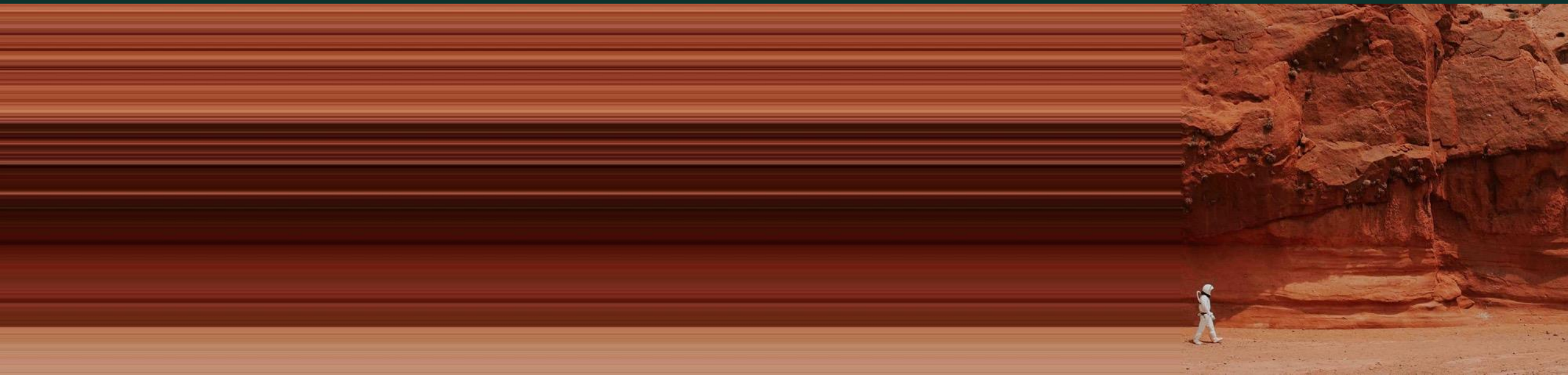




24 FEBRUARY 2021

Innovate Everywhere

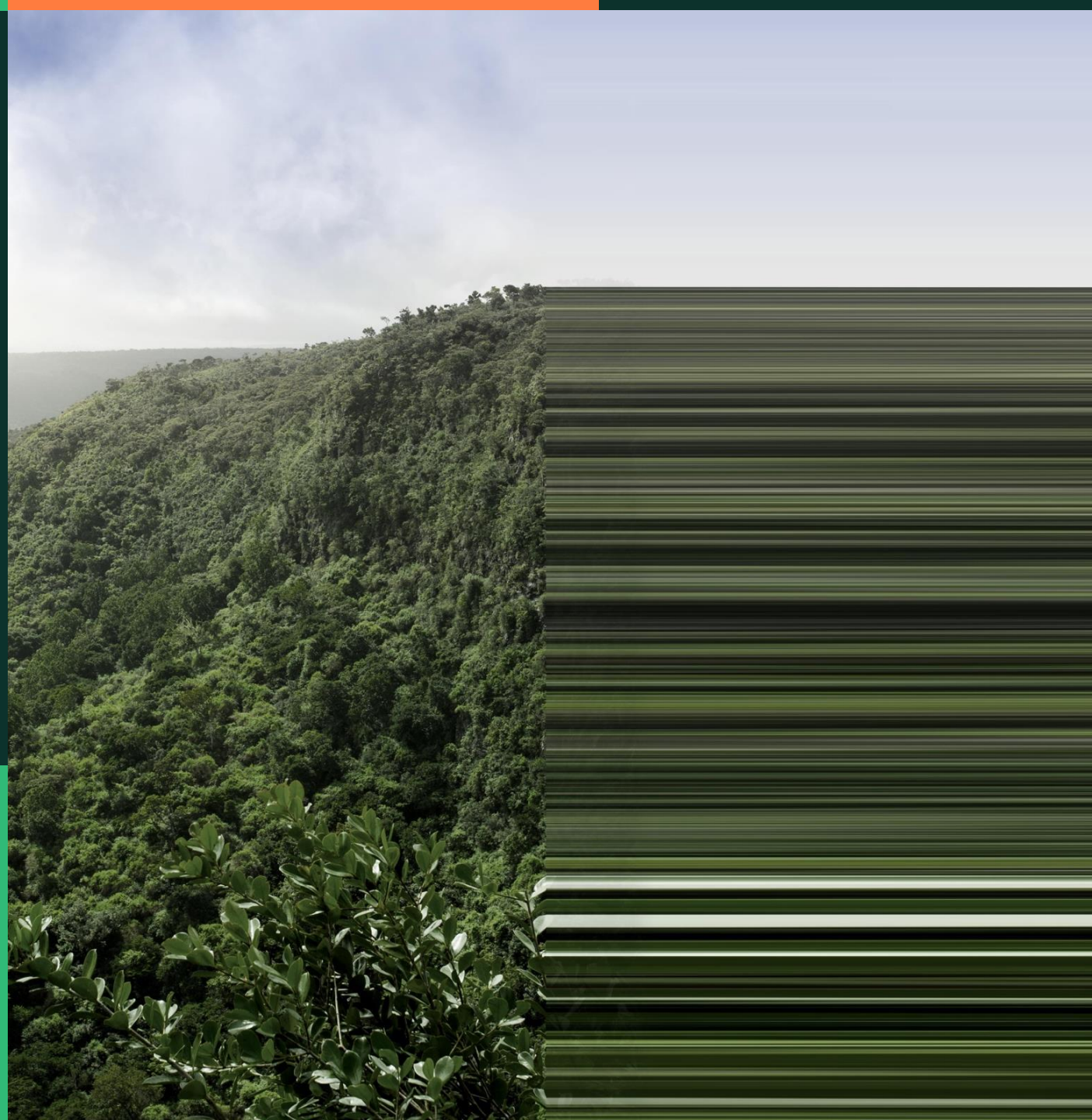
Become Innovation Heroes with
SUSE and the Power of Many



