



SUSE OpenStack Cloud

Private Cloud for Enterprise Business

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Change is everywhere.
The 4차 산업혁명 is here



변화 적응

Dealing with change is the greatest threat facing big business.





고객/시장의 요구조건:

- 신속한 서비스& 솔루션
- On-demand, mobile access
- 보안 & 안정성



기업의 필수조건:

- Speed
- Agility
- A lead on the competition

해결책 :The Cloud

- 95% of businesses now use cloud computing
- 72% of enterprises are using Private Cloud
- “Cloud-first” strategies will become the norm in 2017



기업 데이터 센터(IT)의 고민



Faster response to:

- Needs of the business
- Customer requirements
- Market changes
- Competitive challenges

Tighter budgets

- Lower TCO
- Faster ROI
- Reduce licence costs
- Rebalance Opex/Capex

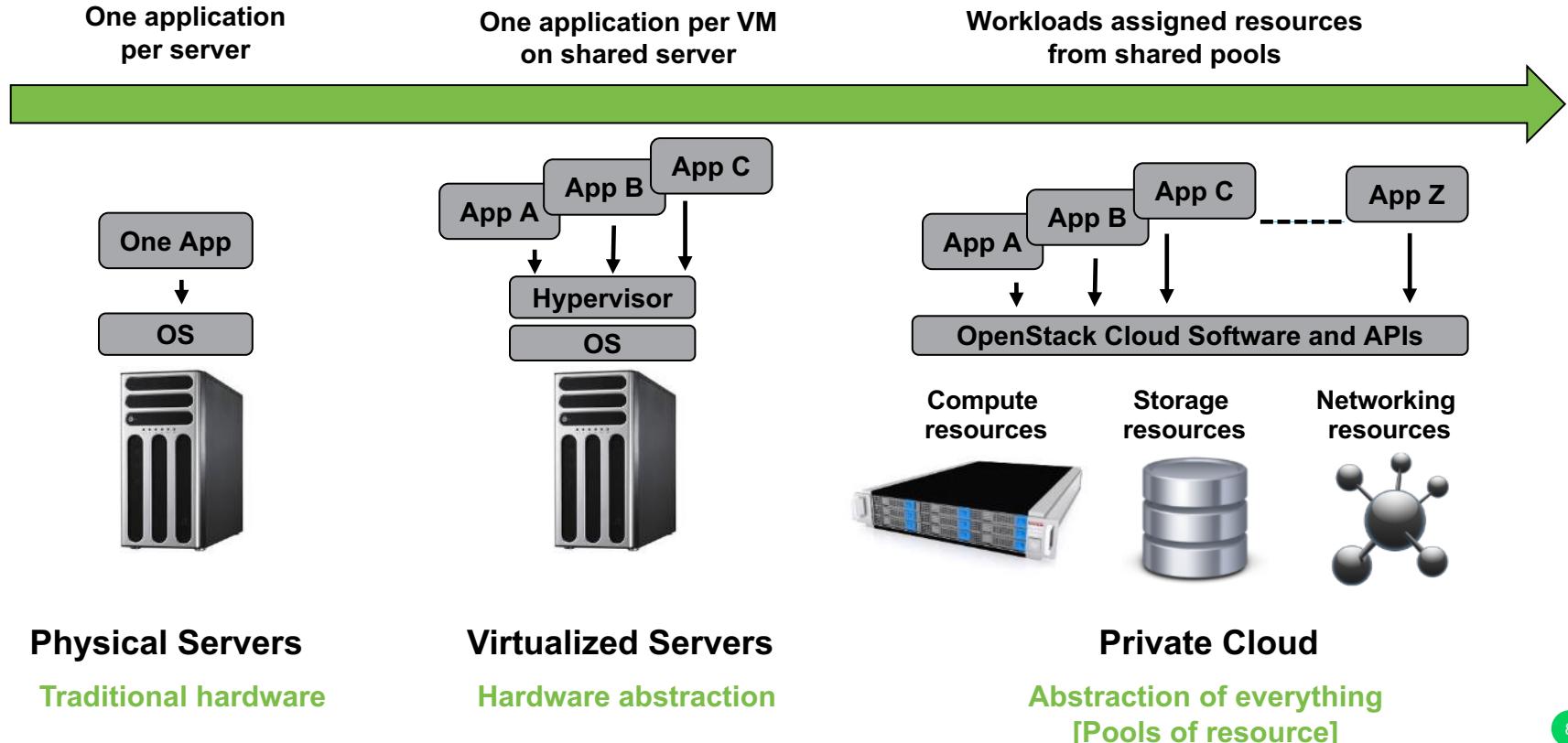


Data Centre Transformation

- Next level of automation
- Manage more with less
- Better utilization
- Resource provisioning & flexibility

Data centre 변화

From physical to virtual to cloud



OpenStack Cloud



“OpenStack has grown into **a de facto standard platform** for the private cloud market. ” *

One of the fastest growing open source communities in the world.

