



Combining Open Source, Cloud, DevOps

Simplify, Modernize & Accelerate Application Delivery

SUSE



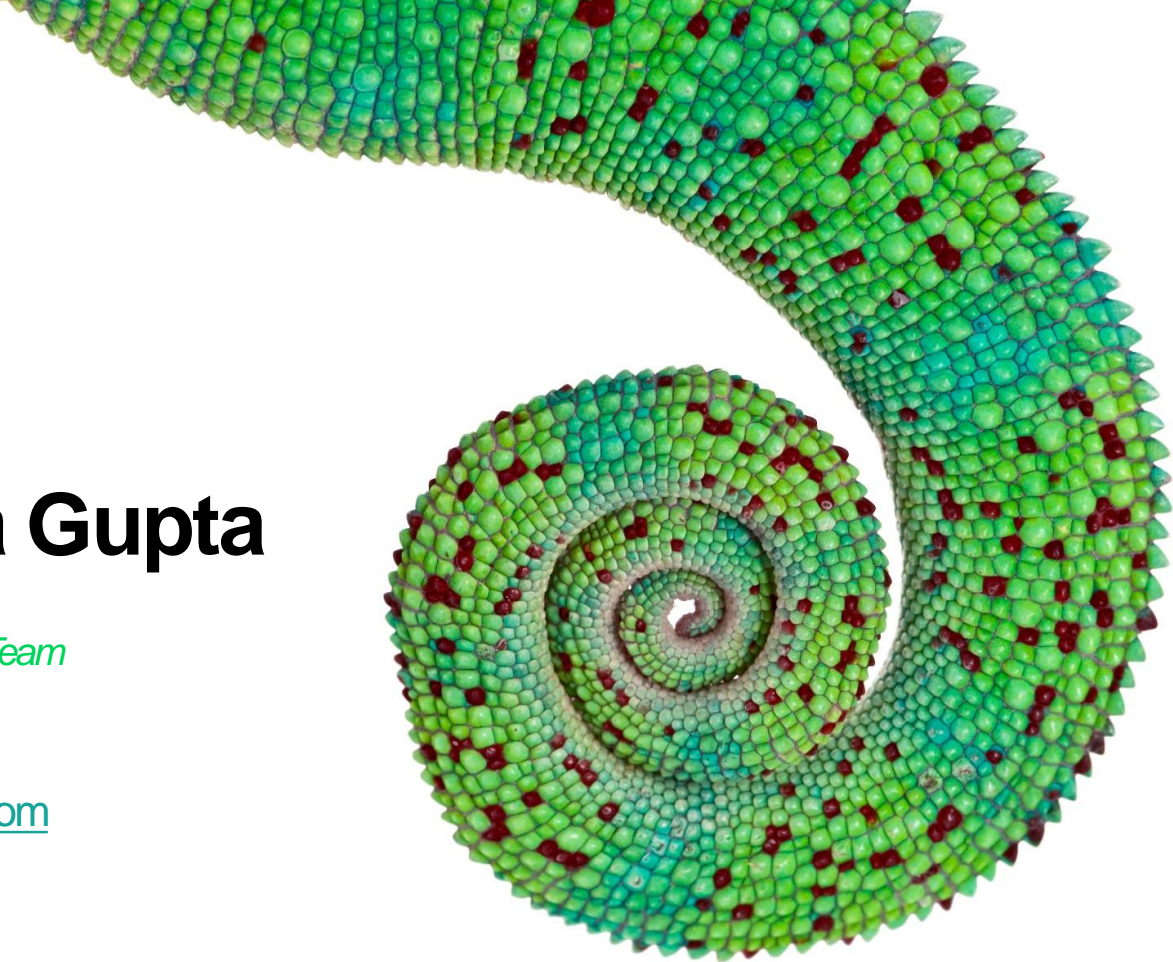
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SUSE

