

Collaborating with Open Source in the Cloud era

Frederic Aatz

Open Software Initiative
Microsoft France

Alfonso Castro

Open Solutions Group
Microsoft Corp.



<http://www.microsoft.com/openness>



Play well
with others



Listen to
customers



Open in
the Cloud

Microsoft + Open Source Momentum

In a single year, OSS apps on Windows grew by more than 400%

80,000

2009



350,000

+

2010



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

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

23/25

Microsoft Matrix

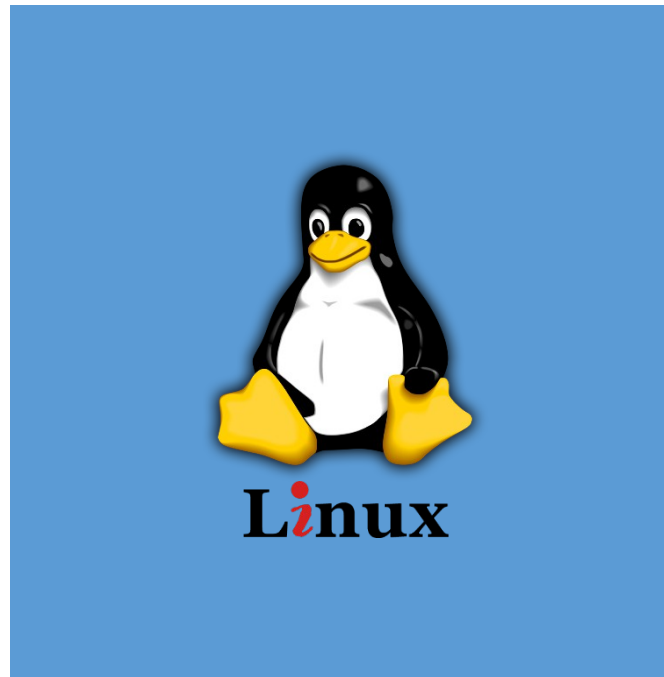
>1M

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. “

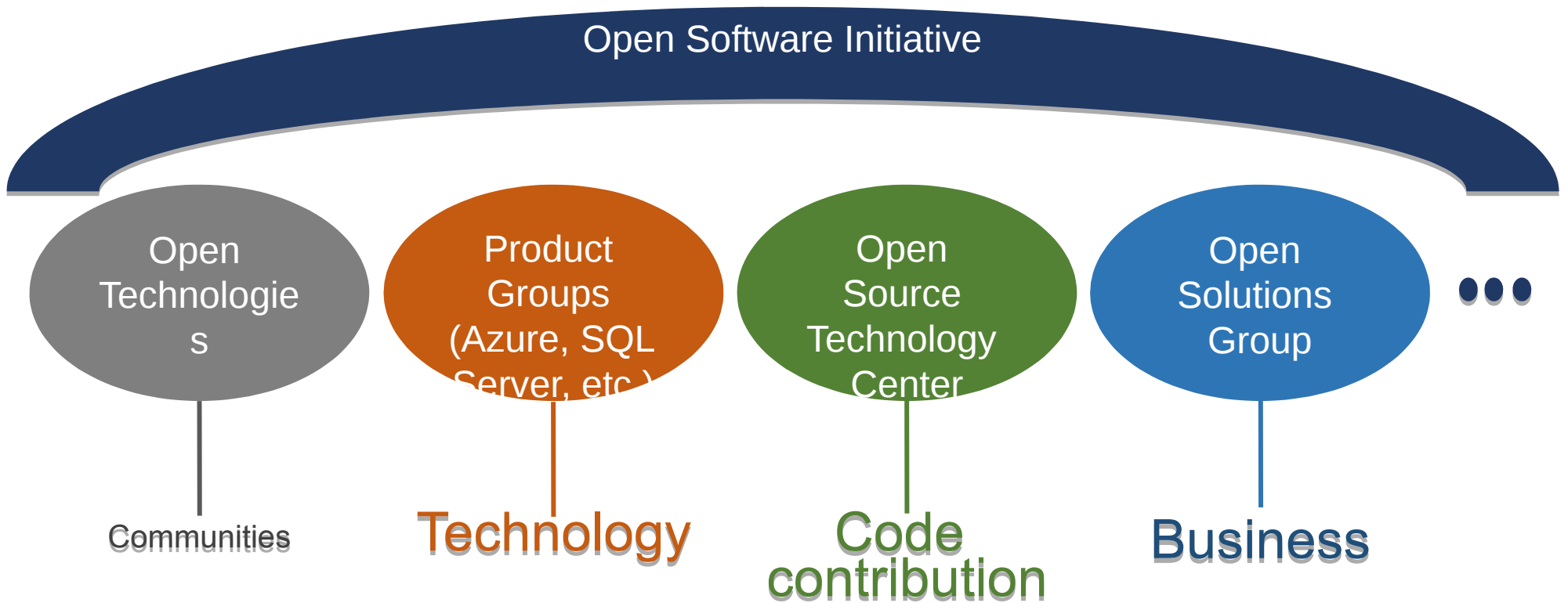
-Robert McMillan, Wired Enterprise

