



SUSE OpenStack Cloud



Customers now expect:

- Instant services & solutions
- On-demand, mobile access
- Security & reliability

The Cloud is here to help

- 95% of businesses now use cloud computing
- 72% of enterprises are using Private Cloud
- “Cloud-first” strategies will become the norm in 2017



OpenStack Cloud



“OpenStack has grown into a de facto standard platform for the private cloud market.” *

One of the fastest growing open source communities in the world.

- 70K members
- 656 companies
- 185 countries



OpenStack Private Cloud Bridging the Two Worlds of IT

**Traditional IT
(Evolutionary)**

**Agile IT
(Revolutionary)**



SWIFT 
Object Storage

KEYSTONE 
Identity

NEUTRON 
Networking

NOVA 
Compute

CINDER 
Block Storage

GLANCE 
Image Service

SUSE OpenStack Cloud

Delivering the full value of OpenStack



Traditional IT Evolution

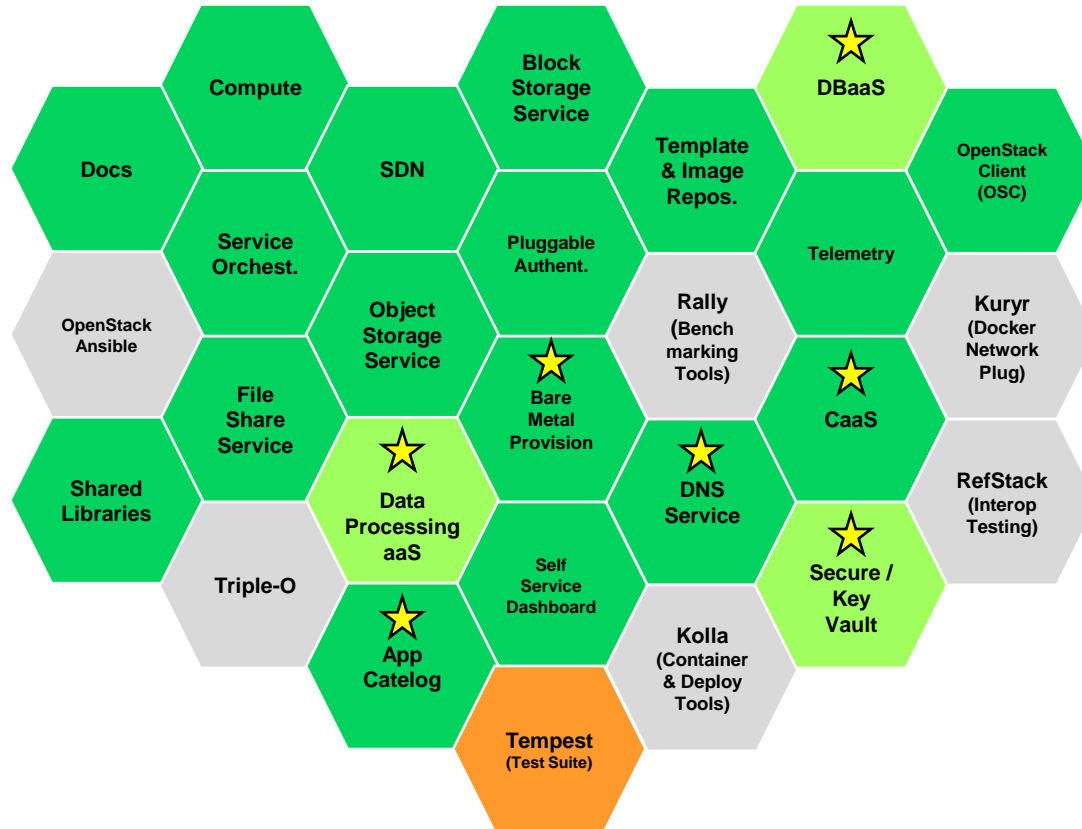
- Rock solid reliability
- Highly available, non-disruptive upgrades
- Business oriented release cycle / longer support
- Widest hypervisor support & interoperability
- Leading enterprise support for entire platform



