



30. NOVEMBER 2022

# Innovate Everywhere

OSS Roundtable

# Who is SUSE?



# SUSE – COMPANY SNAPSHOT

SUSE solutions are powering thousands of enterprise customers' mission-critical workloads, including electronic banking systems and enterprise applications, autonomous vehicles, satellite operation centers, and life-saving medical devices.

Acquired Rancher in 2020



Acquired NeuVector in 2021



## FAST FACTS

- 13 out of 15 largest FinServ firms
- 14 out of 15 largest aerospace firms
- 10 out of 10 largest automotive firms
- 13 out of 15 largest pharma firms
- 5 out of 5 largest technology firms
- 19% YoY growth for SUSE
- 88% YoY growth for SUSE Rancher
- 50% ACV growth in cloud
- Member of CNCF board and TOC
- An independent leader in open source – SUSE SA (FRA)

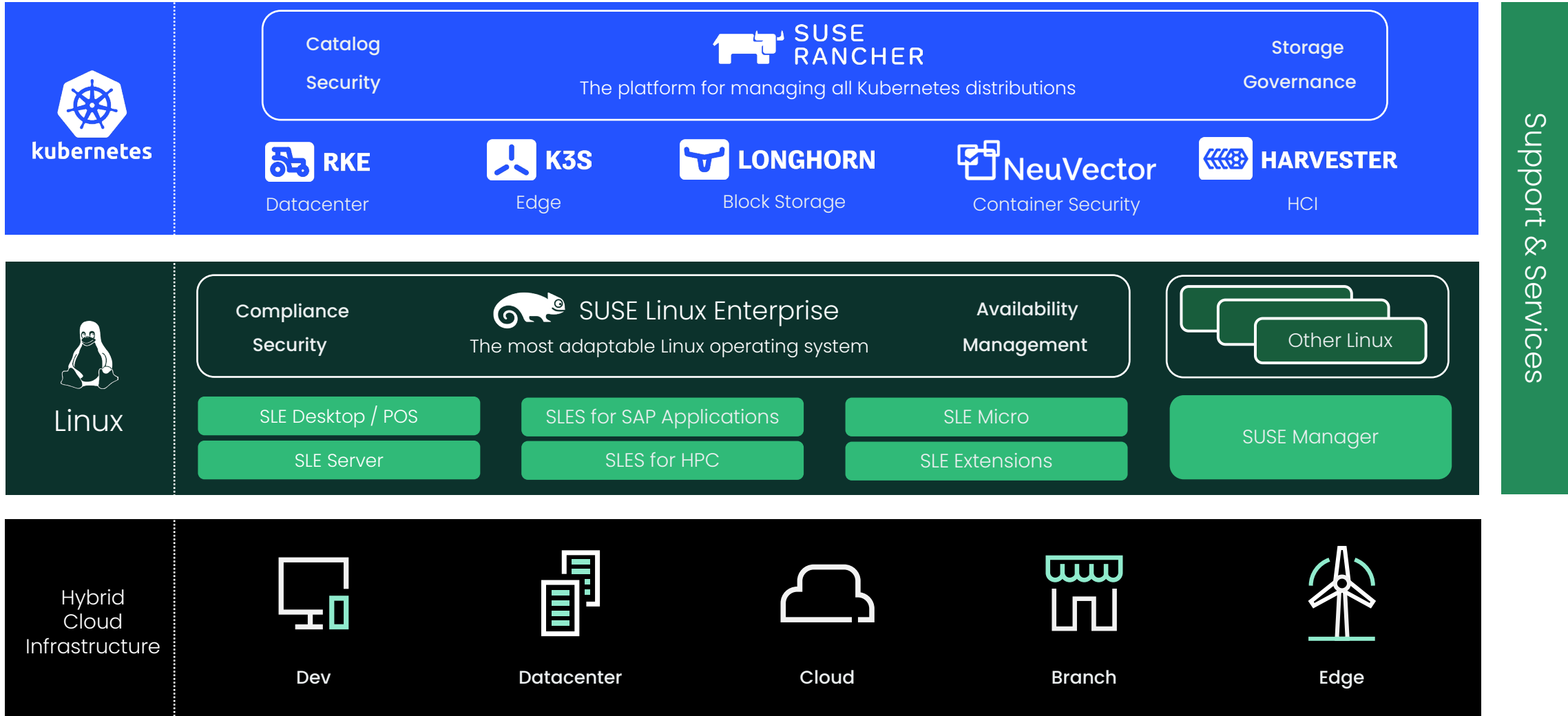
## INDUSTRY INITIATIVES & ASSOCIATIONS



## PARTNERSHIPS

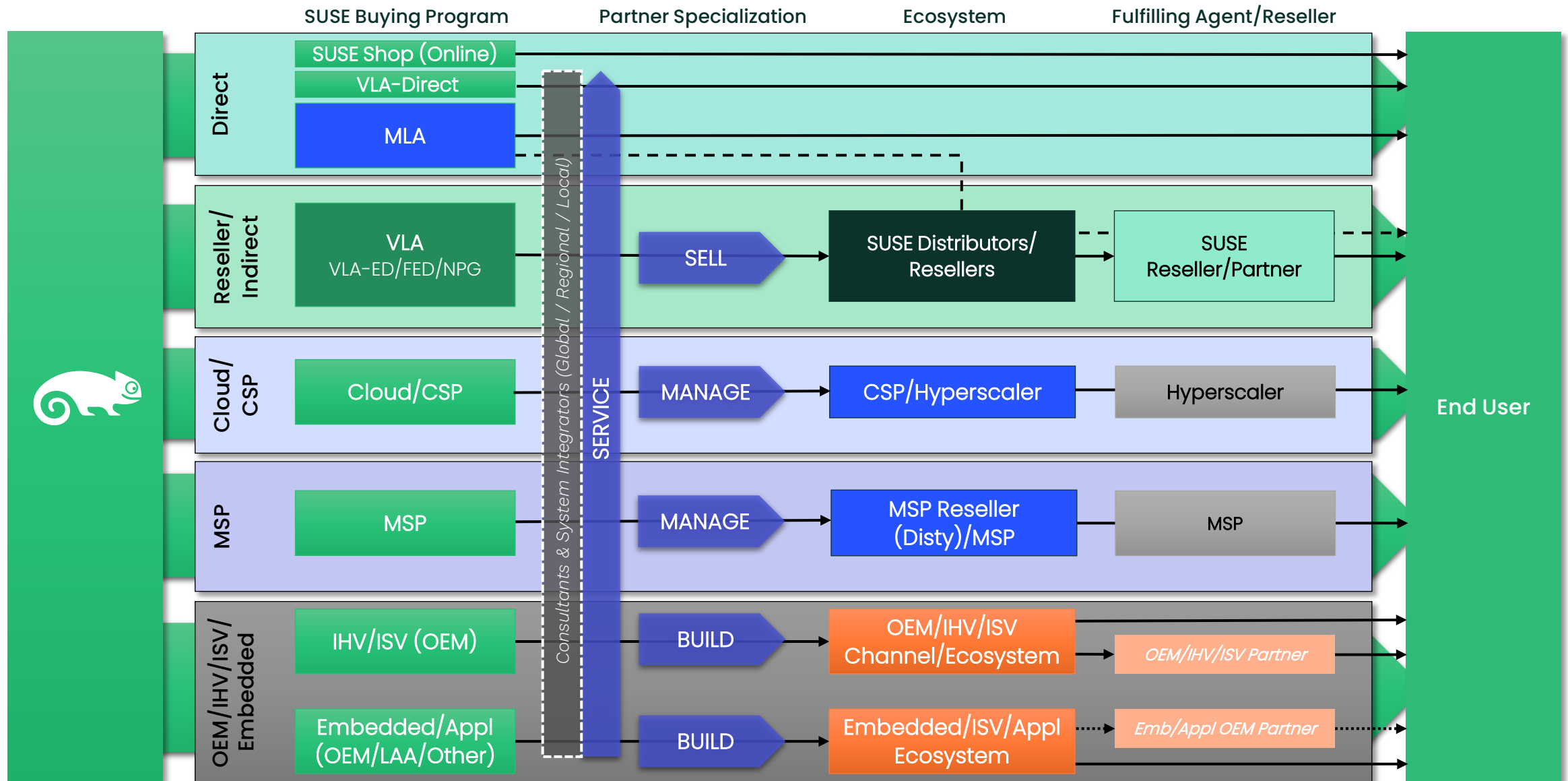


# Powering Innovation With Leadership in Linux & Kubernetes



# SUSE Geschäftsmodelle

# SUSE Routes to Market & Programs Overview



# SUSE Support & Global Services

## Support Subscriptions

- Up to 24/7/365 coverage
- Entire SUSE product family including SLES, SUSE Rancher, SUSE Manager, SLE Embedded, etc.
- Troubleshooting, root-cause analysis, break/fix, security patches

