# SUSE Promote OpenStack Ecosystem in China

**Pei Feng Lin**

Senior Technical Manager

pflin@suse.com

SUSE
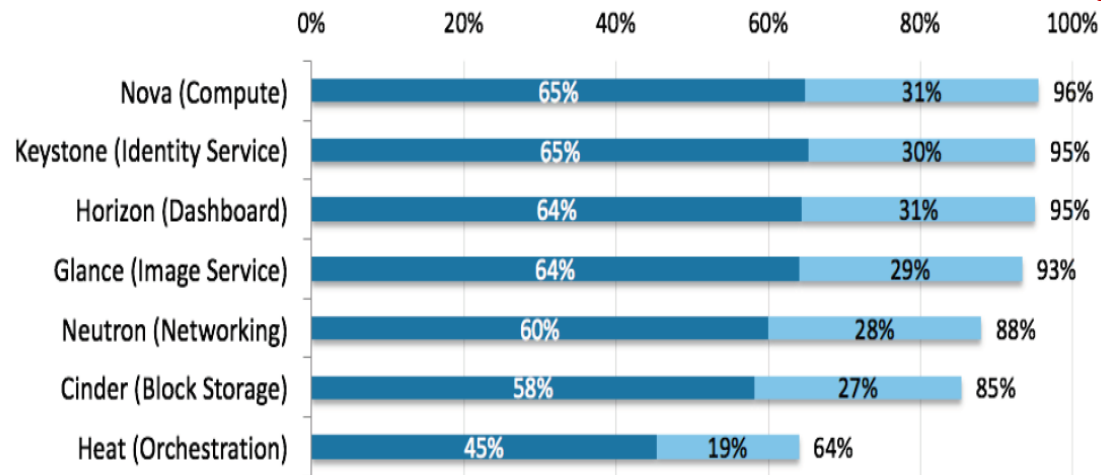
We adapt. You succeed.

# Introducing OpenStack Software

"OpenStack is now ready for business." The "compatibility standard for the private cloud market."
"OpenStack meets the needs of production workloads and is ready to enable CIOs in tackling the strategic requirements of their business."
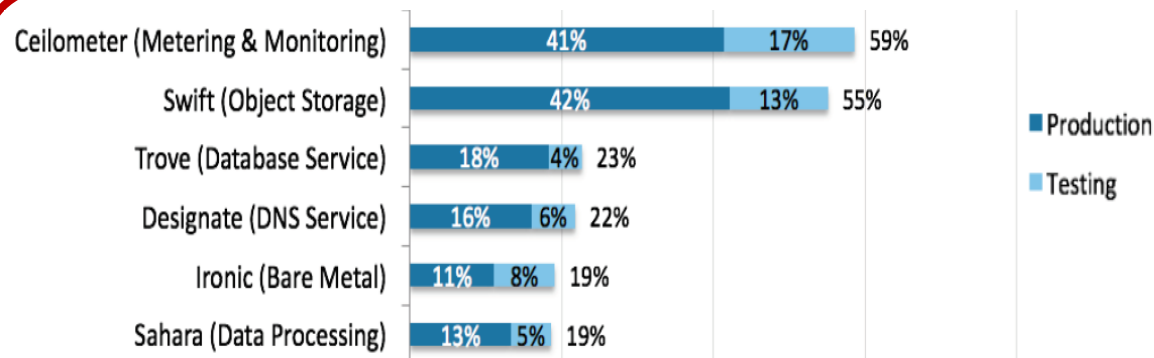(Forrester, Sept 2015)

