Product Flyer

Primary Description Here

Dell EMC and SUSE® Container as a Service Sales Play M&P Overview

Products and Solutions

+ *SUSE Container as a Service Platform*
+ *SUSE Container Application Platform*
+ *Dell EMC PowerEdge servers*
+ *Dell EMC switches*

Value Proposition	
For You	**For Your End Customer**
Help customers achieve their digital transformation goals with an easy to deploy and scale container as a service (CaaS) platform from SUSE® and Dell EMC.	SUSE and Dell EMC provide an easy to deploy and scale CaaS infrastructure that helps you speed application delivery and digital transformation.

Key Benefits	
For You	**For Your End Customer**
Offer customers a way to transform their application delivery and IT operations and embrace new concepts such as software-defined infrastructure and DevOps.	Support containerized workloads, a move to software-defined infrastructure and a DevOps model.
Help customers update legacy apps by containerizing them.	Speed software development by reducing application delivery cycles.
Get in the door with a lightweight proof of concept that customers can easily scale up into production.	Migrate business applications from legacy, monolithic applications to microservice, cloud-native models in a low-risk fashion.
Confidently offer a solution based on the industry-leading Kubernetes.	Provides a lightweight proof of concept for rapid evaluation and adoption, using only virtual machines.
	Easily scales from proof of concept to a full production solution with simple additions to the cluster.
	Simplify management and control of your container platform with the efficient installation and automation of Kubernetes.

Contact us at:
www.suse.com

Target Markets

- *Global enterprises*
- *Developers*
- *Managed service providers*
- *All verticals and regions*

Market Environment

Customers are using containers for a number of reasons, including:

- *Faster development. Container applications can be easily built from existing or new microservices. They can also be used to repackage or implement existing monolithic applications.*
- *High resilience. Container applications typically run multiple containers, which can be restarted quickly after a failure.*
- *Portability. Container applications can run just about anywhere, including local workstations, virtualized infrastructure and private and public cloud environments.*
- *Scalability. Containers require less operating system functionality to run, so they can start up and shut down rapidly to improve application performance.*

Workloads and Use Cases

- *Service mesh*
- *Blockchain*
- *Artificial intelligence*
- *Data hub*
- *Open source databases*

Unique Differentiators

- *The infrastructure can be quickly deployed as a proof of concept using only virtual machines.*
- *You can iteratively add physical systems with more resources to the existing cluster or replace virtual machines to scale the performance of your container platform.*
- *Easily integrates with Ceph-based storage—such as SUSE Enterprise Storage—to provide persistent storage for stateful components of containerized workloads.*
- *SUSE Linux Enterprise Server is tested and validated on all Dell EMC's enterprise platforms, including Dell EMC PowerEdge servers and Dell EMC OpenManage.*
- *A complete reference architecture is available, featuring a proof-of-concept mode, a virtual-to-physical-systems migration mode and a production-instance mode:* **suse.com/media/guide/suse_caas_platform_ref_implementation_dellemc.pdf**

Differentiators for Dell EMC Hardware

- *Dell EMC Network Switches are cost-effective and easy to deploy at any scale—from 1 G to multirate 100 G for optimum connectivity, both within the rack or blade chassis and across the data center.*
- *Dell EMC PowerEdge servers deliver a perfect balance between storage scalability and performance. The Dell EMC PowerEdge server portfolio supports business innovation through scalable architecture, intelligent automation and integrated security.*

Differentiators for SUSE Software (not unique to Dell EMC)

- *SUSE CaaS Platform is an enterprise-class container management solution that enables IT and DevOps professionals to easily deploy, manage and scale container-based applications and services. It includes Kubernetes to automate lifecycle management of modern applications and surrounding technologies that enrich Kubernetes and make the platform itself easy to operate.*
- *A Cloud-Native Computing Foundation (CNCF)-certified Kubernetes distribution ensures reliability.*
- *Role-based access control limits access to resources, functions and services as necessary.*
- *SUSE CaaS Platform can leverage Kubernetes orchestration to continually and seamlessly apply security updates for the operating system and all of its components, across all nodes. You can apply these updates in a rolling release, moving across the entire cluster one machine at a time, to maintain resiliency while still keeping your nodes current.*
- *A local container registry helps to manage container images more efficiently and securely.*
- *The SUSE independent software vendor (ISV) catalog lists partners that offer containerized versions of workloads and use cases such as AI, blockchain, SAP Data Hub and more.*