Easy Edge
It’s Open And It’s Everything

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Edge Is a Massive Opportunity

175
Zettabytes of data created by 2025

75B
Connected devices

1B+
5G connections in 2023

75%
Enterprise data at the edge
Big Infrastructure Is Required

- 50%: IT capacity to be deployed at edge
- 1:3K: Data generated by car vs. humans
- 56%: Power at edge v. cloud
- +55%: Cost of edge v. cloud
Edge Is Also a Big Challenge

**DISTRIBUTED**
Versus large core datacenters

**ENVIRONMENT**
Unique physical locations

**MANAGEMENT**
Multiple traditional distinct systems

**SKILLS**
Non traditional participants

**COST**
Hyperscalers not the norm?

**BIZ MODELS**
If you build it, will they come?
Success Here Means the Potential for a Massive Sustainability Problem
All of this an Immense Opportunity for OCP

Open = lower cost, flexibility, partnership, sustainability… HUGE FINANCIAL OPPORTUNITY
**Critical Imperatives**

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<tr>
<th>CHALLENGES</th>
<th>OPPORTUNITIES</th>
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<tr>
<td>Highly distributed versus large core data centers</td>
<td>Streamlined deployment, service model through partnerships</td>
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<tr>
<td>Widely varied physical environments (presents challenge across whole lifecycle)</td>
<td>Integrated OT / IT hardware offerings designed and delivered together leveraging open hardware building blocks</td>
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<td>Disparate monitoring and management solutions</td>
<td>Integrated OT / IT software and service solutions</td>
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<td>Skills gap (non IT environments, e.g. rack and stack won’t work)</td>
<td>Has to be easy, all-in-one, just arrives and works</td>
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<td>Chicken / egg business model challenge (if you build it, will they come and who pays who?)</td>
<td>Primary workloads can be complemented with revenue generation to facilitate the on-ramp</td>
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<td>Use phase energy will be higher than core DCs, renewable content will be less</td>
<td>Leverage every bit of capacity with smart power orchestration across workloads</td>
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<td>Scope 3 impact is significant</td>
<td>Sustainably sourced hardware avoids new manufacturing</td>
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<td>Cost of this infra could be prohibitive</td>
<td>Recertified is the new new</td>
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OPEN POSSIBILITIES.

Customer Use Case and
Easy Edge Solution
Two Use Cases …Two Common Challenges

Has locations and network.
Core business - Deploying IT infrastructure to support a variety of edge services as 5G and associated use cases expand.

Has right-of-way and network.
Core business – Deploying IT hardware to support services for semi-autonomous and autonomous vehicles.

1. How to realize an **improved ROI** while core services scale
2. How to deploy and manage hardware, at scale, **simply**
This Isn’t Easy …

Capital investments with multi-factor risks on ROI in a competitive landscape

- Lots of hardware & services must come together and be deployed at unattended, remote sites with high criticality
- Uncertain timing for future services causes underutilization and long ROI for the hardware deployed
- Sustainability must be addressed as deployments scale
Layering Revenue Streams Accelerates ROI
Matching space and network with an Easy Edge solution

New revenue sources …

1. Getting paid to run distributed applications
2. Getting paid to host CDN for the next generation internet

… coupled with an Easy Edge solution

Critical success factors for Network Operators and Edge Service solution providers
• Shorten my ROI
• Maximize my real estate
• Maximize my available power
• Make it turn-key
• Deployed it quickly
• Must be sustainable
• Must be scalable
• Must be SIMPLE and STANDARDIZED
Packaged in a Simplified, Drop-in Place Edge Data Center

Sesame by ITRenew
IT running EdjOS

Standardized and Sustainable OCP hardware

Edge Data Center

Integrated, Managed & Secure physical infrastructure

Edge Locations

Customers investing in their IT infrastructure today

Yields

New revenue generation NOW
Good News, Easy Edge Is Happening Now

- Enabling IT Trends and Technology, Mission-Critical Expertise
- Market Leadership and Innovation
- Integrated Solutions and Capabilities
- Alliances and Partnerships
- Industry leader in integrated physical infrastructure & software
Good News, Easy Edge Is Happening Now

Best in class compute, storage, networking, recertified, most sustainable, cost advantaged, available solutions, nodes, racks
Good News, Easy Edge Is Happening Now

Power orchestration to help maximize capacity and minimize underutilization and make sure most efficient from energy perspective.
Good News, Easy Edge Is Happening Now

Mobile CDN, serverless, other monetization models to this edge infrastructure to compliment primary workloads and extend monetization opportunities
Easy Edge Value Delivered

1. Solves for inherently distributed, disconnected environments
2. Single, cost-efficient, easy to deploy and managed solution
3. Simplicity of public cloud in exact form factor, performance band, workload needed
4. Best in class total cost of ownership, time to value & sustainability
5. Solves for next gen challenges
OCP Ecosystem and Partnership Opportunity

All-in-one and circular enables breakthrough TCO

Demands integrated spectrum from cooling to power to compute to orchestration to monetization

OCP community uniquely suited to deliver via partnerships

Sustainability imperative cannot be underestimated
Conclusion: Massive OCP Opportunity Ahead

- # of Real Estate Locations
- Quintillion bytes of data created daily in 2021
- Edge infra spend in 2024
- Potential avoided CO2e emissions?

- $250B

2.5

45B
Thank You

Let’s continue the conversation

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