# OpenStack Cloud Components
## Feature rich and mature cloud platform

## Which projects do OpenStack deployments use?

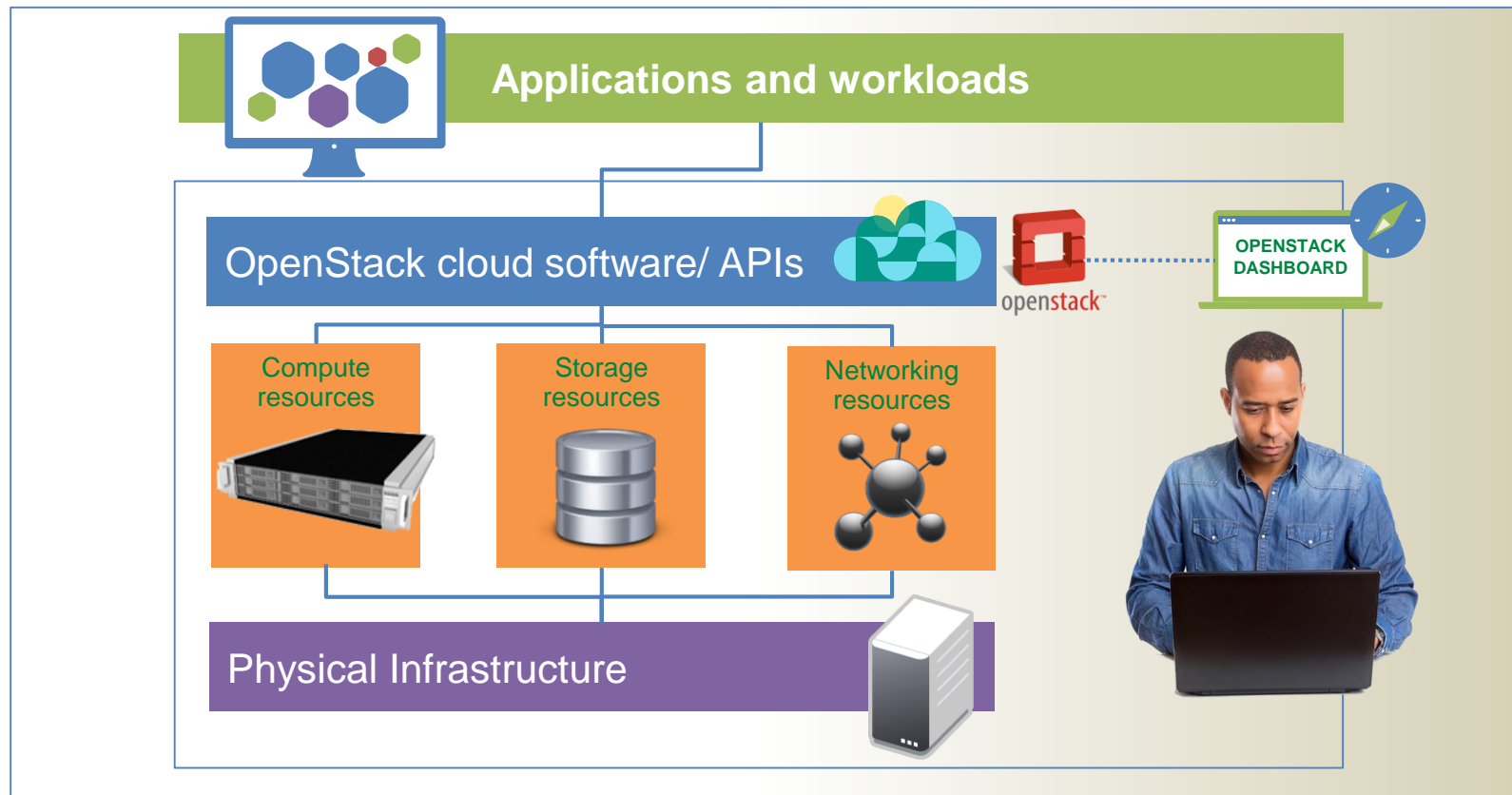| Project | Production | Testing | Total |
|---|---|---|---|
| Nova (Compute) | 65% | 31% | 96% |
| Keystone (Identity Service) | 65% | 30% | 95% |
| Horizon (Dashboard) | 64% | 31% | 95% |
| Glance (Image Service) | 64% | 29% | 93% |
| Neutron (Networking) | 60% | 28% | 88% |
| Cinder (Block Storage) | 58% | 27% | 85% |
| Heat (Orchestration) | 45% | 19% | 64% |
| Ceilometer (Metering & Monitoring) | 41% | 17% | 59% |
| Swift (Object Storage) | 42% | 13% | 55% |
| Trove (Database Service) | 18% | 4% | 23% |
| Designate (DNS Service) | 16% | 6% | 22% |
| Ironic (Bare Metal) | 11% | 8% | 19% |
| Sahara (Data Processing) | 13% | 5% | 19% |

