SUSE

Open Source Roundtable
für die Bundesverwaltung

Bern, 23. Juni 2016

Markus Wolf
Country Manager and Sales Director
SUSE Linux
markus.wolf@suse.com

Agenda points

Markus Wolf
Country Manager

SUSE Linux
Flughafenstrasse 90
8058 Zürich-Flughafen

+41 43 456 23 00
+41 79 194 96 52
markus.wolf@suse.com
www.suse.com

Growing Business Demands

By 2020, 90% of technology purchases will come from outside IT.[1]

[1]*Source: Gartner Says Every Budget is Becoming an IT Budget, Gartner*

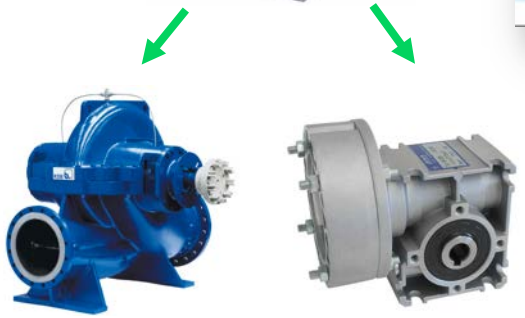
Increasing Complexity

74% of IT leaders are frustrated that highly qualified staff are spending too much time carrying out low-level IT tasks.[1]

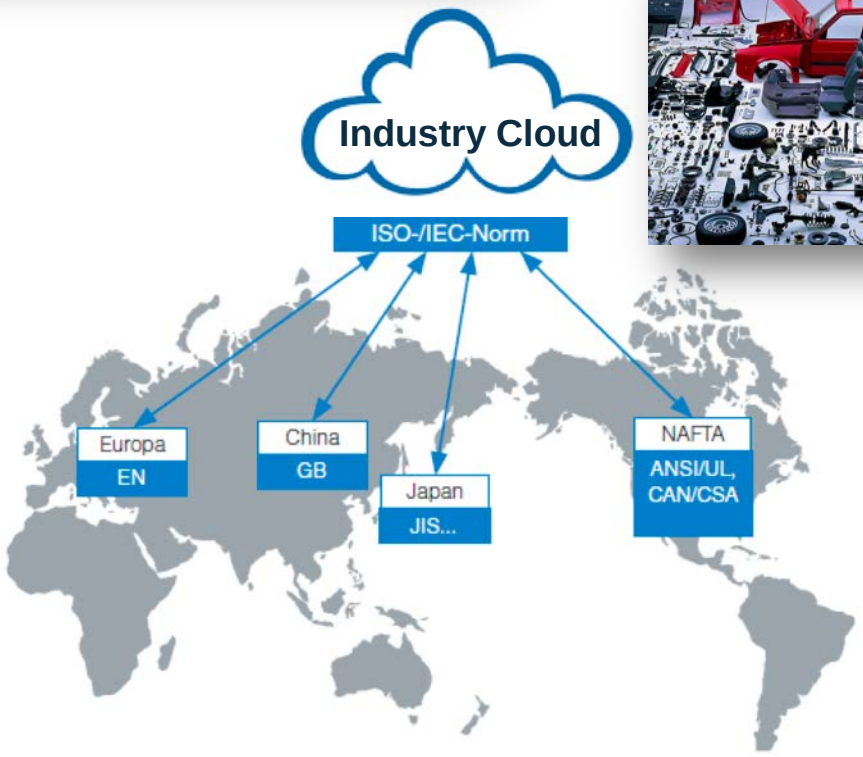
[1]*Source: Gartner Says Every Budget is Becoming an IT Budget, Gartner*

Why Open Source?