Agile IT Revolution

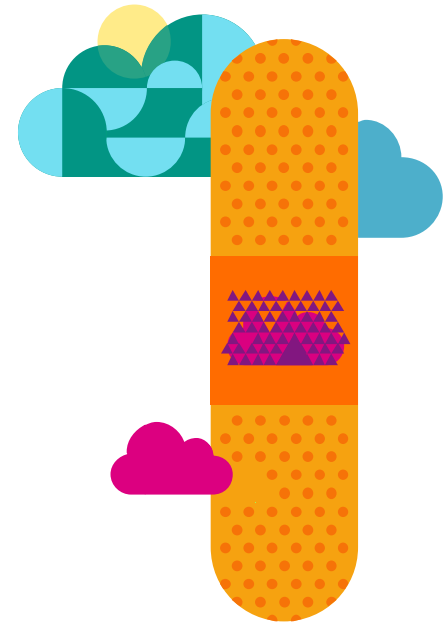
- OpenStack Newton release
- Kubernetes as a Service
- Software defined infrastructure
- Unified storage for production workloads
- Fastest deployment, easy management

SUSE OpenStack Cloud 7 based on Newton release



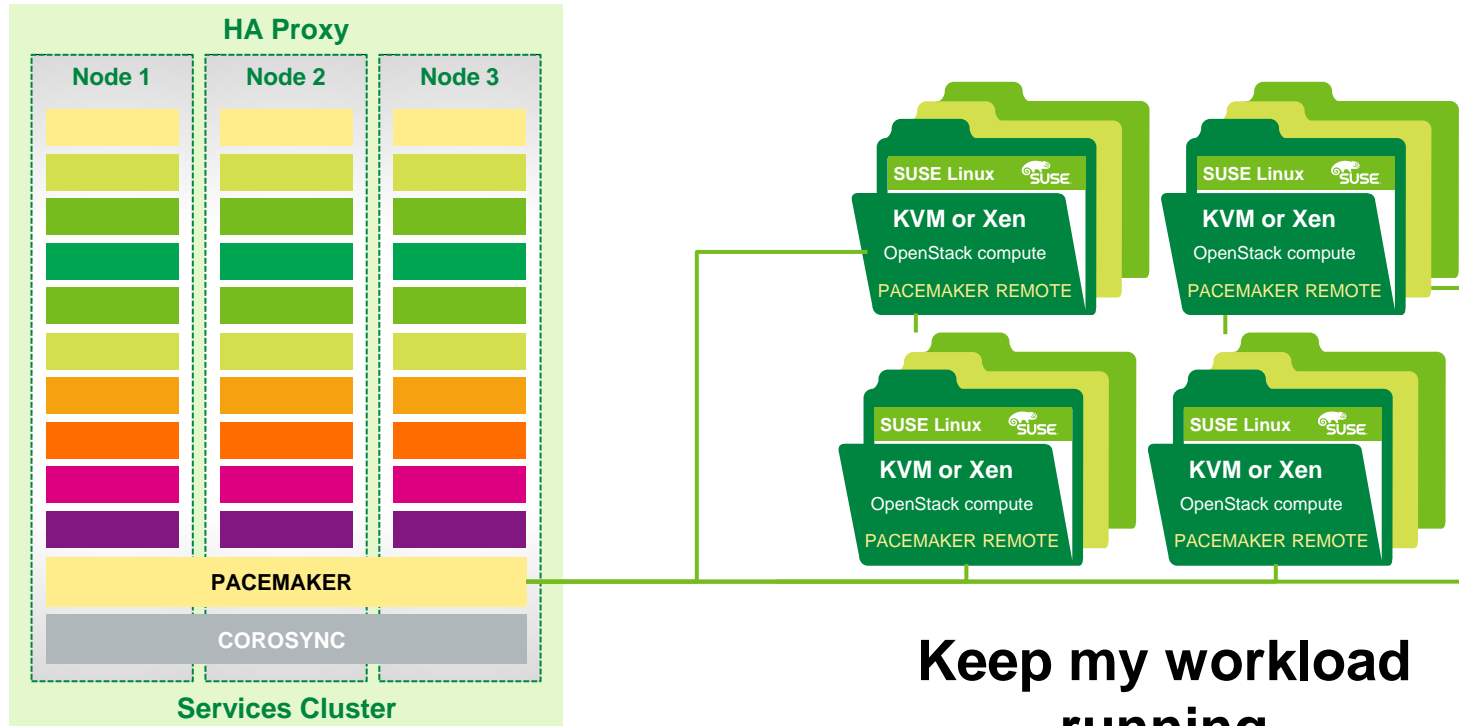
SUSE OpenStack Cloud

Foundation for software-defined data centers.



