

## Nominee: SUSE

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### **Nomination title: SUSE Delivers OpenStack Private Cloud for Enterprise Business**

SUSE is a founding member and platinum sponsor of the OpenStack Foundation. We were the first to launch a commercially supported enterprise OpenStack distribution based on the Essex release of OpenStack. SUSE OpenStack 6 was launched on March 3rd 2016, based on the Liberty release of OpenStack software.

SUSE OpenStack Cloud is the OpenStack private cloud solution of choice for the enterprise business. Designed for high availability, rapid deployment and ease of use, it delivers the operational agility, scalability and control to drive business innovation. Built on open source software, it avoids the vendor lock-in and high costs associated with proprietary cloud solutions.

SUSE has over 20 year open source heritage has helped us to build strong HW and ISV partnerships resulting in the widest hardware certification, the best interoperability and most comprehensive application/workload support for SUSE OpenStack Cloud. By contrast, many OpenStack vendors are limited in the support they can provide in these areas.

SUSE OpenStack Cloud is built on SUSE Linux Enterprise Server, which enables SUSE to provide complete support for the OS, the hypervisor and all the components required to run OpenStack. Some vendors can only provide support the OpenStack layer and rely on community Linux distributions for the complete infrastructure. This increases complexity, potential support costs and risks.

SUSE OpenStack Cloud has been designed with the widest mixed hypervisor support available, including XEN, KVM, Microsoft Hyper-V, VMWare vSphere and z/vM for IBM z System mainframes. This gives choice, flexibility and maximises the value of customer's existing IT virtualisation investments. SUSE also has the industry's strongest HW and ISV partnerships, resulting in the widest HW certification, best interoperability and most comprehensive application/workload support for SUSE OpenStack Cloud. Featuring automated high-availability configuration and deployment of critical cloud services and compute nodes, it is the robust, reliable and production ready OpenStack private cloud platform your business needs.

SUSE OpenStack Cloud is the fastest and easiest OpenStack cloud solution to maintain, deploy and manage. We have repeatedly beaten the competition to prove it. As an example, Intel has sponsored a "Rule the Stack" competition as a challenge to deploy a fully operational OpenStack cloud as quickly and accurately as possible. Run at three OpenStack Summits, SUSE has won it every time! Getting a new cloud platform up and running can be a painful and time-consuming business. Customers want to get to the business benefits fast. SUSE is the best OpenStack partner to help them do this.

SUSE OpenStack Cloud has the widest hypervisors support available on the market. This gives customers choice and makes it easier to migrate existing virtualized workloads onto their

OpenStack cloud. They get flexibility and cost savings by using the hypervisor that best suits the applications they are developing, matching appropriate extended hypervisor features and only paying a premium for specific hypervisors where they add value.

SUSE had led the way in providing easy and automatic installation of high availability services for OpenStack. This helps customers avoid unplanned downtime and ensures key cloud resources are available when they are needed. SUSE OpenStack Cloud 6 also provides high-availability for the compute nodes using the robust functionality already available in SUSE Linux Enterprise Server. This makes it easier for customers to support traditional, or business-critical workloads that were not specifically designed for a cloud architecture on their private cloud platform.

“SUSE OpenStack Cloud is a sophisticated cloud solution that simplifies the automation and management of cloud services” said Lars Göbel, head of IT Operations for DARZ, Germany.

“It delivers highly available, superb performance and outstanding value. SUSE OpenStack Cloud technology is extremely reliable and can be updated without downtime. This enables DARZ to deliver high-quality IaaS services to our customers, with all the flexibility, performance and security they need.”

“We want to be the best OpenStack cloud computing service provider in Finland. That’s why we partnered with SUSE.” Kai Kankaala—Board advisor, Sales—at Datalounges, Finland.

“With the latest release, OpenStack has really come of age,” says Kankaala. “We are getting the message out to businesses that it’s mature, reliable, highly sophisticated and fully ready for production landscapes. Of course, it is not a simple solution—but with our expertise and the enhancements in the SUSE product, we can bring all of the advantages to our customers without any of the complexity.”

SUSE OpenStack Cloud allows us to quickly build custom private, public and hybrid cloud environments, providing tailored service to our customers that other cloud providers cannot match.”

Kohei Sudo, CEO and president of S2 Inc. Ltd, Japan

### Why nominee should win

- SUSE is a founding member and platinum sponsor of the OpenStack Foundation. We were the first to launch a commercially supported enterprise OpenStack distribution
- SUSE OpenStack Cloud is the OpenStack private cloud solution of choice for the enterprise business.
- SUSE had led the way in providing easy and elegant automated installation of high availability services for OpenStack, helping meet SLAs for business-critical workloads



- **SUSE OpenStack Cloud is fast and easy to install, manage and upgrade. It delivers the widest hypervisor support, broadest hardware certification, best interoperability and most comprehensive application/workload support**