Mark Shuttleworth, Canonical – June 7th 2012

““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 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

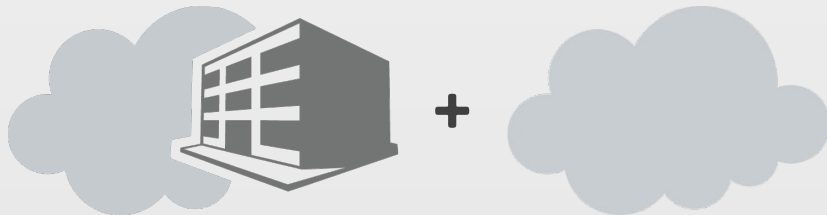
SYSTEMS MANAGEMENT of Linux

Support for **LINUX OPERATING SYSTEM**

Windows and Linux **HIGH PERFORMANCE COMPUTING SOLUTIONS**



PRIVATE CLOUD and PUBLIC CLOUD



Subset of 900+ Customers Worldwide

2e2
Creating Business Advantage®

ICH HABE DICH
LIBRO

Catholic Healthcare West

MEN'S WEARHOUSE®

colt

ECHOSTAR

MoneyGram

eurochange
your foreign exchange expert

National Semiconductor

GOLDEN GATE UNIVERSITY

NSX National Stock Exchange

GRUPPO24ORE
La cultura dei fatti

SECURELINUX

InfraCom

village **VOICE** media

Why Microsoft and SUSE Alliance?



