Mirantis Strategy and Differentiation

Boris Renski

Agenda

1. **Evolved Delivery Model**
2. New Software Stack
3. Use Cases
4. Exciting Innovation in Open Source

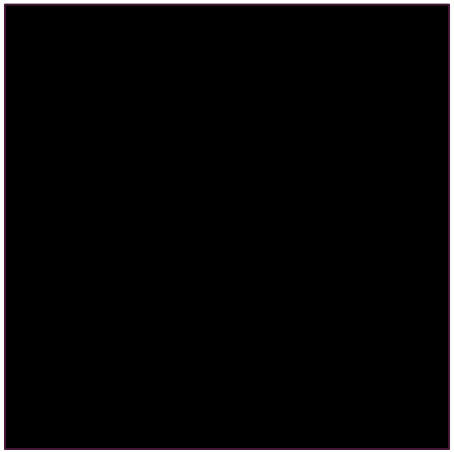
Mirantis: Enabling a *Consume* Model for IaaS

Traditional Enterprise

- SDN Distro/DIY
- OpenStack Distro/DIY
- Kubernetes Distro/DIY
- Linux Distro/DIY
- Etc. Distro/DIY

Build = Heavy Lift

amazon web services

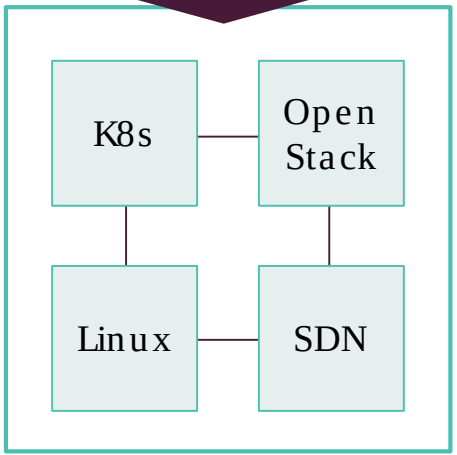


API

Consume IaaS

MIRANTIS

CI/CD



API

Consume IaaS

As enterprises move from Building IT to Consuming IT, Managed Open Cloud will become the de-facto standard approach for consuming open source innovation.

MANAGED	OPEN	CLOUD
Turnkey and Continuously delivered	Based on open source standards with option to transfer	Full stack designed for consumer, not builder

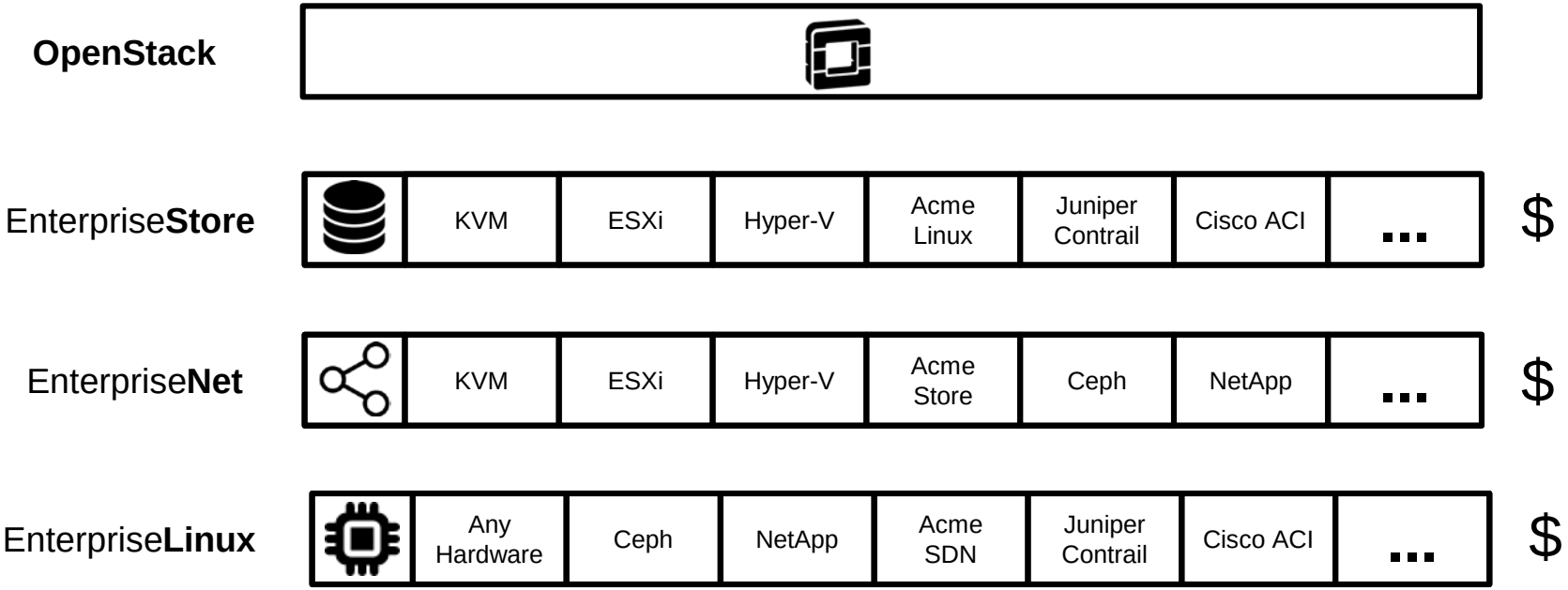
Mirantis' Mission

To be the world's most effective vehicle for converting open source innovation into customer value.

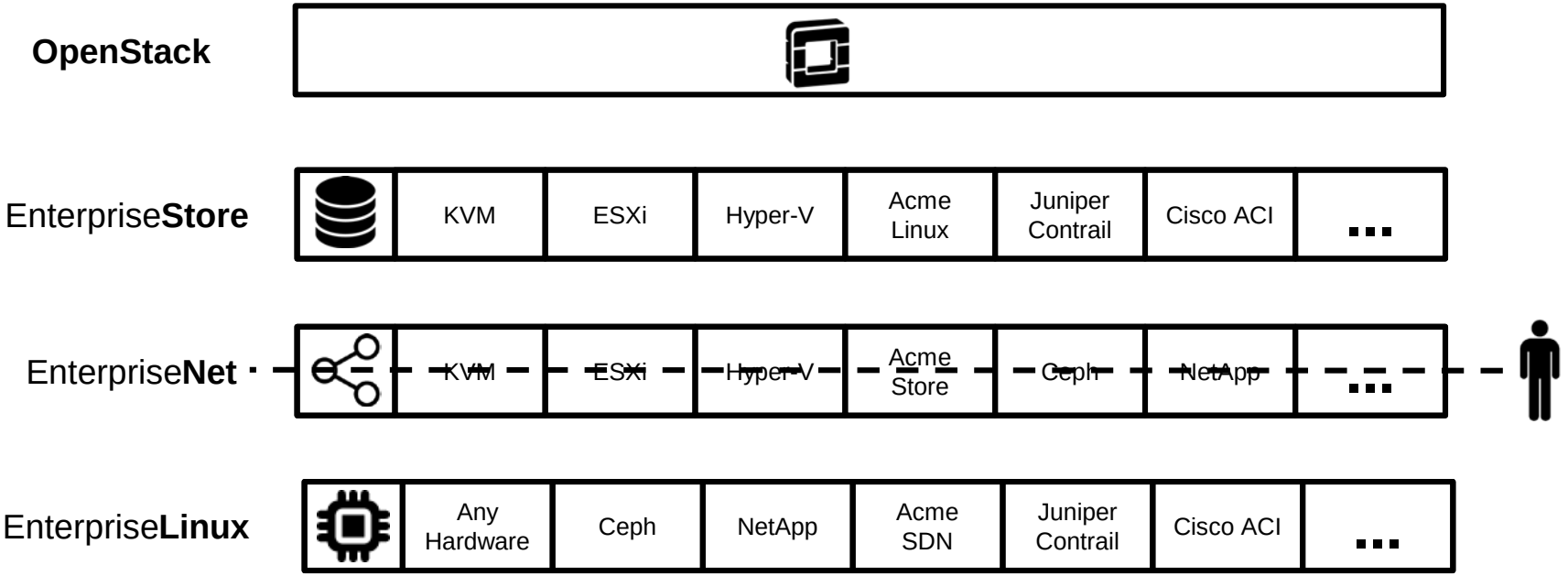
Traditional IT vendors live in “Build IT” world and design “software lego blocks” catering to the horizontal design pattern aimed at IT builder, not the IT consumer

