

Nominated Company: SUSE

Nomination Title: SUSE Cloud 2.0

What are your product's / solution's key distinguishing features and/or USP?

- OpenStack has over 1,200 parameters in the set-up process and without an installation framework can take days. SUSE Cloud is integrated with the Crowbar open source project to speed and simplify the installation and administration of the physical cloud infrastructure. With SUSE Cloud you can set-up your cloud in hours and not days.
- SUSE Cloud is backed by the excellence of SUSE engineering and the award-winning, worldwide SUSE support organization. SUSE Cloud runs on the tier 1 Linux OS, SUSE Linux Enterprise Server, so it is certified on nearly all industry standard hardware.
- SUSE Cloud supports mixed hypervisor cloud environments so organizations can maintain the flexibility of their multi-hypervisor environments to optimize workload performance and licensing costs. Supports KVM and Xen hypervisor environments and is the first OpenStack distribution to add full support for Microsoft Hyper-V. VMware ESXi integration is included as a technical preview.
- SUSE Cloud is integrated with the SUSE portfolio to help customers adapt, deploy, and manage cloud applications for their private cloud, public cloud, or hybrid cloud installation.

What tangible impact has your product/solution had on the market and your customers?

- SUSE Cloud made enterprise OpenStack a reality by providing commercial support from a proven enterprise vendor, a hardened and secured OpenStack code base, and an installation framework for easily deploying and managing a private cloud.
- SUSE Cloud gives enterprise customers the ability to innovate faster and improve resource utilization, while mitigating risk. Enterprises enjoy greater choice as they benefit from open source development reinforced with stability and security.
- SUSE Cloud provides the capabilities for setting up a mixed hypervisor private cloud environment that can be rapidly deployed and easily managed, helping enterprises increase business agility and reduce IT costs.
- SUSE Cloud enhances scalability and expands virtualization, networking, and storage capabilities, so enterprises can maintain previous investments they have made in traditional data center while positioning for future growth

What are the major differentiators between your product/solution and those of your primary competitors?

- Support for mixed hypervisor cloud environments: SUSE Cloud supports KVM and Xen hypervisor environments and is the first OpenStack distribution to add full support for Microsoft Hyper-V. VMware ESXi integration is also included as a technical preview.
- Robust installation process. Integration between SUSE Cloud and the latest release of the open source deployment framework Crowbar provides even greater scalability and an updated user interface.
- Improved integration with SUSE Studio and SUSE Manager, tools for easily building and managing cloud-based applications. With SUSE Studio enterprises can rapidly adapt and

deploy applications for use within private and public clouds. By managing workloads across public or private clouds with SUSE Manager, enterprises can efficiently maintain and monitor their Linux environment, inside or outside the cloud.

- A broader ecosystem of partner solutions to configure private clouds based on unique IT infrastructure requirements. SUSE Cloud offers a technical preview of Ceph and the Ceph Rados Gateway, providing compatible Swift and Amazon S3 (Simplified Storage Service) APIs for fully redundant object storage. SUSE is also working with partners such as Coraid, EMC®, Inktank and NetApp to give SUSE Cloud users a broad choice of persistent VM storage solutions. SUSE Cloud Networking includes partner solutions, providing customers the extended capabilities offered by Cisco, Midokura, Open Vswitch and VLAN bridging solutions.

Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.

Michael Coté, research director of infrastructure software, 451 Research: *“There’s a great deal of interest in OpenStack right now with companies hungry to start using the platform in their cloud initiatives. The nature of OpenStack encourages a modular approach, among other things, maximizing choice and agility for each customer. In order to support diverse customer requirements for the applications running in OpenStack clouds, the platform needs to support a wide range of hypervisors, so it’s great to see SUSE pushing this forward.”*

Jonathan Bryce, executive director, OpenStack Foundation: *“From its inception, the OpenStack project has been focused on delivering unparalleled flexibility to organizations as they deploy clouds. By supporting all major hypervisors in its OpenStack distribution, SUSE is helping enterprises take full advantage of their existing infrastructures.”*

Mike Schutz, general manager, product marketing, Microsoft: *“Heterogeneous infrastructure is an enterprise IT fact of life, and Microsoft is committed to serving customers in mixed Windows and Open Source environments. Now, SUSE Cloud 2.0 support for compute nodes running Microsoft Hyper-V can help customers create private clouds that include multiple hypervisors, providing increased flexibility and workload optimization. We’re pleased to take this next step in our longstanding efforts with SUSE.”*

Forrest Norrod, vice president of worldwide servers, Dell: *“Dell has been an active sponsor of the OpenStack community for more than three years, and it’s a critical component to the Dell Cloud strategy. With SUSE Cloud 2.0, we further collaborated with SUSE on the Crowbar project to reduce installation complexity and accelerate time to value for our customers. Adding the ability to install Microsoft Hyper-V nodes by Crowbar as part of the Dell SUSE Cloud Solution, Powered by OpenStack, gives our customers using Microsoft Hyper-V Server 2012 and Windows Server 2012 the same simple install process that our Kernel-based Virtual Machine and Xen customers have been enjoying.”*

Alessandro Pilotti, CEO, CTO and founder of Cloudbase Solutions: *“Cloudbase Solutions has been working with customers interested in deploying OpenStack in Windows environments, and community support has accelerated the integration of key elements like Microsoft Hyper-V. By including Microsoft Hyper-V support in SUSE Cloud 2.0, SUSE is making it easier for customers to*

deploy Microsoft Hyper-V and OpenStack. At the same time, the solution is fully supported, which is important to our customers planning to deploy production clouds.”

Why nominee should win

- SUSE Cloud delivers an enterprise OpenStack distribution that simplifies the implementation and eases the management of the private cloud infrastructure. Providing faster ROI for customers on their cloud investment.
- Maximum choice and flexibility in how enterprises build their private clouds. By delivering support for mixed hypervisor cloud environments SUSE Cloud enables customers to balance optimal performance and price for their workloads.
- SUSE Cloud 2.0 offers a modular concept that allows enterprises to adapt Cloud computing at their own speed.
- Broad ecosystem of partner solutions expands the enterprise capabilities of enterprises' clouds based on their unique requirements.