

# OPEN POSSIBILITIES.

## OCP Solution Providers: The rise of Open OEMs



NOVEMBER 9-10, 2021



# OCP Solution Providers: The rise of Open OEMs

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# Agenda

- Atlancis Technologies Limited
- Our journey
- Market opportunity
- Transformation to OEM
- Use cases
- CINAbbox
- Call to action

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# Atlancis Technologies Limited



Founded in 2011, Atlancis is a mature and disruptive Technology Solutions company based in Nairobi, Kenya, providing Consulting, Project Management, Service Management and Support of blue-chip customer business operations across East Africa.



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# 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



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# #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

OPEN Compute Project

About Marketplace Contributions Projects Events SP/Reseller Membership Blog

Search for Specifications & Design collateral under Contributions

Workshops Global Economy  
Sernah Public Cloud Platform for CSPs

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Sernah Public Cloud Platform for CSPs

Africa's future is open

Where to Buy

Atlancis Technologies

Open Source

Atlancis has developed an integrated cloud platform that can be deployed by Cloud Service Providers (CSP) on one or multiple sites without going through the rigors of building such a solution from the ground up.

Using Sesame by VMware, Sernah Cloud cuts the time required to build a Cloud Service from months to days and can be white labeled and tailored to CSP's requirements. Includes custom billing & payments with integration to all major money transfer service and micro-financing services.

Launch your first server within minutes to begin testing workloads at [www.sernah.com](http://www.sernah.com)

Product Information

Model #: Sernah Public Cloud Platform for CSPs

Network Software

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**Kenyan cloud services company, Atlancis Technologies, becomes the first to adopt OCP in Africa**

HOME / AFRICA / ATLANCIS TECHNOLOGIES FIRST IN AFRICA TO USE OPEN SOURCE COMPUTERS TO BUILD CLOUD FOR

**Atlancis Technologies First in Africa To Use Open Source Computers To Build Cloud For Kenyan HR System**

Open Source

Atlancis Technologies

Open Source

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Product Information

Model #: Sernah Public Cloud Platform for CSPs

Network Software

Atlancis Technologies to use open-source computers to build cloud for Kenyan HR system



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# Market opportunity

## Western African Region

- 60 MNOs
- 270 Service Providers
- 127 CSPs
- 155 Large Govt
- 1,030 Large Enterprise
- 14 DCs

## Southern African Region

- 31 MNOs
- 495 Service Providers
- 153 CSPs
- 105 Large Govt
- 685 Large Enterprise
- 43 DCs

## Rest of Africa

- 22 MNOs
- 95 Service Providers
- 56 CSPs
- 140 Large Govt
- 115 Large Enterprise
- 1 DC

## Northern African Region

- 25 MNOs
- 147 Service Providers
- 62 CSPs
- 90 Large Govt
- 550 Large Enterprise
- 10 DCs

## Eastern African Region

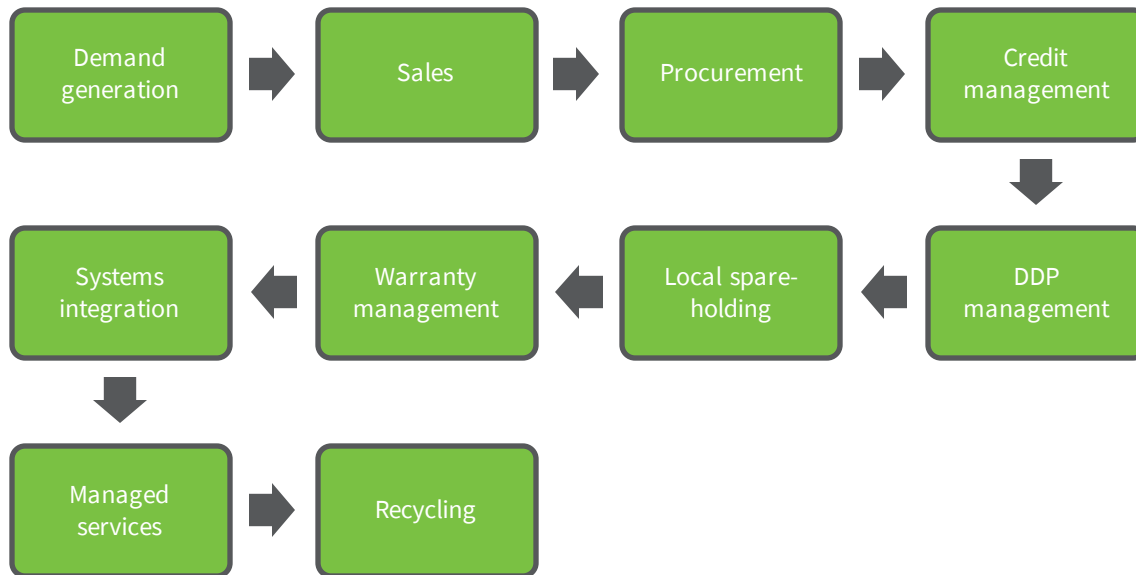
- 38 MNOs
- 184 Service Providers
- 85 CSPs
- 175 Large Govt
- 735 Large Enterprise
- 11 DCs