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- LinkedIn: rkgupta76



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

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

Working With Our Family

Customers



Partners



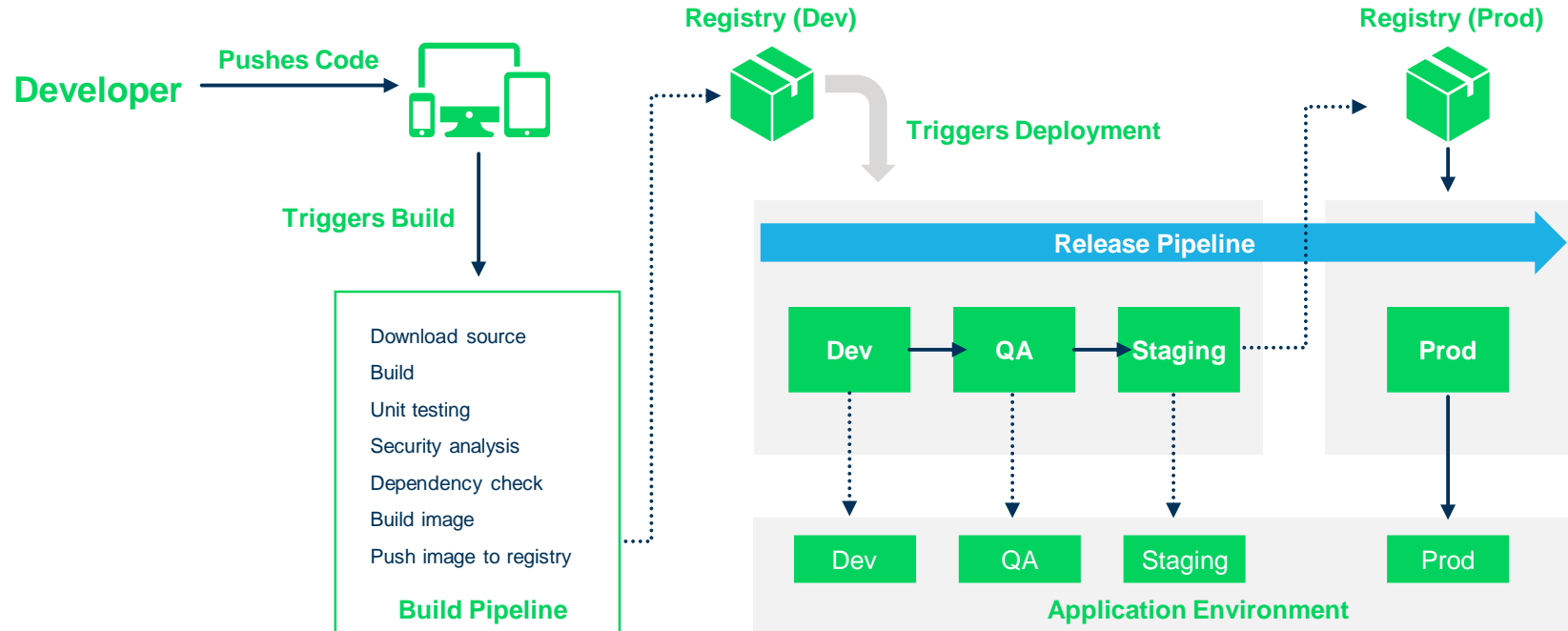
Communities





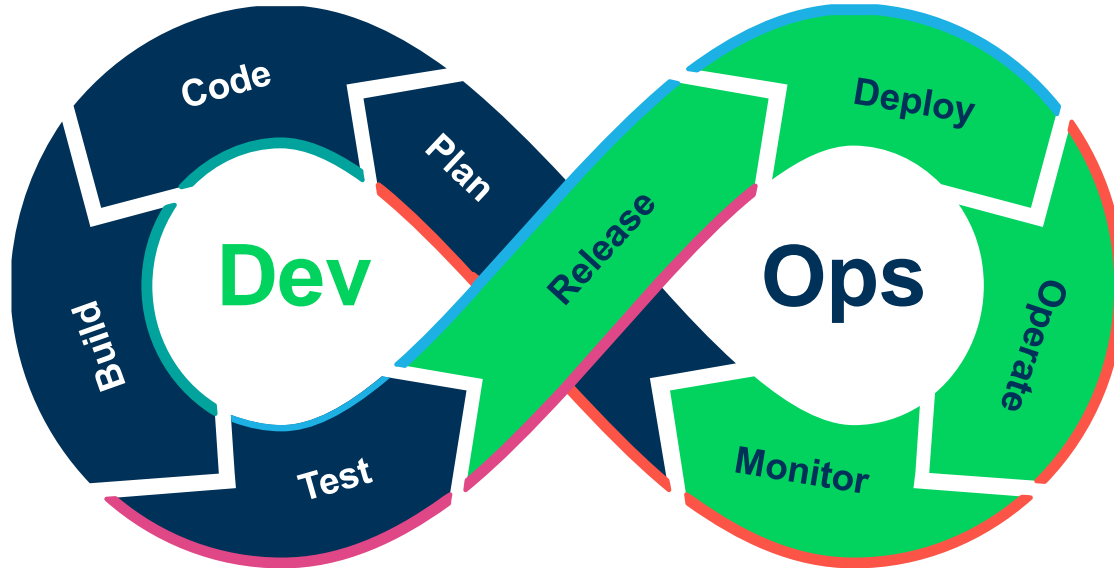
Code to Production.....

How does an Application Move from Code to Production?



But the Process Doesn't End There...

Communication, Collaboration and Security



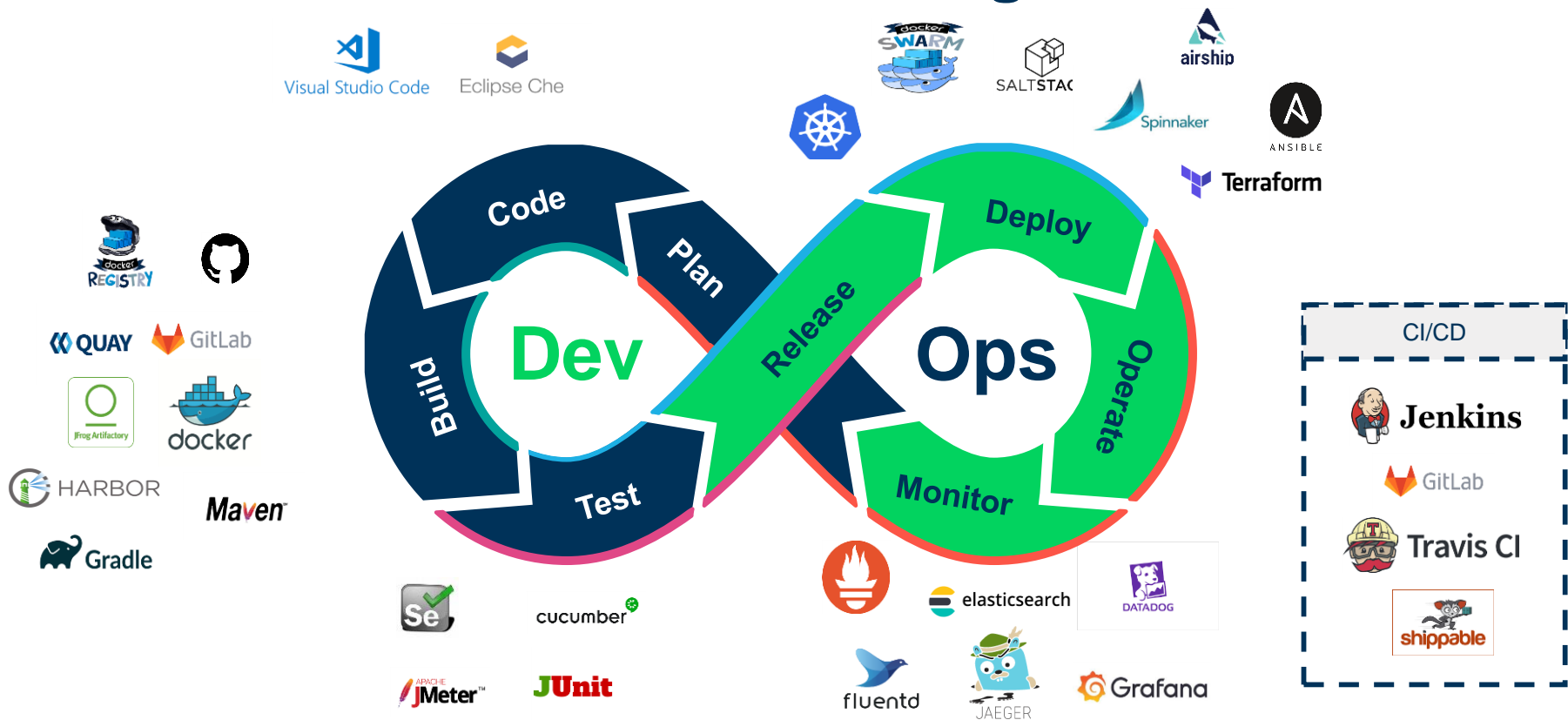
Continuous Integration (CI)

Continuous Deployment (CD)

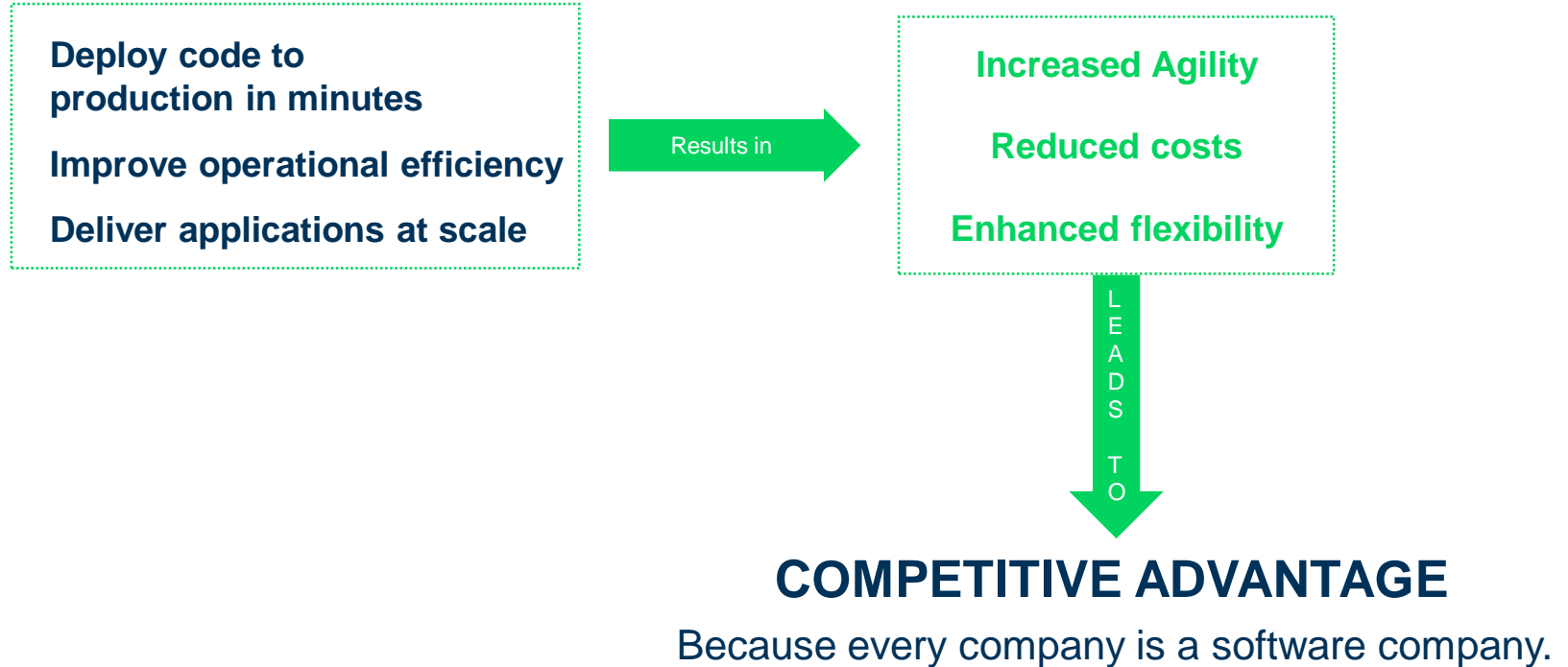
Continuous Delivery (CD)