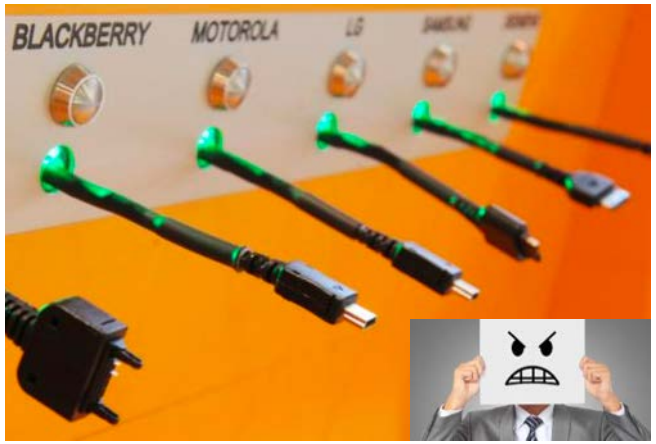
Open source in the industry



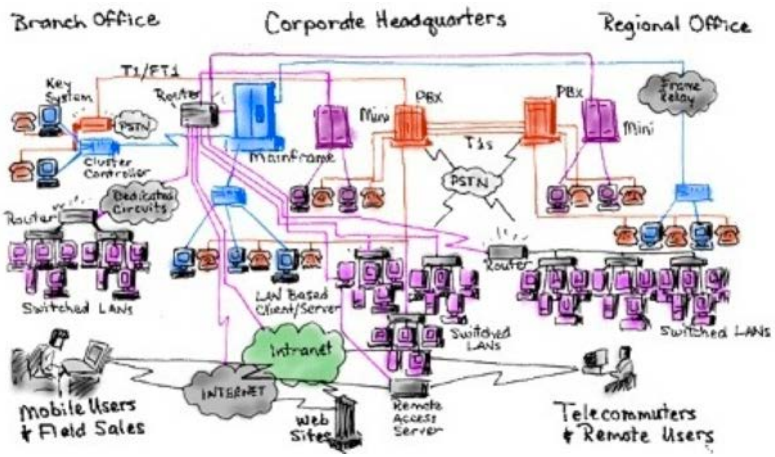
Bau-größe	B5 / V1 / V3 / B35 Ø [mm]	B14 / V18 / V19 / B34 Ø [mm]
56	Ø 120	Ø 80, 105, 90*, 120*
63	Ø 140, 120*	Ø 90, 120, 80*, 105*, 140*
71	Ø 160, 120*, 140*	Ø 105, 140, 80*, 90*, 120*
80	Ø 200, 160*	Ø 120, 160, 105*, 140*
90	Ø 200, 160* , 250*	Ø 140, 160, 105*, 120*
100	Ø 250, 160*, 200*	Ø 160, 200, 140*
112	Ø 250, 200*, 300*	Ø 160, 200, 250*
132	Ø 300, 250*, 350*	Ø 250*
160	Ø 350, 300*	-



Open source in the IT environment



- Heterogeneous environment s, use of previous generation or legacy technologies, server or application "sprawl," lack of sufficient management tools and automation
- Non-centralised IT "pockets" scattered around different portions of the broader organization or other symptoms that leads to wasted time and effort

