EUROPE
Regional Community

Open Compute Project (OCP) as revolution in IT

General introduction

Connect. Collaborate. Accelerate.

OPEN Compute Project®

Agenda

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OCP European Project Lead

Artur Parzyński

Co-Founder

Mirosław Chojnacki

Senior Account Manager

1. OCP introduction
2. OCP Solution Providers in Poland
3. Why OCP?
4. Drivers of OCP adoption in organization
5. OCP market share
6. Q&A

Connect. Collaborate. Accelerate.

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OPEN Compute Project®

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- Company established in 2018 by a group of experienced consultants from DC and IT branch
- OCP Solution Provider
- Promoting Open Hardware solutions
- OCP solutions distributor
- OCP knowledge HUB

OPEN™ Compute Project

SOLUTION PROVIDER

WASKO®

- One of the biggest IT Integrator in Poland
- 30+ years on the market
- Company listed on Warsaw Stock Exchange (WIG) since 2006
- Employment: 1500 people
- Sales in Poland in 2019: 400mln PLN
- Number of ongoing projects: ~300
- 15 branch offices located on the whole Poland

OPEN Compute Project®

WASKO®

- PUBLIC ADMINISTRATION
- HEATHCARE
- SECURITY, MILITARY & POLICE
- TRANSPORT, TRADE SERVICES
- BANKING, FINANCE, INSURANCE
- TELECOM OPERATORS
- GAS & ENERGY

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COMPANIES > FACEBOOK

Facebook to Build Its Own Data Centers

Facebook has decided to begin building its own data centers, and may announce its first facility as soon as tomorrow. The fast-growing social network has previously leased server space from wholesale data center providers.

Rich Miller | Jan 20, 2010

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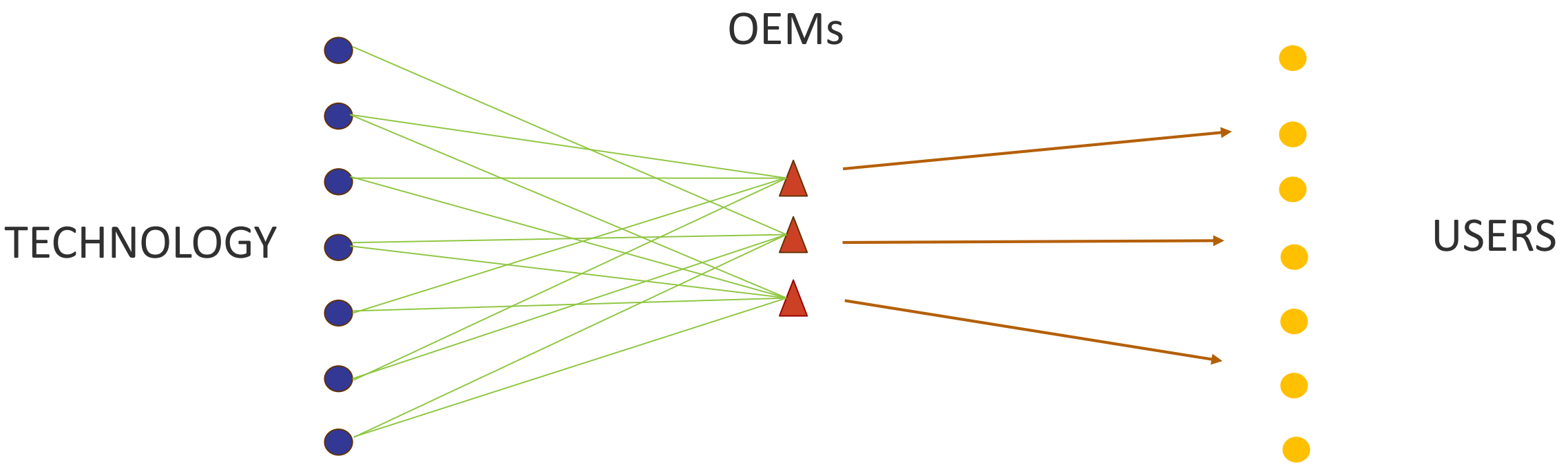
Open Compute Project

