

Building Blocks and Stumbling Blocks

Designing for Scale and Innovation for the world's largest ticket marketplace

Charlie Fineman

We're not the size of mother eBay but...

- 5M orders on 1.5-2M Active listings
- About 45K events
- 20% YoY growth in sales
- A typical hour sees us serving about 6-800k complex pages and about 2M api calls (more on this later) powering affiliate sites around the web.
- We're also a lot smaller shop!

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Of course site performance but also...

- Operational efficiency
- Developer efficiency

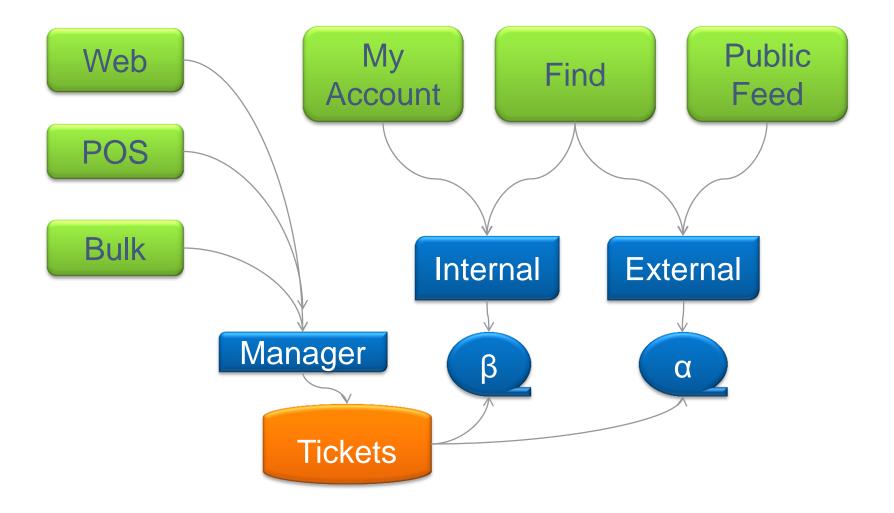


- Buyers demand up-to-date inventory... *buyer frenzy*
- Sellers are constantly updating prices and quantity...
 they are playing the market <u>on and off</u> StubHub
- Tickets are not commodities

So as you might imagine the tickets table gets hammered.

To Serve and Protect...



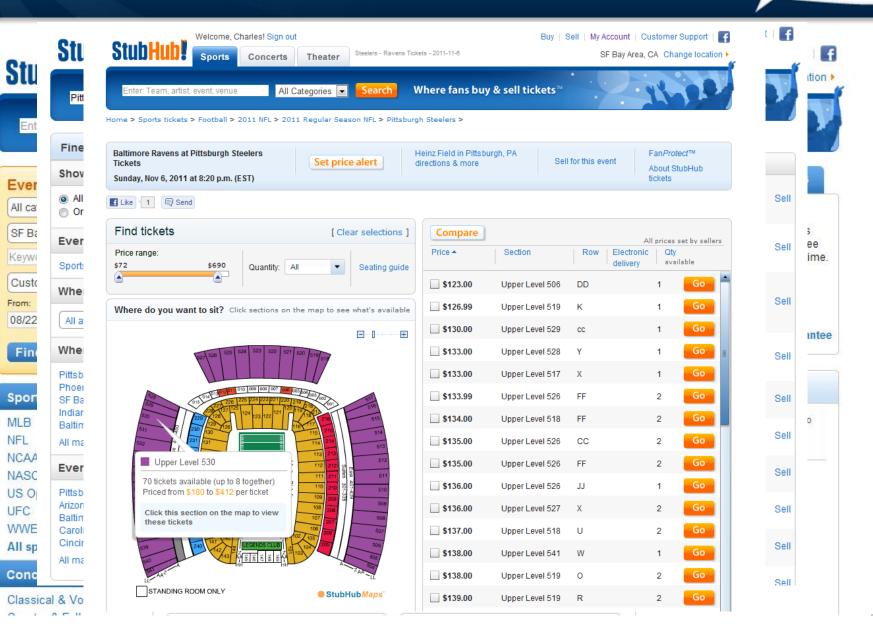


Double click into LCS

Stub Hub!