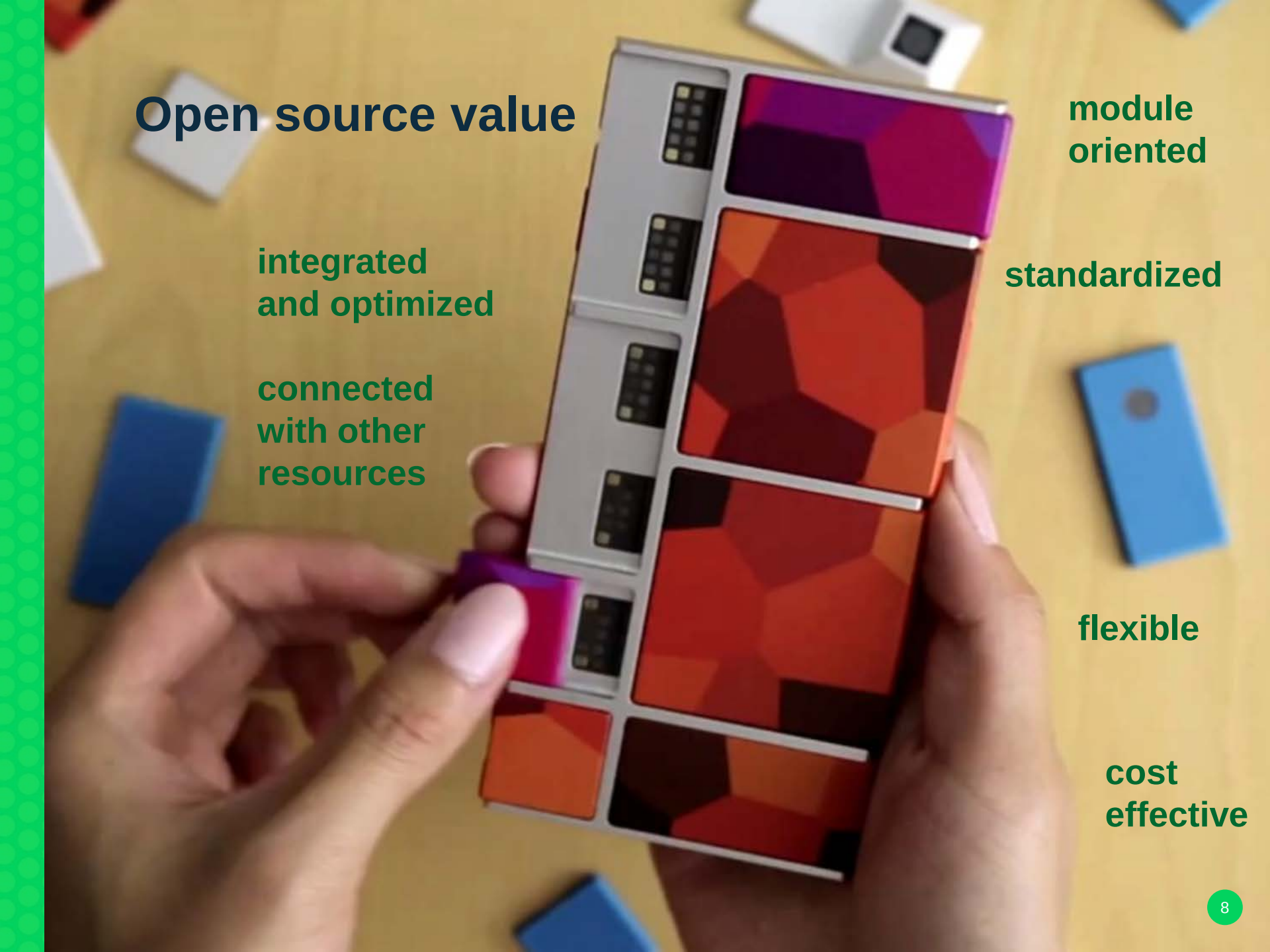


„It's faster, simpler AND more flexible?

So it must be more expensive, right?"

No, not with Open Source!