High-Availability OpenStack Infrastructure

Because Downtime is Not an Option

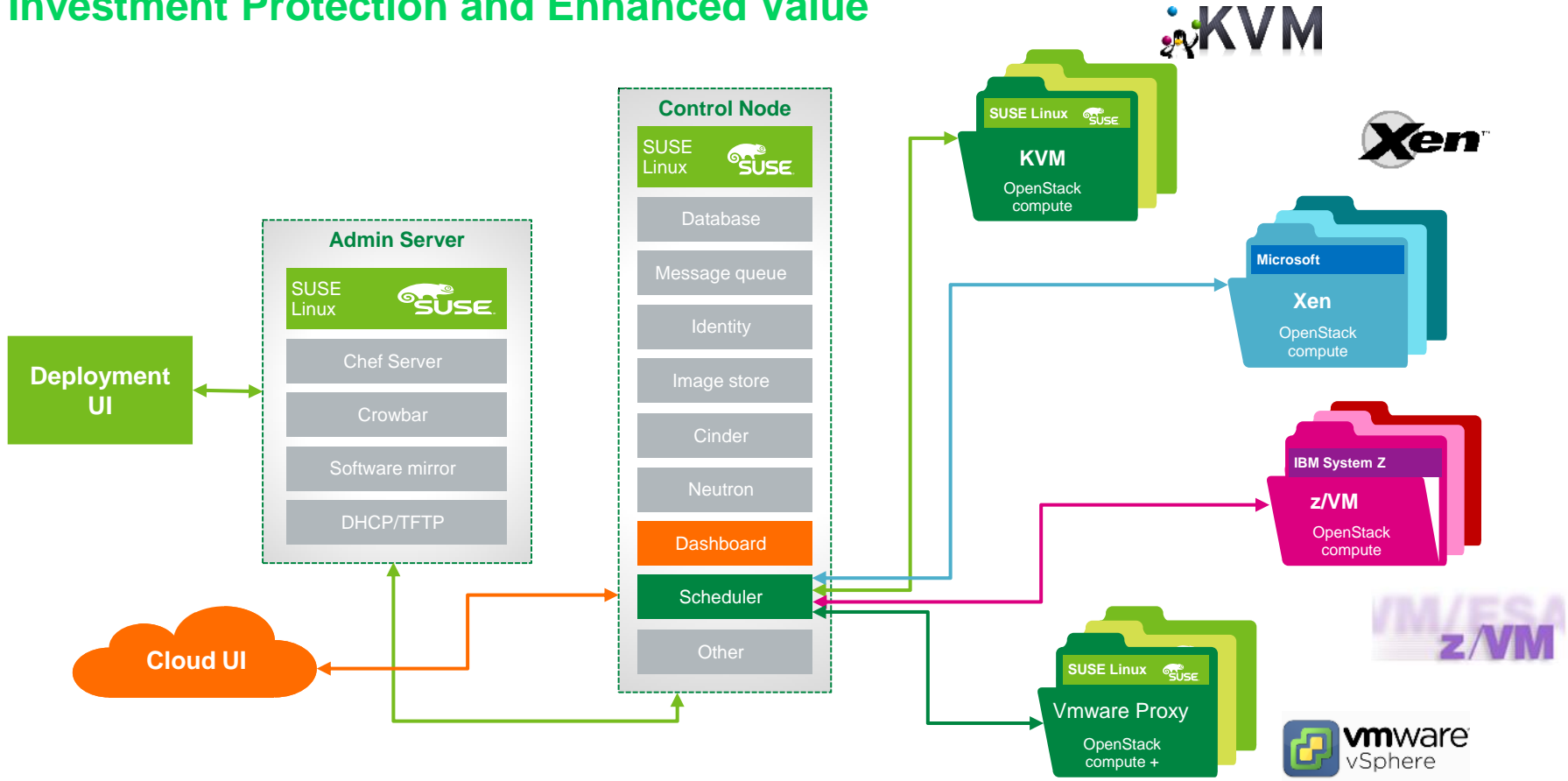


Keep my cloud running

Keep my workload running

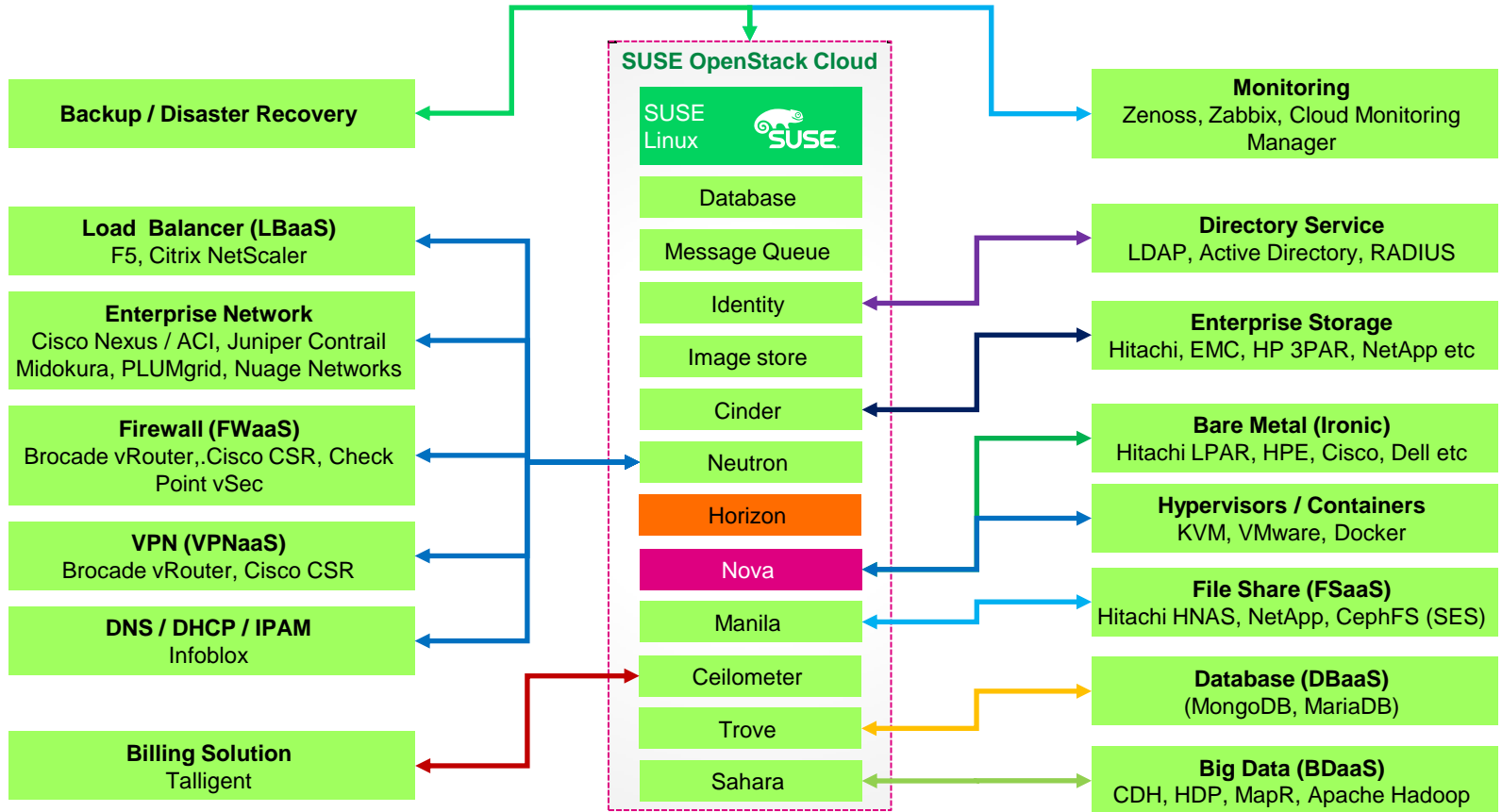
Hypervisor Choice and Support

Investment Protection and Enhanced Value



Enterprise Technology Stack – Private Cloud

powered by SUSE OpenStack Cloud



SUSE OpenStack Cloud Ideal Use Cases

DevOps

New cloud-native web apps & workloads

Production environment

Deploy newly developed apps & workloads

Hybrid Cloud

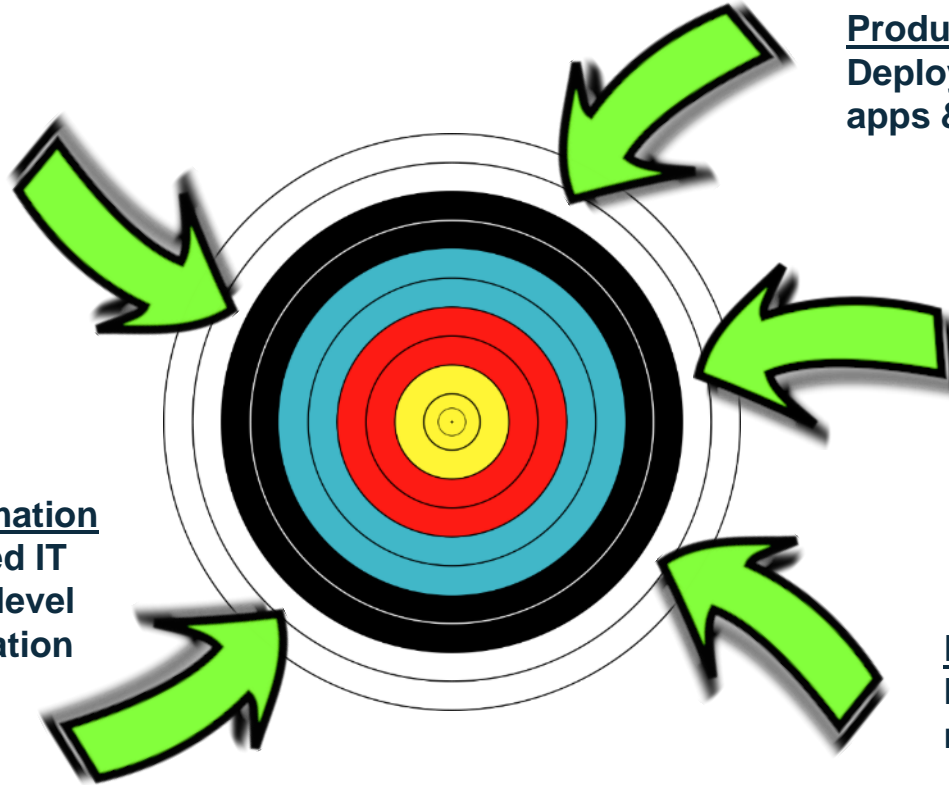
Mix of private cloud and public cloud

Data Center Transformation

Take today's virtualized IT infrastructure to next level of efficiency & automation

Build SDI

Migrate traditional or mission-critical workloads





SUSE OpenStack Cloud

Benefits & Value

Customers with SUSE OpenStack Cloud

Manage a mixed Hypervisor environment

Integrate with existing infrastructure

Protect existing Investments in VMware

Offer multiple price points with choice of VMware and KVM.