OpenStack

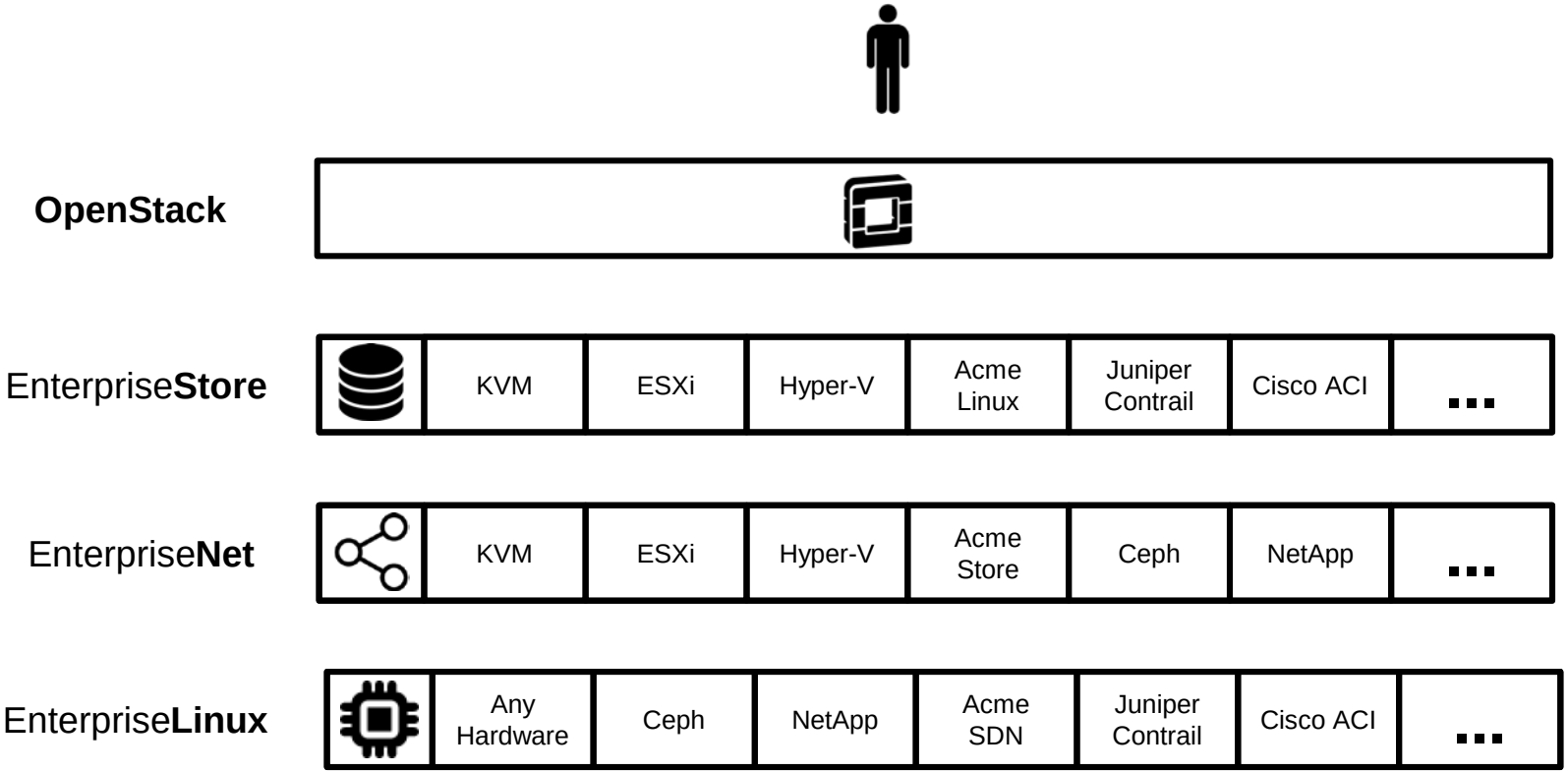
Traditional IT vendors live in “Build IT” world and design “software lego blocks” catering to the horizontal design pattern aimed at IT builder, not the IT consumer



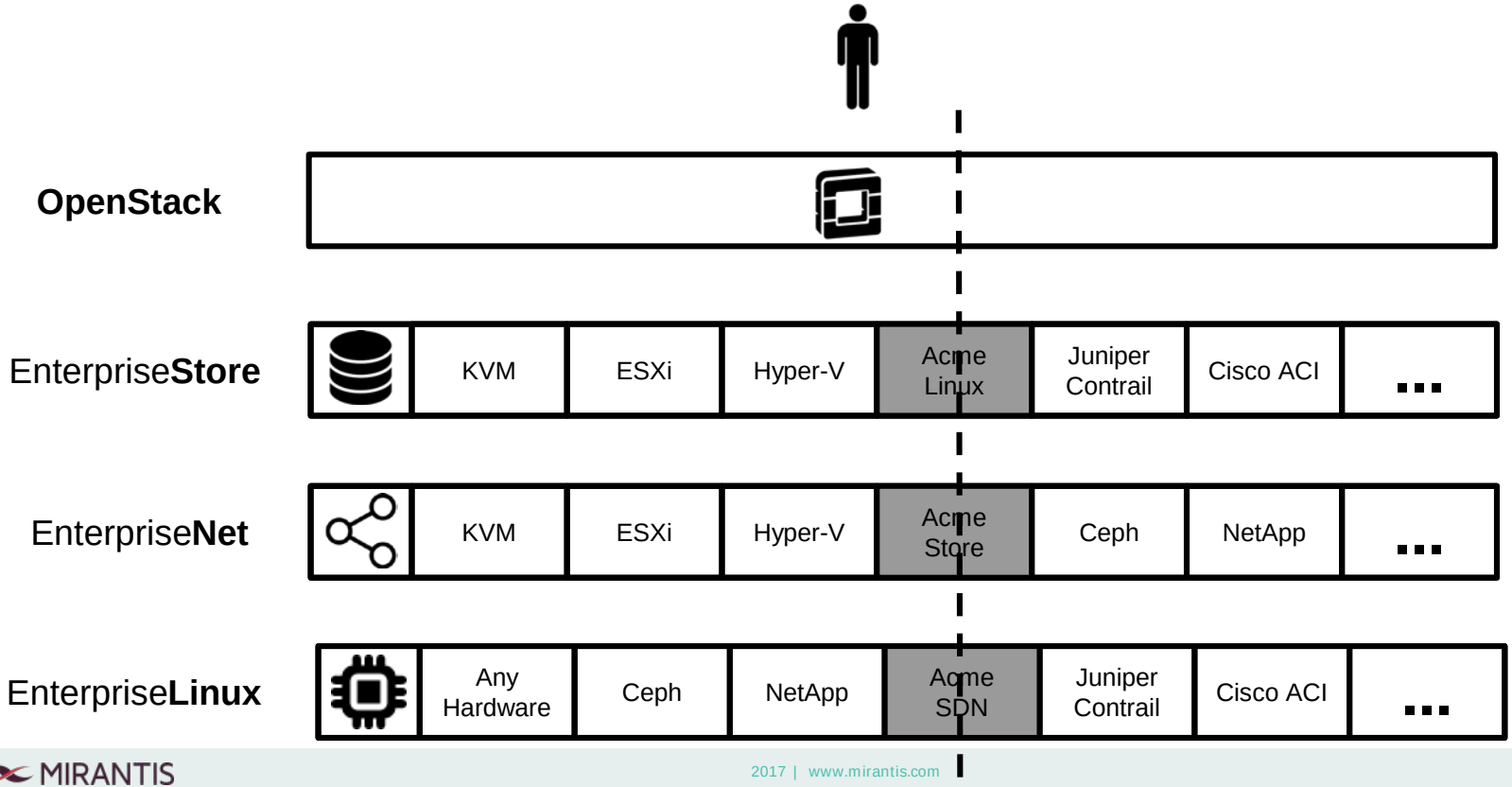
Traditional IT vendors live in “Build IT” world and design “software lego blocks” catering to the horizontal design pattern aimed at IT builder, not the IT consumer



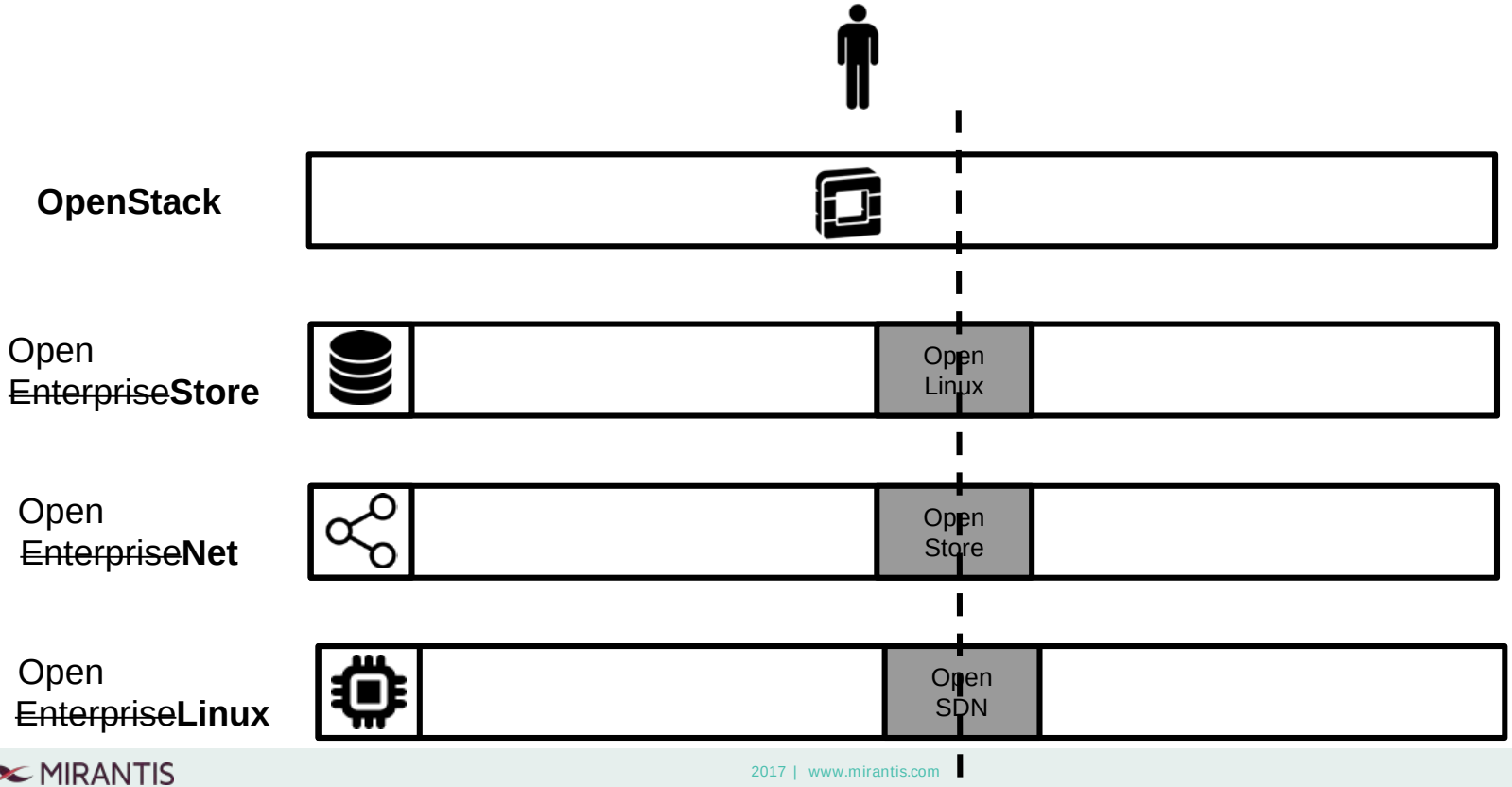
Traditional IT vendors live in “Build IT” world and design “software lego blocks” catering to the horizontal design pattern aimed at IT builder, not the IT consumer



