



5. Customer Success **Procolix**

Taking Linstor and OpenNebula to the Cloud



Speaker



LIN:BIT

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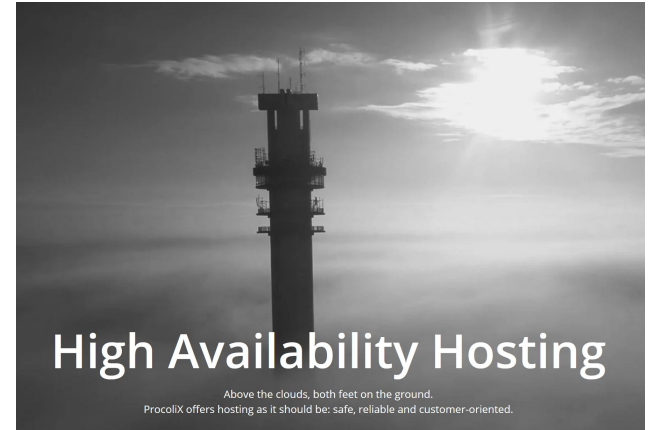


Taking Linstor and OpenNebula to the Cloud



About Procolix

- Based in The Netherlands
- Managed Hosting Provider since 12-12-2000
- Working with LINBIT since 2001
- 100% virtualisation since 2007
- Dedicated to open source software
- Serving cloud from the cloud



About Koen de Jonge

- CEO of Procolix
- Using Linux since 1994
- Strong open source evangelist
- Member of the board of the NLUUG
- Hacker, father of 3
- Neuro diversity enhancing employer



Our challenge an overview

- A scalable and sustainable cloud hosting solution
- Public Cloud - Managed Hosting - Privacy - Security
- Our search over the years
- Why LINBIT Linstor?
- Why OpenNebula?
- How it all comes together
- Success guaranteed - bringing Freedom to the cloud



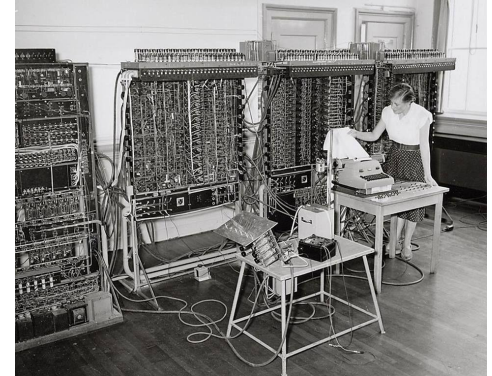
IT Infrastructure: Hosting - Cloud - Solutions

- Cloud: not your own computer
- Hosting: a service
- Solution: a means to a problem

Procolix

a group of IT construction workers
design, deliver and maintain

IT Infrastructure



Designing for sustainability

IT Infrastructure:

- Complex technology
- Very much in development
- Critical for day to day life

Even though you call it 'agile', 'fluent' or 'on demand' it has to work

Always on is default



Why closed source is not an option

- Procolix experience with Citrix XenServer
- Procolix experience with VMWare (vCloud)
- Procolix experience with Compuverde storage

Result: very hard to build a 5+ year plan
open source gives you options

Citrix to buy virtualization company XenSource for \$500 million

Open-source software company XenSource will be added to Citrix's server management software.

Maria LaMarica · Aug 16, 2007 8:44 AM PT



VMWARE CLOUD PROVIDER

New pricing on VMware Cloud Foundation for Cloud Providers

Luis Ayuso
April 17, 2020

Note: Compuverde founders will be paid \$15.9M over two years, employees were provided \$3M in RSUs in June 2019

Finance Technology

Pure Storage Acquired Compuverde for \$47.9M



Public Cloud is part of the solution

Full service hosting

Privacy

Security

On-premise

Edge

Latency is important



The search for virtualisation - orchestration

- VMWare
- XenServer
- KVM in the early days (RedHat virtualisation)
- OpenStack
- Cloudstack
- Xen Orchestra
- Proxmox
- OpenNebula