Continuous Feedback (CF)

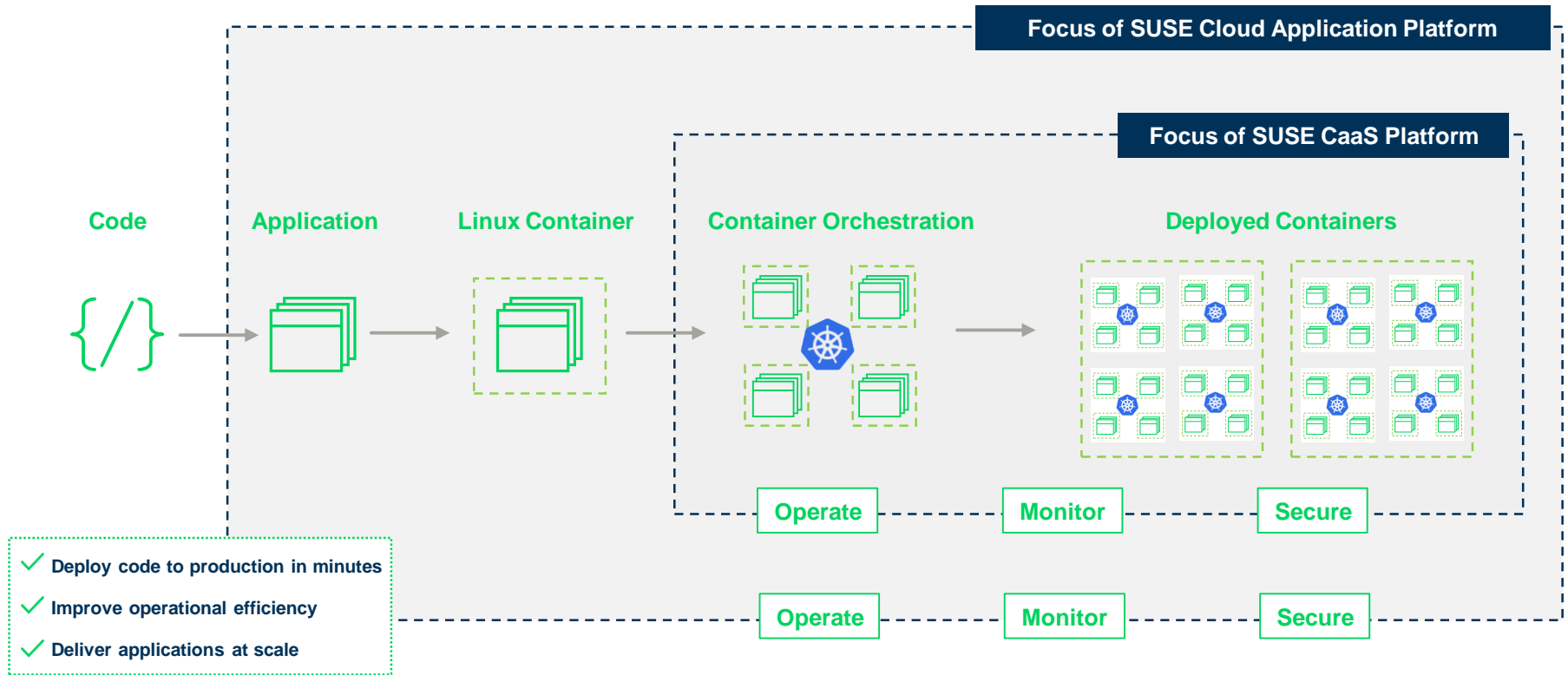
Common tools for these stages



What do you value & Why ?



Our Products Deliver this Value



How we deliver this value ?

SUSE Application Delivery Solutions help enterprises deliver applications faster and more efficiently to increase business agility in the digital age.

Based on industry-leading container management technologies, they automate lifecycle management of modern applications.

Key Benefits:

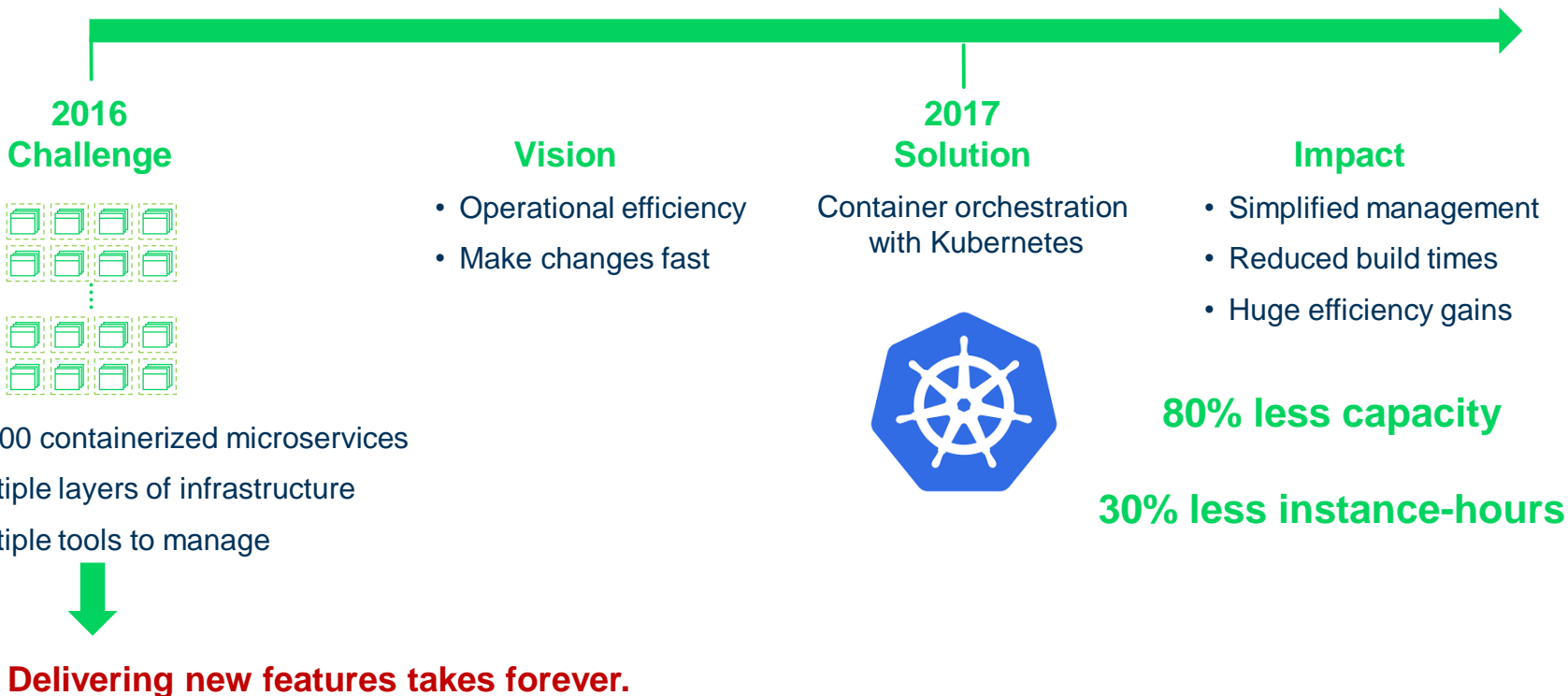
- **Increase business agility** by reducing cycle times from months -> weeks, weeks -> days, and even days -> hours with **advanced management of containerized and cloud native applications**.
- **Lower operational costs** with **increased automation** across the application delivery lifecycle.
- **Maximize return on investment** with **enterprise ready, no lock-in** solutions from a vendor you can trust.