Target a broader set of customers with support for Xen

Offer Cloud on Mainframe as an option with support for z/VM

Offer Container-as-a-Service option to customers with support for Kubernetes + Docker

Customers with SUSE OpenStack Cloud

Open, Pluggable and Future-proof Architectures

SAP-as-a-Service (SAPaaS)

Platform-as-a-Service (PaaS)

Big Data-as-a-Service (BDaaS)

Desktop-as-a-Service (DaaS)

Database-as-a-Service (DBaaS)

Cloud Management Platform

Open Source or Proprietary Options

Mainframe Applications on Cloud

Platform for IoT

Platform for DevOps

Billing / Chargeback Solution

About

SUSE's history with OpenStack

- Founding member and platinum sponsor of OpenStack Foundation
- First to launch an “enterprise-grade” OpenStack distribution in 2012
- Focused on making SUSE OpenStack Cloud the best private cloud solution for enterprise business



SUSE at a Glance

1st

Enterprise Open
Stack
Distribution

25

Years of Linux
Engineering
Experience

2/3+

of the Fortune Global
100 use SUSE Linux
Enterprise

70%



SAP on Linux

70% of all SAP applications running
on Linux run on SUSE

4/5



Linux in Finance

4 out of 5 of the world's largest
banks use SUSE Linux Enterprise

80%



Linux in Large Enterprise

Over 80% of the Fortune Global 50 are
active SUSE Customers

9/10



Linux in Aerospace

9 out of 10 of the largest aerospace
companies rely on SUSE

95%



SAP on Linux

95%+ of all SAP HANA deployments
are on SUSE

x10



Linux in Telecom

10 of the largest telecommunications
carriers rely on SUSE

7/10



Linux in Pharma

7 out of 10 of the largest pharmaceutical
companies use SUSE Linux Enterprise

7/10



Linux in Retail

7 out of 10 of the largest retailers in the
U.S. are active SUSE customers

15+



Mainframe Linux

Over 15 years of mainframe Linux
market share leadership

x10



Linux in Automotive

10 of the largest global automobile mfgs. are
active SUSE customers

50%



Linux in HPC

Half of the world's 20 largest super
computers run on SUSE

7/10



Linux in Manufacturing

7 out of 10 world's largest manufacturers
use SUSE Linux Enterprise



We adapt. You succeed.