Empower computing through Inspur Open Technology

Wilson Guo | Sr. Technology Director

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01  Inspur Strategy on Open Compute
   Part 1

02  Deep Participation and Lead Open Compute
   Part 2

03  Continues to contribute to OCP in 2019
   Part 3
Inspur Remarkable Growth

- **Server**: Top 3 in Worldwide, #1 in PRC with 31.0% MSS in 2018.
- **AI**: #1 OEM in Worldwide, with 50+% MSS in China (IDC).

### WW server shipment rank by vendor

<table>
<thead>
<tr>
<th>Vender</th>
<th>2018 Share</th>
<th>YoY MSS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dell EMC</td>
<td>17.57%</td>
<td>-0.3% ↓</td>
</tr>
<tr>
<td>HP</td>
<td>13.07%</td>
<td>-2.8% ↓</td>
</tr>
<tr>
<td>Inspur</td>
<td>8.22%</td>
<td>+1.7% ↑</td>
</tr>
</tbody>
</table>

**Data source**: Inspur Information Financial Report

**Inspur Server Revenue**

*Data source: Gartner*

CAGR: 62.5%
Inspur Strategy to the trend of computing

Converge
Computing / Storage / Network
Hardware / software
IT / CT / OT
AI / Traditional Industry

Open
Open Source
Open Architecture

Agile
Agile Design/Development
Agile Manufacture
Agile Delivery
Agile Business Model

Ecosystem
Platform + Ecosystem
Deep participation and leading Open Compute

- 1st OCP-certified and Intel SKL-based server: Inspur ON5263M5
- 1st to release Open 19-standard servers and 3 compute nodes based on Intel Xeon E5
- 1st ODCC-certified SR
Inspur keeps contributing open specs and products

Inspur participated OCP projects

Inspur contributed OCP products

Inspur participated OCP spec
Momentum of Inspur and OCP

- 2016 MAY: Emerge as an active participant within the OCP community.
- 2017 JAN: OCP committee declared Inspur as the newest Diamond member.
- 2017 MAR: Inspur released the Open Rack series including rack servers which are compliant with the OCP standard.
- 2017 OCT: The Inspur ON5263M5 (San Jose Compute Solution) received OCP-Accepted certification from the OCP committee.
- 2017 NOV: In SC17, Inspur and OCP held a joint session during SC17.

TODAY, Inspur is introducing more OCP-based compute nodes, storage nodes, AI hardware remote management software and a series of other products.
2019 Inspur’s contribution to OCP

**Compute**

- **1st 4S Contributing to OCP**
  - Rich mix of compute product portfolio
  - Meet different customer performance and TCO needs

- **4-Socket Server (3OU 4S Olympus)**
  - 2OU form factor
  - Two drive tray design
  - 34*HDDs or SSD
  - Each drive supports hot-plug

**Storage**

- **Goose Lake (JBOD)**
  - Two drive tray design
  - 34*HDDs or SSD
  - Each drive supports hot-plug

**AI**

- **Mission Bay**
  - 3OU full width
  - 8 NVLink GPUs
  - 6*PCIEx16 Slots
  - Support CMC to configure PCIe Switch under multi mode
Future – Inspur End-to-End Open Solution
Insquir and Intel jointly contributes the entire Crane Mountain Design File (NF8260M5) to OCP.
Thank you

Innovation to Inspire