



Business, Government, Science

How SUSE is helping the Society with its Open Source Offerings

SUSE



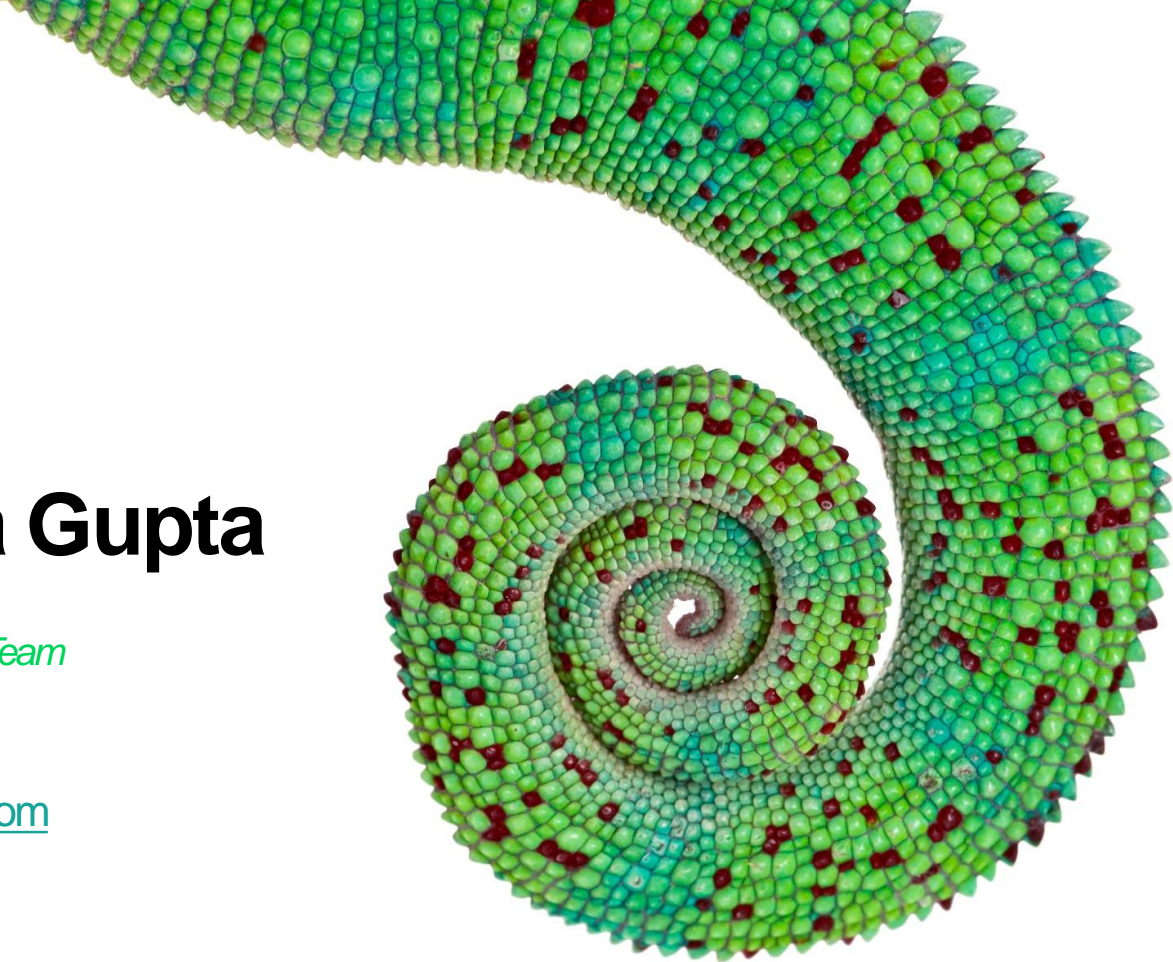
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What if...

