

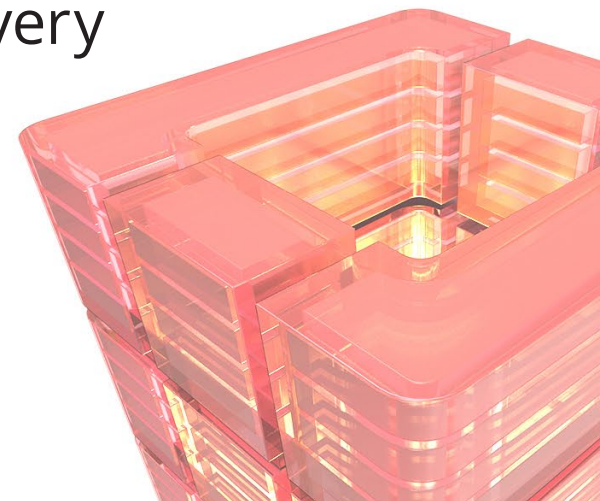


**How customers are solving
real business problems
with Mirantis OpenStack**

Every industry is experiencing **digital disruption** from fast-moving technology startups. A cloud can accelerate your **software productivity by more than 4x** while simultaneously **saving you money** over traditional IT solutions. OpenStack is the leading software standard for building private clouds with open APIs.

Mirantis helps top enterprises **build and manage private cloud infrastructure** using OpenStack and related open source technologies.

In this eBook you will learn about nine customers, across seven diverse industries, that depend on Mirantis so that they can focus on faster delivery of software solutions.





VOLKSWAGEN
GROUP

INDUSTRY

- Manufacturing
- Germany HQ
- 610,000 employees

CHALLENGE

- Standardize and automate IT infrastructure
- Increase speed of application delivery and innovation
- Lower IT infrastructure costs

SOLUTION

- Mirantis OpenStack Private & Hybrid Cloud
- Intel x86 based servers
- Cloud Foundry open source PaaS

“Through our cloud expansion, Mirantis continues to provide excellent training, support, and operational knowledge. Mirantis OpenStack is now the engine that lets Volkswagen’s developers build and deliver software faster.”

Mario Müller

Corporate Director of IT Operational Services & Infrastructure Technologies, Volkswagen Group

VOLKSWAGEN GROUP



BENEFITS

- ▶ Faster IT platform delivery; from months to hours
- ▶ Increased developer agility, innovation
- ▶ Reduced IT infrastructure costs

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INDUSTRY

- Telecommunications
- Australia HQ
- Presence in 15 countries

CHALLENGE

- Slash network provisioning time
- Increase bandwidth provisioning flexibility
- Improve user experience

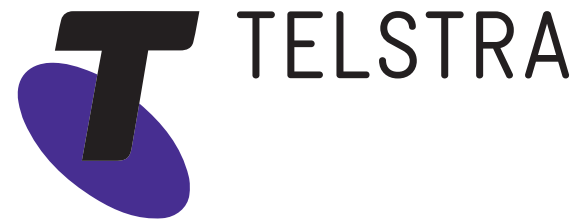
SOLUTION

- Mirantis OpenStack distribution
- Mirantis integration services
- Programmable network controller from Sonus

"We're giving control back to customers to provision the bandwidth and virtual circuit in the way that meets their particular needs."

Jon Vestal

VP of Product Architecture at Telstra



BENEFITS

- ▶ Network provisioning reduced from weeks to seconds
- ▶ User Commitments slashed from a year to an hour
- ▶ Simple user experience

[READ THE FULL CASE STUDIES](#)



G-CORE LABS

INDUSTRY

- Gaming infrastructure solutions
- Luxembourg HQ
- Managed Hosting services for companies such as Wargaming.net

CHALLENGE

- Improve game development time-to-market for game development clients
- Meet fluctuating player demand across titles & regions
- Lower IT infrastructure CapEx & OpEx

SOLUTION

- Mirantis OpenStack Cloud & IaaS
- Custom Fuel plug-ins to existing middleware
- Murano for provisioning of VMs

“Mirantis delivered excellent customized solutions, training, and support so we can be successful in a high load gaming environment.”

Andre Reitenbach

General Manager, G-Core



BENEFITS

- ▶ VM provisioning from 1-3 days to less than 1 hour
- ▶ Substantially higher server usage and lower CapEx
- ▶ Improved developer and IT admin efficiency

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深圳证券交易所 SHENZHEN STOCK EXCHANGE



INDUSTRY

- Financial Services
- China HQ
- 1700 listed companies, 14 Trillion RMB traded

CHALLENGE

- Increase performance of IT services offerings
- Improve elasticity to quickly meet demand
- Deploy open platform to enable growth Maintain high security at massive scale

SOLUTION

- Highly available Mirantis OpenStack cloud
- Ceph and dedicated SAN storage pools
- Juniper Contrail in HA mode
- High performance Intel based servers

"Mirantis OpenStack can be integrated with various commercial solutions which gives us the flexibility to build a cloud for complex use cases."