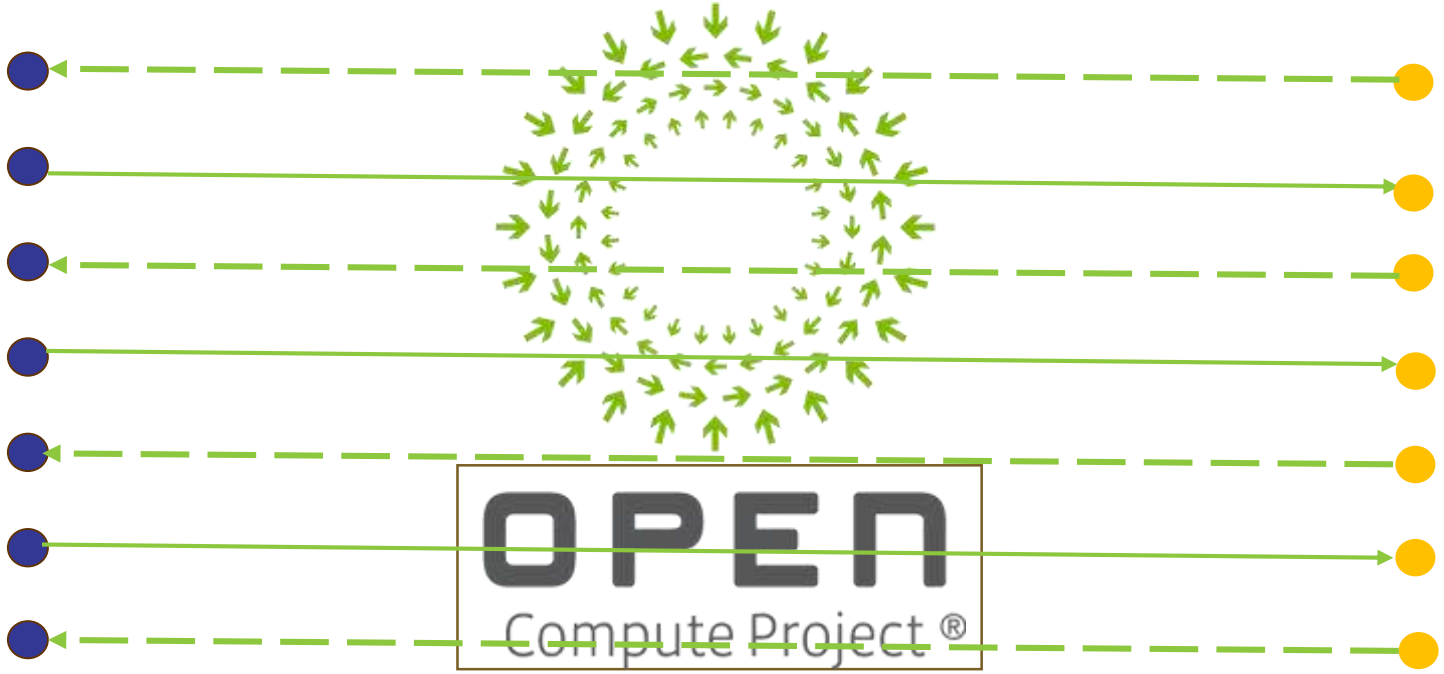
A collaborative community focused on redesigning hardware technology to efficiently support the growing demands on compute infrastructure.

The old innovation pipeline



Open Hardware Innovation Model

TECHNOLOGY



USERS

Connect. Collaborate. Accelerate.

