information, see this doc.

Solution benefits
- **3x faster cycle time**: A complete solution for end-to-end DevOps significantly reduces time to delivery and speeds upcycle times by nearly 3x
- **Increase resource efficiency**: Rework and wait times are essentially eliminated by enabling teams across the lifecycle to work concurrently
- **Simplified Dev & Ops toolchain**: provides visibility into bottlenecks in the SDLC to make rapid improvements.

Key differentiators
- **Optimized for Kubernetes**: enabling seamless deployments to Kubernetes from a single application
- **Built in Security & Compliance**: One interface, one user-model, one data model for DevSecOps
- **Leading SCM & CI**: The backbone of a DevOps toolchain - in one application

Who are we targeting?
- **Verticals**: large enterprises across all verticals
- **Departments**: software development organizations with shift to cloud, Managed Services, Product Management and IT Operations
- **Size**: 100-2000

Availability
- **GitLab on GCP Marketplace**
- **SaaS offering gitlab.com** (runs on GCP)
- **Self-managed** in the cloud

Customers (hyperlinks)

Use case

**CLOUD NATIVE COMPUTING FOUNDATION**

“GitLab takes the culture of the community and brings it to where you can actually codify how humans can interact together well. That’s difficult to capture, and I think GitLab does a really excellent job of not forcing people but really encouraging a collaborative beneficial work environment.”

- Chris McClimans
  CROSS-CLOUD CI PROJECT CO-FOUNDER

Discovery questions
- Describe the tools in your current DevOps toolchain. What are the main challenges / friction points with these tools?
- Describe your strategy around cloud native software development. How do you plan to operationalize that?
- Are you looking to quickly get started with Kubernetes or serverless on GCP?
- When security issues are detected, what’s the process to remediate?

Average deal

<table>
<thead>
<tr>
<th>Target deals</th>
<th>Deal cycles</th>
</tr>
</thead>
<tbody>
<tr>
<td>$10,000–$100,000</td>
<td>1–3 months</td>
</tr>
</tbody>
</table>

Upsell opportunities (land + expand model)

Solution integrations
- **GKE** and **GKE On-Prem** (Anthos)
- **Cloud Run**
- **GKE, App Engine, & Google Functions**

Visit [https://about.gitlab.com/solutions/google-cloud-platform](https://about.gitlab.com/solutions/google-cloud-platform) or contact Mayank Tahilramani ([mayanktahil@gitlab.com](mailto:mayanktahil@gitlab.com))