SUSE® Overview

Alan Clark

Director, New Initiatives, Emerging Standards and Open Source

Alan.Clark@suse.com

2011- 20th Anniversary of Linux

Copyright – Linux Foundation

- Today, the Linux kernel is the most pervasive piece of software in all of computing.
- The largest collaborative development project in the history of computing.

2012 - SUSE 20th Anniversary

SUSE® Recent History

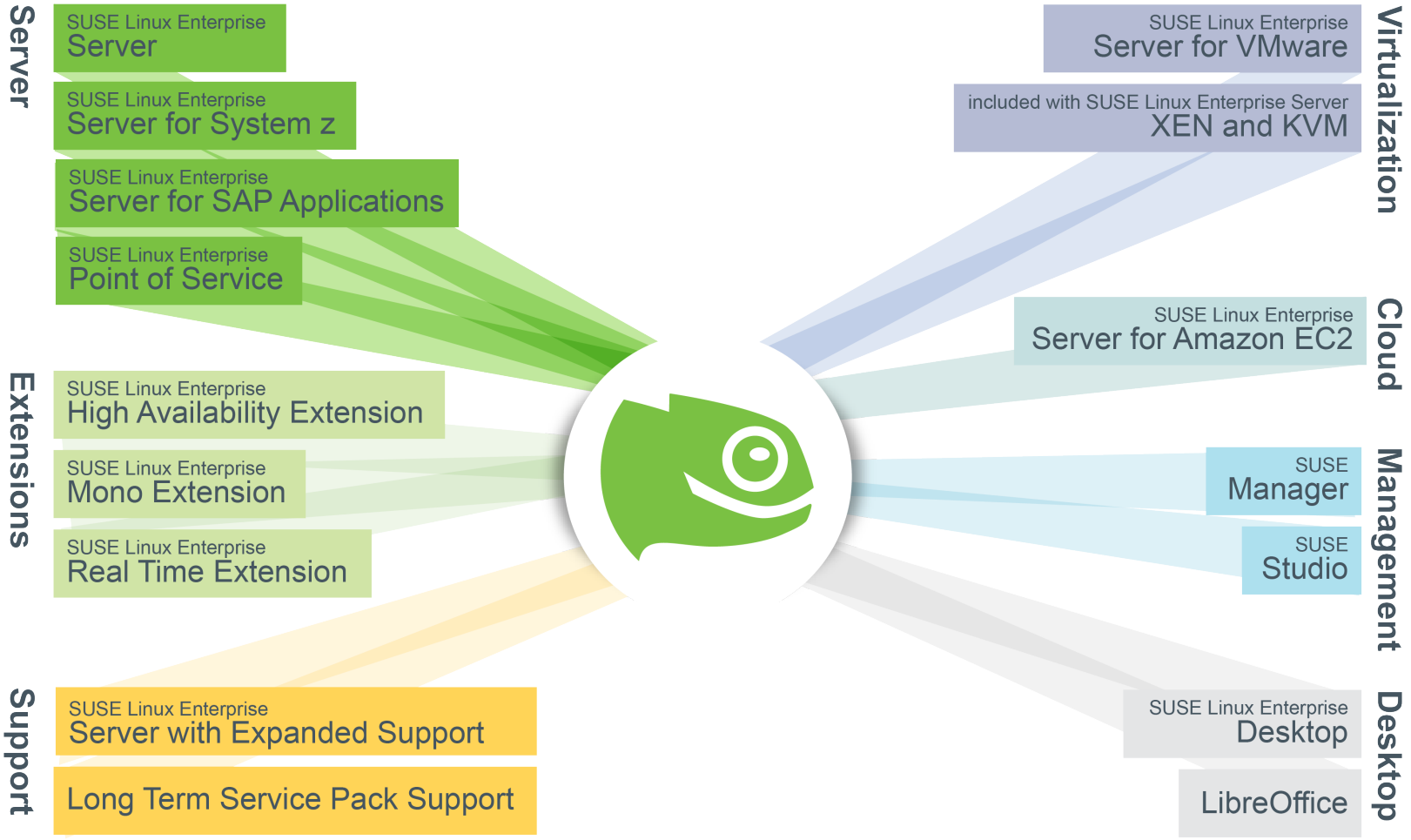
The Attachmate Group acquires Novell on April 27, 2011

SUSE business formed

Increased customer focus and responsiveness

The Attachmate Group, Inc.