200+ companies
8K engineers
190+ contributions

Open Compute Project® Platinum Members

Vodea

WASKO®

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Gold & Silver Members

ITOCHU Techno-Solutions Corporation (since 2014)

Samsung Electronics (since 2019)

Seagate (since 2017)

ZT Systems (since 2019)

Celestica (since 2019)

Cisco (since 2014)

Inventec (since 2014)

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Our Projects

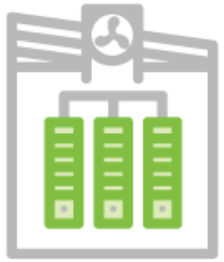
Networking

Server

Storage

Rack & Power

Advanced Cooling



Data Center

Telco

HW Mgmt

Open System Firmware

HPC

Security

Modular DC

openEDGE

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https://www.opencompute.org/projects

Project Leads (a few as example)

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Networking
Omar Baldonado (Facebook)
Roopa Prabhu (Cumulus/NVidia)

Rack & Power
Hamid Keyhani (Facebook)
Caleb Lusk (Rittal)

onie

ONIE Sub Project
Alex Doyle(Cumulus/NVidia)

Advanced Cooling Systems (ACS) Sub Projects
ACS Immersion Rolf Brink (Asperitas)
ACS Cold Plate Mike Berktold (Intel)
ACS Door Heat Exchange Jacob Na (Facebook)

Security
Elaine Palmer (IBM)

sai

SONiC

SAI/SONiC Sub Project
Xin Liu (Microsoft)

Chair & Co-Chairs
Dharmesh Jani (Facebook)
Jeff Catlin (Edgecore)
Jessica Gullbrand (Intel)

Server
Jia Ning (Facebook)

Open Systems Firmware (OSF)
Ryan O'Leary (Google)
Anjaneya "Reddy" Chagam (Intel)

Security
Bryan Kelly (Microsoft)
Nate Klein (Google)

Storage
Matt Shumway (Seagate)

Telco
Craig White (Nokia)

