



# Mirantis Overview

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# Our Target Segments



## Web/ SaaS

Empower developers, save costs over public cloud. Potentially multi-cloud.



## Telcos/ Service Providers

Roll out NFV and apps more rapidly; provide IaaS cost effectively.



## Tech-Savvy Enterprises

Empower developers. Coexist with existing infrastructure.

Mirantis OpenStack provides a platform for building & running Agile IT, not Traditional IT (see Bimodal IT by Gartner)

## Company Growth

\$100M funding round led by Intel

YoY bookings growth 72%

800+ employees



## Customer Traction

- YTD new customers: 74
- Geos: USA, UK, Germany, Japan, China (new UCloud JV)
- EMC, Pivotal, NTAP etc. partnerships



## Product Leadership

Mirantis OpenStack 8.0

Fuel accepted into Big Tent

#2 Liberty contributor

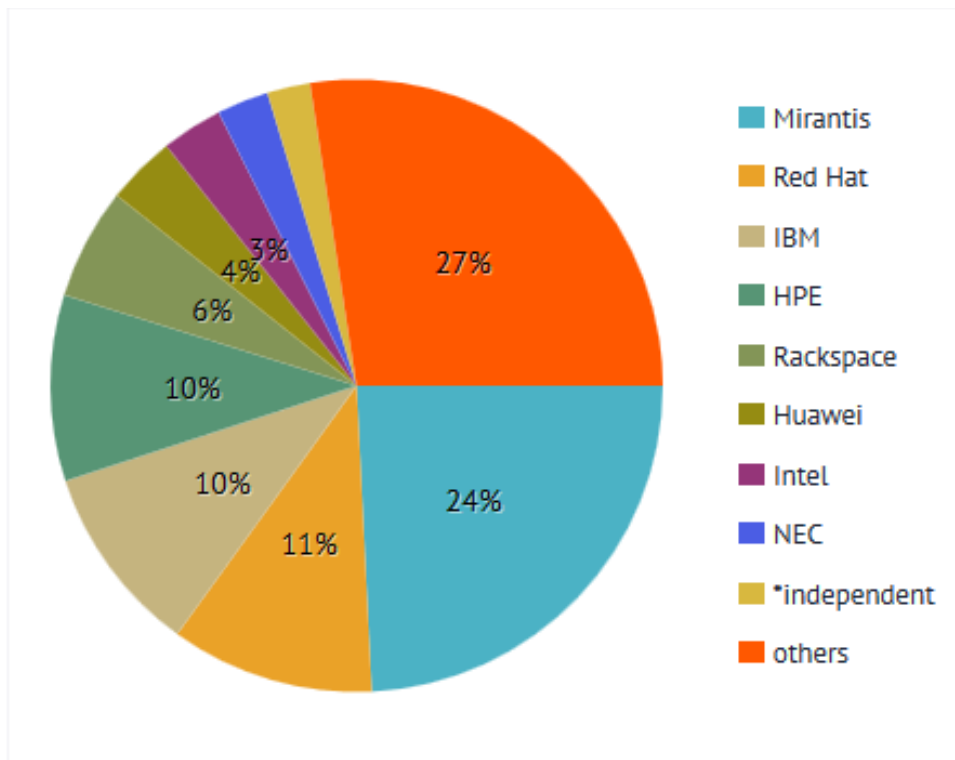
#1 Mitaka contributor



# We Lead the OpenStack Development

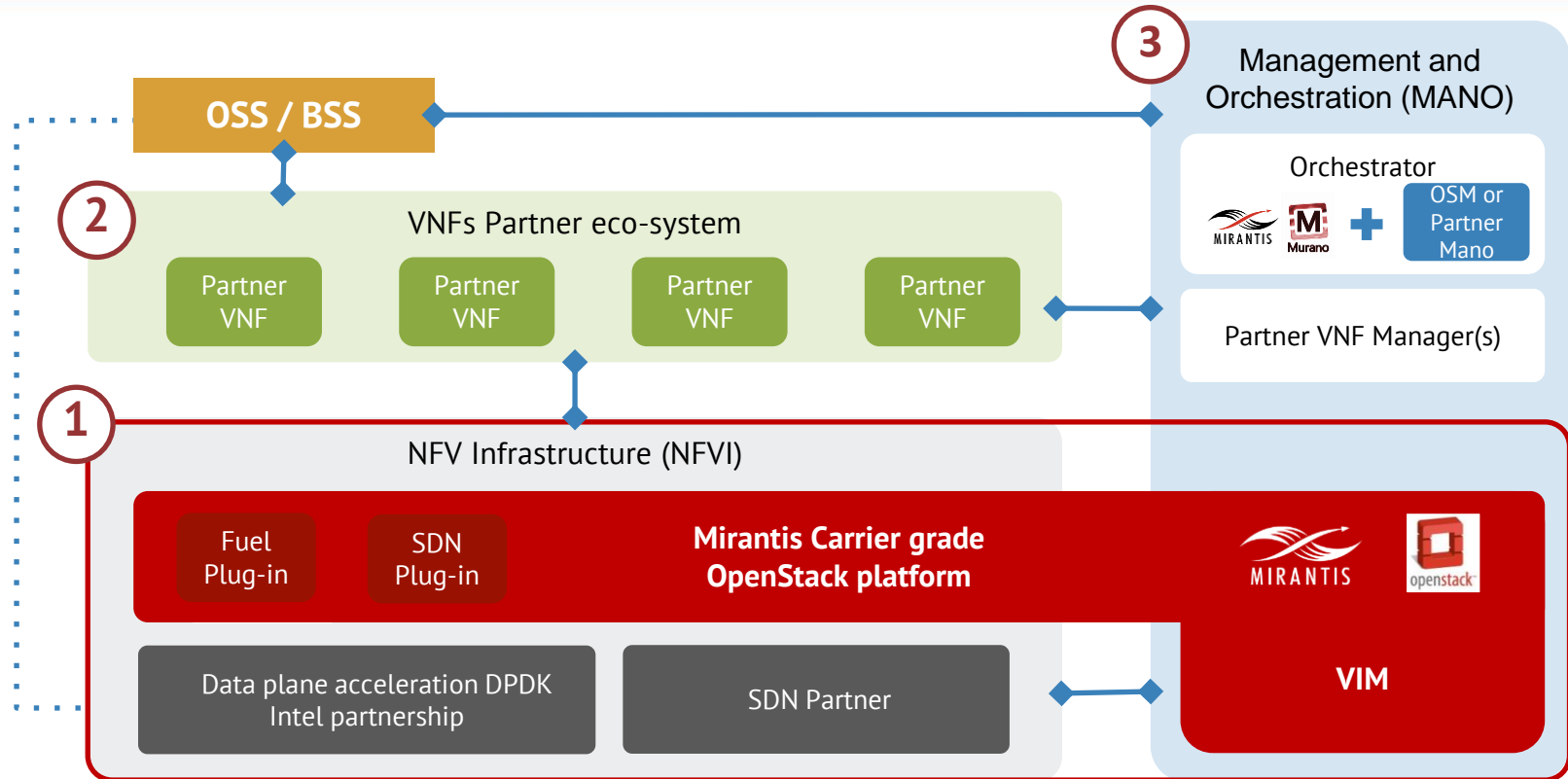


Openstack Mitaka release contribution by Company



Source: <http://stackalytics.com>

# Mirantis NFV ecosystem solution





# Off-topic: Reflections on a morning discussions

[software.mirantis.com](http://software.mirantis.com)

# What's SDN and NFV

## •SDN

- Advanced networking services for OpenStack
- Separation of control and data plane in OpenStack networking

## •NFV

- Networking functions executed on a top of OpenStack
- Can be run with SDN or without SDN