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# Transformation to an OEM



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# 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

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# 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



## THE IMPERATIVE

41%

TCO savings over OEM

24%

Net CO2e Savings



Population WW not online



\$100B

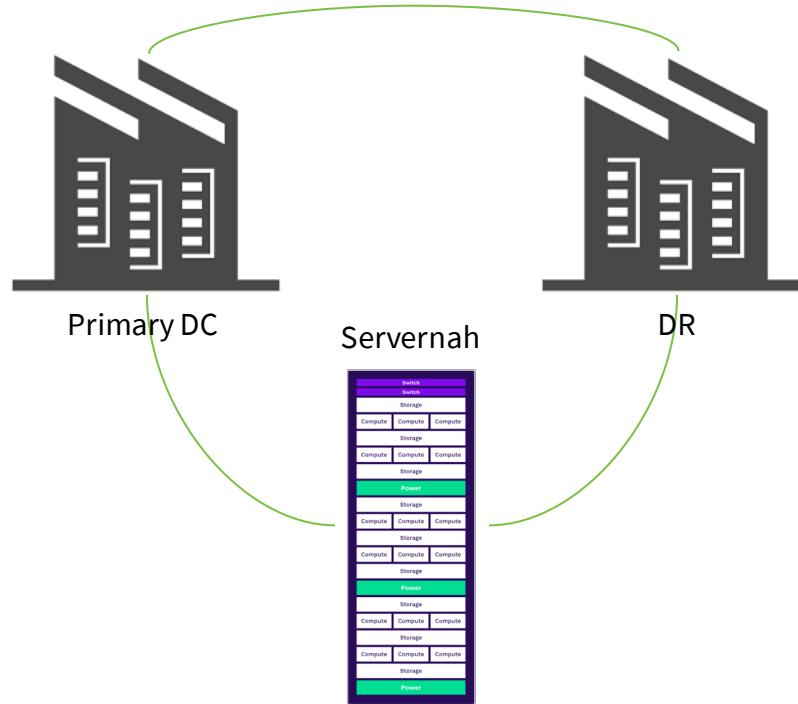
funding gap in ICT

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# Use cases



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# Systems specification



## JUDICIARY

Number of Compute Servers = 20

Total Cores = 960

Total Memory = 7.68 TB

Storage servers = 6

Total Storage = 4PB (mix of HDD, SSD & NVMe)

NICs = 25 GbE

Network (TORs) = 100GbE

Virtualization = VMware

## KENTRADE

Number of Compute Servers = 14

Total Cores = 540

Total Memory = 3.5TB

Storage servers = 4

Total Storage = 500TB NVMe (No more tiers)

NICs = 25 GbE

Network (TORs) = 100GbE

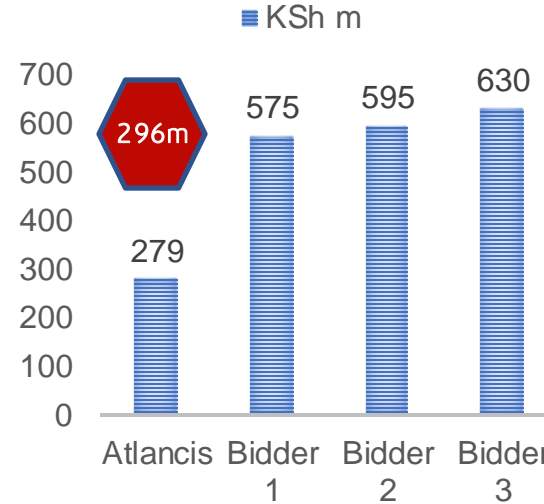
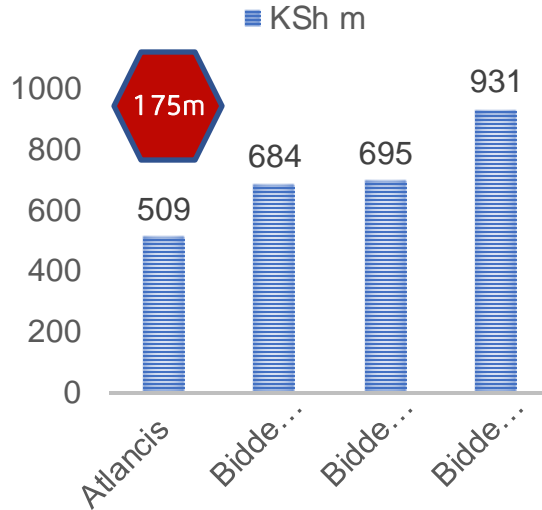
Virtualization = Redhat



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# Compelling business case



OpEx reduction of ~ 54%

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# CINAbox



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



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# 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](http://www.atlancis.com)



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Thank you!



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