To be Open Source or not to be?
Patrick STARCK, Cloudwatt
Cloud: New technology cycle or Revolution?
Rapidly Changing Environment…

« 5 exabytes from civilization origin to 2003.
5 exabytes per day in 2013. »

Globalization… Optimization…
Eic Pressure coming from expanding public debts econom
The value of Cloud: « limitless & on demand »

- New technologies
- Pay as you go
- Elasticity
- Flexibility, Simplicity, Self Services
- Users control
- Fast and easy to share new practices
Is IT the only one concerned? No!

Common and mature usages are everywhere.
Outsourcing vs Public Cloud?

Outsourcing: a key step towards the IT industrial era
Outsourcing vs Public Cloud, OpenStack nice role

Any optimal IT strategy?

Private or outsourced

Critical

Uncritical

Virtualisation

Private or outsourced

Public Cloud

2012

2015

OW2con'12
Cloudwatt: for what?

- **Ambition**: to become an IaaS European leader

- **Mission**: to expand the use of Cloud

- **Market**: to support all major business players (Public & Gov., Large Corporations, Small and Medium Enterprises...)

- **Model**: to produce high volume and low cost solutions and standards services « ready for use »

- **Commercialization**: to rely on partners to support companies’ migration
Our differentiators

- Security
- Sovereignty and location
- Transparency
- Start-up
- Reversibility
- « Low cost »
- Open Source
Strategy «Open » and« pure player»

- **Open Source choice**: 
  OpenStack Sponsor: 2 companies in Europe! JBilling, SugarCRM, Prestashop …

- **Innovative companies eco-system**: eNovance, Ysance, Alpha Layer, TVLowcost, W Garden, …

- **Securities**

- **Disruptive compute and storage offering**

- **Infrastructures** new & complete without« legacy »
  Architecture + Technologies + last generation Data Center

ån A pure player of Cloud services
Thank you!

Q & A