https://www.opencompute.org/projects

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Drivers of OCP Adoption

Cost Reduction

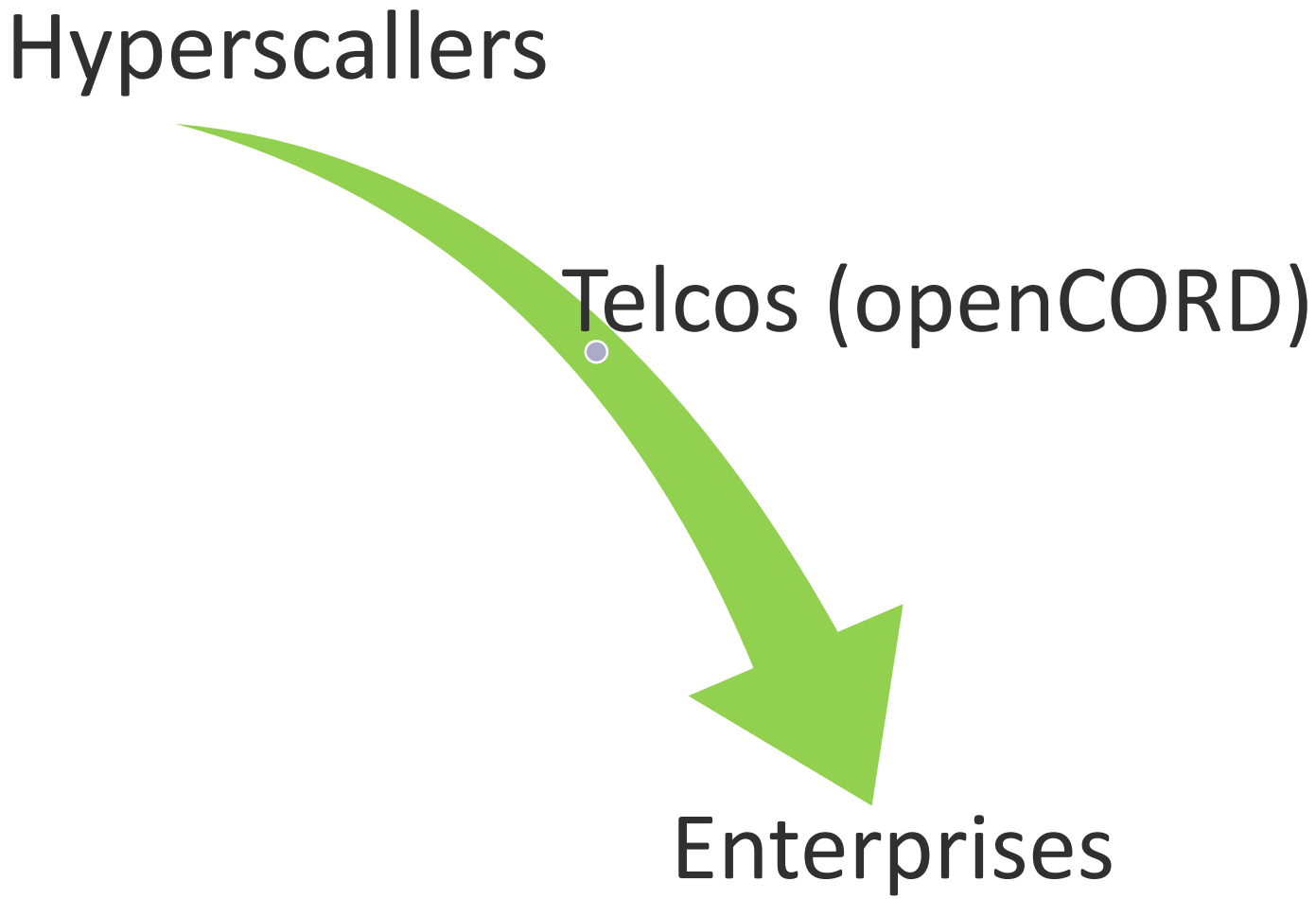
Standardisation

Energy Efficiency

Reliability

Source: IHS Markit

Cascade adoption of OCP hardware



Server Shipments and Market Share Q4 2019

Top 5 Companies, Worldwide Server Unit Shipments, Market Share, and Growth, Fourth Quarter of 2019

Company	4Q19 Unit Shipments	4Q19 Market Share	4Q18 Unit Shipments	4Q18 Market Share	4Q19/4Q18 Unit Growth
1. Dell Technologies	549,488	16.1%	580,579	19.4%	-5.4%
2. HPE/New H3C Group[a]	507,228	14.9%	484,668	16.2%	4.7%
3. Inspur/Inspur Power Systems[b]	270,567	8.0%	247,600	8.3%	9.3%
T4. Lenovo*	233,896	6.9%	190,721	6.4%	22.6%
T4. Huawei*	216,734	6.4%	211,618	7.1%	2.4%
ODM Direct	1,054,743	31.0%	689,394	23.1%	53.0%
Rest of Market	570,667	16.8%	582,070	19.5%	-2.0%
Total	**3,403,323**	**100%**	**2,986,651**	**100%**	**14.0%**

Source: IDC Worldwide Quarterly Server Tracker, March 12, 2020

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The OCP Market

Source OMDIA, IDC, 650 Group

$11B in 2023 (Non-Board Revenue)

