OCP Solution Providers: The rise of Open OEMs
OCP Solution Providers: The rise of Open OEMs

Paul Statham, Commercial Director, Atlancis Technologies Limited
Agenda

• Atlancis Technologies Limited
• Our journey
• Market opportunity
• Transformation to OEM
• Use cases
• CINAbox
• Call to action
Atlancis Technologies Limited

Voice of the customer

Development
- Limited resource pool, high cost
- Low local talent investment

Training
- Expensive and hard to consume
- Vendor lock-in

TCO
- High CAPEX and OPEX
- Lack of budgetary control

Licensing
- Bill shock
- Complex models

Vendor lock-in
- Over-investing in legacy systems
- Low power of negotiation

Lack of interoperability
- Unable to provide services to the business
- Project failures

OPEN POSSIBILITIES.
#AfricaisOpen

Business transformation 2018
Deployments at multiple levels
- Hardware
- Cloud platform
- Applications

Solutions listed on OCP website

Global press coverage

Compelling results
- CAPEX
- OPEX
- Environmental sustainability

$20m TCV wins during 2020
Market opportunity

Southern African Region
• 31 MNOs
• 495 Service Providers
• 153 CSPs
• 105 Large Govt
• 685 Large Enterprise
• 43 DCs

Western African Region
• 60 MNOs
• 270 Service Providers
• 127 CSPs
• 155 Large Govt
• 1,030 Large Enterprise
• 14 DCs

Northern African Region
• 25 MNOs
• 147 Service Providers
• 62 CSPs
• 90 Large Govt
• 550 Large Enterprise
• 10 DCs

Eastern African Region
• 38 MNOs
• 184 Service Providers
• 85 CSPs
• 175 Large Govt
• 735 Large Enterprise
• 11 DCs

Rest of Africa
• 22 MNOs
• 95 Service Providers
• 56 CSPs
• 140 Large Govt
• 115 Large Enterprise
• 1 DC
Transformation to an OEM

- Demand generation
- Sales
- Procurement
- Credit management
- Systems integration
- Warranty management
- Local spare-holding
- DDP management
- Managed services
- Recycling
OEM positioning

**Target Customers**
- Systems Integrators and Managed Services Providers
- Telco
- Financial Services Industry
- Cloud Service Providers
- Content Distribution Networks

**Product Superiority**
- Africa’s first Original Equipment Manufacturer
- No vendor lock-in
- Reduction in TCO
- Environmental sustainability
- Flexibility and scalability
- Talent pool expansion
- Locality of assembly, spares and support

**Channels**
- Aggressively and directly address T100 targets in Africa
- Partner model through Wholesale, Systems Integrators
- Co-marketing with thought leaders, Open source software, etc
Making IT Accessible in Africa

Together Atlancis and ITRenew are leveraging proven hyperscale technology to respond to growing demand and drive ecosystem transformation

- Rack-scale solutions optimised for performance & scalability
- Flexible & efficient configurations, built on open architecture
- Unprecedented financial and sustainability advantages

THE OPPORTUNITY

- 41% TCO savings over OEM
- 24% Net CO2e Savings

THE IMPERATIVE

- 52% Population WW not online
- $100B funding gap in ICT

OPEN POSSIBILITIES.
Servernah Cloud

The cloud infrastructure provide a mixture of compute and storage resource using Openstack and Ceph storage

OCP (V1) Full Rack of Re-certified (Circular) Compute, Storage and Power from ITRenew

100Gbe Edgecore TOR switching powered by Cumulus Networks Linux based Software defined Network Operating System (NOS)

Each node was connected to the network with 2 x 25GB/s ports using Mellanox NICs and 100GB to 4 x 25GB break-out cables

(Winterfell) Compute Nodes running dual 10 core Intel CPUs with 256GB RAM. Compute Nodes running KVM for virtualization

(Winterfell) 6 Ceph OSD Nodes included NVMe and connected to capacity storage contained in 6 KNOX (JBOD) complete with (6TB) drives
Use cases

Primary DC

Servernah

DR
# Systems specification

<table>
<thead>
<tr>
<th>JUDICIARY</th>
<th>KENTRADE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Compute Servers = 20</td>
<td>Number of Compute Servers = 14</td>
</tr>
<tr>
<td>Total Cores = 960</td>
<td>Total Cores = 540</td>
</tr>
<tr>
<td>Total Memory = 7.68 TB</td>
<td>Total Memory = 3.5TB</td>
</tr>
<tr>
<td>Storage servers = 6</td>
<td>Storage servers = 4</td>
</tr>
<tr>
<td>Total Storage = 4PB (mix of HDD, SSD &amp; NVMe)</td>
<td>Total Storage = 500TB NVMe (No more tiers)</td>
</tr>
<tr>
<td>NICs = 25 GbE</td>
<td>NICs = 25 GbE</td>
</tr>
<tr>
<td>Network (TORs) = 100GbE</td>
<td>Network (TORs) = 100GbE</td>
</tr>
<tr>
<td>Virtualization = VMware</td>
<td>Virtualization = Redhat</td>
</tr>
</tbody>
</table>
Compelling business case

OpEx reduction of ~ 54%
CINAbox

• Pan-African partnership with Red Hat
• Containerisation solution
• Addresses
  • pre-production and production
  • compute, networking and storage needs
• Launch Q4 2021
Call to Action

• Distribution strategy partnering with Data Centres, CSPs, SIs, Licensees across the Continent
• All complimentary partnerships welcomed
• Roll-out H2 2022
• For more information www.atlancis.com
Thank you!