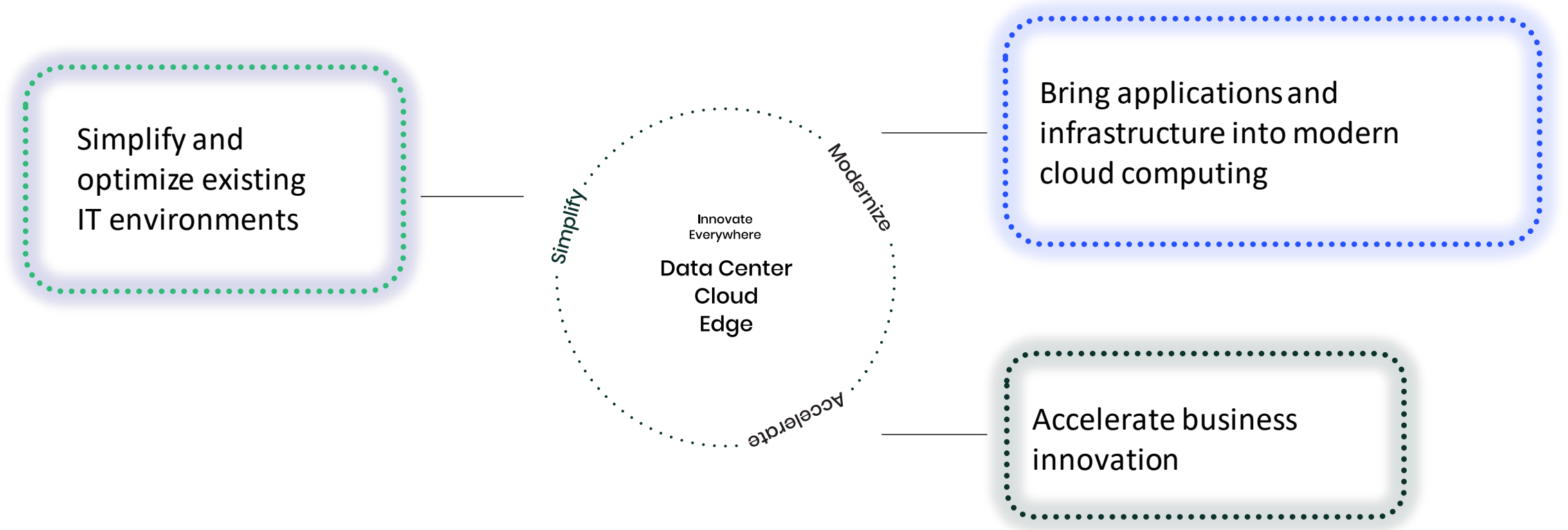
Digital transformation is built on innovation.