Traditional IT vendors live in “Build IT” world and design “software lego blocks” catering to the horizontal design pattern aimed at IT builder, not the IT consumer



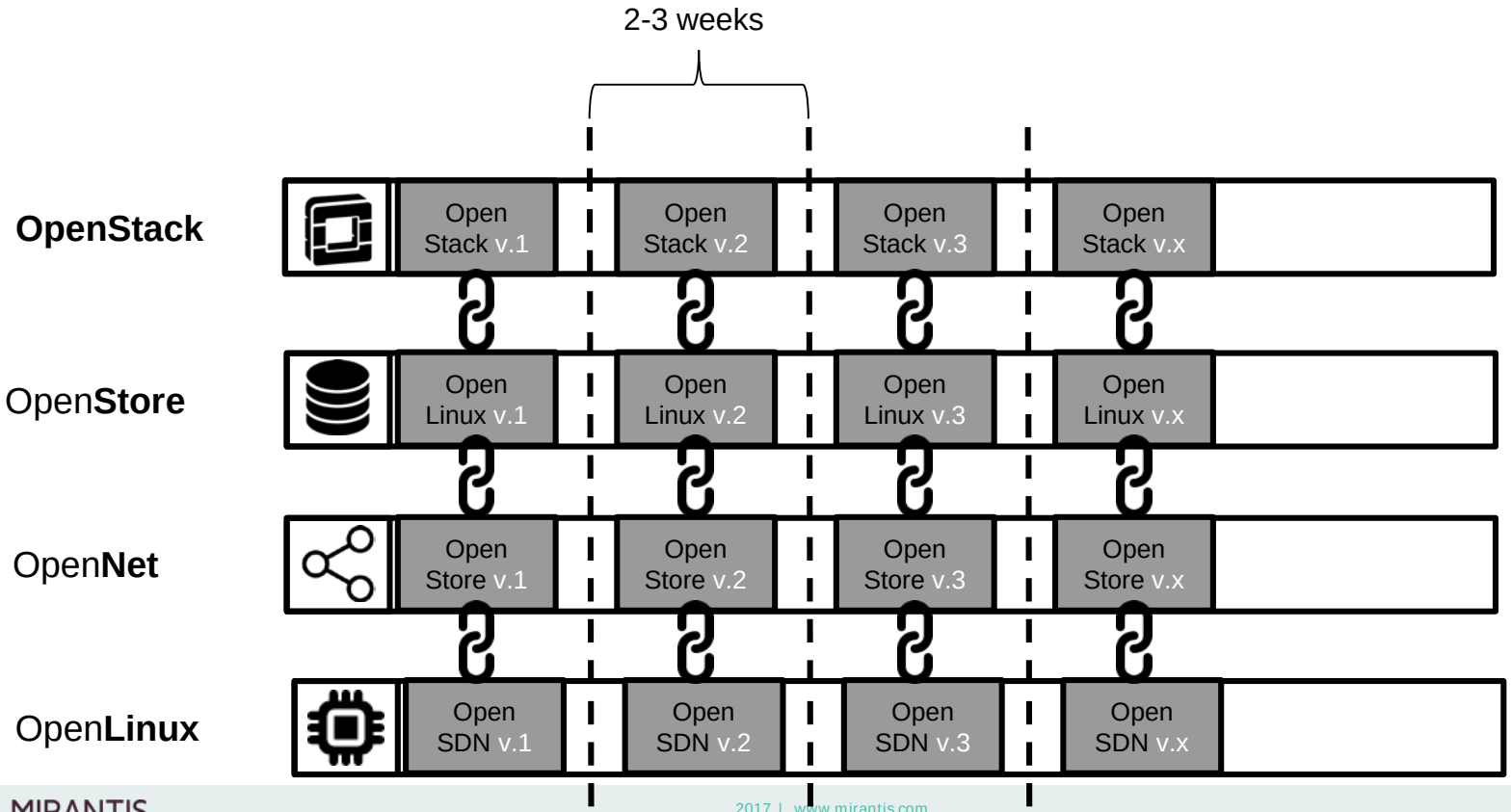
Public cloud vendors live in “Consume IT” world and design follow a full stack design pattern aimed at IT consumer.



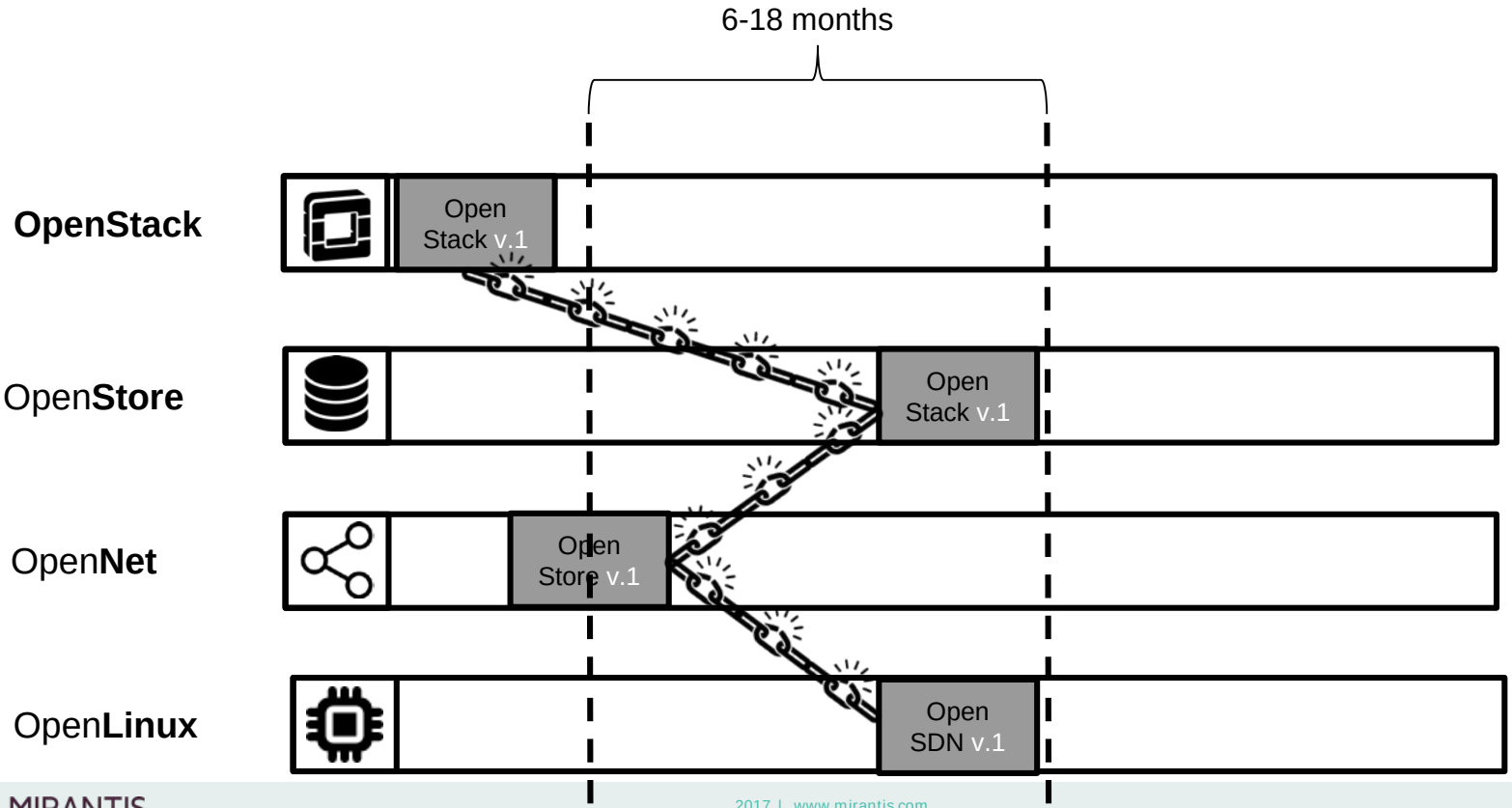
Managed Open Cloud must be built following the vertical design pattern of public clouds.

NOT be stitched out of “enterprise software”

Clouds that fail to follow “the full stack” design pattern are costly to maintain and cannot be continuously delivered.

