Transforming IT

The power of change

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SUSE
We adapt. You succeed.

Moments of Need

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- ✓ Discover The Problem
- ✓ Seek Information
- ✓ Evaluate Options
- ✓ Buy
- ✓ Use
- ✓ Evaluation
- ✓ Socialization
- ✓ Transformation

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Vendor Success Criteria:
Serve consumers in their moments of need

Tale of the Shoe

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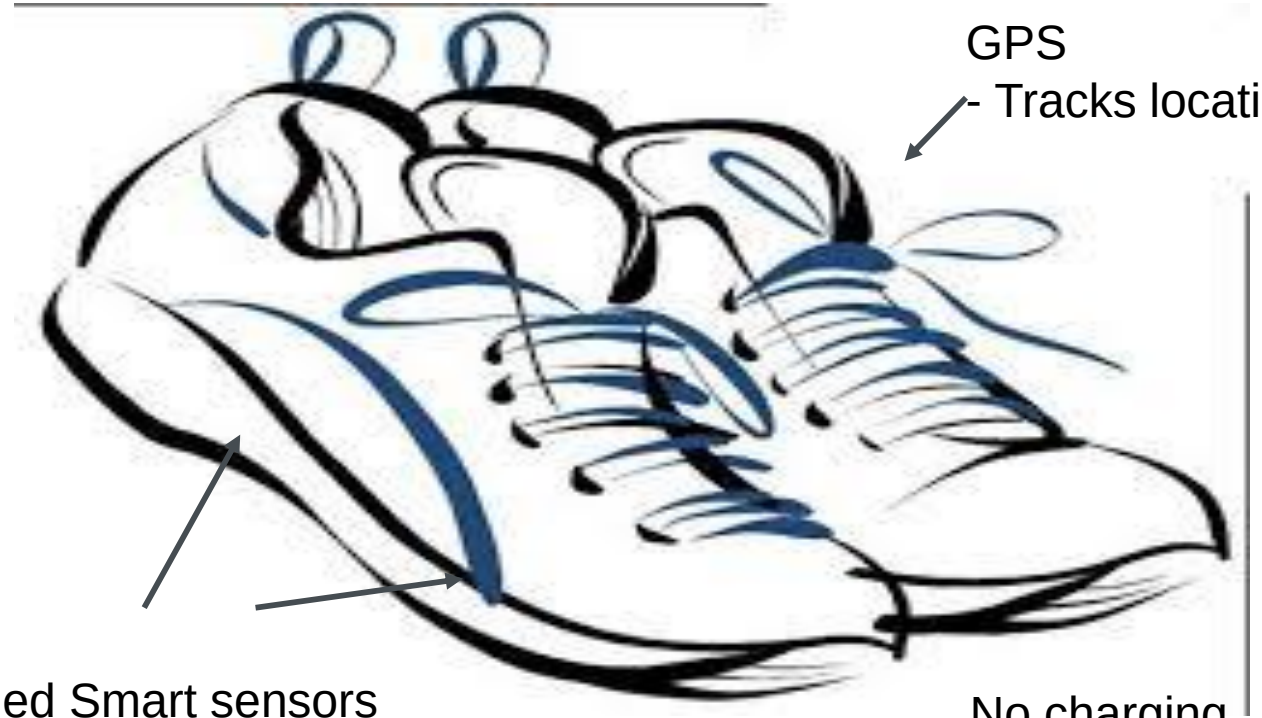
- ✓ Evaluation
- ✓ Socialization
- ✓Transformation