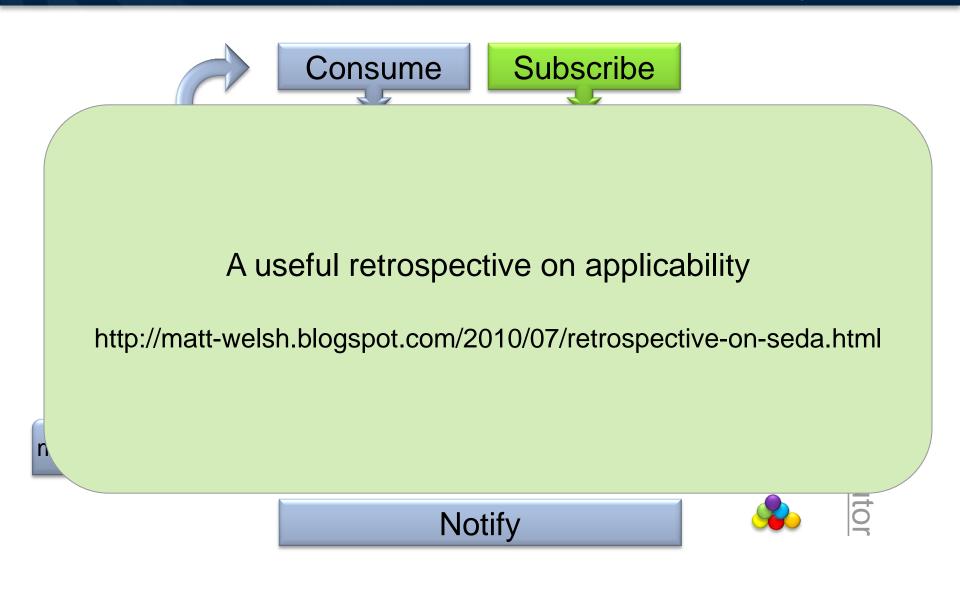


The Tailored Shopping Experience



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SEDA in the Master: Graceful degradation

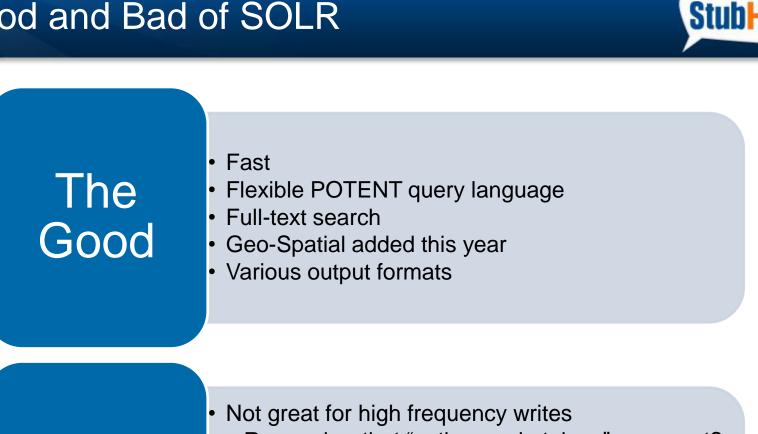


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Good and Bad of SOLR

The

Bad



Remember that "active marketplace" comment?

- Flat Data structures (well... there are lists) •
- Replication feels like an afterthought (so we built) our own)
- Search scores are relative, not absolute so not as good for "scrubbing"

Double Click into Browse (DCL)