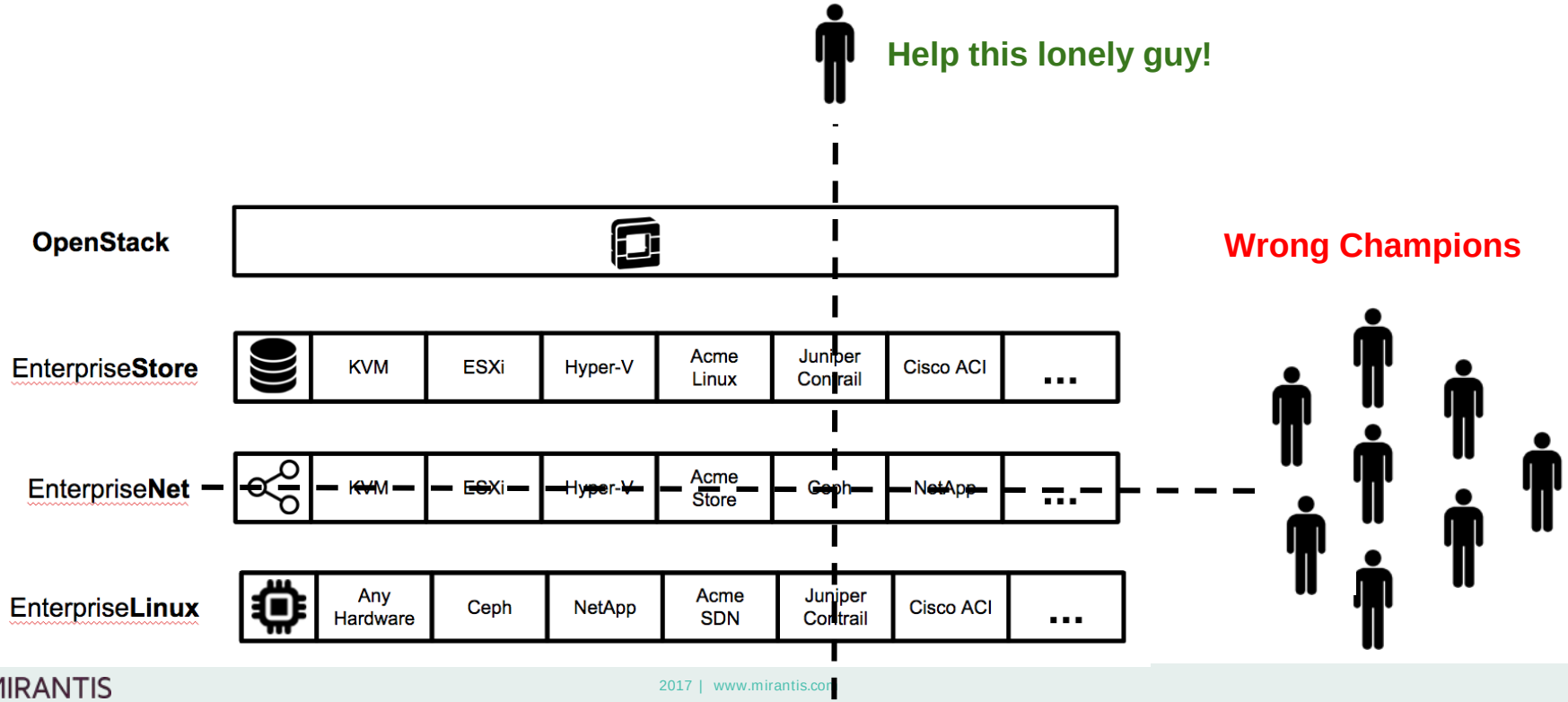


Clouds that fail to follow “the full stack” design pattern are costly to maintain and cannot be continuously delivered.



Managed Open Cloud must be continuously delivered on a synchronized cycle with underlying components.

All public clouds are designed to be continuously delivered.



Managed Open Cloud must be delivered as-a-service to force the focus on the right champion.

Managed Open Cloud is a combination of open software and operations process, enabling “public cloud like” experience on premise and with no lock-in.

	Public	Managed Open Cloud	Traditional Managed Service
How is it built?	Vertically integrated, leveraging open source	✓	Using enterprise cloud software
How is it operated?	Infrastructure-as-code / continuous delivery	✓	Deploy and forget / rip and replace
How is it sold?	As-a-service	✓	Software license or subscription

Mirantis delivers Managed Open Cloud using the Build Operate Transfer model. Full stack experience, zero lock-in.

Build

- Leading cloud platform software
- Plan, architect, implement with focus on your cloud success

Operate

- Fully managed cloud with up to 99.99% SLA guarantee
- Cloud, tooling, and ops team 100% focused on your success

Transfer

- Co-manage for a fixed period
- Train and certify your ops team on your terms
- Transfer to support with choice of SLAs

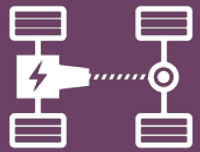
Demonstrating business value through all phases of the journey

All software is based on open source standards. No license or IP lockin.

Build

- Pure-play open source cloud to run containers, VMs and bare metal
- Continuous innovation and LCM with CI/CD pipeline
- Continuous monitoring for hassle free operations

Mirantis Cloud Platform



DriveTrain

Lifecycle Management (LCM)

Open Cloud Software

Virtual Machines, Containers, Bare Metal, SDN, SDS

StackLight

Operations Support System (OSS)

Operate Your Cloud

Operate

- Fully managed open cloud with up to 99.99% SLA guarantee
- Standards based open source tooling

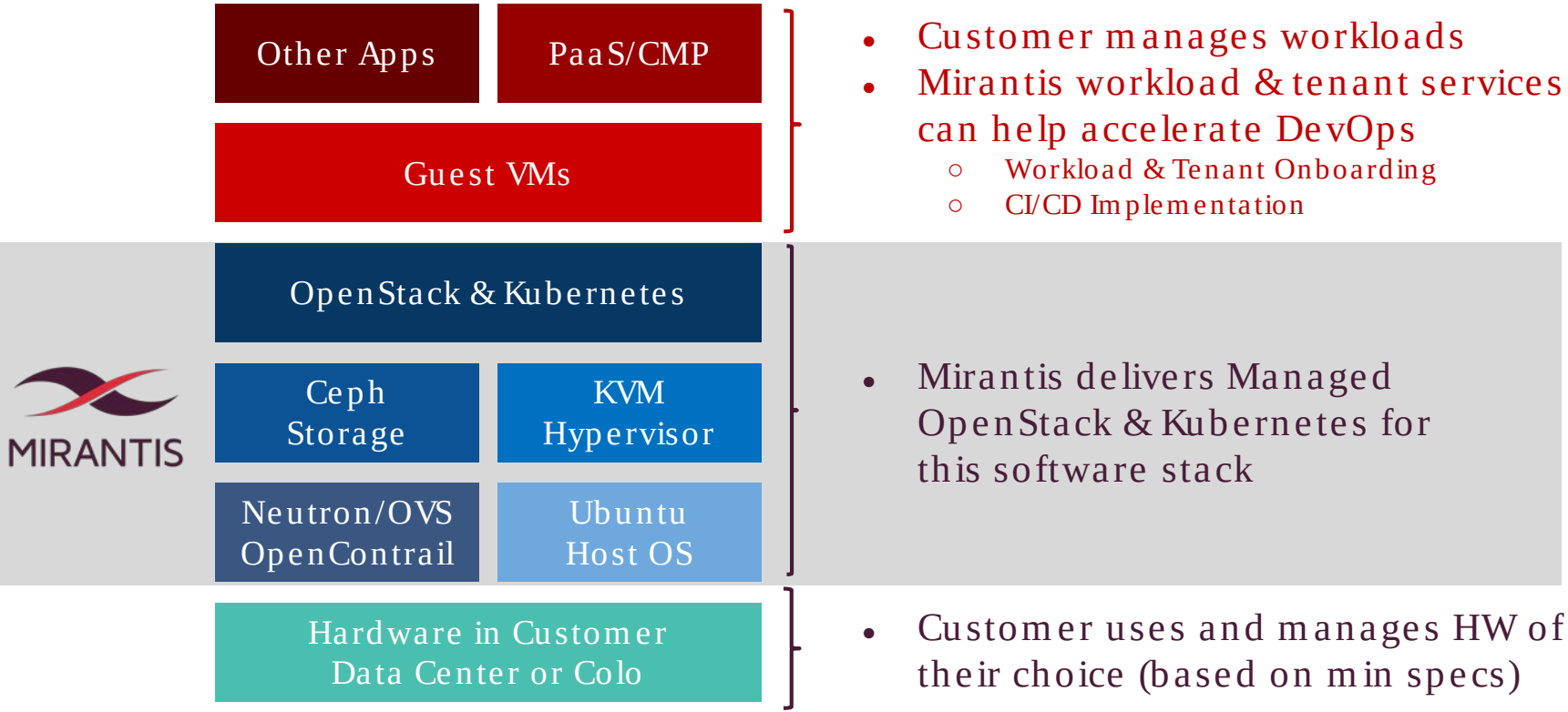
Mirantis Cloud Platform

DriveTrain	Open Cloud Software	StackLight

Mirantis

- Remote Operations
- Proactive monitoring
- 24x7x365 Support
- Designated Customer Success Manager
- KPI reporting and governance

Operate Your Cloud



- Customer manages workloads
- Mirantis workload & tenant services can help accelerate DevOps
  - Workload & Tenant Onboarding
  - CI/CD Implementation

- Mirantis delivers Managed OpenStack & Kubernetes for this software stack

- Customer uses and manages HW of their choice (based on min specs)

Transfer: Mirantis Operational Readiness Transfer

Planning

Operational Design Review
+
Transfer Plan

Implementation

Mirantis Cloud Platform (MCP) Training

MCP Operations Training

Mirantis Shadow Operations

Post-Transfer

Migration from MMO to

- 24x7 Support
- 8x5 Support

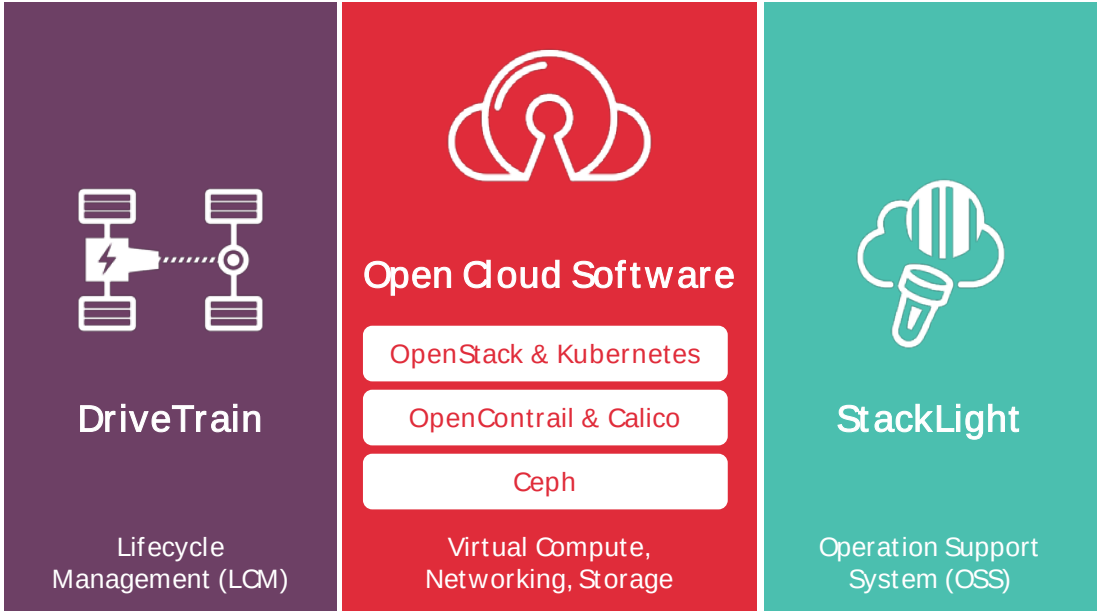
Duration and Final Support SLA are “On Your Terms”