Real-time Insight



Focus on User Requirements



Focus on New Deployment Strategies



Customer Satisfaction

Barriers to Digital Transformation



- Deployment models
- Configuration volatility
- Programming models
- Massive data growth
- New security challenges
- 100s – 1000s of instances

Delivering Digital Transformation Numerous Models Increase Complexity

EDGE



CORE



CLOUD



The Seamless Edge to Core to Cloud

Application Delivery Platform

Software-defined Infrastructure

- Consistent platform edge to core to cloud
- Enterprise resiliency and scale
- Deployment and life-cycle governance

Application Delivery Platform

- Traditional to cloud native applications
- Tool choices to fit business requirements
- Centrally managed edge to core to cloud

CORE



Open Source Projects Have Exploded



Enter the SUSE Portfolio

Enabling businesses to innovate and execute their digital solutions when, where and how the business needs in support of their customers.



SUSE: Underpinning Digital Transformation



Business-critical Applications



Machine Learning



Internet of Things



Business Analytics



High Performance Computing



Traditional IT & Applications

Application Delivery



Platform as a Service

SUSE Cloud Application Platform

Software-Defined Infrastructure



Container Management

SUSE CaaS Platform



Compute

Virtual Machine & Container



Storage

SUSE Enterprise Storage



Networking

SDN and NFV



Multimodal Operating System

SUSE Linux Enterprise Server



Public Cloud

SUSE Cloud Service Provider Program

Physical Infrastructure: Multi-platform Servers, Switches, Storage



Infrastructure & Lifecycle Management

SUSE Manager



Services

SUSE Global Services

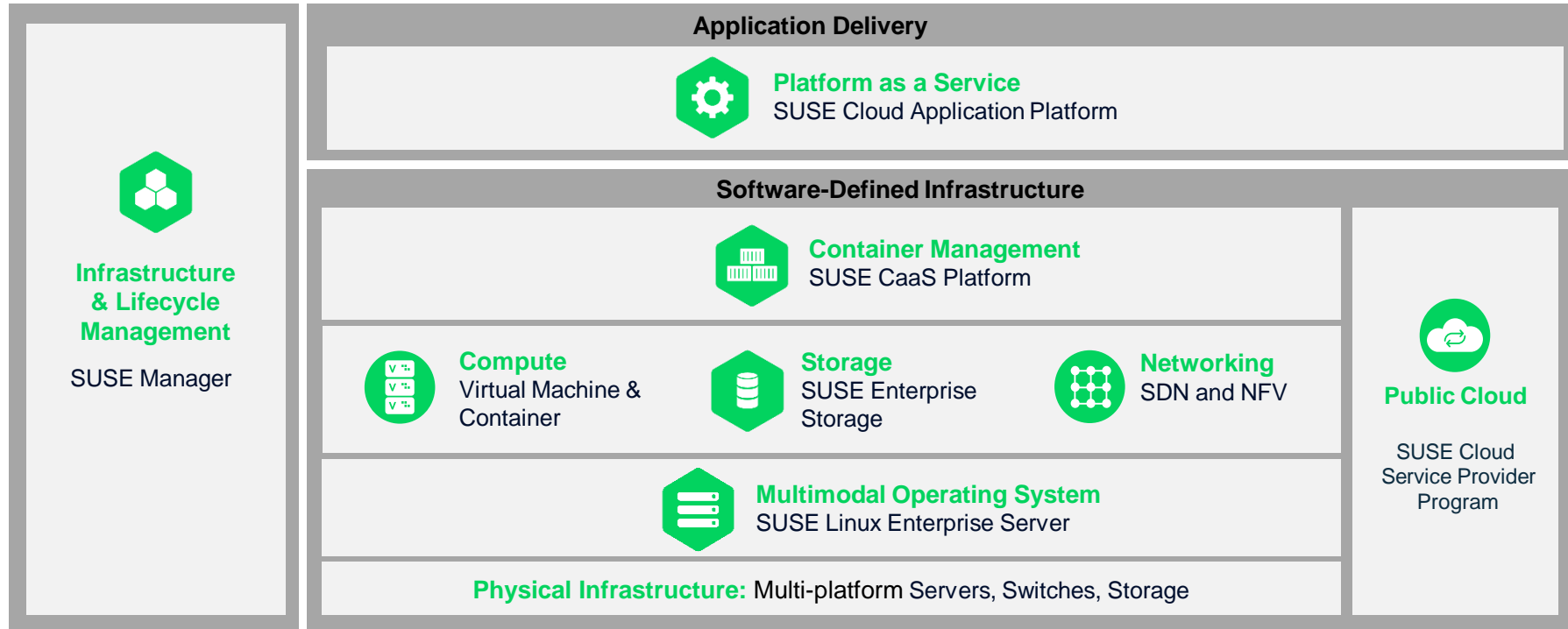
Consulting Services

Select Services

Premium Support Services

Open, Secure, Proven

SUSE Software-defined Infrastructure and Application Delivery Approach



Open Source at the Heart of Our SDI and Application Delivery Approach



Infrastructure & Lifecycle Management



Uyuni

SALT



STRATOS

Prometheus/Grafana



Open Build Service

Application Delivery



Platform as a Service
CLOUD FOUNDRY

Software-Defined Infrastructure



Container Management



kubernetes



CLOUD NATIVE COMPUTING FOUNDATION



Kubic



Compute

KVM

Xen Project



OPEN CONTAINER INITIATIVE



Storage

