Who is SUSE?
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.

**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)

**PARTNERSHIPS**

- AWS
- Microsoft
- Google
- Alibaba Cloud
- ARM
- Hewlett Packard Enterprise
- Oracle
- Huawei
- VMware
- DXC
- Dell
- SAP
- Intel
- IBM
- Fujitsu
- AMD
- Cisco
- HCL
- NVIDIA
- Lenovo

**INDUSTRY INITIATIVES & ASSOCIATIONS**

- Cloud Native Computing Foundation
- Open Container Initiative
- Linux Foundation
- Open Networking Foundation
- ELISA
- ONAP
- 5GAA
- O-RAN
- OpenPOWER
- OpenMainframe Project
- openHPC
Powering Innovation With Leadership in Linux & Kubernetes

Catalog
Security

SUSE RANCHER
The platform for managing all Kubernetes distributions

Storage
Governance

RKE
Datacenter

K3S
Edge

LONGHORN
Block Storage

NeuVector
Container Security

HARVESTER
HCI

Compliance
Security

SUSE Linux Enterprise
The most adaptable Linux operating system

Availability
Management

SLE Desktop / POS
SLES for SAP Applications
SLE Micro

SLE Server
SLES for HPC
SLE Extensions

SUSE Manager

Hybrid
Cloud
Infrastructure

Dev
Datacenter
Cloud
Branch
Edge

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SUSE Geschäftsmodelle
SUSE Routes to Market & Programs Overview

- **Direct**
  - SUSE Shop (Online)
  - VLA-Direct
  - MLA

- **Reseller/Indirect**
  - VLA
  - VLA-ED/FED/NPG

- **Cloud/CSP**
  - Cloud/CSP

- **MSP**
  - MSP

- **OEM/IHV/ISV (OEM)**
  - IHV/ISV (OEM)

- **Embedded/App (OEM/LAA/Other)**
  - Embedded/App (OEM/LAA/Other)

**Partner Specialization**

- SELL
- MANAGE
- BUILD

**Ecosystem**

- SUSE Distributors/Resellers
- CSP/Hyperscaler
- MSP Reseller
- Channel/Ecosystem
- OEM/IHV/ISV Ecosystem

**Fulfilling Agent/Reseller**

- SUSE Reseller/Partner
- Hyperscaler
- MSP
- OEM/IHV/ISV Partner
- Emb/App OEM Partner
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

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

Consulting
- Accelerate architecture and implementation
- Integrated roadmaps with defined outcomes

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

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