Collaborating with Open Source in the Cloud era

Frederic Aatz
Open Software Initiative
Microsoft France

Alfonso Castro
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Microsoft Corp.
Play well with others

Listen to customers

Open in the Cloud

http://www.microsoft.com/openness
In a single year, OSS apps on Windows grew by more than 400%

- 80,000+ projects in 2009
- 350,000 projects in 2010

- 28,000 Open Source projects
- 300,000+ registered users

23 of the top 25 most downloaded OSS projects run on Windows

>1M downloads

Source: Geeknet
Microsoft + Linux

- Linux runs as a first-class guest on Windows Server Hyper-V
- Develop apps for both Linux and Windows (CoApp)
- Supported on Windows Azure Virtual Machines (CentOS, openSUSE, SUSE, Ubuntu)

“Microsoft is playing quite nicely with Linux and other open source tools. “

-Robert McMillan, Wired Enterprise
“Microsoft has built an impressive new entrant to the Infrastructure-as-a-Service market, and Ubuntu is there for customers who want to run workloads on Azure that are best suited to Linux.”

“The team leading Azure has a sophisticated understanding of Ubuntu and Linux in general.”
Open Source groups at Microsoft

Open Software Initiative

Open Technologies

Communities

Product Groups (Azure, SQL Server, etc.)

Technology

Open Source Technology Center

Code contribution

Open Solutions Group

Business

OW2con’12
Open Solutions Group
Focus and Customers

Works on behalf of customers with partners, competitors, and communities in the open-source space to develop unified solutions for mixed-source environments.

OUR FOCUS
MIXED-SOURCE DATA CENTERS
VIRTUALIZATION of Linux on Hyper-V
SYSTEMS MANAGEMENT of Linux
Support for LINUX OPERATING SYSTEM
Windows and Linux HIGH PERFORMANCE COMPUTING SOLUTIONS

PRIVATE CLOUD and PUBLIC CLOUD

Subset of 900+ Customers Worldwide

Private Cloud

Public Cloud

OW2con’12
Why Microsoft and SUSE Alliance?

**CHOICE**

- Investments maximized for better economics
- Best of both Linux and Windows®
- Emphasis on innovation

**INTEROPERABILITY**

- Collaboration from data center to cloud
- Unified solutions replace technology silos
- First-class support for mixed environments

**OPENNESS**

**CUSTOMERS COME FIRST**

- Investments maximized for better economics
- Best of both Linux and Windows®
- Emphasis on innovation

**DOING TOGETHER WHAT NO SINGLE VENDOR CAN DO ALONE**

- Collaboration from data center to cloud
- Unified solutions replace technology silos
- First-class support for mixed environments

**MOVING IT FORWARD, YOUR WAY**

- Consolidation, simplification, and better management for your mixed environment
- Processes and protocols that work across cloud infrastructure
- Deep monitoring of mixed-source applications
Extending Microsoft’s Private Cloud
By fully supporting the Windows and Linux environment

Automating

Customer-Facing Self-Service Portal

Exposed Web Services—Fully Configurable UI

Monitoring
Provisioning
Configuration
Data Protection

Mixed Infrastructure

Windows and Open-Source Stacks

Servers
Storage
Network
Load-Balancing

Active Directory®

Windows Server 2008 R2

SQL Server

Hyper-V

Red Hat

CentOS

Suse
Adding the Public Cloud dimension
Keeping consistency across the Windows and Linux environment
# Collaboration Summary

Why Microsoft and SUSE Alliance?

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## Far Reaching Collaboration
Full set of cross-platform offerings

### CUSTOMERS WIN
Customers gain the **BEST** of both worlds

### WORLDWIDE CUSTOMERS
800+ and counting...

### GLOBAL PRESENCE
More than **30 COUNTRIES**

### IMPROVING LINUX TOGETHER
Microsoft® and SUSE among the **TOP 20** code contributors to Linux 3.0 kernel

### COST SAVINGS
Building on a base of 5+ years continuing a customer-focused partnership where customers **saved 100s of MILLIONS of DOLLARS**

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**Virtualization Management Identity**

**Data Center Private Cloud Public Cloud**