Comprehensive Portfolio



SUSE® at a Glance

SETTING THE BAR

LEADING PROVIDER
OF ENTERPRISE LINUX SOLUTIONS

GLOBAL MARKET

CUSTOMERS WORLDWIDE

13,000+

GLOBAL ORGANIZATION

EMPLOYEES IN 43 COUNTRIES

700+

KNOW HOW

20+
YEARS OF LINUX ENGINEERING EXPERIENCE

PARTNERS

5,000+ MEMBER PARTNER ECOSYSTEM

THE GOLD STANDARD

AWARD WINNING
TECHNICAL SUPPORT AND CUSTOMER SERVICE

SUSE® Leadership

MAINFRAME LINUX

OVER 80%

of all Linux running on mainframe computers is SUSE Linux Enterprise Server

SAP ON LINUX

OVER 70%

of all SAP running on Linux runs on SUSE Linux Enterprise Server

LINUX IN CHINA

SUSE Linux Enterprise Server is the most widely used commercial enterprise Linux distribution in China — more than Red Hat

LINUX IN AEROSPACE AND DEFENSE

Nearly 80% of the US Fortune 500 aerospace and defense companies use SUSE Linux Enterprise Server

MOST CERTIFIED APPLICATIONS

Over 8500 applications are certified and supported on SUSE Linux Enterprise Server, more than any other Linux distribution

OVER 8500

LINUX IN RETAIL

NEARLY **70%**

of the US Fortune 100 general merchandisers, specialty retailers, and food and drug stores use SUSE Linux Enterprise Server

LINUX IN AUTOMOTIVE

SUSE Linux Enterprise Server is used by nearly all of the world's major automobile manufacturers

LINUX IN HPC

Half of the world's largest supercomputer clusters use SUSE Linux Enterprise Server