Islands of innovation are not sufficient any longer.

Customers are looking to...

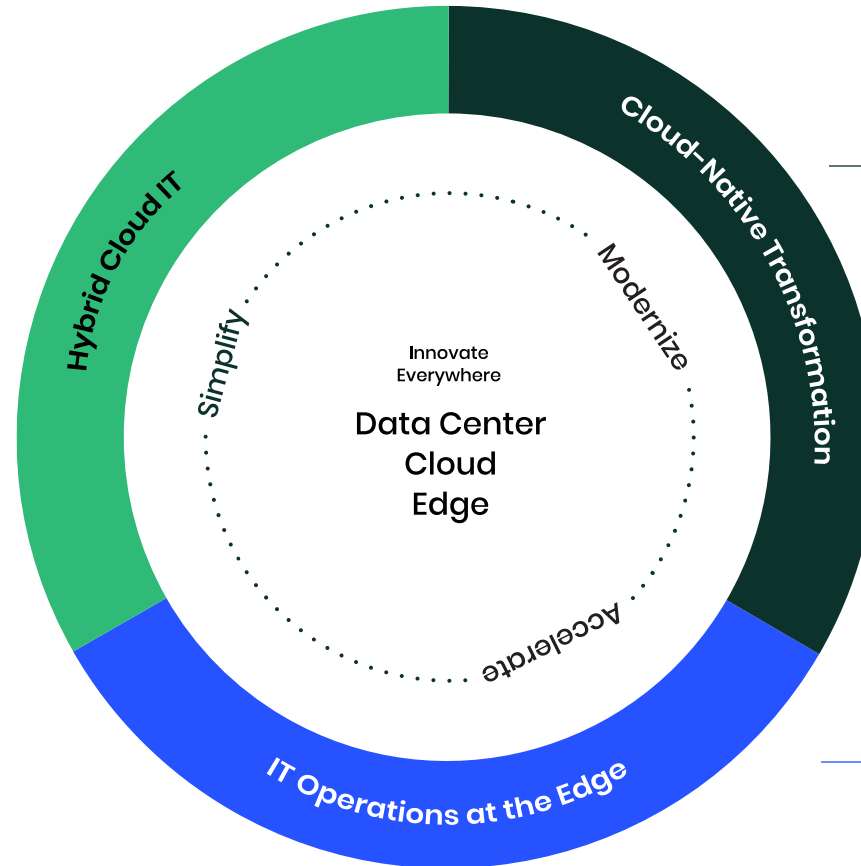


Innovate everywhere



Innovate everywhere

Consistent, reliable, secure operation of business-critical workloads on-premises and in the cloud



Simple, scalable deployment and management of containerized workloads

Full stack infrastructure and application management for Edge computing environments



Hybrid cloud IT

Hybrid Cloud IT

Customer Challenges

- Digital transformation creating hybrid-cloud uses cases
- Hybrid cloud infrastructure and applications complex and costly to manage
- Legacy SAP deployments hampered by service outages and increasing management complexity
- Pressure to reduce cost and increase efficiency, without compromising service delivery or business agility

Why SUSE

- Run SAP solutions with no downtime, lower risk, reduced complexity and maximum performance
- Leading Linux platform for Enterprise-scale and HPC workloads, enabling minimal downtime
- Unique value-add of automation & monitoring, managing hybrid environments from single console
- Reduced total cost of ownership, faster time to value
- 80% of Fortune 50 and 90% of SAP HANA systems run on SUSE

Happy Customers



BALDOR

AIRBUS



Cloud-native transformation

Hybrid Cloud IT

Customer Challenges

- Containers & Kubernetes are key to digital transformation, but can be complex
- Need to modernize legacy applications and accelerate time to market using cloud-native workloads
- Lack of cloud native tech skill hampers production deployments
- Competing vendor interests make platform selection difficult

Why SUSE

- Deploy, optimize, secure, and manage cloud-native applications from core, to cloud, to edge
- Industry's only solution for managing all Kubernetes distributions
- No lock-in, powers 'start anywhere, go anywhere' cloud native adoption
- Leader in Forrester Wave



