

## Managed OpenStack

Your cloud. Built. Managed. Delivered.

### What is Managed OpenStack?

Managed OpenStack is the fully managed cloud offering from Canonical, the company behind Ubuntu. Managed OpenStack is a true end-to-end managed solution for OpenStack on Ubuntu including the design, implementation, ongoing maintenance, and the optional transfer of the management function to the customer if desired.

Your cloud will be built on Ubuntu OpenStack, the world's most popular OpenStack distribution, along with the KVM and LXD hypervisors, and the full set of industry-leading management and monitoring software from Canonical including MAAS, Juju and Landscape. These tools allow for quick and easy provisioning, orchestration, and management of cloud resources. Your cloud can be built on the hardware at the your datacentre, or offsite with one of Canonical's trusted partners.

### Why Managed OpenStack?

Enterprises often struggle to deliver OpenStack projects on time and on budget, not to mention operating them efficiently and securely once they're deployed. Acquiring, training and retaining the staff necessary to be successful is a huge challenge for most enterprises.

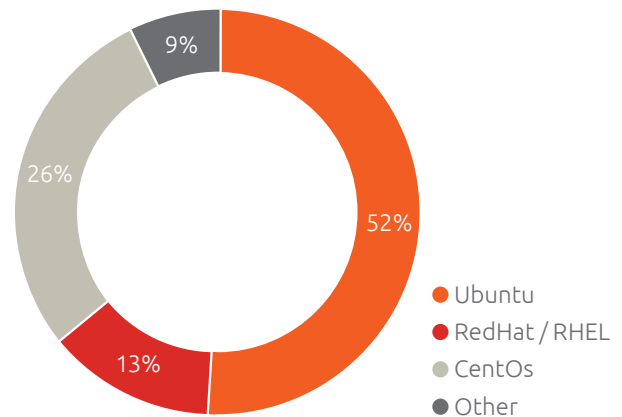
Managed OpenStack from Canonical gives you access to the world's most experienced OpenStack engineering, operations and support teams who will build and operate your cloud with bullet-proof SLAs either on-premises or hosted. When you're ready we'll even hand back the keys so that you can run your OpenStack infrastructure with your own resources.

Managed OpenStack means enterprise-grade OpenStack without vendor lock-in.

### What does Managed OpenStack include?

Managed OpenStack covers cloud deployments from 12 hosts and upwards, thereby meeting the needs of a broad range of customer use cases - from very simple setups to multi-datacentre production-grade workloads.

% of OpenStack production clouds run on:



Source: OpenStack user survey, 2017

- **Build:** Canonical cloud consultants will design and build a cloud on Ubuntu OpenStack using Canonical's state-of-the-art tools for hardware provisioning and service deployment. They will work with customer teams to define requirements and design the right cloud infrastructure for the business needs. The cloud will be built on Ubuntu certified hardware either on-premise or hosted by a hosting partner.
- **Operate:** Canonical support teams will monitor and manage the entire cloud infrastructure, including Ubuntu OpenStack and the underlying hypervisor, providing the customer with all the benefits of a private cloud and taking away the pain of day-to-day infrastructure management. The SLA for operation will cover cloud availability and overall data protection at the scale desired by the customer, as well as uptime and responsiveness metrics that apply as long as Canonical is operating it. Upgrades to new versions of Ubuntu, OpenStack, Ceph and any other components are included.
- **Transfer:** Managed OpenStack customers can take ownership of their cloud at any time. The key is to be able to invite developers to start using an internal cloud as soon as possible, to redirect internal development to the private cloud from public clouds. Once the internal cloud operations team is fully staffed, Canonical can provide training and transfer responsibility for cloud management to them.

## What are the benefits of Managed OpenStack?

- The fastest and most reliable way to get an enterprise-grade OpenStack cloud
- Predictable monthly cost based on the number of servers
- No more hiring, training and retaining scarce OpenStack resources
- Fully managed cloud service takes away the hassle of day-to-day IT operations
- Free up valuable IT resources to focus on more strategic initiatives
- ~20% more economic than managing and running your own cloud\* or even public cloud
- Staff trained by leading OpenStack experts in case of the "Transfer" option

## Realise your cloud plans - today

OpenStack is increasingly central to enterprise plans for next-generation infrastructure. The maturity, stability and performance of OpenStack itself are no longer factors slowing the move from plans to deployment - it's the personnel, and operational concerns like upgradeability that act as blockers. Managed OpenStackBootStack enables any company to leverage Canonical's deep expertise to get an OpenStack based cloud up and running, with the prospect of taking complete control of that cloud when appropriate.

## Managed OpenStack features

Hardware	Fully tested and certified OpenStack reference hardware from your vendor of choice.
Management infrastructure	Stand-up a production grade OpenStack cloud with: <ul style="list-style-type: none"> <li>• Programmatic API</li> <li>• UI Dashboard</li> <li>• Full management system (Landscape) monitoring, log aggregation solutions</li> </ul>
Who manages the cloud	Canonical manages the cloud from initial set-up to 24x7 monitoring and management. The customer can take control at any point in time, and continue to receive support services from Canonical independently of the operation of the cloud.
Services offered	Cloud and hardware health monitoring <ul style="list-style-type: none"> <li>• Patches &amp; upgrades (OS + OpenStack)</li> <li>• Hardware &amp; software failure prevention and fix</li> <li>• Capacity and performance planning and reports</li> <li>• Problem diagnosis and resolution</li> <li>• Fully tested and certified OpenStack reference hardware from your vendor of choice</li> </ul>
Customer benefits	Pay as you grow <ul style="list-style-type: none"> <li>• No need to hire scarce OpenStack resources</li> <li>• Get up and running very quickly</li> <li>• 24x7 production grade support</li> </ul>
Guest OS support	<ul style="list-style-type: none"> <li>• Ubuntu and other Linux</li> <li>• Windows</li> </ul>
Hosted partners	Unitas Global, QTS datacenters and others
Pricing	\$15 / day / server for the ongoing operation service (Excluding the cost of hardware and hosting).
Billing	Per month (purchase order).
Service term	12 months initial; thereafter month to month.

## How do I find out more?

To learn more about Managed OpenStack, please visit [ubuntu.com/openstack/managed](https://ubuntu.com/openstack/managed) and fill out the contact form, or click on the chat function for instant sales support.

For our full cloud story visit our: [ubuntu.com/cloud](https://ubuntu.com/cloud)

\* Based on Canonical research for clouds less than 200 nodes.