Thank You to Managed Open Cloud Delivery Partners

Agenda

1. Evolved Delivery Model
2. **New Software Stack**
3. Use Cases
4. Exciting Innovation in Open Source

Mirantis Cloud Platform



Open Cloud Software

Virtual resources (containers, VM, bare metal, SDN, SDS) for any workload

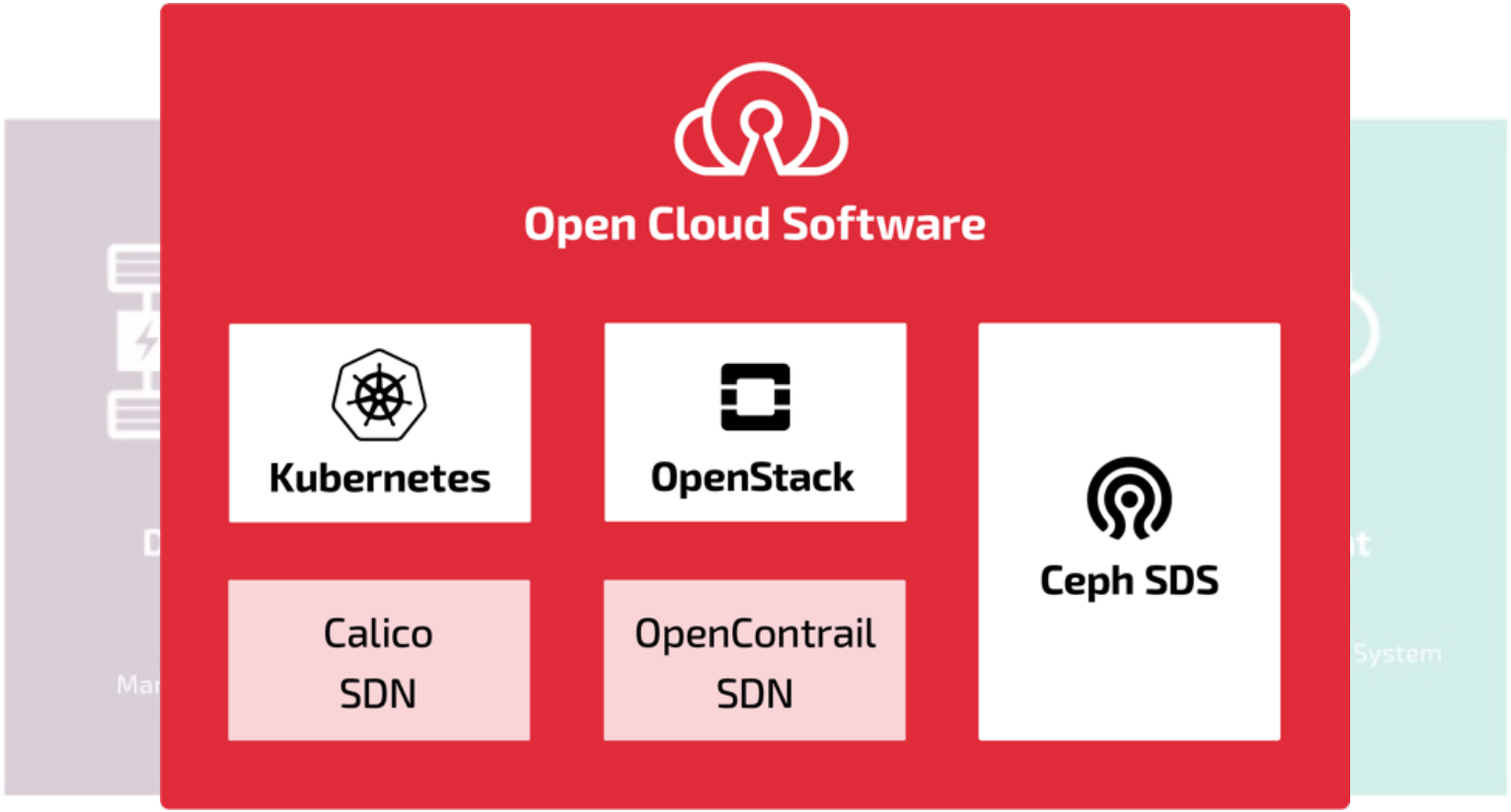
DriveTrain LCM

For continuous access to innovation and hassle-free operation

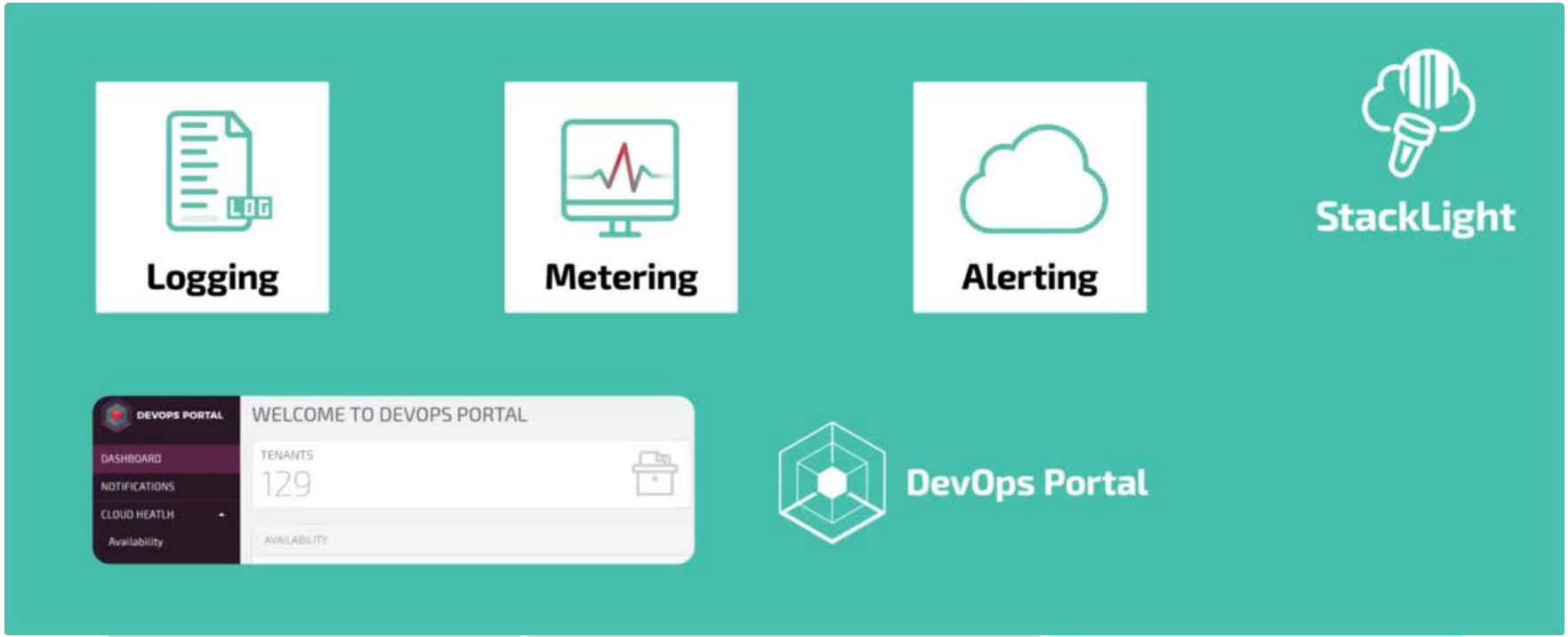
StackLight OSS

For continuous monitoring and maximum availability

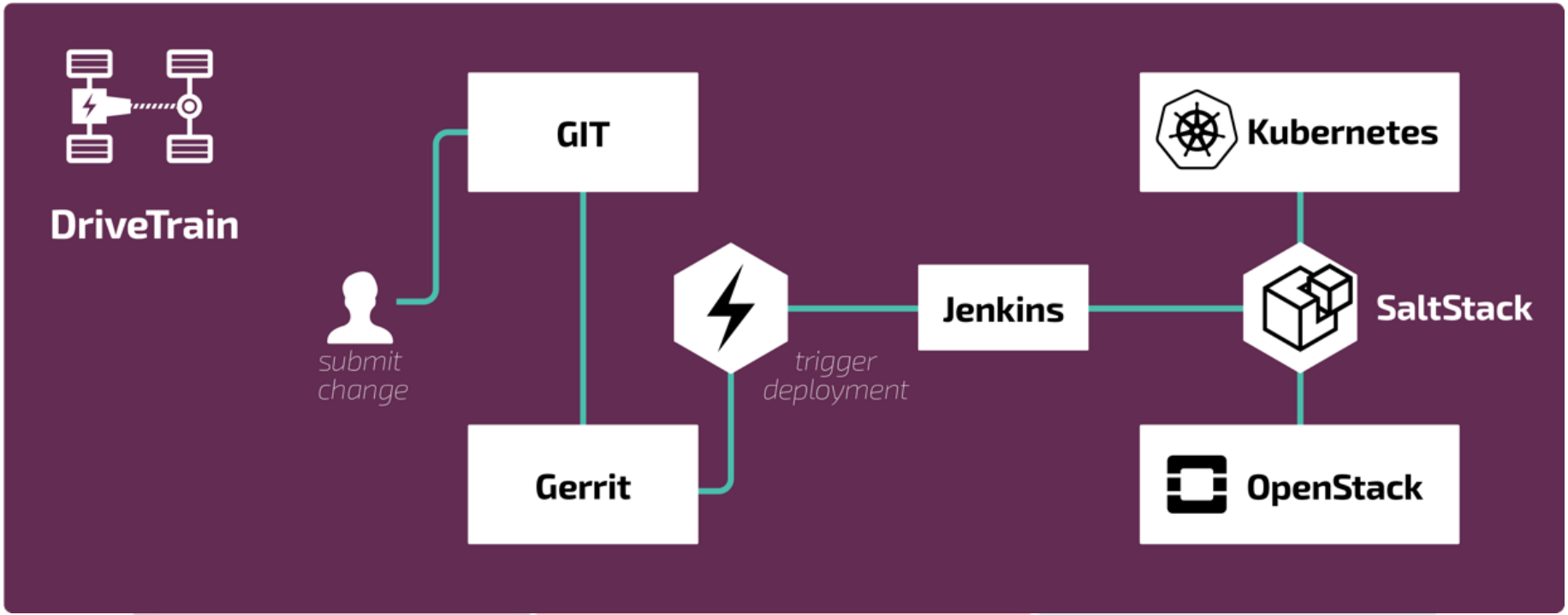
MCP: Open Cloud Software



MCP: StackLight OSS



MCP: DriveTrain LCM



Agenda

1. Evolved Delivery Model
2. New Software Stack
3. **Use Cases**
4. Exciting Innovation in Open Source

DirecTV NOW

37M customers

#1 in customer satisfaction

250 channels

CONFIDENTIAL

"OpenStack brings innovation to meet our needs better than private vendors. Cloud architectures in a closed ecosystem just don't allow for enough freedom of integration and customization."