Tale of the Shoe - Transformative



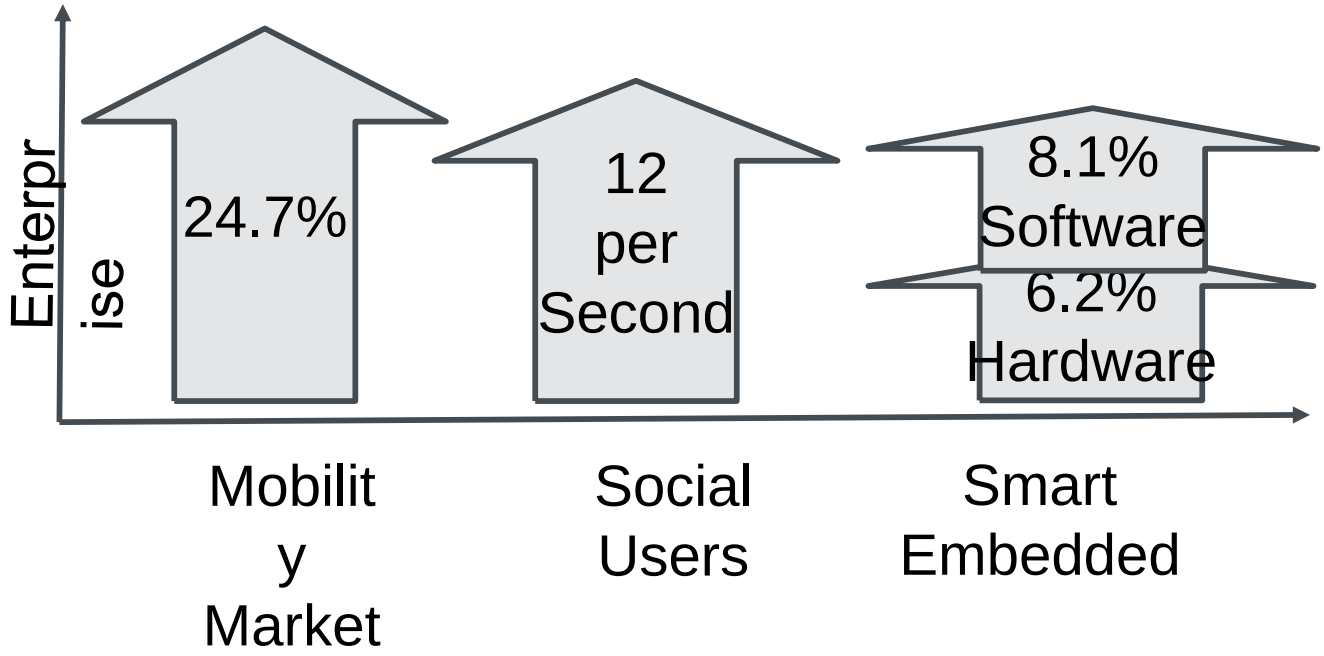
GPS
- Tracks location

Bluetooth
- with
storage

Embedded Smart sensors
- track distance, calories, pace, cadence, stride

No charging
required

Digital Economy Transformation



Applies To Many Markets

- Health care
- Finance / Banking
- Energy
- Life Sciences
- Government
- Manufacturing
- Retail
- Automotive
- Agriculture / Food Industry
- Security
- Service Providers

Business Opportunity and Pressure

- Evolving requirements
- Support for high mobility
- Need for rapid response
- Forward thinking services
- Self service
- High quality services

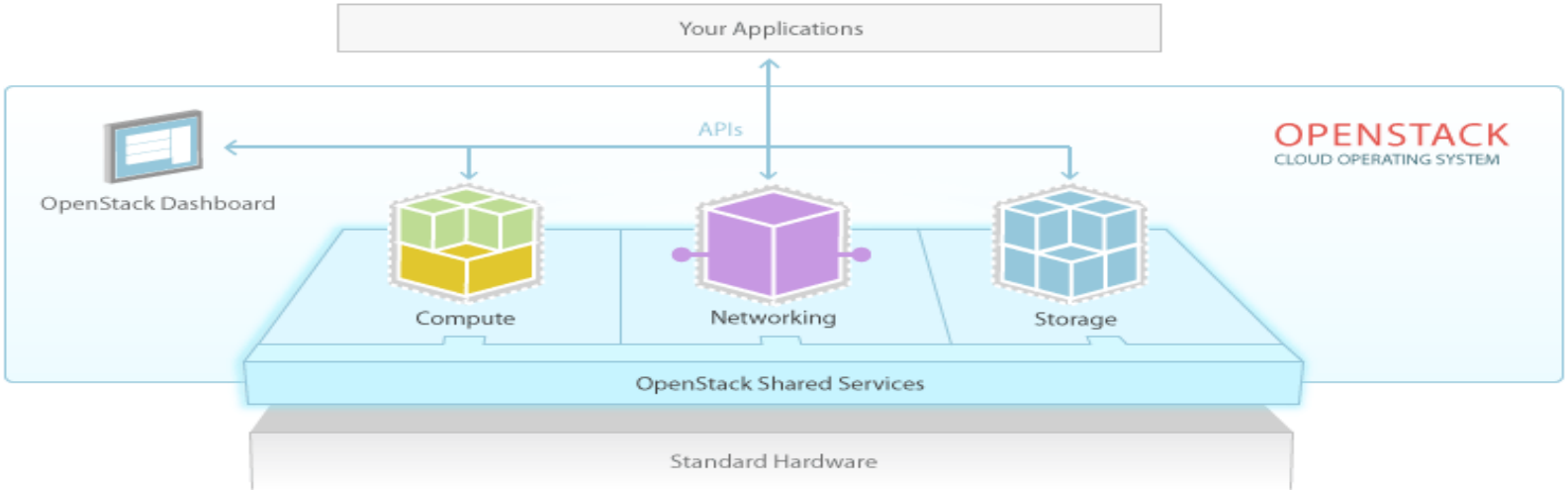
“With the recent digital revolution, tens of thousands of private customers started accessing our online resources simultaneously. In this dynamic, fast changing landscape, we wanted the ability to seamlessly adapt to the requests of online users, who expect reliable, on-the-go access to leading-edge banking services.”

