SUSE®

We Adapt. You Succeed.

Open Source Roundtable
Bern, September 2nd 2015

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Country Manager
Austria and Switzerland

SUSE.
We adapt. You succeed.

IT evolution forward OPEN source

Where SUSE® leads

Linux in Large Enterprise

80% More than 80% of the Fortune Global 50 are active SUSE customers.

Linux in Automotive and Telecom

The 10 largest global automobile manufacturers and telecommunications carriers are active SUSE customers.

Linux in Aerospace

9 of the 10 largest aerospace companies rely on SUSE.

Linux in CPG Pharma, and Retail

7 of the 10 largest global pharmaceutical companies and manufacturers of household products, as well as U.S. retailers, use SUSE Linux Enterprise.

SAP on Linux

70% of all SAP applications running on Linux run on SUSE.

Linux on IBM Mainframe

15+ More than 15+ years of IBM mainframe Linux market share leadership.

Cloud Infrastructure Software

Fastest OpenStack cloud infrastructure solution to deploy.

Linux on HPC

50% More than half of the world's 25 largest supercomputers run on SUSE.

Software-Defined Storage

Award-winning open source software defined-storage product.

Live Kernel Patching
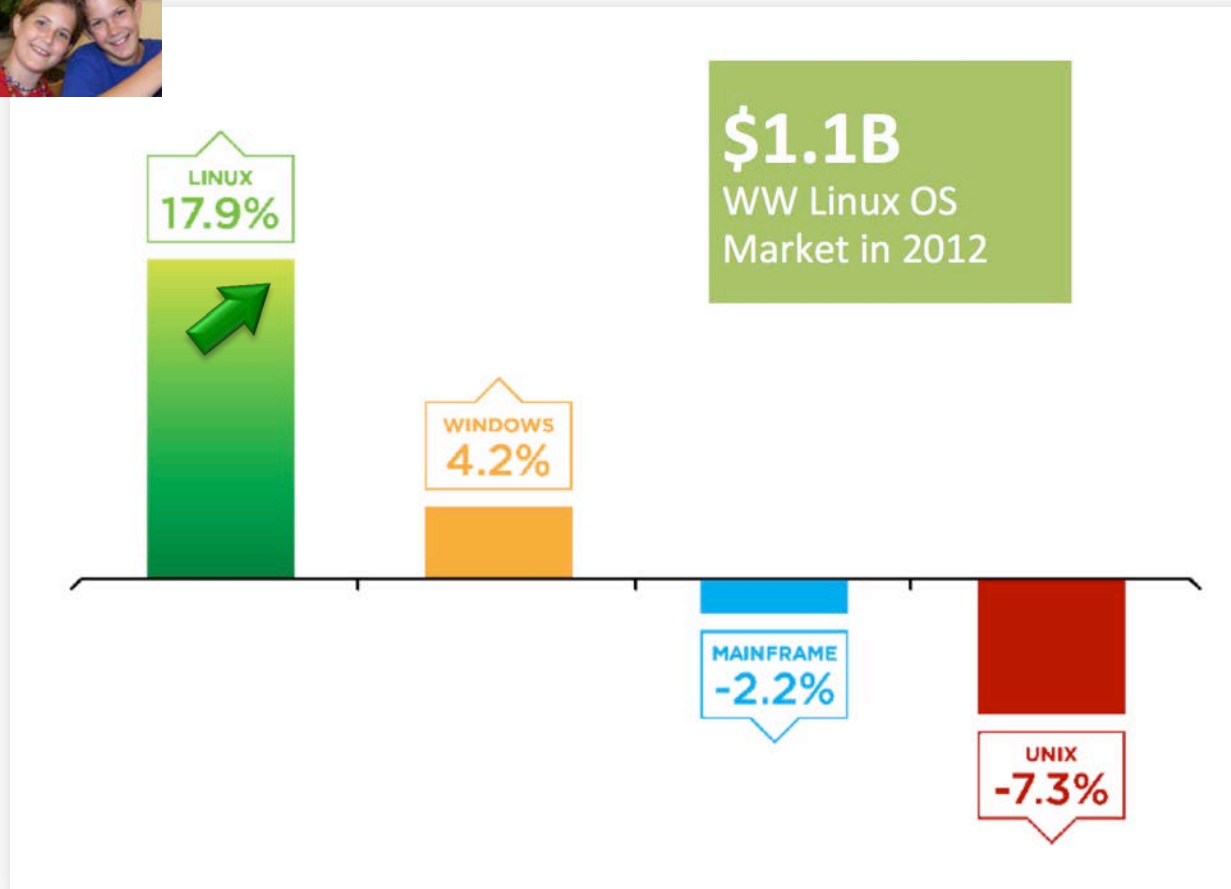
Livepatch project leadership.

OpenStack

OpenStack.org leadership.

99.8% of all **SAP HANA** installations are based on SUSE
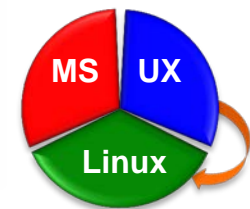
Linux is the Fastest Growing OS

Market moves

2010 - 2015
SUN Solaris
migrations to Linux

2013 - 2018
HP-UX
migrations to Linux

2014 - 2020
IBM AIX
migrations to Linux

… and ongoing host migrations to Linux

x86 is a key strategy in the global server market!

Source: **Worldwide Client and Server Operating Environments 2012 – 2016 Forecast IDC 235428, August 2012**

Broad Ecosystem

3,200

SYSTEM INTEGRATORS AND SOLUTION PROVIDERS
(VADS/VARS)

600

TRAINING PARTNERS

1,300

TECHNOLOGY PARTNERS
(ISVS/IHVS)

2,000

CERTIFIED SUSE LINUX ENTERPRISE PRODUCTS

100% Channel Commitment

CISCO · DELL · HITACHI DATA SYSTEMS · FUJITSU · hp · IBM · lenovo

Microsoft · ORACLE · SAP · UNISYS · vmware · AMD · intel

SUSE

The move to the open market

Old IT world language

Open Source today

- ingenious management
- contingent handling
- copyright and license protections
- bundle offerings (HW/SW/BW)
- black box solutions (red stack)
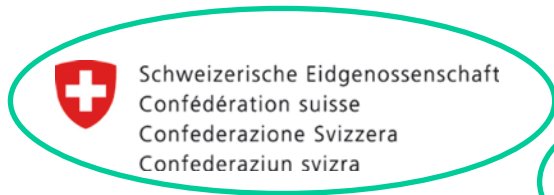- expensive knowledge required!
- single vendor approaches

- teaming (2 are smarter than 1)
- share knowledge
- create communities
- build up modular solutions
- global value sourcing
- cheap shared values
- usage of standardized
  HW and SW components
- fast development and
  market driven

SUSE.

Business critical SUSE-OS usage

We adapt. You succeed.

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