| StubHub! Sports Co | or Register ncerts Theater | San Francisco 49ers Tickets | Buy | Sell My Account Ci S | | upport f Connect a, CA Change location • |
|---|---|-----------------------------|---------------------------------|---------------------------------------|-------|---|
| Enter: Team, artist, event, venue | All Categories 💌 | Search Where | e fans buy & se | ll tickets™ | • | SKP. |
| San Francisco 49ers Tickets 🏾 | +1 4 E Like 1 | 06 | | | | Get event updates |
| Categories Sports Football | R | 1 | - | San Francis | co 49 | ers Tickets |
| 2011 NFL 2011 Regular Season NFL > Fine tune results | 49ers Home | 49ers Road | 49ers Playoff | 49ers Schedule | | |
| All events | Event | | Date and time 🔺 | Location | | |
| Only events with tickets When | Arizona Cardinals at S Tickets | an Francisco 49ers | Sun, 11/20/2011 1:05 p.m. | Candlestick Park San Francisco, CA | Sell | See tickets Priced from: \$34 4,608 tickets left |
| All available dates | St Louis Rams at San | Francisco 49ers Tickets | Sun, 12/04/2011 1:15 p.m. | Candlestick Park San Francisco, CA | Sell | See tickets Priced from: \$40 7,089 tickets left |
| SF Bay Area, Californi (3 events) | Pittsburgh Steelers at San Francisco 49ers Tickets | | Mon, 12/19/2011 5:30 p.m. | Candlestick Park San Francisco, CA | Sell | See tickets Priced from: \$199 2,020 tickets left |
| San Francisco 49ers (3 events) | Page 1 of 1 | | | | | |
| | | | | | | |
| More ideas for you | San Francisco 49ers Tickets | | | | | |
| San Francisco Giants Tickets Oakland Raiders Tickets 2011 NFL Tickets San Jose Sharks Tickets Arizona Cardinals Tickets | San Francisco 49ers Tickets | | | | | |
| | As the Niners look to make a serious move in the NFC West, you won't want to miss a single second of the action. For those not in the know, Patrick Willis is already a superstar and arguably the best linebacker in the league, giving the 49ers one of the best defenses around from season to season. You can't go wrong with heading out to all of the biggest games on the schedule, so turn to StubHub for all the tickets you need. | | | | | |
| | San Francisco 49ers 2011 Tickets | | | | | |
| | The 49ers began playing in the NFL in 1950, and since then NFL tickets to see the team from San Francisco have been some of the most sought-after in all of the National Football League. The 49ers of the 1980s and 1990s are considered to be some | | | | | |

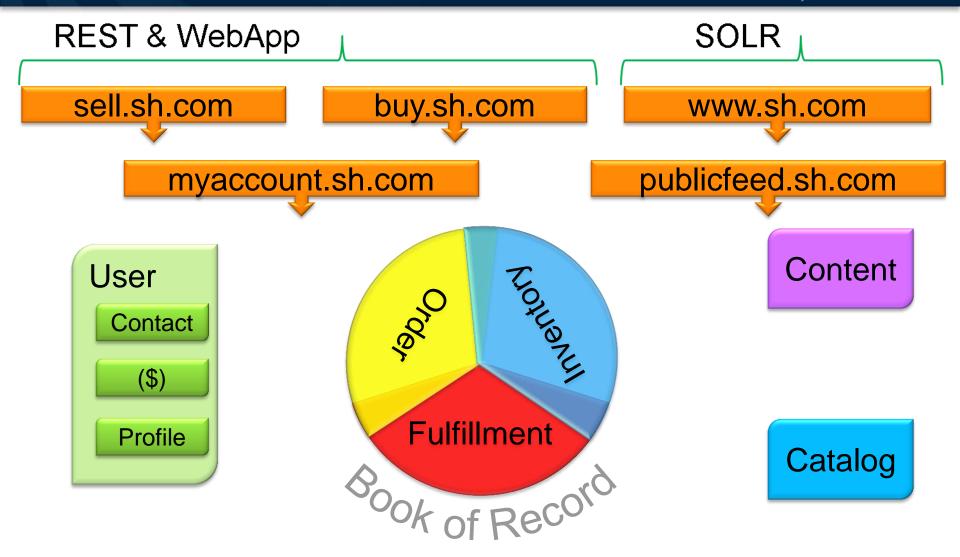
Scaling Operationally

- Efficiently handling the nominal cases
 - Customer self service
 - Getting payments out quicker
 - Electronic integration
 - Primary
 - Point-of-(re)sale
- And the out-of-ordinary
 - Fraud
 - BPM



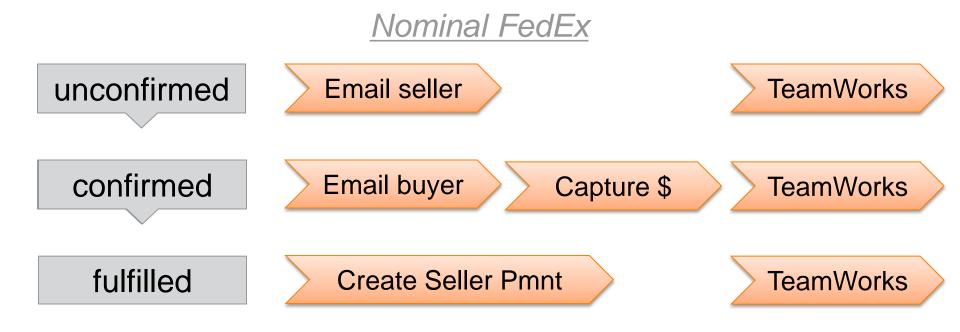






Order Lifecycle made life easy(er)