Open source value



module oriented

integrated and optimized

standardized

connected with other resources

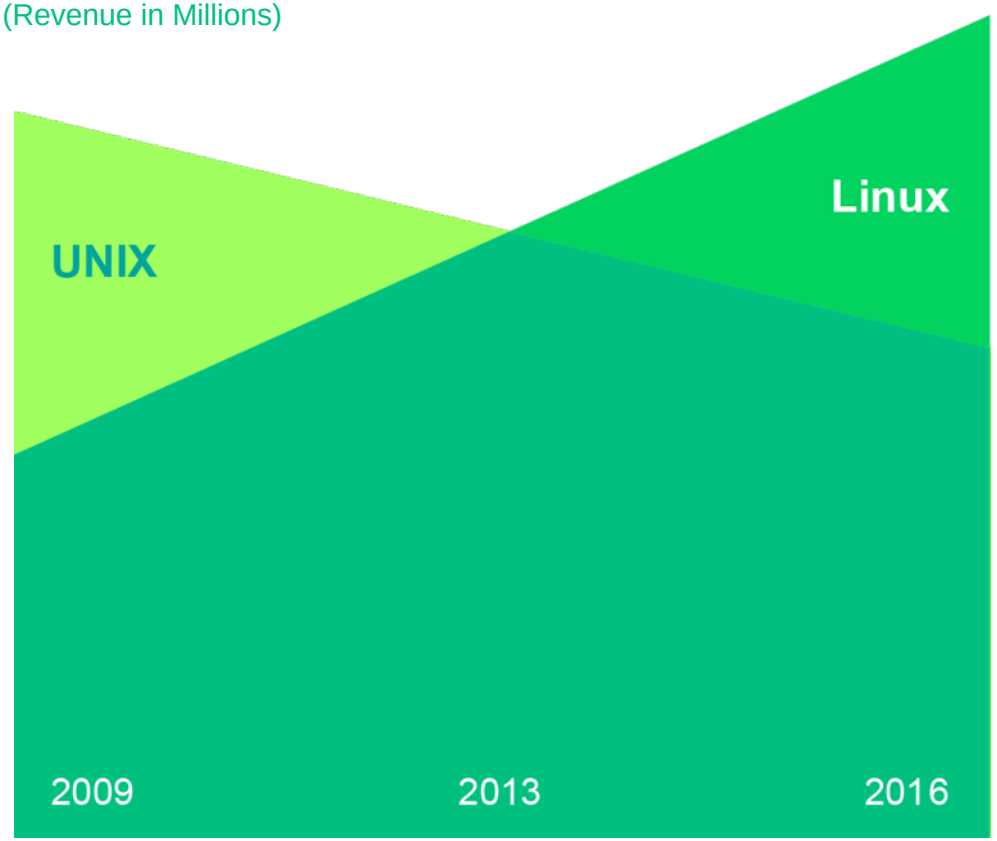
flexible

cost effective

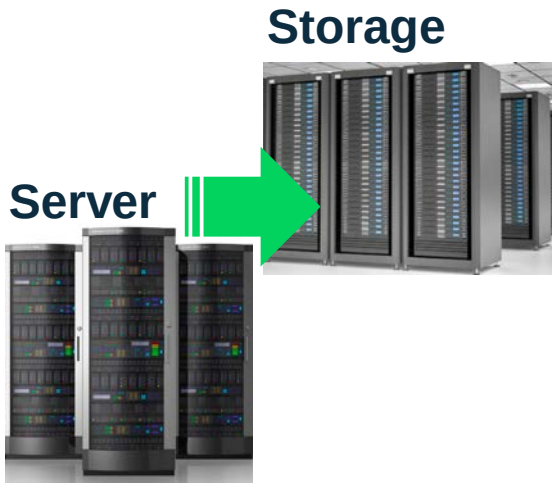
Open Source success in the Enterprise

UNIX vs. Linux Trends[1]

(Revenue in Millions)