Meeting today's business needs

Ready for future business needs

Source: OpenStack Foundation user survey, Oct 2015

# OpenStack Delivers the Software Defined Data Center

# SUSE OpenStack Cloud Mission
## Taking the pain out of OpenStack Cloud

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

451 Research
Feb 2015



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

# SUSE OpenStack Cloud Values

**Founding member Platinum sponsor**

**Alan Clark**
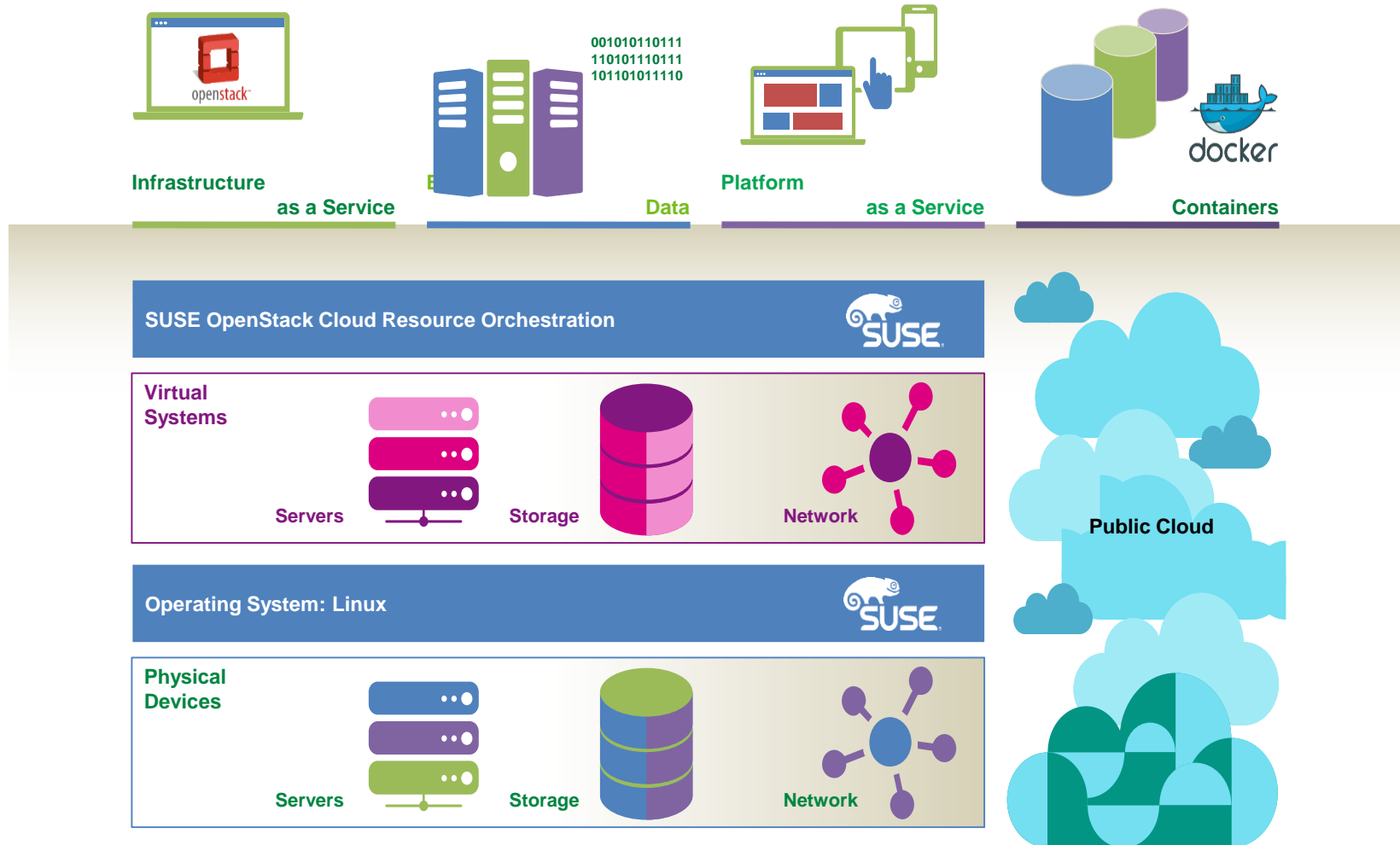**President of Foundation**

**Technical Contribution**

~~**First**~~ **enterprise OpenStack distribution in 2012**
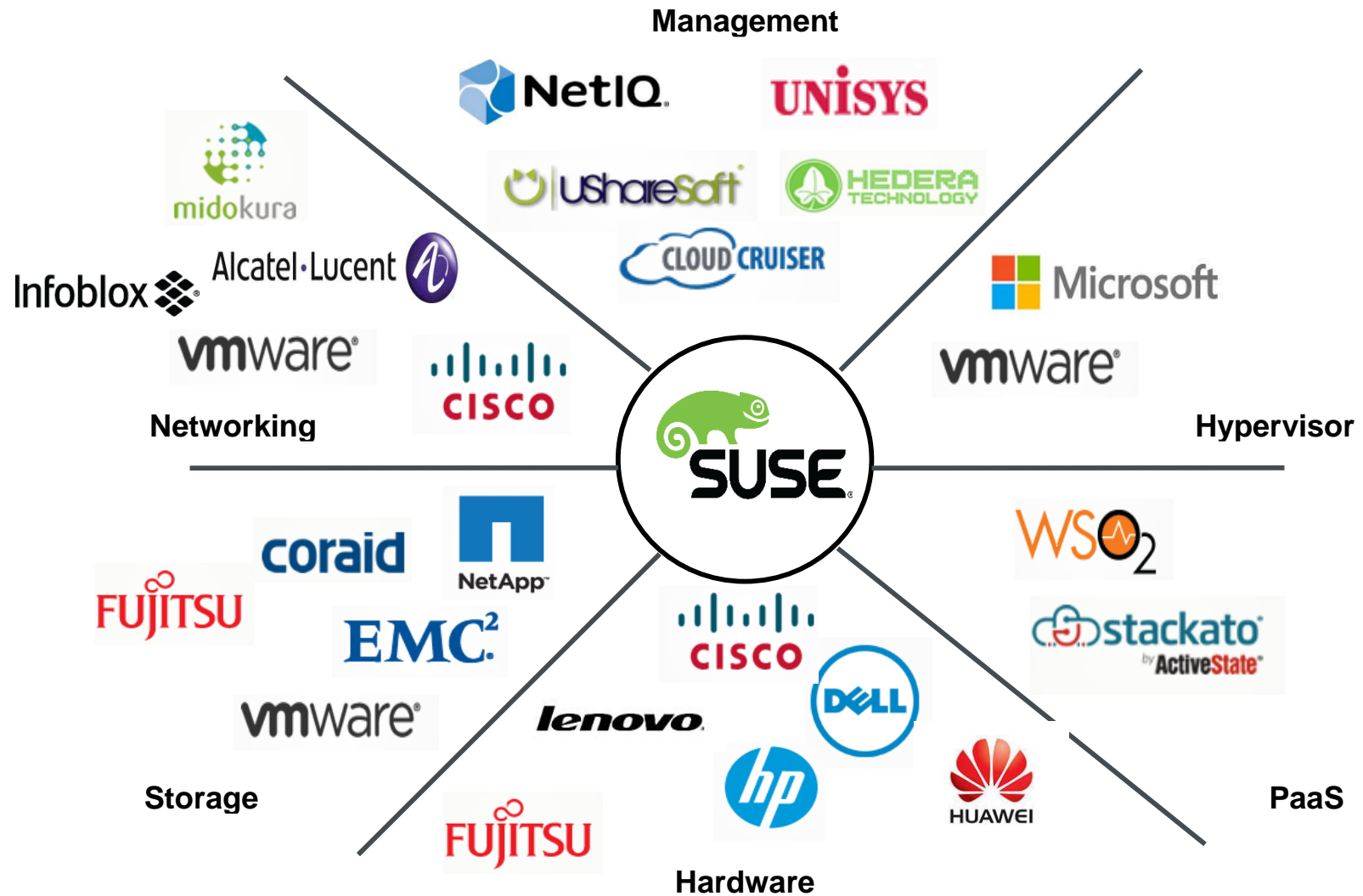
**Build Healthy Ecosystem**

# SUSE OpenStack Cloud Architecture
## Foundation for a Software Defined Data Center

# SUSE OpenStack Cloud Partner Ecosystem
## Maximize Current Investments, Expanding Capabilities

# SUSE OpenStack ISV Partners in China

# SUSE OpenStack Cloud Position
# Win-Win Co-operations: "1+1>2"



ISV or SI

Portal, Monitor, Billing, Deploy, Operation

Zaqar    Trove    Heat    Ceilometer    Horizon

Sahara    **NEUTRON**    **NOVA**    **SWIFT**    Congress

Ironic    **CINDER**    **KEYSTONE**    **GLANCE**    Murano

Manila    Designate    Barbican    Magnum

**KVM**    docker    **Linux**    ceph

AMD    DELL    IBM.    hp    HUAWEI

intel    lenovo    CISCO    inspur 浪潮    中科曙光 Sugon

Certificated Hardwares

Provide stable foundation architectures

SUSE

We adapt. You succeed.