- 70K members
- 656 companies
- 185 countries

OpenStack 시장 전망

\$5 bn

Revenue from
OpenStack by 2020 **

35%

CAGR for
OpenStack Revenue **

71%

OpenStack Deployments
in Full Production *

3x

Containers being adopted
3x faster on OpenStack **

Sources:

*OpenStack Foundation user survey, Oct 2016

** 451 Research data, Oct 2016

OpenStack이 고려되어야 하는 이유

- OpenStack is positioned to be the foundation of technology choices for the next decade
- Integrates with all key emerging technologies as well as many of your existing systems
- Delivers the compute (bare metal, hypervisor, container), storage (block, object, file) and networking required for every scenario

OpenStack Private Cloud Bridging the Two Worlds of IT

A photograph of a modern cable-stayed bridge with a large, curved arch, spanning a river. The sky is filled with warm, orange and red hues of a setting sun. In the background, there's a city skyline with various buildings and a construction crane. The bridge's reflection is clearly visible in the calm water below.

**Agile IT
(Revolutionary)**

**Traditional IT
(Evolutionary)**

SUSE OpenStack Cloud

Delivering the full value of OpenStack



Traditional IT Evolution(진화)

- Rock solid reliability (안정성)
- Highly available, non-disruptive upgrades (가용성)
- Business oriented release cycle / longer support
- Widest hypervisor support & interoperability
- Leading enterprise support for entire platform



Agile IT Revolution(혁명)

- OpenStack Newton release
- Kubernetes as a Service
- Software defined infrastructure
- Unified storage for production workloads
- Fastest deployment, easy management

SUSE OpenStack Cloud

Answers all the data center challenges

SUSE OpenStack Cloud delivers: (**빠른 유연성, 비용, 서비스**)

- Flexibility to respond quickly & easily to new demands
- Increased agility, speed and efficiency
- An elastic platform for increased innovation
- Lower costs, faster ROI
- Greater control and security
- Self-service capabilities
- High quality services



SUSE OpenStack Cloud

Taking the pain out of OpenStack

"OpenStack is...consistently recognized as **overly complex to configure, deploy and upgrade.**"

451 Research Feb 2015

"The value proposition for using a distribution writes itself."

451 Research Q3 2016

SUSE OpenStack Cloud gives you:

- A pre-built solution you can start driving now
- Quality, reliability and performance
- Top class service, maintenance & support
- Excellent value



What our customer say

Pi DATACENTERS

“We wanted a flexible, reliable, cost-effective foundation on which to build our business and stand out from the crowd”.

“SUSE OpenStack Cloud enables us to offer secure, dedicated clouds. This degree of security is crucial for those in sensitive sectors”

Datalounges

“SUSE OpenStack Cloud has been our cloud services platform from day one.”

“We also tested pure OpenStack and the Red Hat variant. The SUSE option was superior in terms of pricing, the enterprise level support and built-in automation features.”

S2

“We have SUSE to thank for getting OpenStack Cloud services up and running so quickly”.

BMW

“To increase business velocity, BMW decided to implement software-defined infrastructure (SDI) that could support agile, on-premises IaaS.”

“SDI directly alleviates the barriers to business growth posed by the proprietary private cloud.”

S2

2006년에 일본에서 설립된 호스팅 회사이며, 정부, 기업, 엔터테이먼트와 게이밍 산업 등에 서비스 제공

“지난 한해 동안 *OpenStack*을 서비스 레벨로 구축하는데에 어려움이 있었다. 하지만 SUSE 엔지니어가 참여한지 3개월 만에, 우리는 *OpenStack*을 팔수 있는 레벨 까지 발전 시킬 수 있었다.”

KOHEI SUDO Ceo and President

결과

- 클라우드 구축시간 단축 : 1년 -> 3개월
- S2의 비지니스 요구에 따른, 다양한 벤더의 서비스(Midonet의 네트워크 가상화 솔루션, Wipro의 Cloud 미터링 솔루션)를 통합하여 클라우드 인프라 구축
- 훌륭한 지속적인 운영과 안정성

DARZ

DARZ는 대규모, 높은 보안의 환경 친화적인 독일의 다름슈타트에 위치한 데이터 센터. 다양한 매니지스 서비스, 콜로케이션 그리고 IT 컨설팅 등의 서비스를 제공하는 회사이다.

“우리의 과거 SUSE와 매우 효과적으로 일해본 경험이 있기에, SUSE를 선택했다. 제안된 솔루션 또한 다른 벤더와 비교하여 매우 합리적인 가격이다. 인프라 구축간 수세의 기술지원 또한 매우 훌륭하였다.”