Happy Customers



IT Operations at the Edge

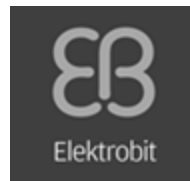
Customer Challenges

- Edge is key pillar of digital transformation in many enterprises
- Legacy edge is inflexible, limited in scale, and insecure
- Customers are looking for a consistent computing from core, to cloud, to edge
- Dealing with breadth and complexity of edge use-cases

Why SUSE

- Industry's most scalable Kubernetes Management Platform
- Industry's only certified lightweight Kubernetes distribution
- Industry's only adaptable Linux OS purpose built for edge computing environments
- Complete stack for mission-critical edge computing

Happy Customers



Continental



BOSCH



Our Innovation Heroes



Trusted by our customers across all industries

Finance



Information Technology



Media and Entertainment



Healthcare



Government / Defense



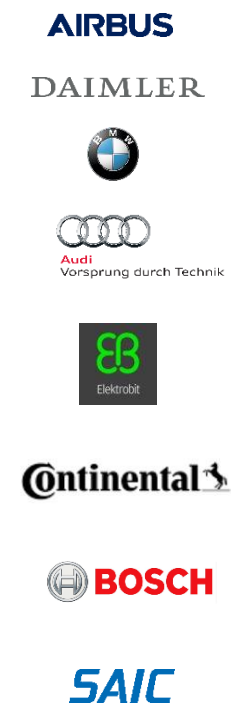
Retail



Telecom



Manufacturing & Automotive



Technology and other industries



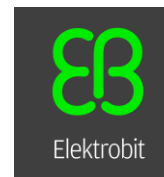
Elektrobit creates safe, secure software for autonomous vehicles

Business Outcomes

- Elektrobit is working to ensure the performance, safety, and security of autonomous vehicles
- Elektrobit powers over one billion devices in more than 100 million vehicles and offers flexible, innovative solutions for car infrastructure software, connectivity, security and automated driving
- Elektrobit and SUSE are partnering to create a future software platform for automobiles to ensure safety, deliver convenience, maximize vehicle efficiency and establish trust with consumers



“The key point in openness is freedom and flexibility—open source software within automotive allows car manufacturers to innovate on the base technology and implement their innovations.”



Alexander Kocher, President of Automotive Business Segment and Managing Director Elektrobit
EMEA | GERMANY

Trusted by our customers across all industries

Business Outcomes

- Processes 22 million incoming data points each day for stations and measuring devices scattered around the globe
- Data points used to build climate models, monitor earthquakes, and deliver 3-hour weather forecasts every 5 minutes
- Disaster reduction and avoidance is key outcome



“The most important result for us is that with SUSE Linux Enterprise Server for HPC and the HPE SGI system, we got the best performance for our budget. SUSE is an innovator and we’re always eager to explore future capabilities with SUSE.”



