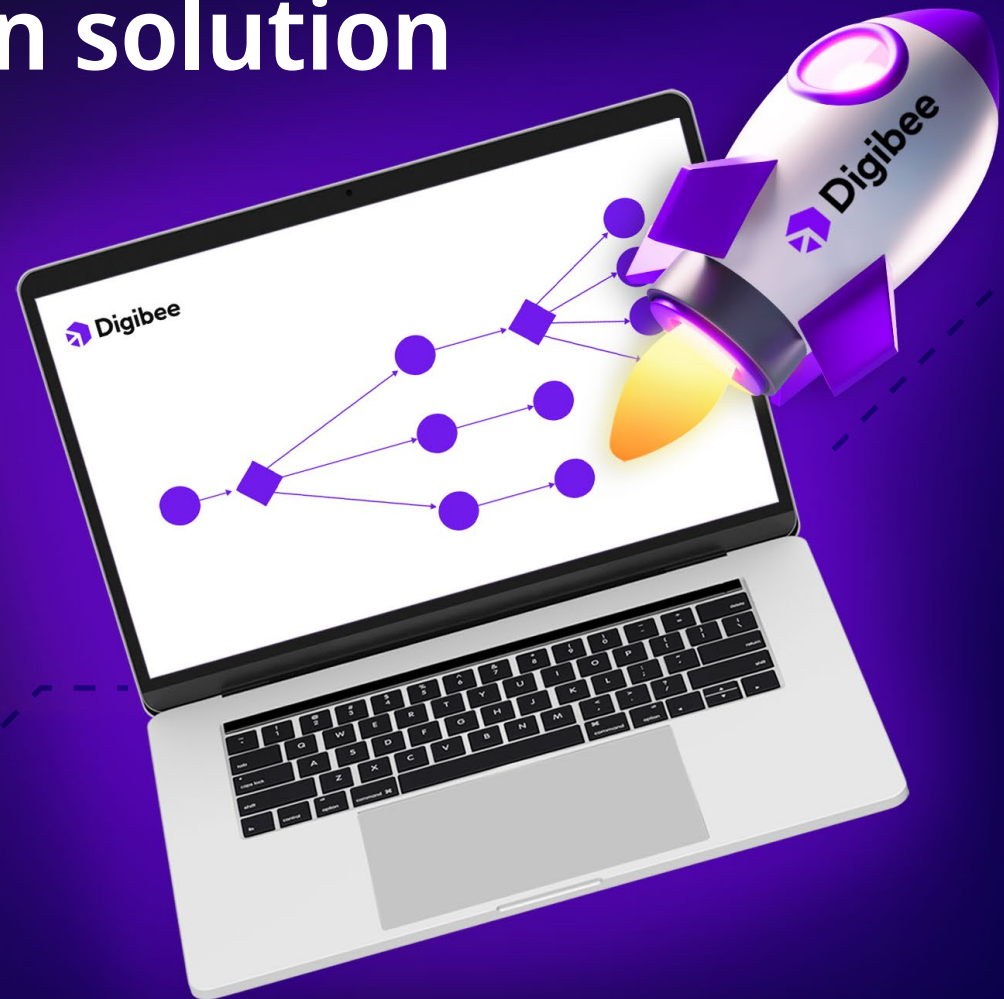


# 5 (+1) reasons for MuleSoft customers to choose a modern integration solution





TO

MULESOFT CUSTOMERS EVERYWHERE

Dear MuleSoft customer,

The vital role that integration plays within the enterprise has sparked the growth of an entire industry, pivoting from traditional, monolithic products, to modern cloud-based solutions. While the technology continues to expand and evolve, organizations saddled with MuleSoft's legacy integration product find themselves rapidly falling behind due to:

- **End of life / end of support cycles:** time-consuming (and constant)
- **MuleSoft IT backlogs:** ever-growing due to resource limitations
- **Developer enablement:** expensive certification and training that reduces the resource pool
- **Product complexity:** difficult to use (even with certification)

There's no denying that MuleSoft has been around for a long time. In fact, many Digibee customers began their integration journey with MuleSoft, making the shift to Digibee to gain the agility they need to compete in a digital-first world of today and tomorrow.

But this eBook isn't about focusing on pain points. It's about alleviating them. [Read on.](#)

**Peter Kreslins Junior**  
CTO and Co-Founder, Digibee

A successful integration strategy provides connectivity for processes, opportunities to maximize revenue, and actionable data that benefits the entire organization.

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## Legacy vs. modern

Choosing the right integration platform provider is a critical and time-sensitive decision, with ramifications for the very future of your business. So you may assume that the industry veteran is your safest bet.

MuleSoft is a long-established name in integration and most enterprises have heard about the product. So the choice for an iPaaS might seem obvious.