Let's Look at an Example: Pinterest



The screenshot shows the Pinterest homepage with a search bar at the top right and navigation links for 'Pinboards You Follow', 'Most Discussed', 'Everything', and 'Gifts'. A sidebar on the left contains filters for 'All', 'Grids', and 'Feed', along with categories like 'Travel', 'Art & Architecture', 'Design', 'Photography', 'Home & Furniture', 'Food', 'Fashion & Beauty', 'DIY', 'Science & Nature', 'Tech', 'Traveling & Events', and 'People'. The main content area is a grid of pins. Each pin includes an image, a title, and a 'Pinned by' attribution. Notable pins include: 'A FUN, INTERACTIVE WORLD-WHERE KIDS CREATE THEIR OWN BOOKS', 'The prettiest dresses are worn to be taken off.', 'Snow White' cake, 'Chicken with arachides and ginger', 'Smoked Paprika Potatoes', 'Raising room', 'Bright colors and lanterns', and 'I SAID AH PHO PHE HIBBITO THE HIBBITO HEBBIT HOT AND HEBBIT'S THE ROCK IT TO THE ROCK BANG'. The grid also features various home decor items, food recipes, and artistic illustrations.

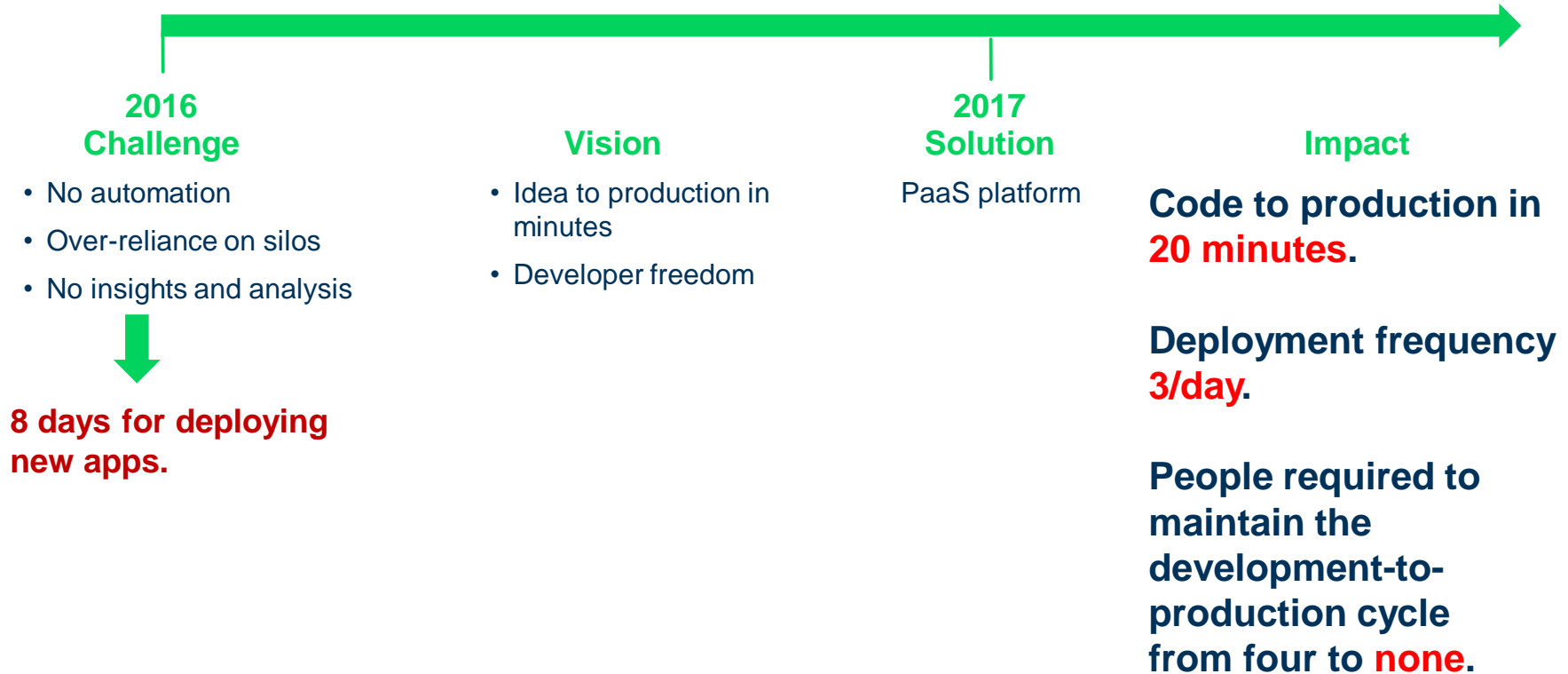
Let's Look at an Example: Pinterest



Another Example: CSAA Insurance

The screenshot shows the AAA website homepage. At the top, there is a dark blue navigation bar with links for 'Roadside Assistance', 'Find a branch', and 'Contact us' on the left, the AAA logo in the center, and 'Register', 'JOIN', 'LOG IN', and 'Search' on the right. Below this is a secondary menu with categories: 'MEMBERSHIP', 'INSURANCE', 'TRAVEL', 'DISCOUNTS & REWARDS', 'AUTOMOTIVE', 'FINANCIAL', and 'SELF-SERVE'. The main content area features a large background image of a coastal highway. The headline reads 'We're always with you®' with the subtext 'AAA offers towing, discounts, travel planning, insurance, and more.' Below the headline are 'JOIN AAA' and 'LOG IN' buttons. A search form is overlaid on the page, with tabs for 'Hotels', 'Flights', 'Cars', 'Packages', and 'Cruises'. The 'Hotels' tab is selected. The form includes radio buttons for 'Hotel Only' (selected) and 'Hotel + Flight'. It has input fields for 'Where to?' (with a location pin icon and placeholder 'City or airport'), 'Date' (with 'Check in' and 'Check out' fields and arrows), and 'Details' (with '1 Room' and '2 Guests' dropdown menus). There are links for 'My reservations' and 'Advanced search' on the left, and a blue 'SEARCH' button on the right. At the bottom, a dark blue banner contains the text 'Get insurance from a name you can trust' and icons for a car, a house, a heart, and a calendar. Below the icons, it states 'You could save an average of \$508¹ by switching to AAA auto insurance'.