Storage is the Key

High Availability

Shared systems and dependency

ZFS

Ceph

Linstor



Why LINBIT Linstor

- 100% open source
- Sustainable model
- High Availability
- Shared Nothing
- Thin Provisioning
- Integrated with OpenNebula
- Professional organisation
- European product



Why OpenNebula

- 100% open source
- Sustainable model
- Support for multiple technologies
- Multi-tenant
- API Support
- Integrated with Linstor
- Professional organisation
- European product



How it all comes together

Hosting (colocation, dedicated, on-premise with hybrid, managed)

Real customers need tailored solutions

Scaling needs of IT Infrastructure

Performance and scale

Simplicity

Growing from local to national to the continent (the world?)



A word on sizing

- Scale starts at a rack level
- The art of balancing net/cpu/power/storage/performance
- Distributed Edge Datacenters (the concept of a TV tower)

Hosts with a minimum of

- 256GB ram
- 48+ cores
- Redundant 25GbE ethernet
- 12TB of all flash storage

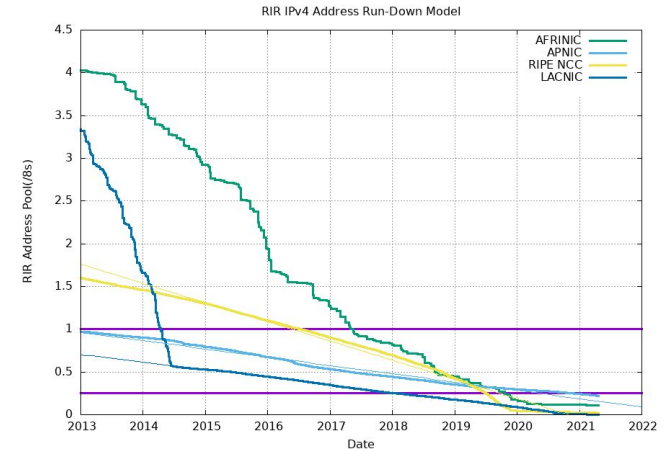
Sets of a minimum of (4+1=) 5 hosts



IPv6 unless

A radical approach towards IPv6:

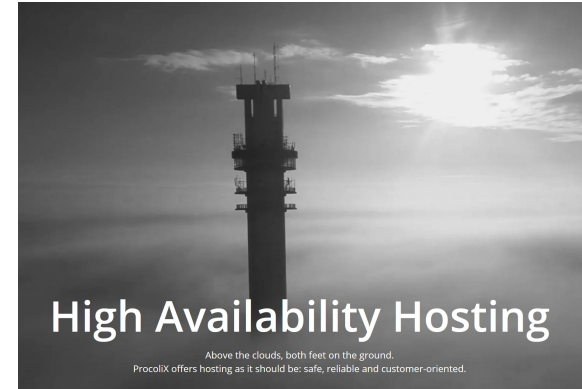
- IPv4 is out of stock (no future!)
- IPv6 as a default everywhere
- IPv4 to IPv6 proxies and bridges
- The more IPv4 the higher the price per IP





Bringing Freedom to the Cloud

Procolix and Freedom Internet

- Privacy
- Sustainability
- Fairness
- Transparency
- Federation
- A better world with open source



NEDERLAND

-  = Freedom Tower
-  = Datacenter en/of Point of Presence

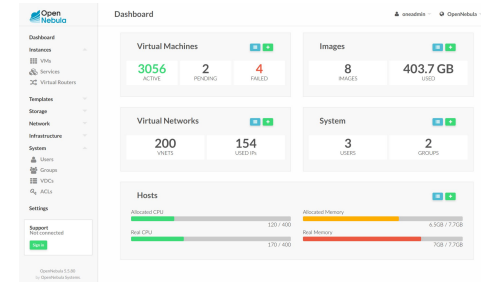


OpenNebula offerings

Procolix and Freedom Internet

- Infrastructure as a Service (IaaS)
- Hybrid IT Infrastructure (On-prem + IaaS)
- Public Cloud Infrastructure (Self Service)

Managed on top of everything.
Delivered from the edge.



Q&A



Questions in chat





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