- Amit Tank, Sr. Cloud Architect

Business Challenge

Deploy an online video solution within 2 months that supports 250 live channels

Offered at a competitive price (low cost) with no contract

Take advantage of current satellite broadcast system

Bring new capabilities - E.g., cloud time-shifting and multiple video profiles

Solution

Platform - MCP with OpenStack and OpenContrail running in AEG data center

Custom Instance Type - 66 vCPUs / ~152 Ghz per node (high compute density)

Workload - Harmonic VOS Media Processing Platform

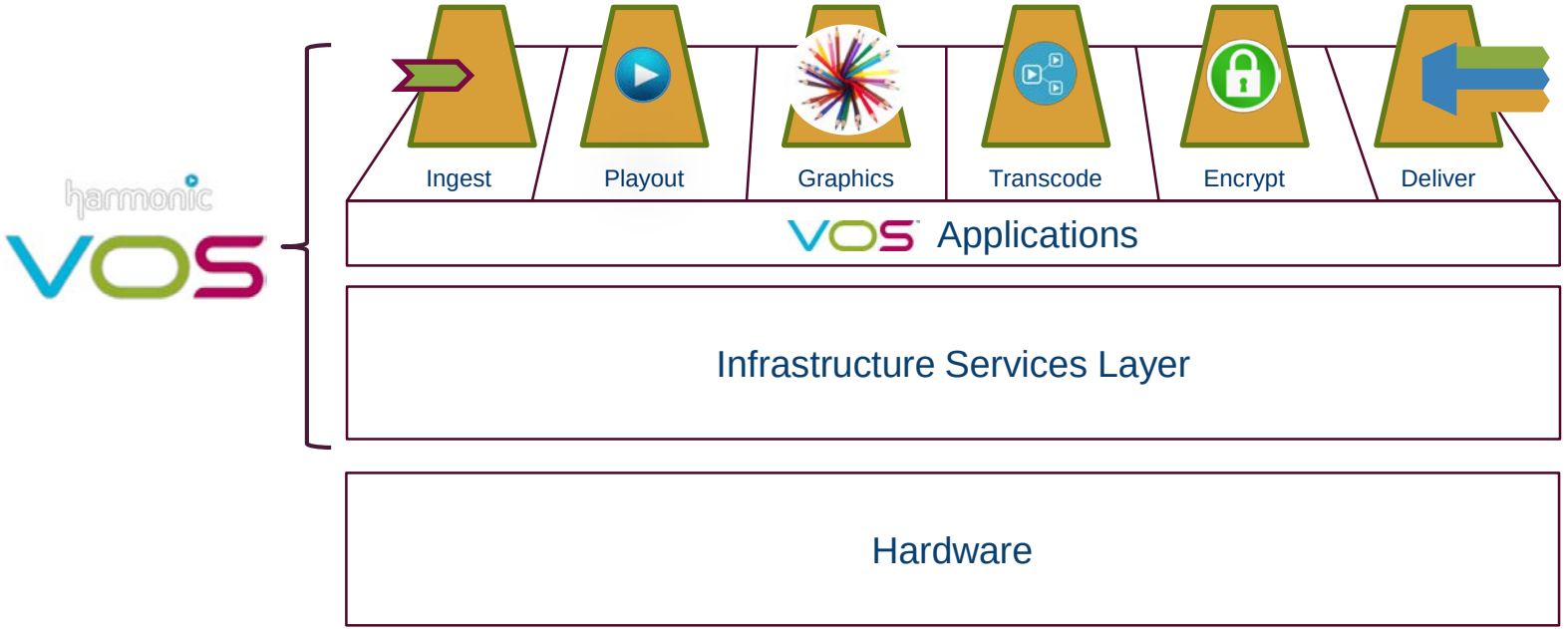
Monitoring probes to provide tenant visibility

Results

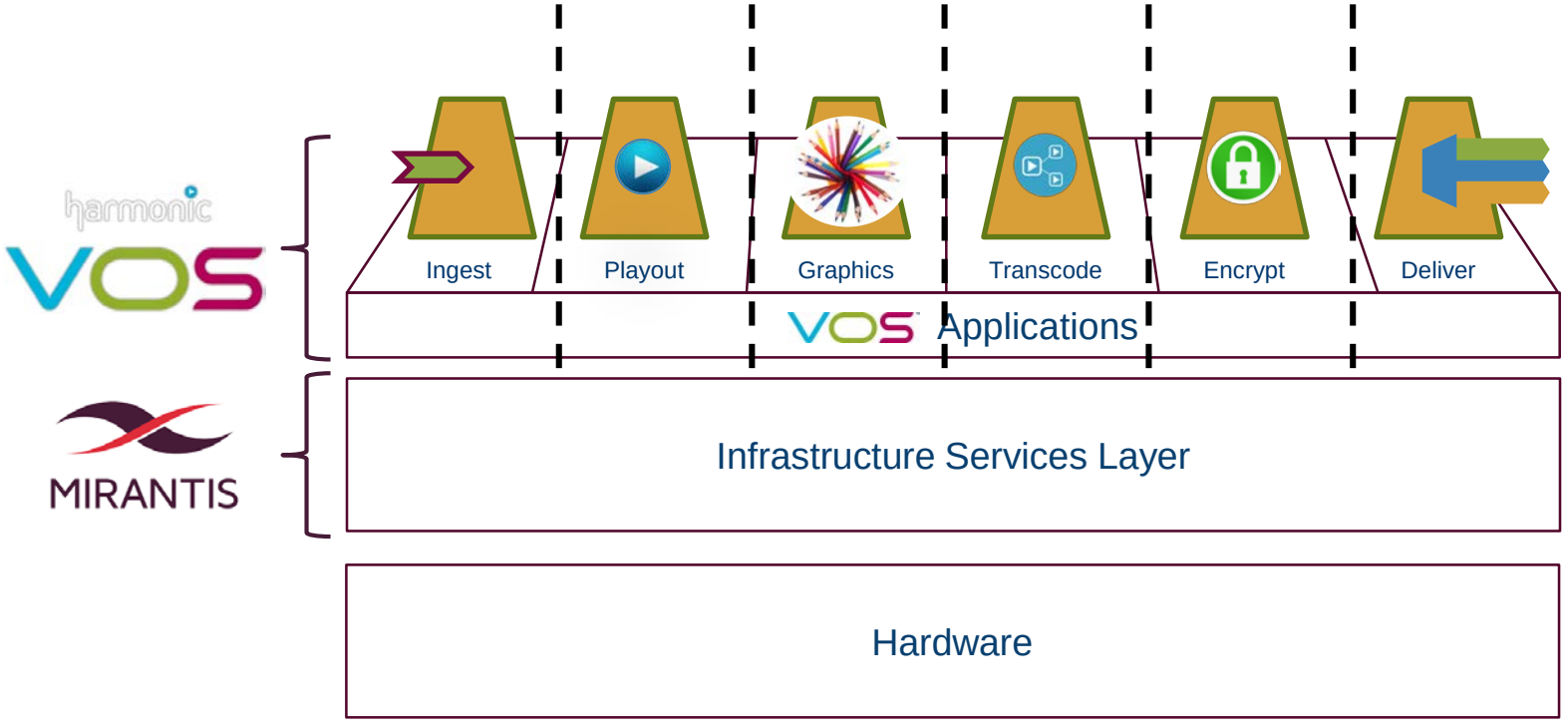
$120M/ year (estimated) in subscription revenue for AEG

Ability to optimize efficiency and performance over time

DirectTV Now



DirectTV Now



Timeline

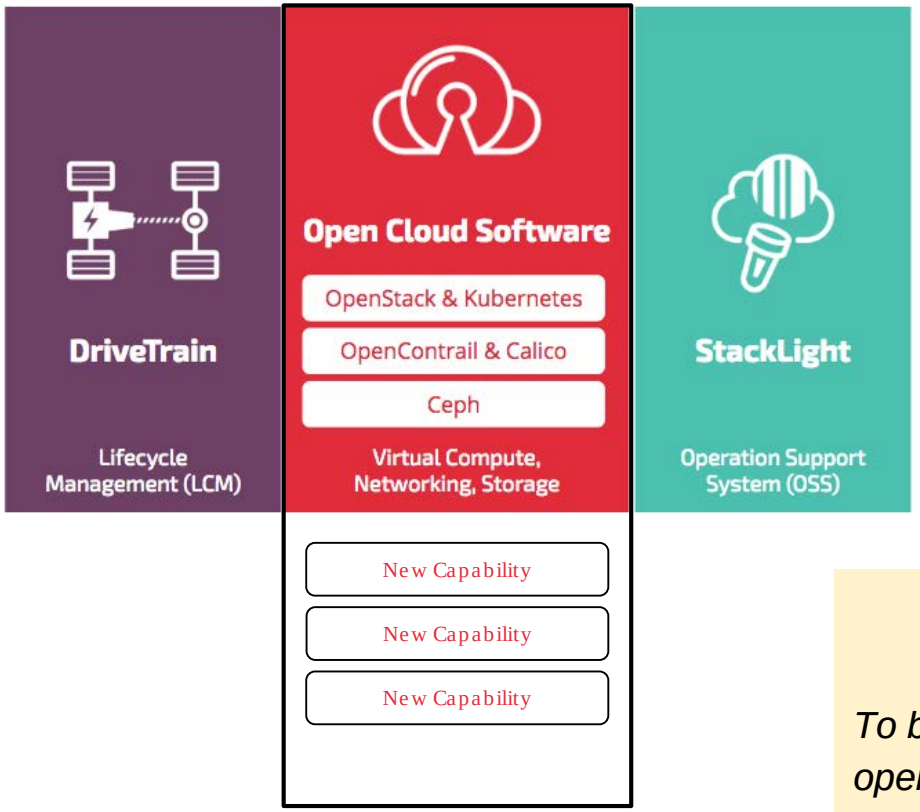
- **July 2015:** AT&T Acquires DirecTV
- **Jan - Aug 2016:** Customer spent > 6 months attempting to integrate video using incumbent cloud/virtualization vendor
  - Slow progress
  - Key workloads problematic to implement
- **August 2016:** Initial discussions with Mirantis
- **November 2016:** 125 Channels went live on managed Mirantis Cloud Platform