2020 YoY Growth 46%
5 Year CAGR of 36%

ODM Direct Server Market Share 28% +

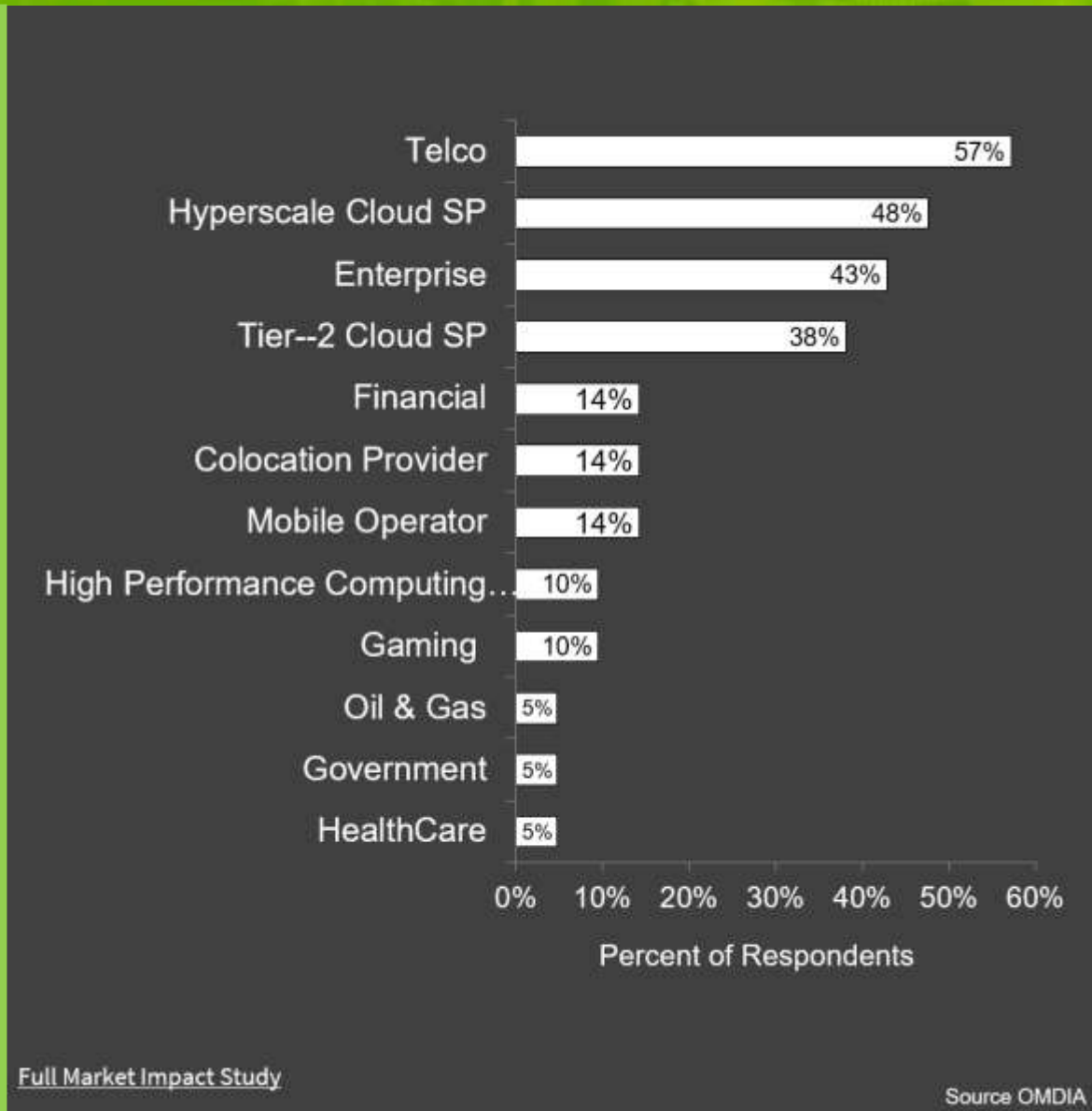
Open Networking $1.35B in 2023
(Non Hyperscale) – CAGR 33%

Vertical Markets

Expansion of telco opportunity

Gaming and HPC “kicking tires”

OCP Open Edge solutions getting attention in new verticals such as Retail & Energy [Oil & Gas]



OCP Adoption around the World

ING

New hardware layer 35% Reduction in TCO
30% Reduction in OPEX
Link to presentation