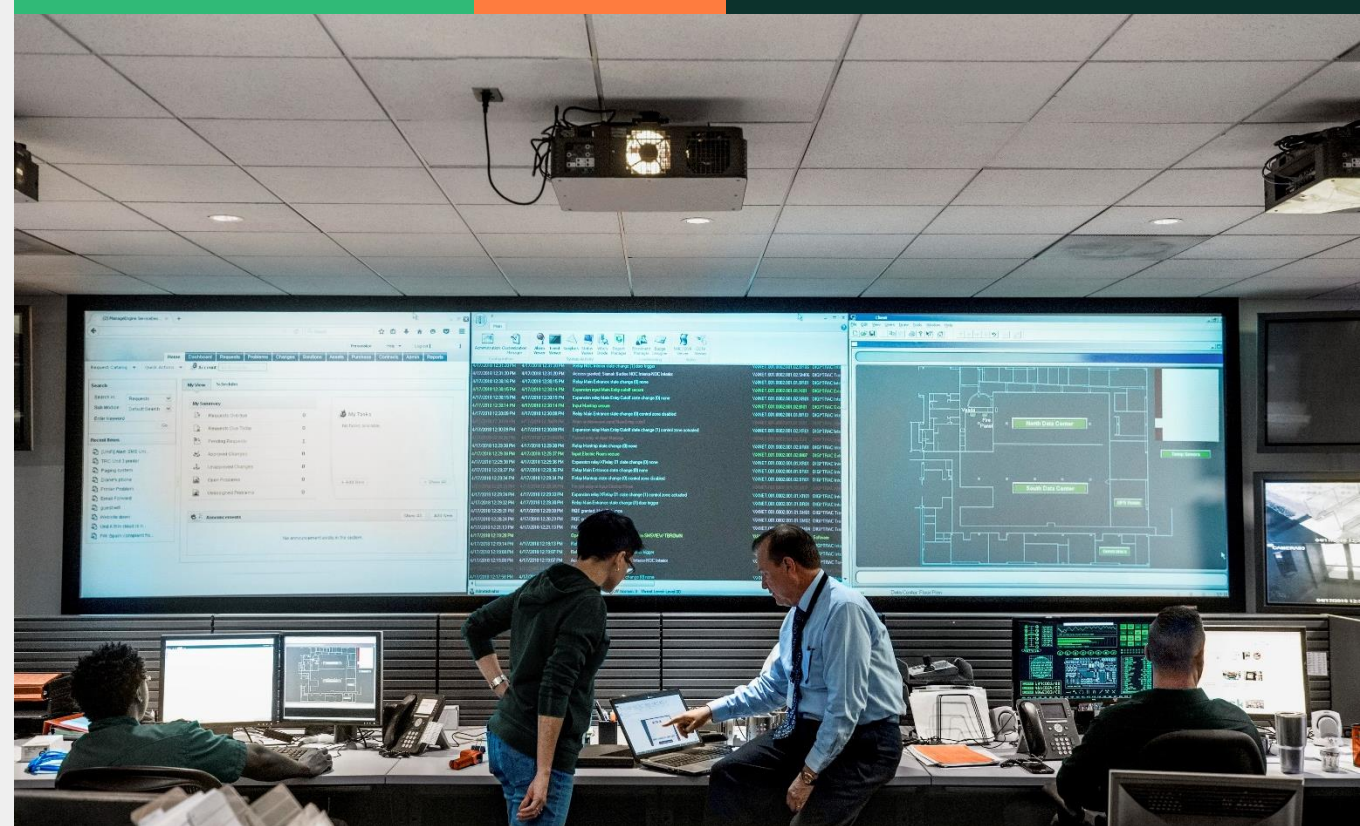
Günther Tschabuschnig, CIO ZAMG
EMEA | Austria

Airbus works with SUSE Rancher to transform legacy infrastructure and create agile, cloud native architectures

Business Outcomes

Significant efficiencies and benefits achieved:

- 80% reduction in upgrade time
- 75% reduction in management time
- New instances created in minutes
- Future-proofed methodology to promote growth
- Outdated infrastructure transformed to agile application framework, reducing complexity and overheads



"Working with fleets of satellites is a game-changer. Whereas it's simple to manage one or two satellites in a monolithic architecture, it's a completely different story when managing thousands. We needed to scale our applications and create an innovative estate of microservices – Kubernetes and Rancher are the enablers."

AIRBUS

Jean Philippe Gouin
Cloud Architect, Airbus Defence and Space
EMEA | FRANCE

ABSA uses SUSE Rancher to achieve major efficiencies and promote greater innovation

Business Outcomes

Major efficiencies achieved:

- 75% reduction in overhead costs in Rancher compared to other vendors
- Management time reduced by 80%
- Outages reduced by 80%
- Outdated, expensive and monolithic infrastructure transformed to multi-cluster model which will allow ABSA to grow quickly, sustainably whilst delivering modern banking solutions



“Creating open source solutions has always been a focus so we love that Rancher is 100 per cent open. ABSA is very active in developing open source solutions for the banking industry. By working with the team at Rancher, we can easily gear solutions towards solving the issues facing our sector.”



Zak Anderson
Head of Container Services, ABSA
EMEA | S. Africa

About SUSE



28 years of leadership in true open source

1992 to 2000	2001 to 2010	2011 to Present	2017 to Present
The Pioneering Years	Becoming strategic partner of SAP and building a strong ecosystem	Enabling an Always Open Data Center	From Linux Pioneer to Software-Defined Infrastructure and Edge

Important Milestones

1992

SUSE brings Linux to the enterprise

2010

Linux-based solution with AWS

2020

SUSE celebrates first year of independence

2008

Joint innovation with SAP

2019

Partnership with EQT

2020

Acquires Rancher Labs



Innovate Everywhere – The Power of Many





Thank you

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