But we disagree. MuleSoft is how the world used to integrate. But things change. Business needs evolve; new technologies emerge. The way it's always been done is **no longer an effective strategy**.

Before you finalize your integration strategy, here is some food for thought.

## A connected enterprise

Integration is necessary, but it doesn't have to be difficult, or expensive.

An effective integration strategy provides you with both big picture and granular views of your business, your customers, and all of the interactions that transpire.

**These connected workflows, data, and systems are crucial to an efficient operation, eliminating common pitfalls such as:**

- **Siloed data:** Information trapped in different systems leads to repetitive workflows, damaging the customer's experience and interactions with your brand
- **Lack of insight:** Mismanaged data and inaccuracies in reporting introduce errors into your systems, negatively impacting business analytics and insights
- **Increased spend:** Implementation issues blow up project timelines and budgets, forcing you to allocate more resources or hire third-party experts to complete the work

Regardless of your integration project size, whether you've successfully implemented integrations before or are venturing into this world for the first time, the technology you select must support the specific needs of your business.



## A side-by-side comparison

MuleSoft Anypoint platform	Digibee iPaaS
<b>STRENGTHS</b>	<b>STRENGTHS</b>
<ul style="list-style-type: none"><li>• Excellent depth of functionality once fully deployed</li><li>• Supports modernization, digital transformation</li><li>• Delivers data, B2B, and event-driven integrations, with API management</li><li>• Expansive list of partnerships with global service implementers and over 1,500 certified professionals</li></ul>	<ul style="list-style-type: none"><li>• Excellent depth of functionality immediately</li><li>• Delivers data, B2B, and event driven integrations, with API management</li><li>• Preferred iPaaS solution for 250+ corporate customers</li><li>• Dynamic interface enables software engineers of all levels to build integrations immediately</li><li>• Simple, reasonable pricing model (only 3 SKUs!)</li></ul>



MuleSoft Anypoint platform	Digibee iPaaS
<p><b>CAUTIONS</b></p>	<p><b>CAUTIONS</b></p>
<ul style="list-style-type: none"> <li>• Significant and ongoing costs to train and certify developers</li> <li>• Complicated and expensive pricing model with 5+ components required to optimize functionality</li> <li>• Complex to use, even for certified integration developers</li> <li>• Time-consuming end of support cycles that impede productivity</li> </ul>	<ul style="list-style-type: none"> <li>• Still-growing name recognition and customer base in North America</li> <li>• A modern approach to integration that is unfamiliar to some established enterprises</li> </ul>

**Side-by-side is an option**

Don't assume your choice of integration solution is an either/or proposition. Some integration solutions (including Digibee) are built to work in tandem with existing solutions.

If you're committed to a traditional product because your organization has unique needs or has already invested heavily in MuleSoft, your options aren't as limited as you may think.





# 5 (+1!) reasons to choose Digibee

Not all integration solutions are created equal. Digibee's innovative iPaaS offers benefits that traditional providers can't match.

1

## Faster time to value

- Digibee's intuitive, ready-to-use platform reduces your time to market by 70%. Complete your integration projects in weeks instead of months (or years!)
- Our lightning-fast learning curve will have even junior software engineers and developers creating and implementing integrations in just 10 days
- Build, update, run, and operate complex integrations on a single platform to optimize productivity





## 2

### Subscription simplicity

- Traditional products like MuleSoft have complex pricing models that require a heavy investment in multiple components to achieve a fully functioning iPaaS. Extra charges for training, certification, support, and maintenance are difficult to quantify
- Digibee's "all in one" pricing model is simple, requiring only three SKUs with no limitations
- A new Digibee customer can get started for less than \$60,000 USD
- Pricing includes the Digibee-hosted iPaaS, all support and maintenance (24/7/365), and continuous education

## 3

### Comprehensive support

Digibee is more than an integration platform provider. We're an integration partner. Your subscription includes everything you need to succeed:

- Ready-to-work delivery and enablement team
- Comprehensive support (24/7/365) for implementation, development, training, and enablement
- Dedicated customer success team
- Guidance that empowers your team to learn and own integrations, enabling innovation and eliminating integration-related hurdles



## 4

### Low code for pro code integrations

An internal team of expert developers is difficult (and expensive) to maintain. With Digibee, your entire resource base is enabled:

- No need to hire certified developers for complex integrations. We empower the development team you already have in place
- Leverage our amazingly fast learning curve to fast-track productivity
- Transition valuable resources to focus on innovation versus time-consuming maintenance tasks





5

## No rip and replace required

- Digibee easily coexists with traditional products already entrenched in your ecosystem. Digibee quickly resolves long-standing issues that MuleSoft-certified developers have no time to fix
- Adding Digibee as a new partner is less expensive than rolling out more MuleSoft, while actually reducing complexity
- Custom protocols remove the limitations imposed by pre-built connectors, letting you build what you need to more rapidly create integrations

+1

## Bonus: burn the backlog

Maybe you're already a MuleSoft customer. You can still benefit from Digibee, even if you're committed to a traditional integration product.