## Consulting

- Accelerate architecture and implementation
- Integrated roadmaps with defined outcomes

## Training Services

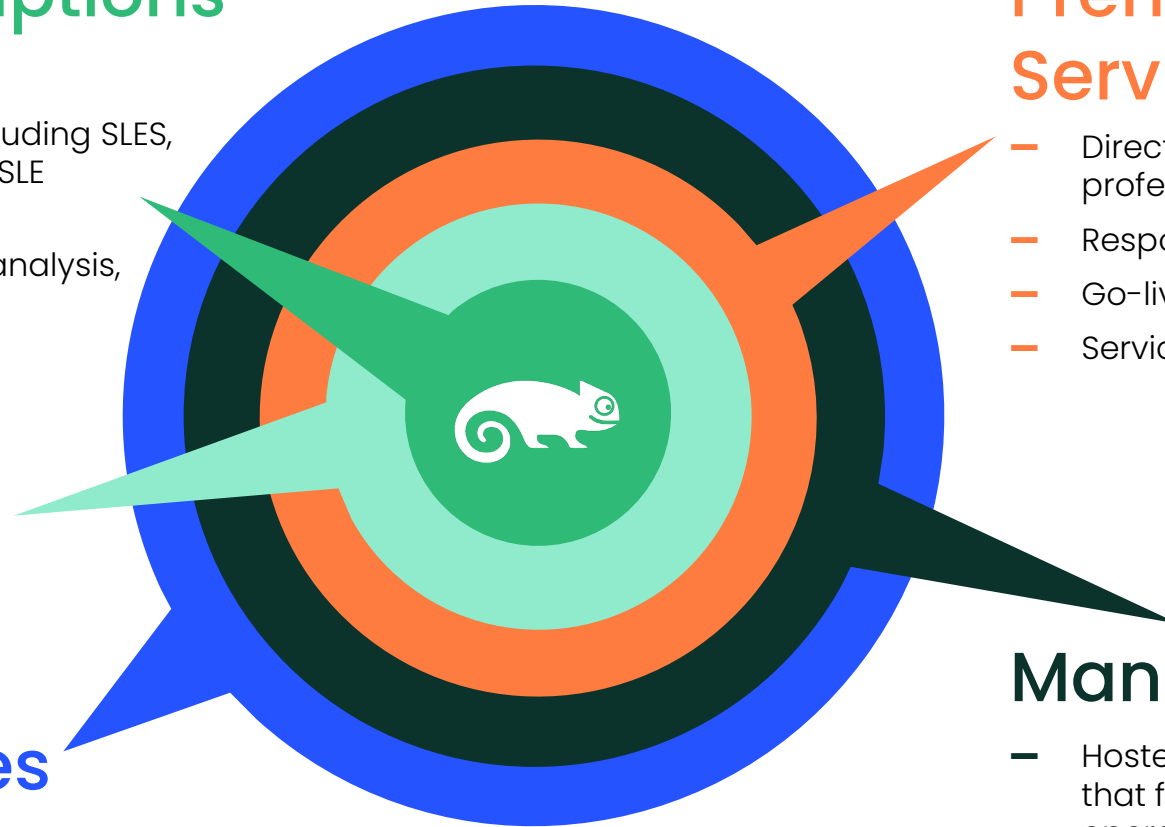
- Limitless learning through eLearning platform
- Instructor-led Learning with structured learning paths
- Customized learning designed for your business

## Premium Support Services

- Direct relationship with SUSE professionals
- Response times as little as 15 minutes
- Go-live support
- Service reviews

## Managed Services

- Hosted SUSE Rancher control plane that frees up your time for Day 2 cluster operations
- Stress-free upgrades, security patches & backups
- Enterprise assurance with our 99.9% uptime SLA





Thank you

For more information, contact SUSE at:

+1 800 796 3700 (U.S./Canada)

Frankenstraße 146

90461 Nürnberg

[www.suse.com](http://www.suse.com)

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