CHOICE



INTEROPERABILITY



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

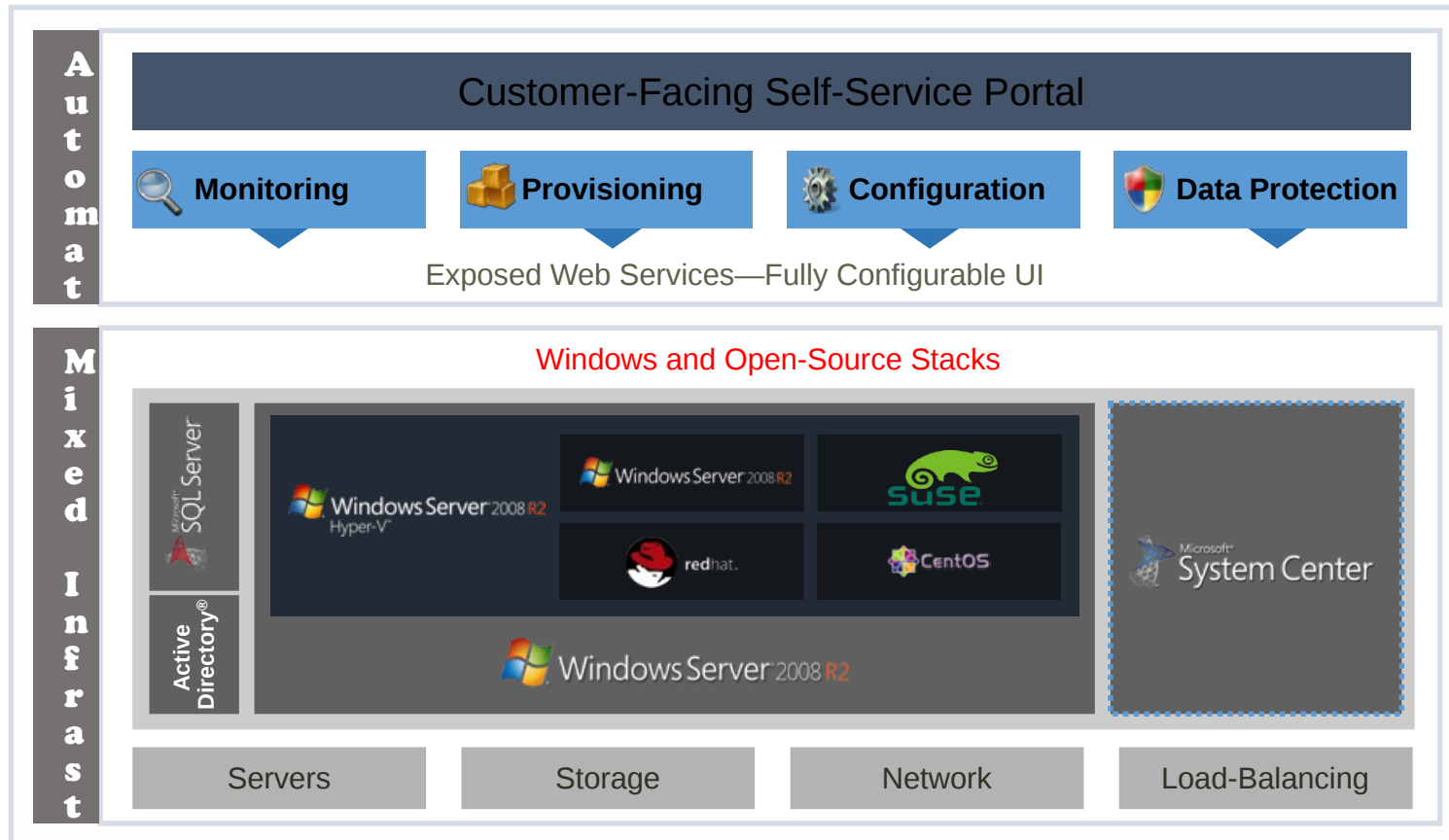
- **Collaboration** from data center to cloud
- **Unified solutions** replace technology silos
- **First-class support** for mixed environments