You know that backlog of integration projects your team keeps pushing back? Digibee's rapid time to value and intuitive interface means junior developers can burn through the backlog while your experts focus on priority projects.





# What MuleSoft customers say...<sup>1</sup>

## about the MuleSoft Anypoint platform

### ■ ON VALUE AND PRICE

- “The first downside is the obvious commercial fact: MuleSoft is now owned by Salesforce. And by the side effect of being part of that group, the licensing costs and contract renewal mechanics have turned in the direction of how Mule’s parent company does business. In other words, expect to pay a premium price...”
- “Licensing cost has drastically increased, it’s now comparable to Oracle tools.”
- “The cost is very high for licensing and some connectors are paid connectors, so small companies can’t use MuleSoft for development and integration since costs are very high...”

## ■ ON ONBOARDING AND SUPPORT

□ “For a new person to learn the development of Flows and API creation takes a long time. Also, there are a lot of technical details that they need to learn, for which having a background in Java helps. Non-Java people are at a loss. The development setup is quite CPU and RAM-intensive. Monitoring logs needs to improve a lot.”

□ “Too complex for a newbie to understand. Need some babysitting for three months to train a newbie.”

□ “MuleSoft documentation is in the developing stage and won't be sufficient to complete the progress.”

## ■ ON IMPLEMENTATION AND USE

□ “MuleSoft is not a popular framework in the developer community and the number of opportunities for a job with MuleSoft is pretty limited, that is why it is hard to convince the engineering team to start using MuleSoft Anypoint Platform.”

□ “Anypoint platform has a design center where we can design our API spec. So it doesn't allow multiple users to edit the same API spec at the same time which is sometimes a little disturbing and time-consuming. We have to wait for the other person to complete their changes and then we can start our changes.”

□ “It is not possible to manage more than one deployment at a time in the Runtime Manager. Applications must be updated, started, or stopped individually, making upgrades tricky without scripting to use the API.”



# What Digibee customers say

You don't have to take our word for it. The work we do for our customers speaks for itself.

## Weir Engineering

The Weir Group partnered with Digibee to integrate its global corporate systems with local systems in over 50 countries worldwide for improved safety, efficiency, and sustainability.

- All integrations built and running in **less than one month**
- Process tracking in **near real-time**
- Integration roadblocks overcome with a **single, simple workflow**



5 (+1) reasons for MuleSoft customers to choose a modern integration solution





A photograph of a Payless Shoes store exterior. The store has a large, illuminated sign that reads "Payless SHOES" in white and orange letters. The store is open, and the interior is visible through the glass doors, showing shelves stocked with various styles of shoes and shoe boxes. A sign in the window says "ABIERTO" (Open).

Payless SHOES

## Payless Shoes

Digibee helped Payless integrate its newly launched ecommerce platform with over 200 physical stores across 15 countries, each with different legal and fiscal requirements to account for.

**<30**

Integrated a secure platform in **less than 30 days**

**200+**

Simplified processes to seamlessly integrate **200+ stores in 15 countries**

**24/7**

**Monitoring** to automatically identify any problems with real-time alerts

# The Digibee difference

Digibee's iPaaS bridges the gap between current systems and new technologies. We help you connect data and platforms that have never been connected before, regardless of underlying silos or legacy infrastructure- even if you've already implemented other integration solutions.

The Digibee difference is reflected in the three pillars that support our platform:

Time to value	Reduced complexity	Customer success
<ul style="list-style-type: none"><li>• Build integrations 10x faster using our interactive interface</li><li>• Deliver complex integrations in days or weeks instead of months or years</li></ul>	<ul style="list-style-type: none"><li>• Isolated for maximum performance, security, and availability</li><li>• 100% end-to-end visibility</li><li>• Increased reliability, reduced risk of downtime and disruption</li></ul>	<ul style="list-style-type: none"><li>• Limitless growth to manage changing needs with ease</li><li>• Developers now have bandwidth (and the technology) to innovate</li><li>• Work with a partner, not a provider</li></ul>



# Work with Digibee today

Digibee's iPaaS helps your organization succeed in its digital transformation—alone or alongside your existing MuleSoft suite of products.

Our low-code, drag-and-drop canvas empowers software engineers and developers of all experience levels to create integrations that maximize agility, innovation, and growth for your business. Whether you're an integration veteran or just embarking on your first integration journey, we're here to help. Our only objective is your success.

If you're interested in learning more about how Digibee differs from legacy integration products, visit [our resource hub](#) for access to blog posts, papers, ebooks, videos, webinars and more.



BOOK A DEMO