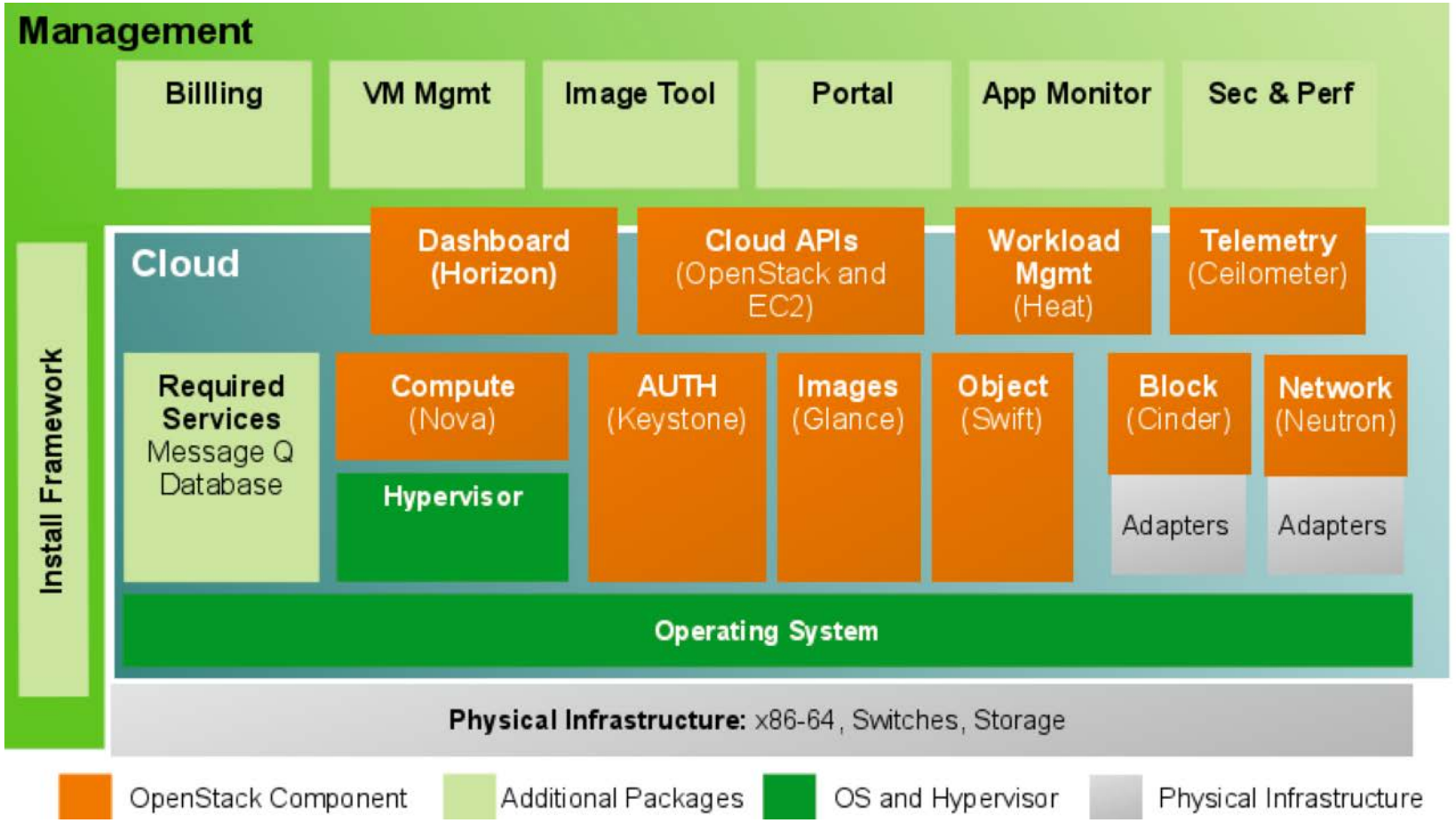


Linux is now the OS of choice in the enterprise replacing UNIX.



[1]*Source: Gartner*

SUSE open stack based cloud



Community Involvement

And more…

SUSE “always open”

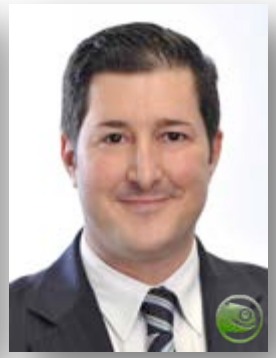
Markus Wolf

1991 – The birth place of Linux

1994
Ralf Flaxa, Linus Torvalds, Alan Cox,
Kalle Dalheimer, Miguel de Icaza Eric Raymond.

SUSE competence

Markus Wolf
Sales Director
ALPS (CH/A)