LARS GOBEL Director of Sales and IT Services DARZ

결과

- 새로운 수익 구조 구축
- 자동화로 인한, 적은 시스템 운영/관리 소요 및 운용 비용 감소
- 훌륭한 신뢰도와 가치의 서비스를 고객에게 전달 가능

SUSE's history with OpenStack

- Founding member and platinum sponsor of OpenStack Foundation
- First to launch an “enterprise-grade” OpenStack distribution in 2012
- Focused on making SUSE OpenStack Cloud the best private cloud solution for enterprise business



Cloud Enabler of the Year



Cloud Enabler of the Year



Best Software defined Solution

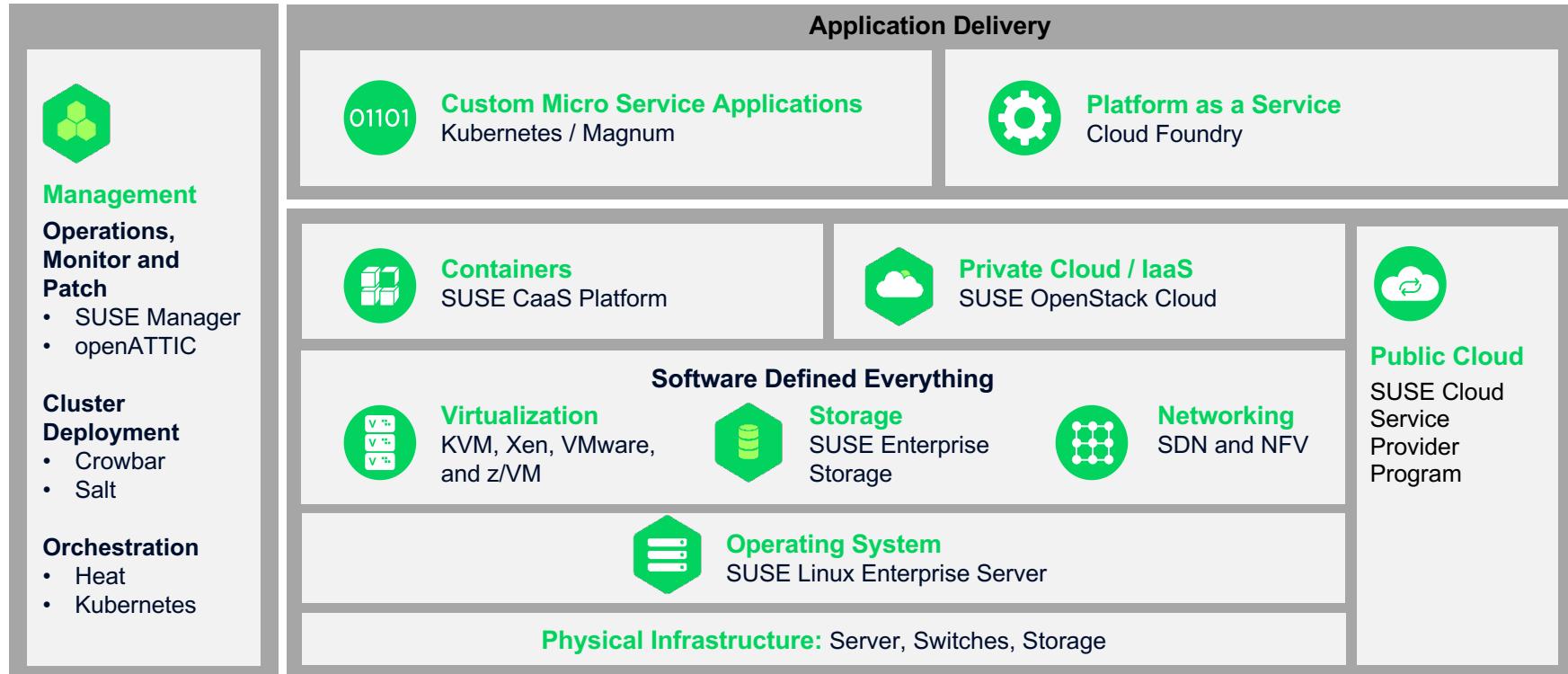


SUSE OpenStack Cloud 7 New Features

New Feature	Why It's Important
Built on OpenStack Newton code release	Timely access latest cloud technologies in areas where innovation is occurring at a rapid pace
Kubernetes as a Service	Helping customers build new cloud-native containerized applications fast and supporting their DevOps initiatives
Delivery of non-disruptive upgrade capabilities	Avoid downtime and service interruption when migrating to new OpenStack releases
Integration of OpenStack shared file service with CephFS, delivered via SUSE Enterprise Storage	Giving customers a unified storage system for block, object and file access for production workloads
Improved scalability across multiple data centers	Enable users to access, manage and control multiple private clouds through a single user interface

SUSE Software-Defined Infrastructure

Our Open, Flexible Infrastructure Vision



SUSE OpenStack Cloud Positioning



SUSE OpenStack Cloud is the open source private cloud solution of choice for enterprise business, designed to:

- **Deliver improved agility, innovation and faster time to value** with an enterprise-grade OpenStack private cloud
- **Take the pain out of getting the robust, production ready private cloud customers need** with fast deployment, easy management and enhanced high availability
- **Reduce costs, improve efficiency and maximize choice** by enabling IT transformation and leveraging existing infrastructure investments

Private cloud? Don't go it alone.

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with SUSE
OpenStack
Cloud.

suse.com/smile



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Win A Gift!





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