BEST LINUX SUPPORT

SUSE offers better Linux support than Red Hat or Oracle

LINUX IN GLOBAL FORTUNE 100

Over two-thirds of the global Fortune 100 use SUSE Linux Enterprise Server

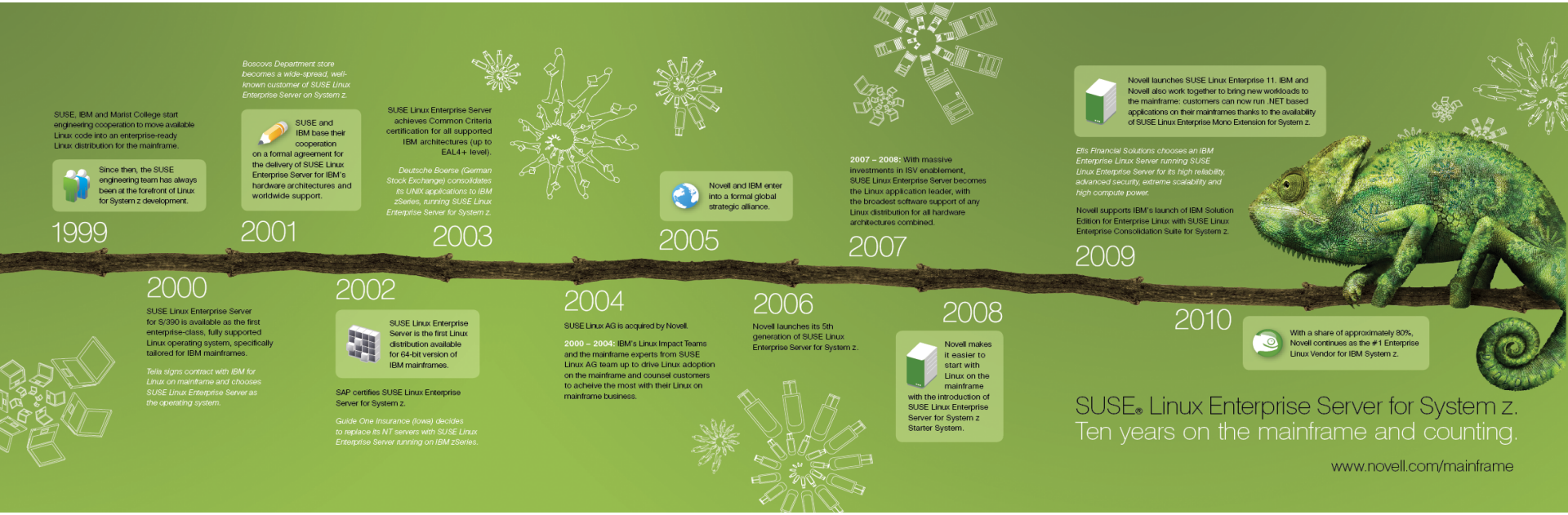
MOST CERTIFIED HARDWARE

13,500

Over 13,500 hardware systems are certified and supported on SUSE Linux Enterprise, more than any other Linux distribution

SUSE® Linux Enterprise Server for System z

10+ years on the Mainframe



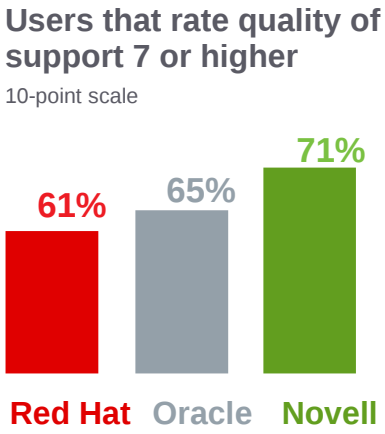
http://www.novell.com/partners/ibm/mainframe/img/timeline_lores.pdf

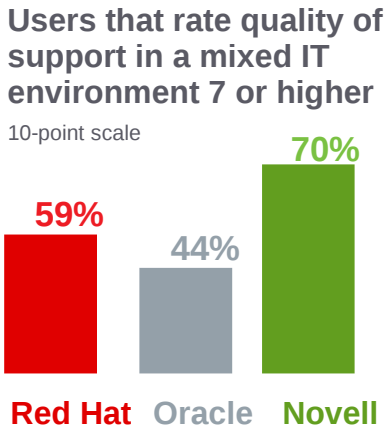
- The first deployments on Linux for the mainframe were file and print servers.
- The first piece of software that became popular was Samba.
- The first large commercial customer for SUSE Linux Enterprise Server for S/390 was Telia, the largest telecommunications company in Sweden.
- Today, companies are running their mission-critical workloads on top of SUSE Linux Enterprise Server for System z.

Global Customers

SUSE Leads: Best Linux Support

Customers rate Novell® Linux Support #1
Support infrastructure and attitude continue with SUSE!



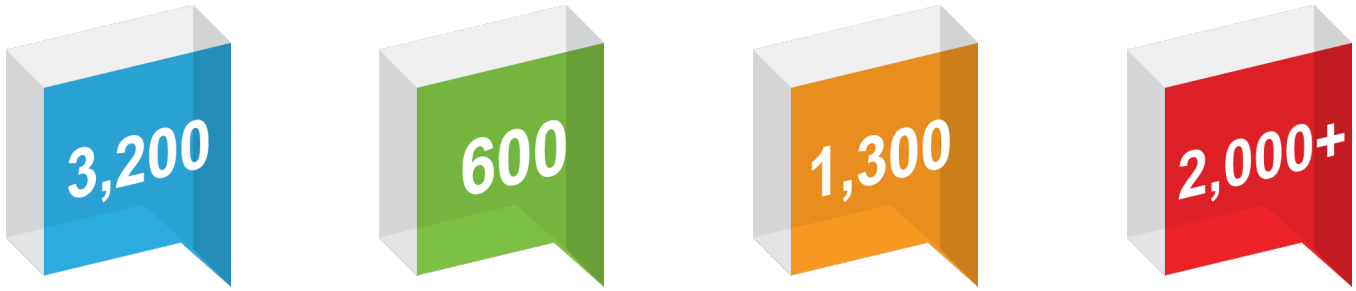


Source: Linux-Related Technical Support Comparative Study, Lighthouse Research, August 2010