Another Example: CSAA Insurance

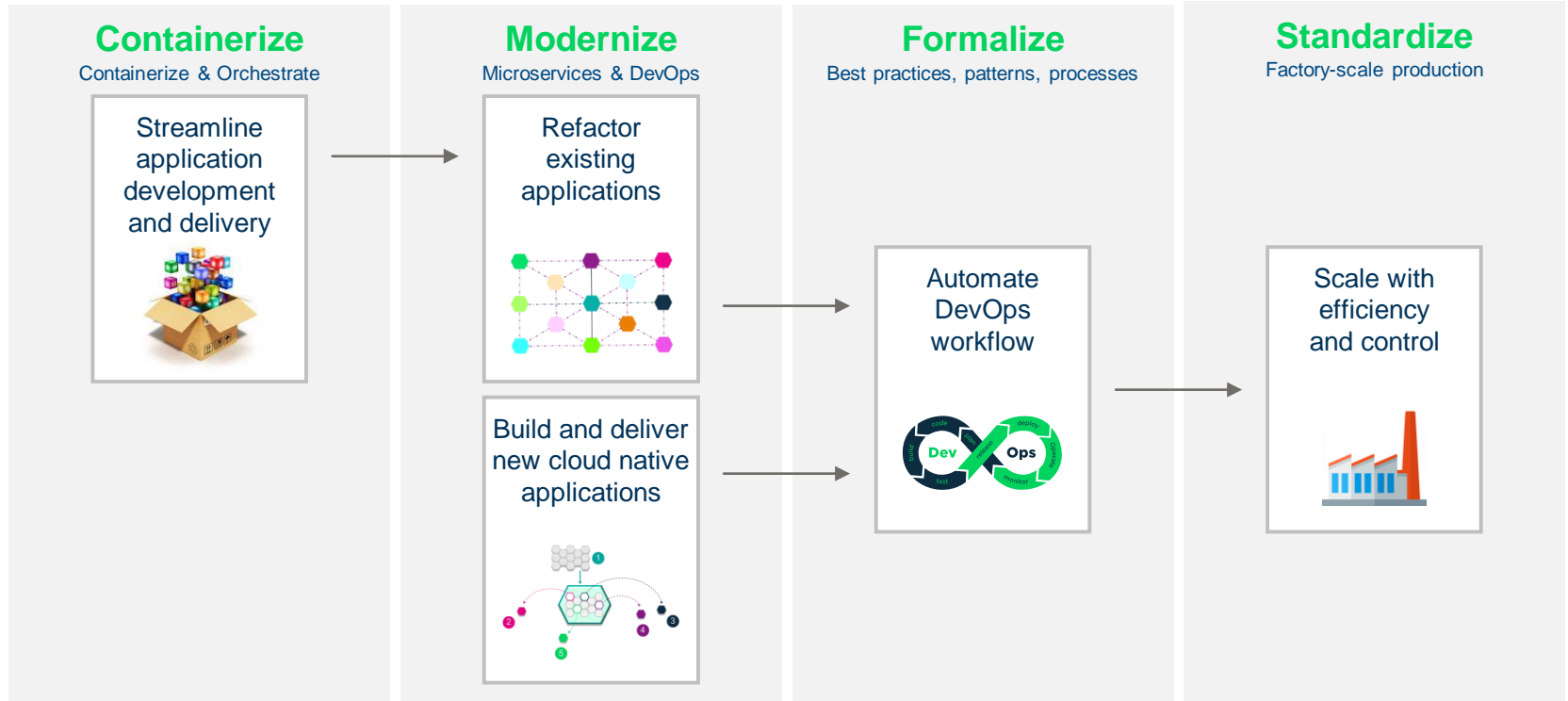




SUSE Application Delivery Solutions

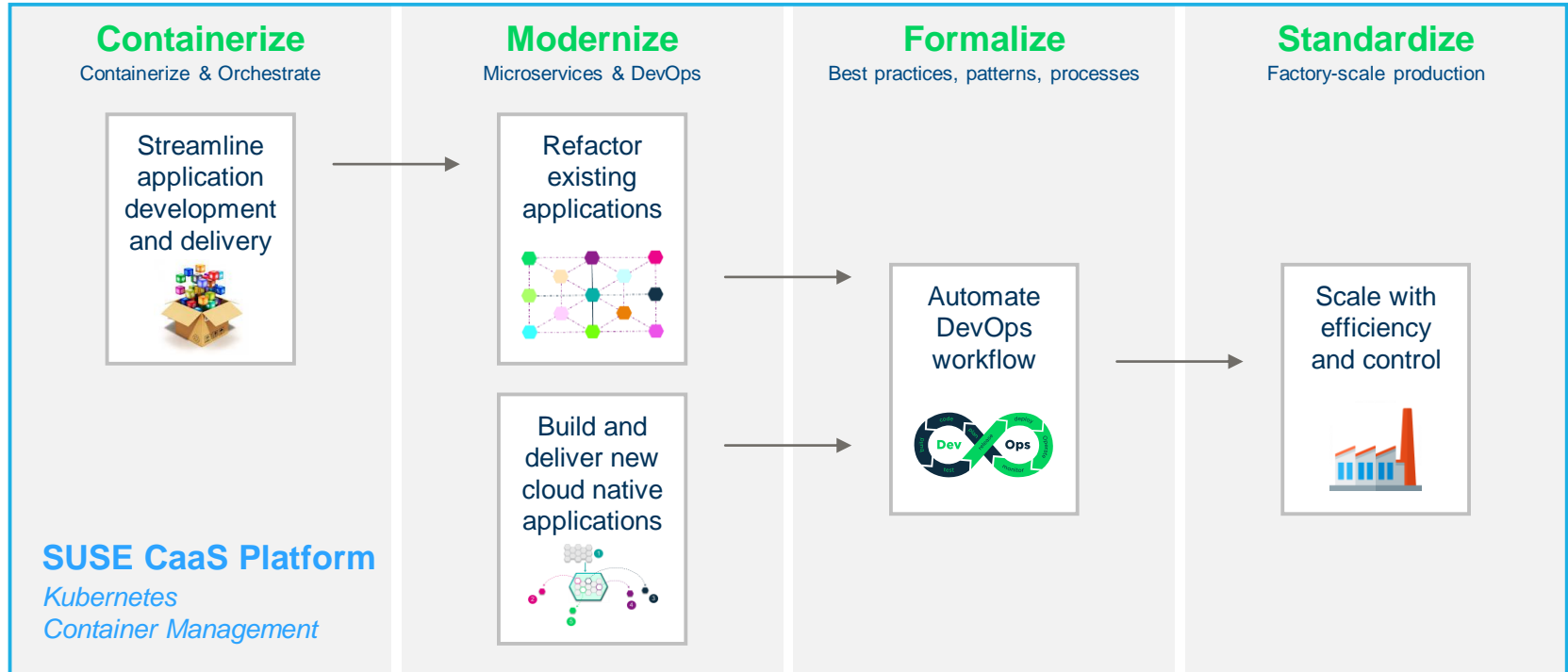
SIMPLIFY... MODERNIZE... ACCELERATE...