Dieter Ferner
Country Manager
Austria

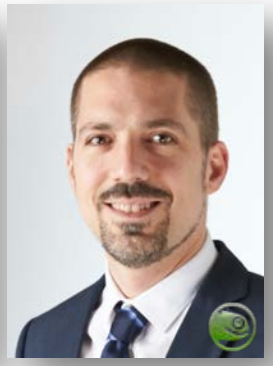
Jens Gero Boehm
Channel Director
Central Europe

Torsten Hallmann
Sales Eng. Manager
Central Europe

Bo Jin
Sales Engineer
ALPS (CH/A)

Marc Robischung
Channel Manager
Switzerland

Jürg Kohler
Account Manager
Switzerland

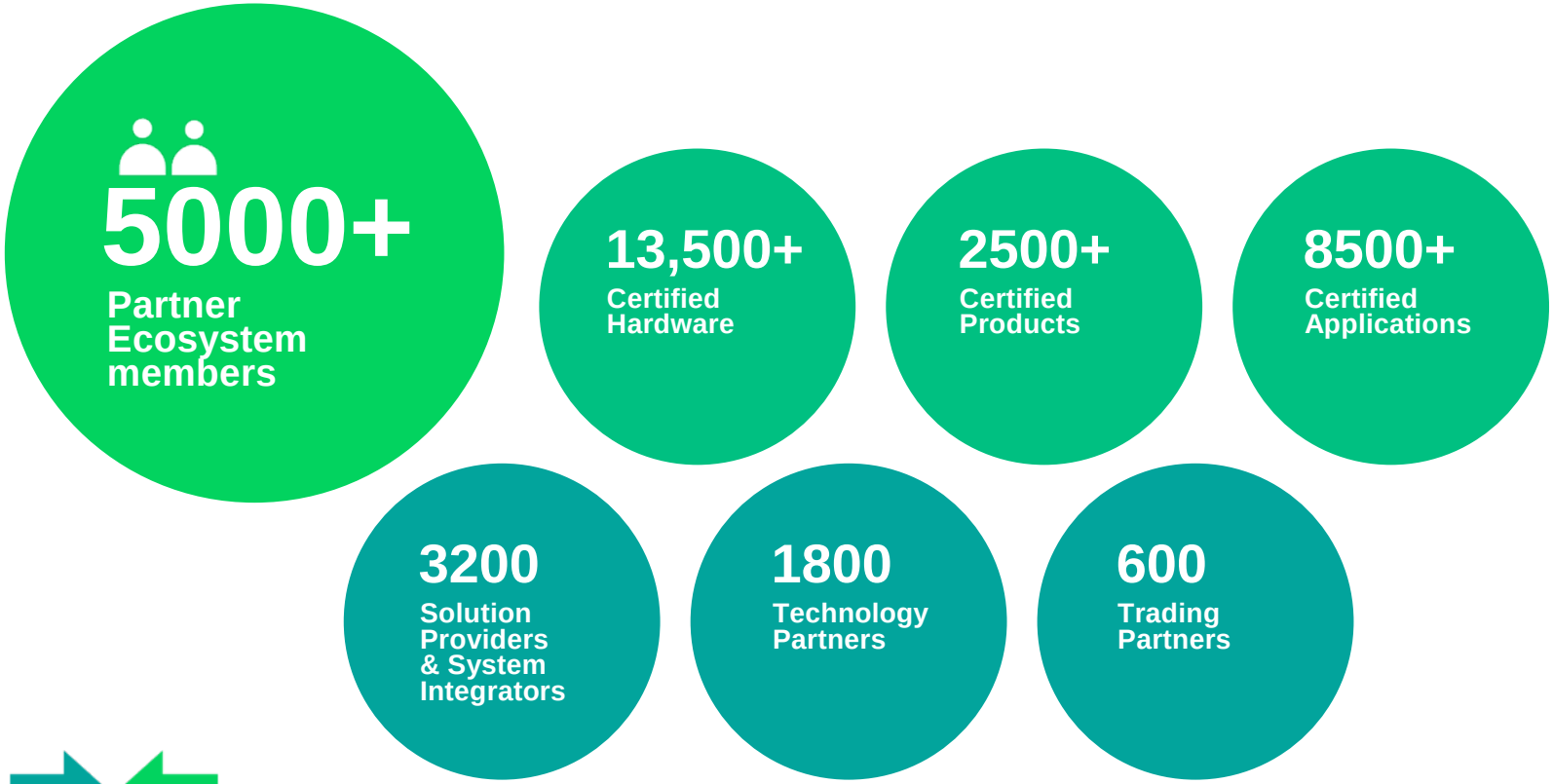


David Pedevilla
Account Manager
Switzerland

Gerald Nitsche
Account Manager
Austria

Mario Schuld
Channel Manager
Austria

A Broad Ecosystem



Interoperability
Part of company-wide mission

Where SUSE Leads

15+ Mainframe Linux

Over 15 years of mainframe Linux market share leadership

4/5 Linux in Finance

4 out of 5 of the world's largest banks use SUSE Linux Enterprise

70% SAP on Linux

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

80% Linux in Large Enterprise

Over 80% of the Fortune Global 50 are active SUSE Customers

9/10 Linux in Aerospace

9 out of 10 of the largest aerospace companies rely on SUSE

x10 Linux in Telecom

10 of the largest telecommunications carriers rely on SUSE

7/10 Linux in Pharma

7 out of 10 of the largest pharmaceutical companies use SUSE Linux Enterprise

7/10 Linux in Retail

7 out of 10 of the largest retailers in the U.S. are active SUSE customers

x10 Linux in Automotive

10 of the largest global automobile mfgs. are active SUSE customers

50% Linux in HPC

Half of the world's 20 largest super computers run on SUSE

7/10 Linux in Manufacturing

7 out of 10 world's largest manufacturers use SUSE Linux Enterprise

Customer examples

MIGROS
coop
MANOR

Allianz
VISANA
helvetia

CSS
Versicherung

Swiss Re

SIX GROUP