Peers declare Novell Support as world's “Ten Best”

According to the Association of Support Professionals, Novell offers one of the world's “Ten Best Web Support Sites” in 2010.
(Fourth year in a row Novell has won this award)

Broad Ecosystem



Solution Providers *(VADs/VARs)* **and System Integrators**

Training Partners

Technology Partners *(ISVs/IHVs)*

Certified SUSE Linux Enterprise products

AMD DELL IBM hp

intel Microsoft SAP vmware

SUSE

Open Source Community Leadership

SUSE® Strategy

Cloud Infrastructure

Enterprise Computing

Integrated Systems

SUSE® Enterprise Computing

Built for critical business workloads

Includes mission-critical services

Incorporates best-of-breed components

The most interoperable platform for mission-critical computing, both physical and virtual

SUSE Enterprise Computing: Heterogeneity Requires Interoperability

The Key to the Virtual Data Center

Interoperability for mission-critical computing

Perfect guest strategy

Industry **support**

SUSE® Strategy – Cloud Infrastructure

Cloud Infrastructure

Enterprise Computing

Integrated Systems

Customer Pain Points

- Low utilization of commodity servers
  - Virtualization has helped
  - Cloud delivers increased automation
- VM sprawl
  - VMs spin up, but never spin down
  - Self provisioning and monitoring let's users track
- Administrative costs
  - Staff doesn't scale with the infrastructure
  - Cloud reduces need for adding staff as demand grows
- Faster service cycles
  - IT needs to respond to rapid business changes

What is SUSE® Cloud?

Uniquely flexible cloud infrastructure

- **More agile business/IT cooperation**
- **Lower operational expense**
- **Scale capacity/expense**

Gives customers the freedom to build clouds using:

- **Existing hardware and software**
- **Multiple cloud service providers**
- **Preferred hypervisor(s)**
- **Open source to avoid lock-in**

Manage private, public or hybrid clouds

- **Flexible, open, scalable and efficient**

SUSE® Strategy – Integrated Systems

Cloud Infrastructure

Enterprise Computing

Integrated Systems

SUSE® Integrated Systems

Facilitate value added solutions

Leverage existing investments

Optimize for maximum differentiation

Why SUSE®

SUSE®
No Vendor Lock-in
Maximum Choice and Flexibility
Enterprise Quality

Corporate Headquarters
Maxfeldstrasse 5
90409 Nuremberg
Germany

+49 911 740 53 0 (Worldwide)
www.suse.com

Join us on:
www.opensuse.org

Unpublished Work of SUSE. All Rights Reserved.

This work is an unpublished work and contains confidential, proprietary and trade secret information of SUSE. Access to this work is restricted to SUSE employees who have a need to know to perform tasks within the scope of their assignments. No part of this work may be practiced, performed, copied, distributed, revised, modified, translated, abridged, condensed, expanded, collected, or adapted without the prior written consent of SUSE.
Any use or exploitation of this work without authorization could subject the perpetrator to criminal and civil liability.

General Disclaimer

This document is not to be construed as a promise by any participating company to develop, deliver, or market a product. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. SUSE makes no representations or warranties with respect to the contents of this document, and specifically disclaims any express or implied warranties of merchantability or fitness for any particular purpose. The development, release, and timing of features or functionality described for SUSE products remains at the sole discretion of SUSE. Further, SUSE reserves the right to revise this document and to make changes to its content, at any time, without obligation to notify any person or entity of such revisions or changes. All SUSE marks referenced in this presentation are trademarks or registered trademarks of Novell, Inc. in the United States and other countries. All third-party trademarks are the property of their respective owners.