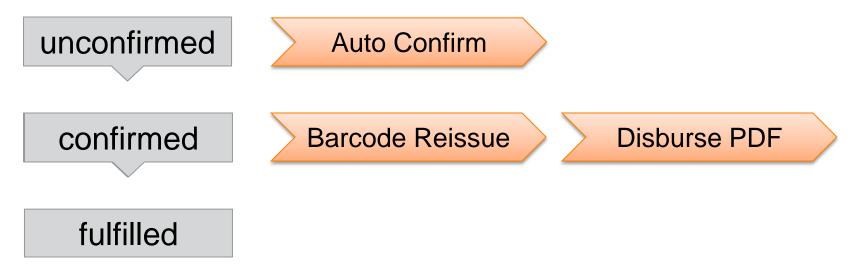




Order Lifecycle made life easy(er)



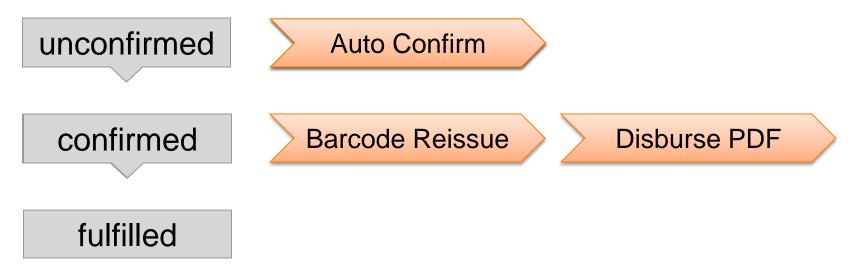
Electronic Fulfillment



Order Lifecycle made life easy(er)



Fraud Avoidance

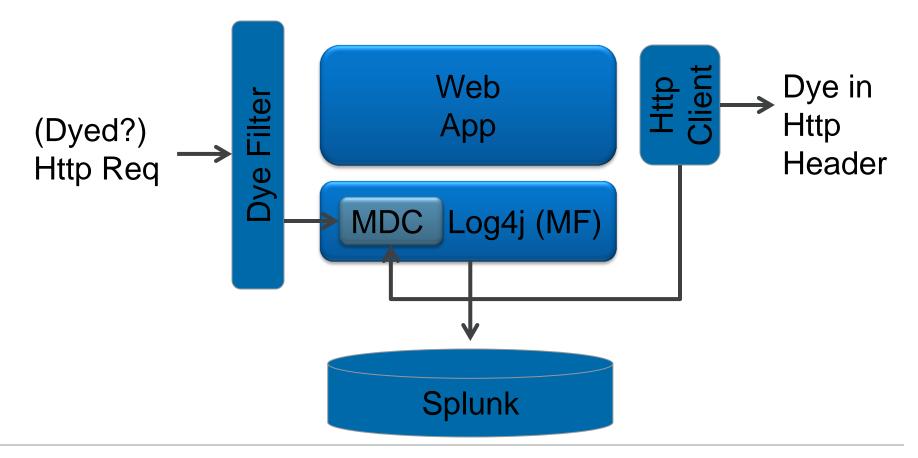


Real-time Order Integration

- Integration with "external book of record for inventory".
- Uses "two phase commit"
 - 1) Reserve ticket on external system
 - 2) Create entry in StubHub book of record
 - 3) Commit purchase on external system.
- Proof of existence with Ticket Technology.
 - Looking to generalize (in both directions) in the future.

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This *REALLY* improved our triage/debugging procedures



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Other missives

- Tend to prefer thin frameworks... makes devs think about what they are doing
 - Hibernate
 - Interesting observation: new schema vs existing
 - Component-based web frameworks
- It's great to have a legacy but it can really suck
- Don't short-change CM and deployment.
- Invest in continuous improvement.

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Thanks!

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