100% Uptime Since Launch in November 2016

Agenda

1. Evolved Delivery Model
2. New Software Stack
3. Use Cases
4. **Exciting Innovation in Open Source**

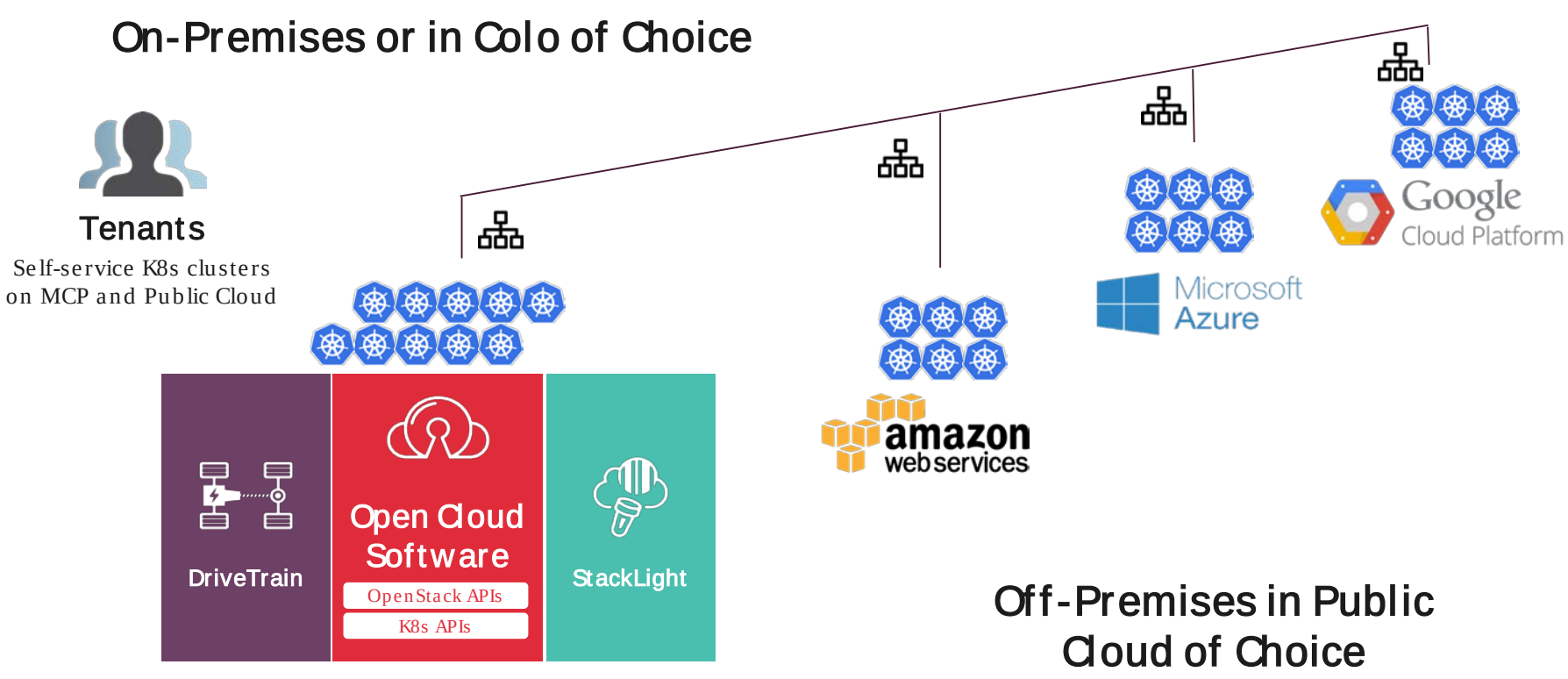
Mirantis Cloud Platform



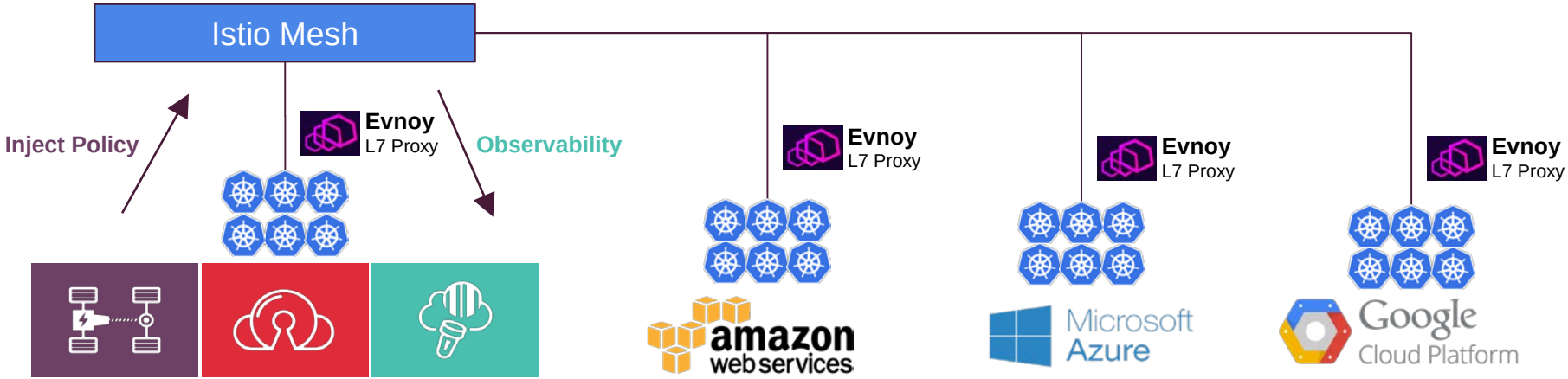
Mirantis' Mission

To be the world's most effective vehicle for converting open source innovation into customer value.

Hybrid Cloud

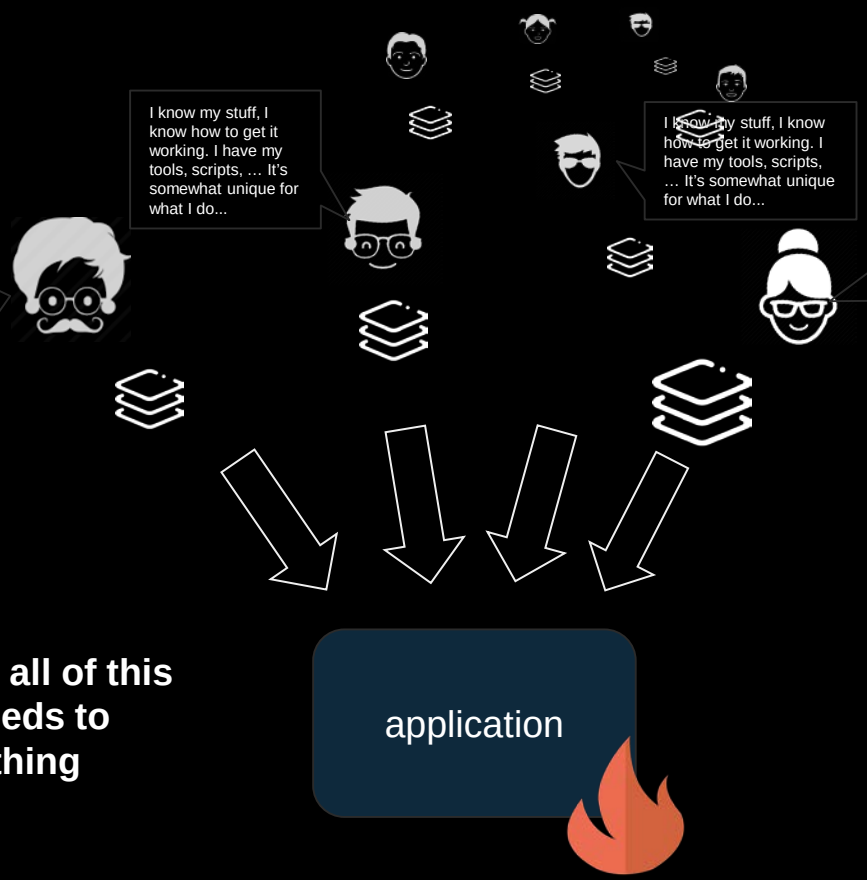


Istio Service Mesh



I'm an expert. I know my stuff, I know how to get it working. I have my tools, scripts, … **It's somewhat unique for what I do..**