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

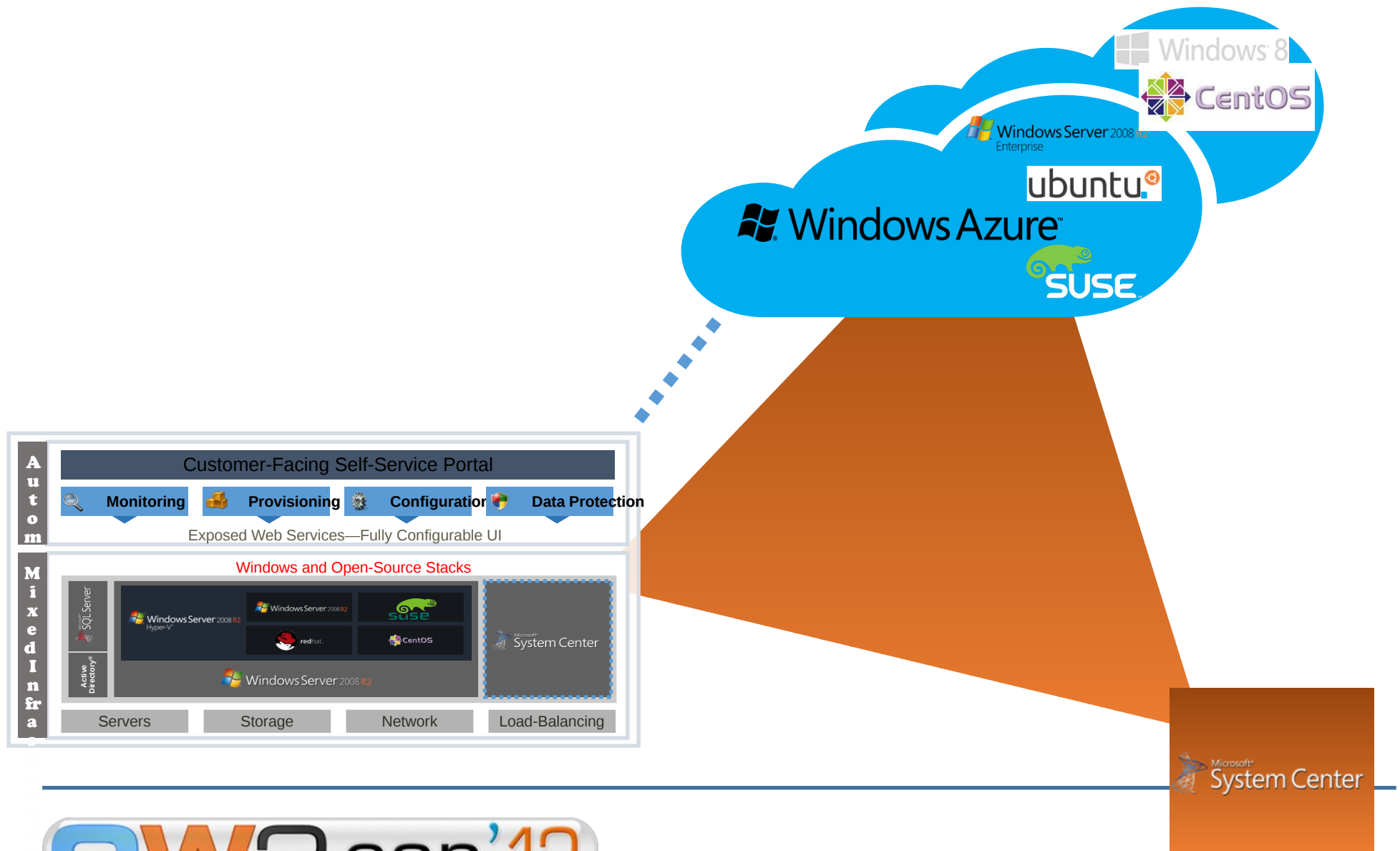
Extending Microsoft's Private Cloud

By fully supporting the Windows and Linux environment



Adding the Public Cloud dimension

Keeping consistency across the Windows and Linux environment



Collaboration Summary

Why Microsoft and SUSE Alliance?

FAR REACHING COLLABORATION

Full set of cross-platform offerings

VIRTUALIZATION
MANAGEMENT
IDENTITY

DATA CENTER
PRIVATE CLOUD
PUBLIC CLOUD

CUSTOMERS WIN

Customers gain the *Microsoft*

BEST

of both worlds



GLOBAL PRESENCE

More than

30 COUNTRIES



COST SAVINGS

Building on a base of **5+ years** continuing a customer-focused partnership where



customers saved 100s of MILLIONS of DOLLARS

WORLDWIDE CUSTOMERS

800+

and counting...



IMPROVING LINUX TOGETHER

Microsoft® and SUSE among the

TOP 20



code contributors to Linux 3.0 kernel