Application Delivery Transformation Journey



Modernize - SUSE CaaS Platform

Kubernetes for the agile enterprise



SUSE CaaS Platform 4.1

Kubernetes for the Agile Enterprise

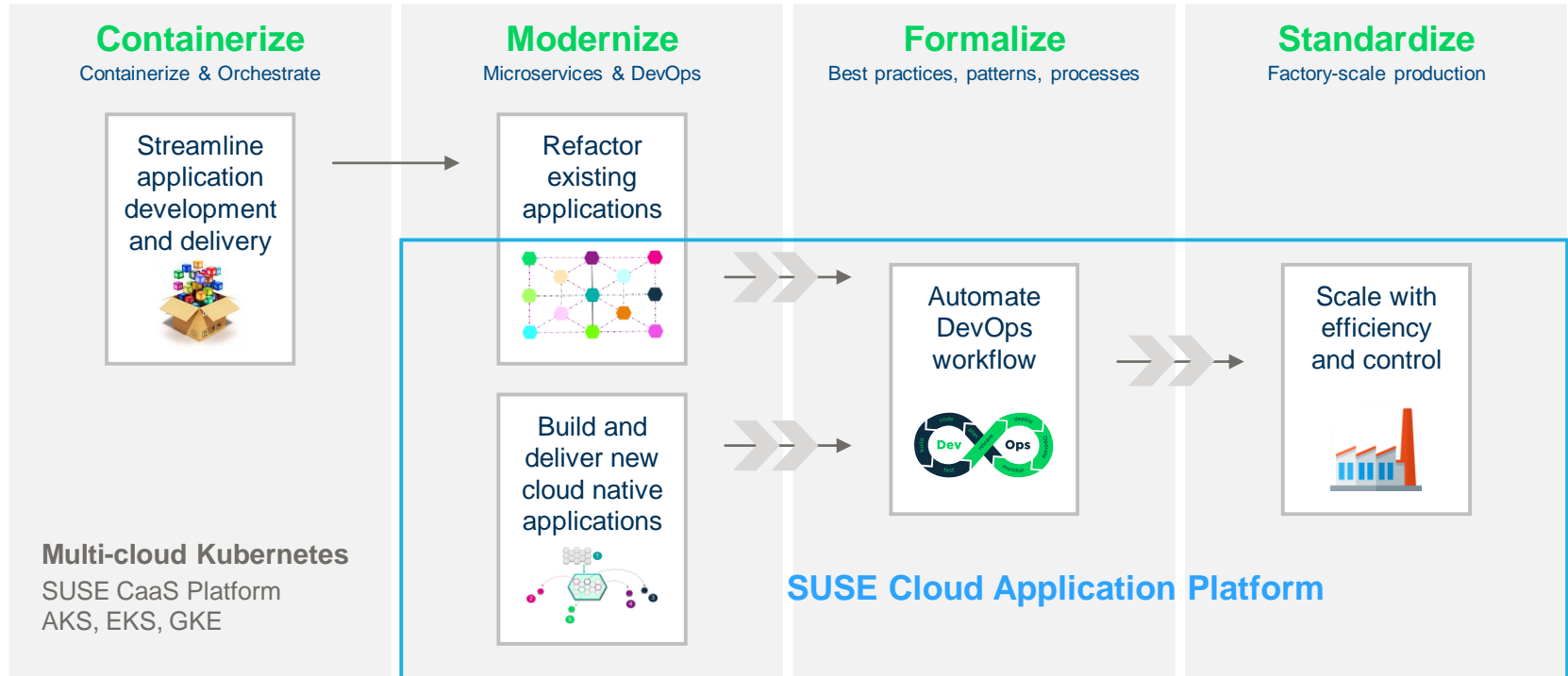
Now built on SUSE Linux Enterprise Server 15 Service Pack 1

- Latest release of Kubernetes: v1.16
- Simplified Deployment Model – Bare Metal, Virtual Infrastructure, Public Cloud, OpenStack
- Kubernetes update schedule aligned with upstream community (+90 days)
- Uptime! Non-disruptive cluster upgrades
- Enhanced network security policies via Cilium



Accelerate - SUSE Cloud Application Platform

Kubernetes for the agile enterprise



LEADING THE WAY TO CLOUD FOUNDRY AND KUBERNETES INTEGRATION

SUSE Cloud Application Platform

- Cloud Foundry in Kubernetes
- Containerized Cloud Foundry Application Runtime
- Enterprise Ready
- Kubernetes-native scheduler
- Small memory footprint
- 100% open source

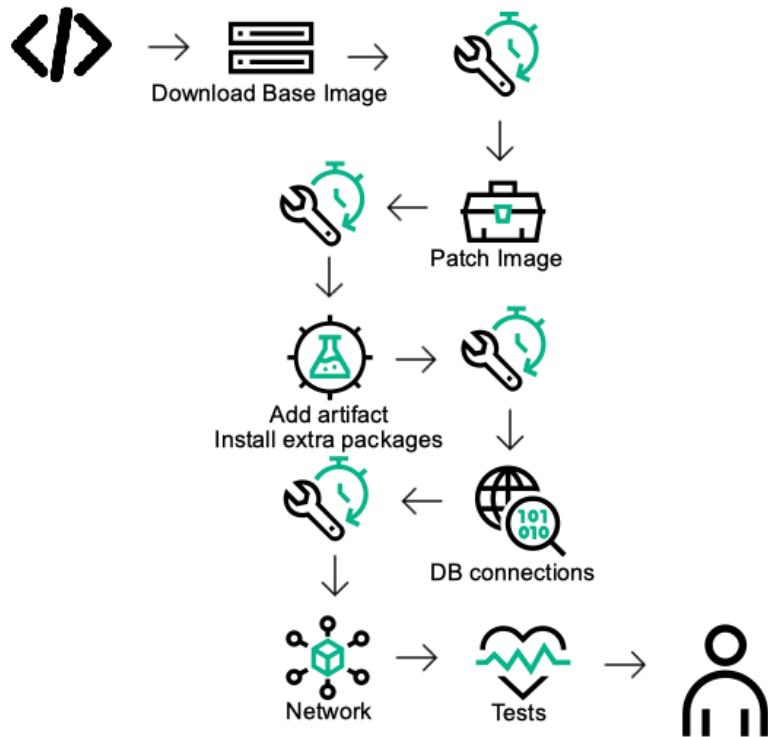


CF Build Packs – Application runtime environment



With cloud native, time-to-market is accelerated

Before



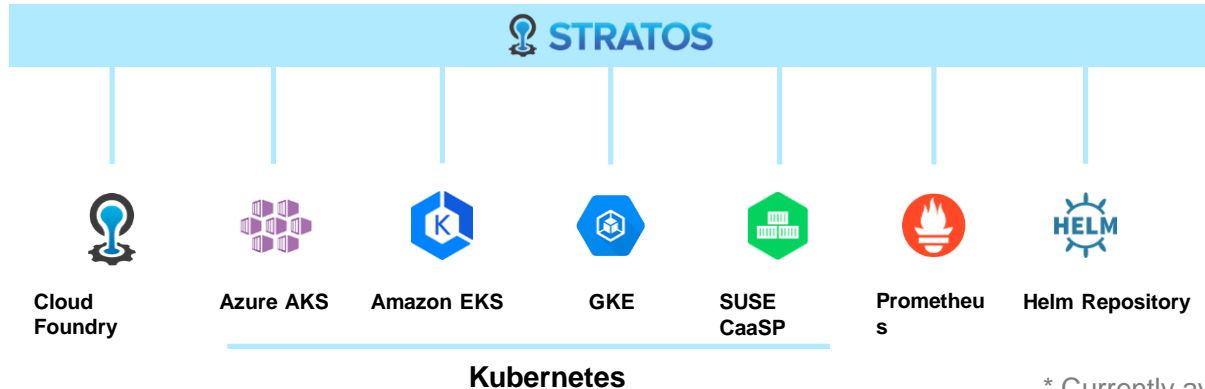
After



Simplify – Unified Management & Deployment

Across complex multi-cluster, multi-cloud, and multi-platform environments

- Manage all of your Kubernetes clusters from a single point of control
- Converge operations of modern application platforms
- Deploy services across managed systems more quickly and easily