David Ke

Deputy GM,
Shenzhen Securities Communication Co., Ltd

深圳证券交易所
SHENZHEN
STOCK EXCHANGE



BENEFITS

- ▶ 90% reduction in application response time
- ▶ 30% decrease in systems costs
- ▶ Increased scalability and security

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INNOVATE
FASTER



EMPOWER
DEVELOPERS



ACCELERATE
IT

EMC²
®

INDUSTRY

- Public cloud storage for large business users

CHALLENGE

- Improve operations of storage cloud
- Accelerate cloud deployment
- Enhance flexibility to provide new services

SOLUTION

- OpenStack for storage cloud management layer
- OpenStack to extend public & private cloud services
- Cisco ASR & Nexus 1000, Terraform infrastructure orchestration

"Using Mirantis Fuel, our OpenStack installation was fast and seamless; so much better than other solutions we've encountered."

Drew Gonczi

CTO of Cloud Operations, EMC

EMC²



BENEFITS

- ▶ Improvement in storage cloud operations
- ▶ Achievement of go-to-market launch goal
- ▶ Increase in software development efficiency

[READ THE FULL CASE STUDIES](#)



TATA COMMUNICATIONS

INDUSTRY

- Network, Datacenter, Managed Service Provider
- India & Singapore HQ
- 8,000 employees in 38 countries

CHALLENGE

- Provide cloud agility with infrastructure choice
- Increase customers' IT flexibility and control
- Leverage connectivity and data center services

SOLUTION

- Mirantis OpenStack-based cloud platform
- Orchestration console for full enterprise control
- Choice of server, storage, network, VM, and OS

"We liked OpenStack's flexibility and modular architecture which closely matched our need to deliver freedom of choice to customers."

Karthikeyan Subbiah

Vice President, Technology & Services
Engineering, Global Data Center Services, Tata
Communications Limited



TATA COMMUNICATIONS



BENEFITS

- ▶ Increased infrastructure agility and choice
- ▶ Improved control of IT resources
- ▶ Enhanced flexibility for future integrations

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STC
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INDUSTRY

- Largest telecom in Middle East & Africa
- FT Global 500 company, \$35B market cap
- Operates in 9 countries

CHALLENGE

- Launch innovative public cloud to augment core business
- Improve cloud performance without vendor lock-in
- Increase business & IT operational efficiency

SOLUTION

- Mirantis OpenStack public cloud platform
- OpenStack-based IaaS, PaaS, & SaaS marketplace
- Scalable cloud extended to internal IT & NFV

“Mirantis has the most OpenStack expertise and opens integrations to a vast number of software and hardware vendors, which opens the door for us to a wider choice of servers, storage, and other components that works to our advantage.”

Saleh Mosaibah

VP Cloud Services, Saudi Telecom Company



BENEFITS

- ▶ Increased differentiation of public cloud offering
- ▶ At least 25% lower CAPEX & OPEX versus alternatives
- ▶ Access to OpenStack community innovation

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Naturalis
Biodiversity
Center



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INDUSTRY

- Scientific Research

CHALLENGE

- Increase scalable compute power for innovative research
- Lower storage cost for massive digitized object catalog
- Expand data access for research community collaboration
- Decrease support cost of IT resources

SOLUTION

- Mirantis OpenStack high-performance cloud
- Ceph storage of 1 petabyte
- Puppet configuration management
- High performance Intel based servers

“With our IT transformation and OpenStack cloud, we’re ready to expand access to the number one biodiversity center in the world.”

Marc de Hart

ICT Manager, Naturalis Biodiversity Center



BENEFITS

- ▶ 10x faster research calculations – from weeks to days
- ▶ Increase in efficiency of data storage and file backup
- ▶ 10-minute provisioning of new web servers
- ▶ Decrease in IT support costs

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百联集团
BAILIAN GROUP

INDUSTRY

- Retail
- Shanghai, China HQ
- 50,000 employees

CHALLENGE

- Transform e-commerce business & respond to market change
- Accelerate innovation & speed time-to-market
- Reduce existing IT cost & complexity

SOLUTION

- OpenStack IaaS for legacy & cloud-ready applications
- Mirantis OpenStack distribution & design services
- UMCLOUD web-scale OpenStack managed services

“We found OpenStack to be the most open and flexible cloud technology, and Mirantis and UMCLOUD to be the best partners to help us launch our new omni-channel commerce platform”

Lu Qichuan

Director of IaaS and Cloud
Integration Architecture, Bailian Group



百联集团
BAILIAN GROUP



BENEFITS

- ▶ Massively scalable platform for rapid e-commerce growth
- ▶ Smooth transformation to CI/CD & DevOps culture
- ▶ Reduced IT costs & faster provisioning times

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