China UnionPay, Information Center

Why Cloud

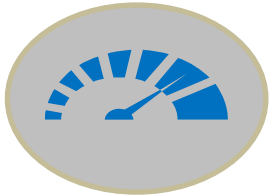
- Serves consumers in their moment of need
  - Supports for a more complex IT infrastructure
    - Improved asset utilization (Server, Storage)
    - Automation – Software driven infrastructure
    - Upgraded and expanded facilities
- Speed without Risk
  - Agility to address diverse business workloads
  - Intelligent data placement to accelerate use of analytics in business processes
  - Dynamic operations control optimized for economics, performance, scalability, and data security per privacy and regulatory requirements

Why OpenStack



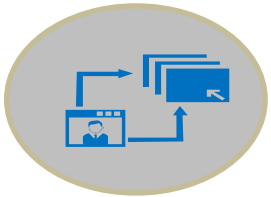
One platform for every cloud technology that matters for the next decade and beyond

Speed & Agility



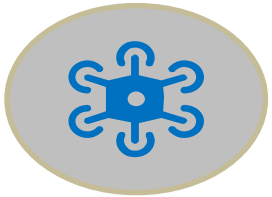
OpenStack accelerates your time-to-market by giving your business units a self-service portal to access necessary resources on-demand, and an API driven platform for developing cloud-aware apps.

Interoperability & Hybrid Cloud Scenarios

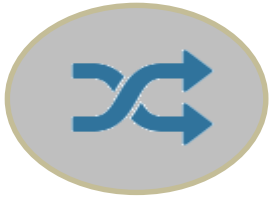


OpenStack is an open and flexible platform that enables application portability even among private and public clouds, allowing enterprises to choose the best cloud for their applications and workflows at any time, without lock-in. It can also be integrated with a variety of key business systems.

Vibrant Commercial Ecosystem



With support from every major IT vendor, including every significant Linux distribution, virtualization hypervisor, and public and hosted private cloud provider, and plug-ins from all major networking and storage vendors, you can build the environment you need with strong commercial and community support.



Network agility

offers greater flexibility, scalability and resiliency

Cost Savings

both on installation and management

Proven implementation

by the world's leading companies

SUSE OpenStack Cloud

SUSE Solutions for the Private Cloud

Build your own cloud

- **Rapidly design and deploy Enterprise Ready,** highly available, mixed-hypervisor & container IaaS clouds.
- **Innovate, reduce costs and work faster.** Let users serve themselves: Spin workloads up and down on demand from a **self-service portal**.
- Ensure **reliability** with SUSE partners, certified hardware and software
- Keep workloads where they are **secure**, **compliant**, and **fully supported**.

SUSE OpenStack Cloud Partners in China

“The flexibility of OpenStack means that it is fully adaptable to our evolving requirements, making it easier for us to devise and deploy new functionality as our business continues to grow.”

China UnionPay, Information Center

Thanks

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