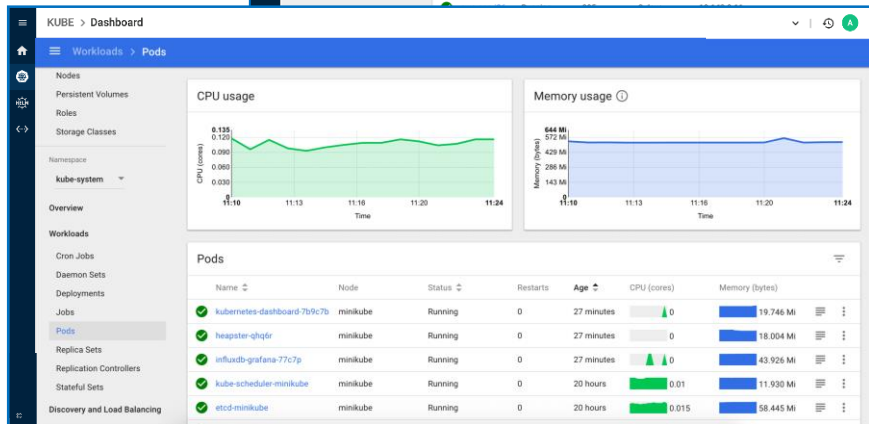
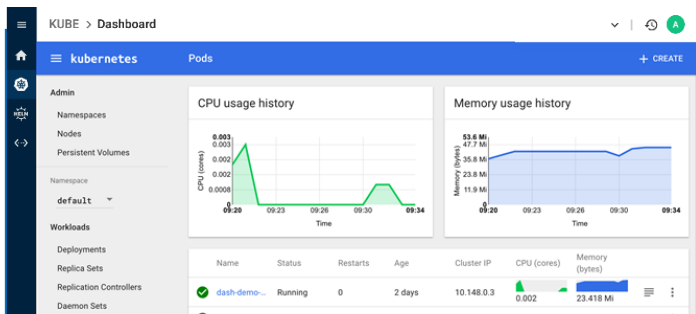


* Currently available as Tech Preview

Simplify Cluster and Application Management*

with a web-based console that makes it easier to deploy, monitor, scale, and troubleshoot applications, and to manage cluster resources too

- Grow your Kubernetes management team faster
- Quickly grasp situational status of your cluster and running applications



* Available end of January as Tech Preview

Customer Wins

**SUSE Application
Delivery Solution**



**Large
Global Bank**

**SUSE Cloud
Application Platform**



**European
Government Entity**

**SUSE CaaS
Platform**



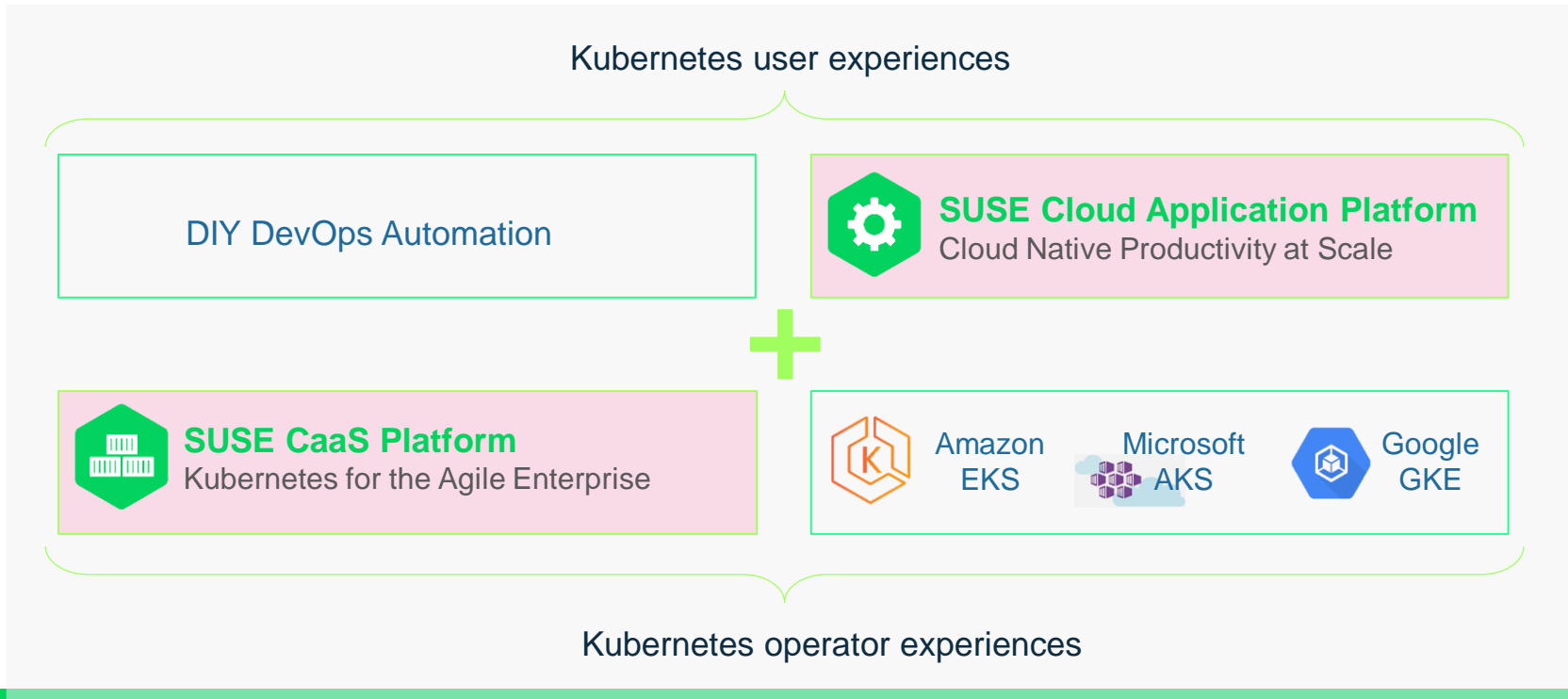
**US-based Global
Insurance Company**



So what's Right for You ?

Modular Kubernetes Solution Architecture

Flexible packaging to match your needs



SUSE CaaS Platform – Use Cases

SUSE CaaS Platform

Wants to modernize internal application delivery

- Automate management of containerized code
- Modernize existing applications
- Build new cloud native applications

Wants to run containerized ISV applications

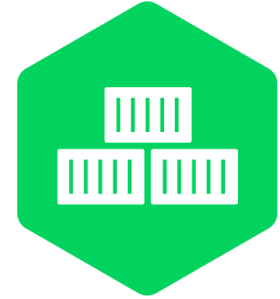
- From SAP and other ISVs

Wants to run Kubernetes on-prem

- Probably as part of a multi-cloud environment

Already engaged in POC using upstream K8s

- Will need a commercial distro for broader use



Why **SUSE CaaS Platform** is Awesome



Accelerate delivery of modern apps with
Kubernetes container management



Strengthen application security at scale
– 1st to support Cilium network plugin



Standard Kubernetes experience
enhances flexibility



Simplified Kubernetes administration –
exceptional operator experience

SUSE Cloud Application Platform – Use Cases

SUSE Cloud Application Platform

Wants to build cloud-native applications

- May already be using K8s or Cloud Foundry

Prefers to Buy rather than Build platforms

- Wants to become productive (reduce time to value)
- Doesn't have expertise to build and maintain platforms
- Wants to focus expertise elsewhere

Multi-cloud environments

Delivering many cloud native applications

- Wants factory-scale efficiency
- Values governance and control



Why **SUSE** Cloud Application Platform is Awesome!