Kernkraftwerk Gösgen

Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

LSVA, BIT, BBL, EJPD, EFD, FUB

SUSE Solutions

Product Portfolio

Server and Desktop

- SUSE Linux Enterprise Server
- SUSE Linux Enterprise Server for System z
- SUSE Linux Enterprise Server for IBM Power
- SUSE Linux Enterprise Server for SAP Applications
- SUSE Linux Enterprise Server for High Performance Computing
- SUSE Linux Enterprise Server with Expanded Support
- SUSE Linux Enterprise Point of Service
- SUSE Linux Enterprise Desktop

Server Extensions

- SUSE Linux Enterprise High Availability Extension
- GEO Clustering for SUSE Linux Enterprise High Availability Extension
- SUSE Linux Enterprise Real Time Extension
- SUSE Linux Enterprise Workstation Extension
- SUSE Linux Enterprise Virtual Machine Driver Pack
- SUSE Manager Management Pack for Microsoft System Center
- Long Term Service Pack Support
- SUSE Linux Enterprise Live Patching

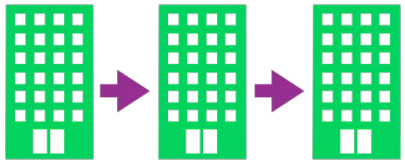
Cloud, Storage and Management

- SUSE OpenStack Cloud
- SUSE Manager
- SUSE Enterprise Storage
- SUSE Studio
- SUSE Linux Enterprise Server for Amazon EC2
- SUSE Linux Enterprise Server for Windows Azure

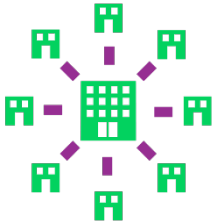
Enterprise Focused Solutions

With partners and communities, we innovate, adapt and secure open source technologies to create solutions for mixed enterprise IT environments. SUSE solutions are hardened and resilient — suitable for the most demanding, mission-critical, high-performance situations.

Business Agility



Business Continuity



Data Center Modernization

We adapt. You succeed.