ceph

openATTIC



Networking

Open Networking

Open vSwitch

DPDK

cilium



Multimodal Operating System

Linux

THE LINUX FOUNDATION

openSUSE

Physical Infrastructure:



OpenPOWER



OPEN MAINFRAME PROJECT



Public Cloud

Alibaba Cloud

aws

Google

IBM

Microsoft Azure

Digital Services Playbook – U.S. Digital Service

Key Aspects

Build the Service using Agile & Iterative Practice

- SUSE Application Delivery Solutions powered by Kubernetes & Cloud Foundry

Choose a Modern Technology Stack

- Open Source is Disruptive; Drives Innovation
- SUSE first to bring modern technologies to Enterprise customers

Deploy in a flexible Hosting Environment

- SUSE solutions can be deployed On-Prem or on any of the major Hyperscalers

Automate Testing & Deployments

- SUSE Application Delivery Solutions powered by Kubernetes & Cloud Foundry

Default to Open

- SUSE is an Open, Open Source Company

Working With Our Family

Partners



Communities



Collaborating for Success



Microsoft

**Solutions
on Linux**

**SQL
on
SLES**



SUSE
**Open Source
Solutions on
Azure**

**SUSE Cloud
Application
Platform on
AKS**

**SAP
on
Azure**

SUSE at a Glance

 Open Source
 Community
 Customers & Partners



27

Years of Linux
Engineering
Experience



5000+

Global
Partners



20k+

Certified
Systems



19%

Revenue
Growth*



2/3+

of the Fortune
Global 100 use
SUSE Linux
Enterprise



10k+

Certified
Applications



150+

Support
Engineers

The Largest Independent Open Source Company

Where SUSE Leads

15+ 

Mainframe Linux

Over 15 years of mainframe Linux market share leadership

4/5 

Linux in Finance

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

70% 

SAP on Linux

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

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

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

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 

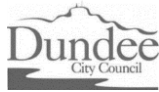
Linux in Manufacturing

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

Government Customers



北京空港蓝天大厦
北京首都国际机场西侧天然空港工业区A区



And more...

Questions





thank you

grazie 谢谢 ขอบคุณ

tack 高마워요

teşekkür ederim

köszönjük

takk

danke

gracias

terima kasih

obrigado

धन्यवाद

bedankt

Спасибо

merczi

شكرا

ありがとう

Σαχαριστη

kiitos

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