\$100,000 average cost saving per application development cycle*



10 Weeks Faster time-to-market per application on average*

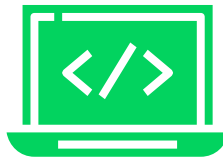


kubernetes

Bring your own Kubernetes for maximum flexibility (SUSE CaaS Platform, Amazon EKS, Azure AKS, Google GKE, 3rd-party K8s)



Stratos UI for **Multi-Cloud Management**



Boost **Developer Productivity**



Fully **Open Source Solution**

Questions





thank you

grazie 谢谢 ขอบคุณ takk धन्यवाद
tack 高마워요 danke obrigado bedankt Спасибо
teşekkür ederim merci شڪرا
köszönjük Σαχαρισματα
gracias terima kasih
kiitos

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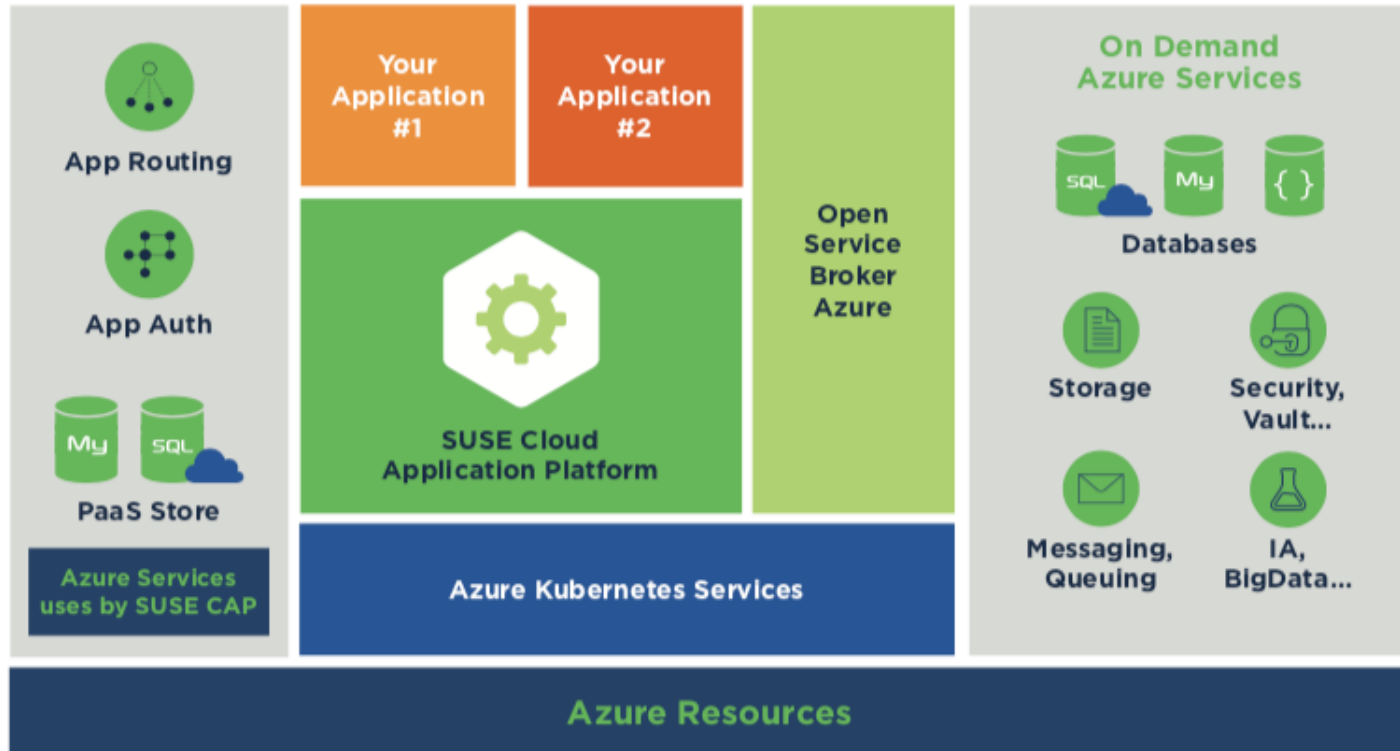
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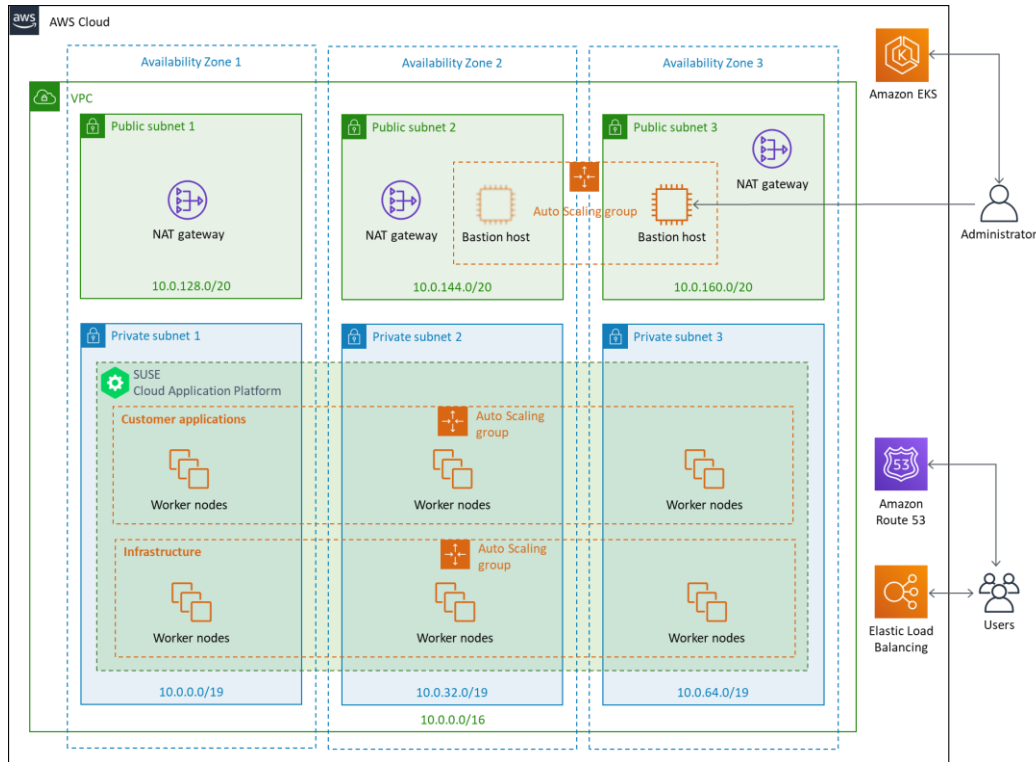
SUSE CAP - Public Cloud Deployment

Azure Open Service Broker / Cloud Provider Integration



SUSE Cloud Application Platform on EKS

Quick Starts



- Deploys a highly available VPC architecture in under an hour
- Jointly engineered following the AWS Well-Architected Framework
- Apply for AWS credits on qualified pilot projects: <http://bit.ly/2uxgV2G>
- Email aws@suse.com for more info

<https://aws.amazon.com/quickstart/architecture/suse-cloud-application-platform/>