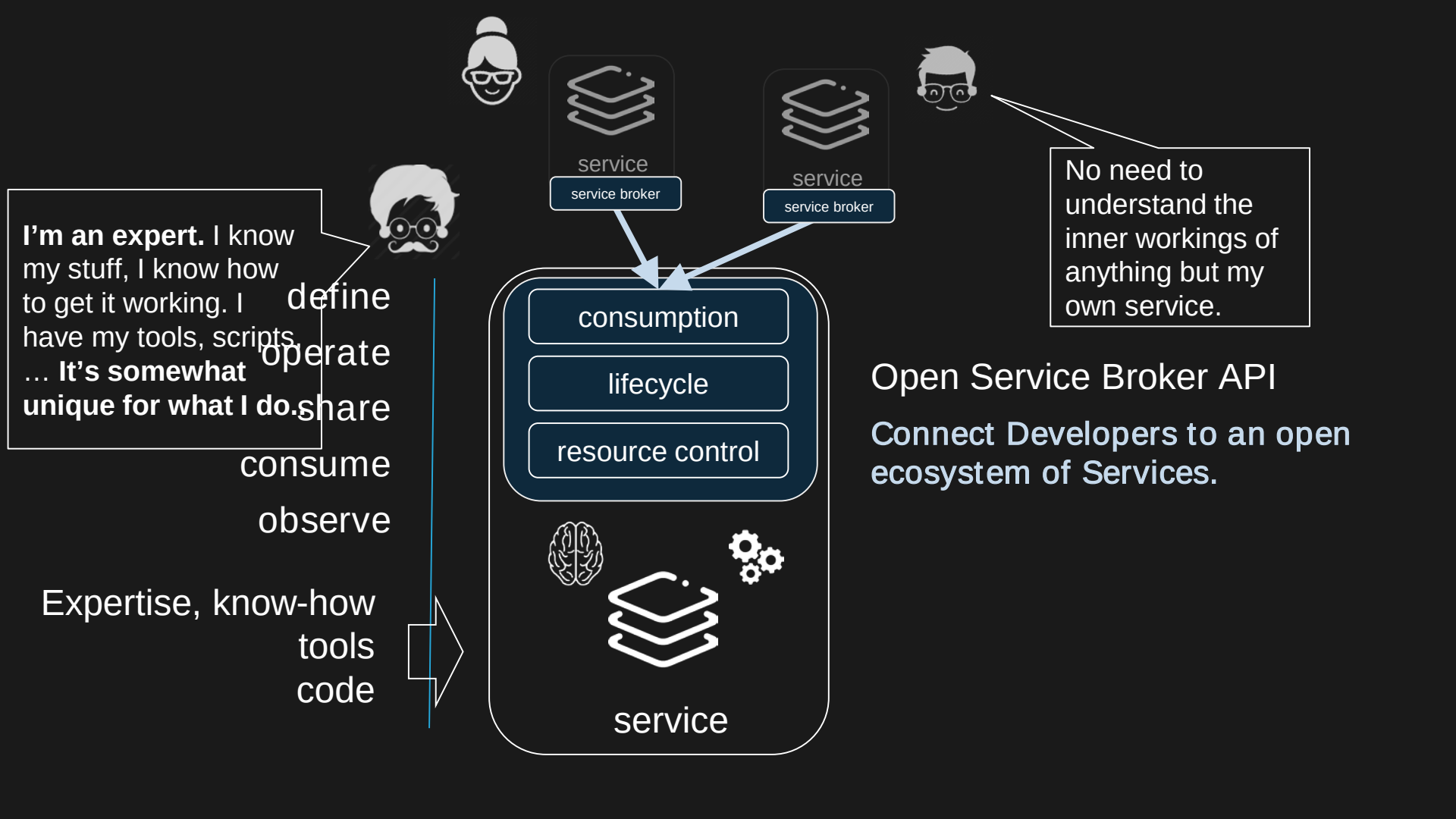
But when you put all of this together, everybody needs to know about how everything works.

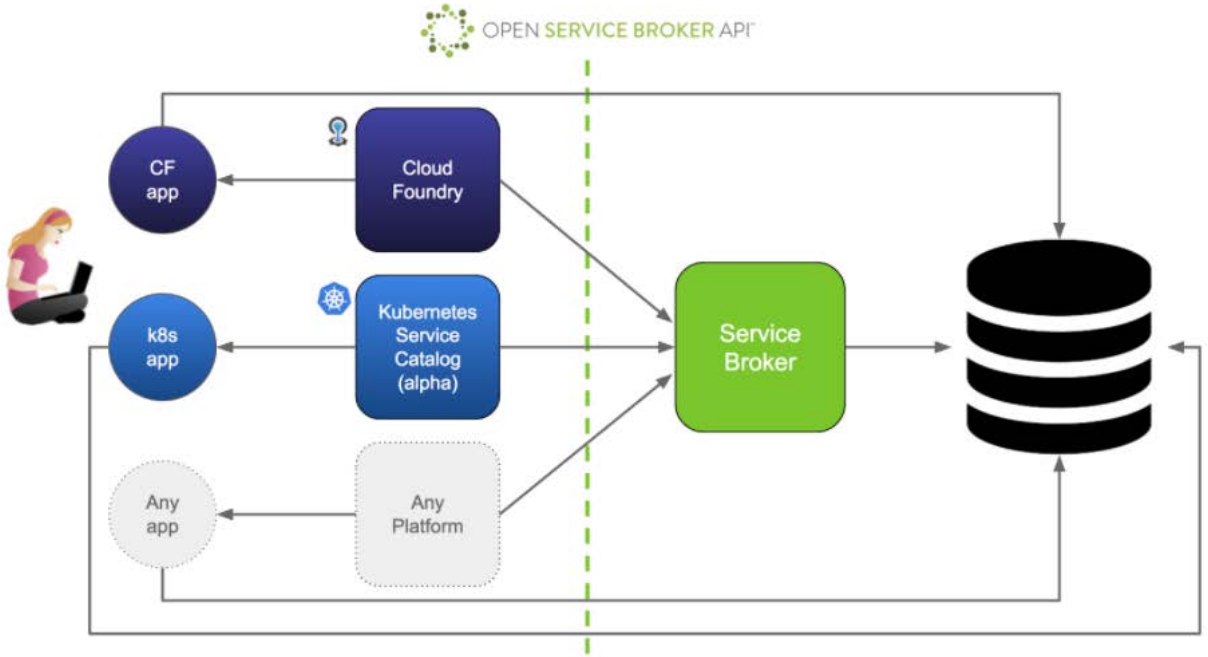


I know my stuff, I know how to get it working. I have my tools, scripts, … It's somewhat unique for what I do...

Changing this is hard…

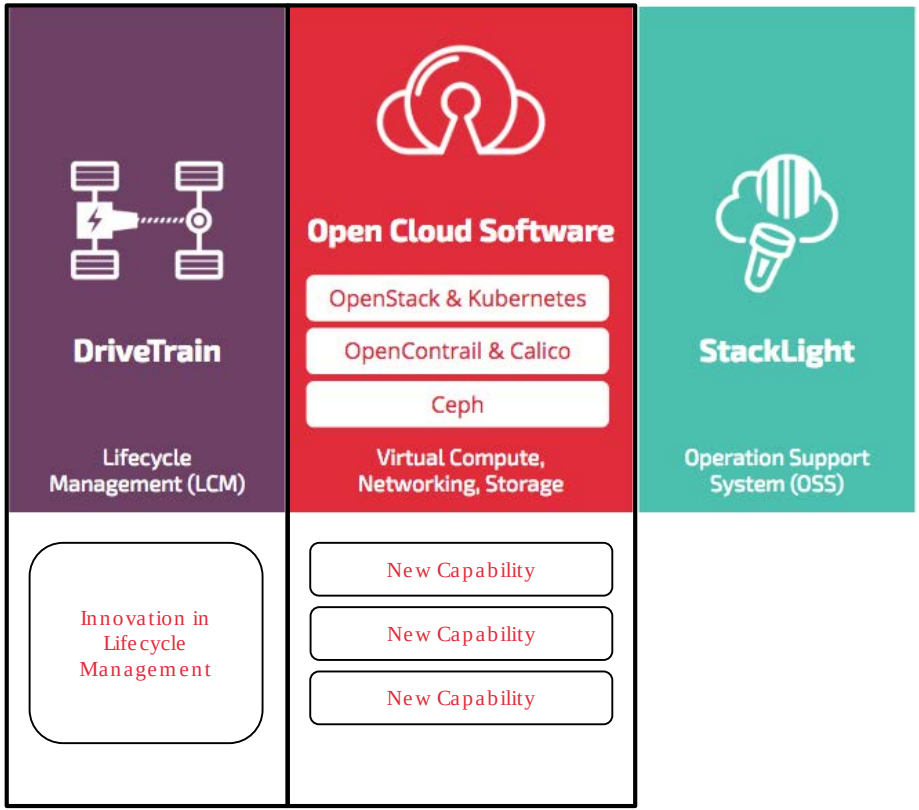
Concept of a service is poorly utilized!


service
service broker
service
service broker
No need to understand the inner workings of anything but my own service.
I'm an expert. I know my stuff, I know how to get it working. I have my tools, scripts … **It's somewhat unique for what I do.**
define
operate
share
consume
observe
Expertise, know-how
tools
code
consumption
lifecycle
resource control
service
Open Service Broker API
Connect Developers to an open ecosystem of Services.



Google Pivotal FUJITSU SAP IBM

Mirantis Cloud Platform

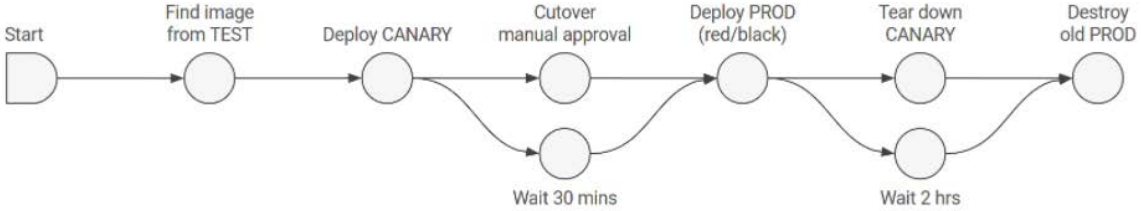


Continuous Delivery for Enterprise

Fast, safe, repeatable deployments

You use Spinnaker's deployment management features to construct and manage continuous delivery workflows.

Pipeline



Thank You!

ERICSSON USDA COMCAST MERCK verizon PayPal Telstra at&t VERITAS ebay classifieds Adobe

Volkswagen THOMSON REUTERS SCHIBSTED MEDIA GROUP vodafone Liberty Mutual 深圳证券交易所 SHENZHEN STOCK EXCHANGE COREDIAL TiVo Schneider Electric 百联集团 BAILIAN GROUP

TATA COMMUNICATIONS GANNETT Symantec Digital River AMGEN JOHN DEERE TD Ameritrade AMERICAN EXPRESS Jio TriNet Ambitions Realized