RTB HOUSE

Marketing media company w/ 70+ locations worldwide implementing OCP for compute

Link to article

THALES

French aerospace, defense, transportation company evaluating OCP Compute

OVH Innovation is Freedom

French CSP with data centers across Europe and N. America

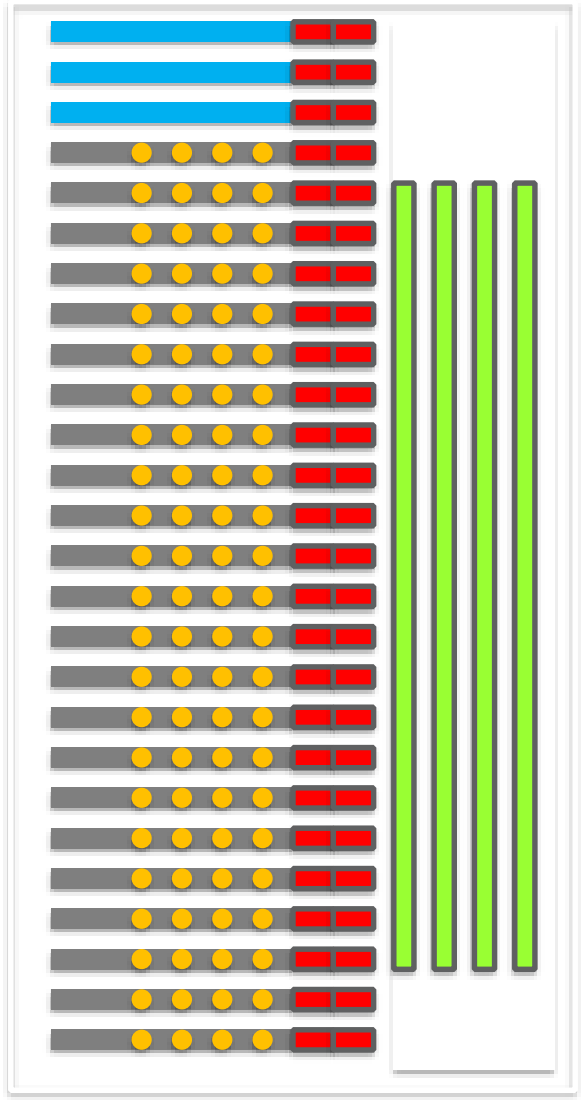
What can we remove from the system?

Can we raise operating temperatures and have the servers survive

Can we increase relative humidity operational ranges to make the system much more efficient?

Do we need a centralized power supplies?

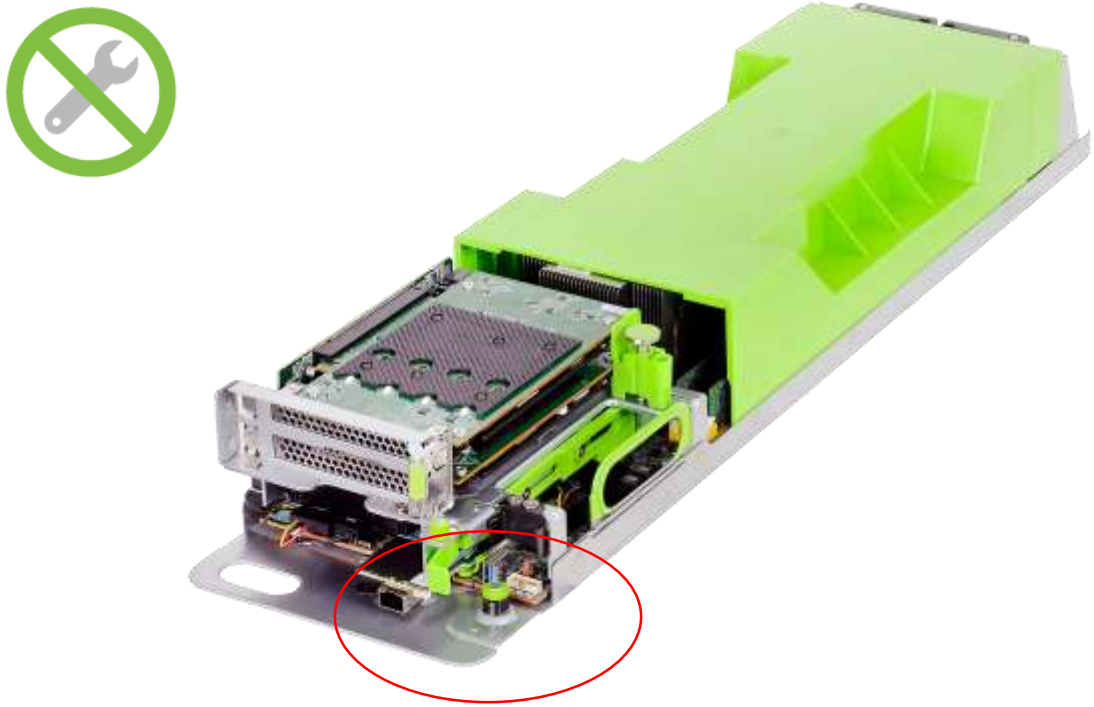
OCP eats rack hardware

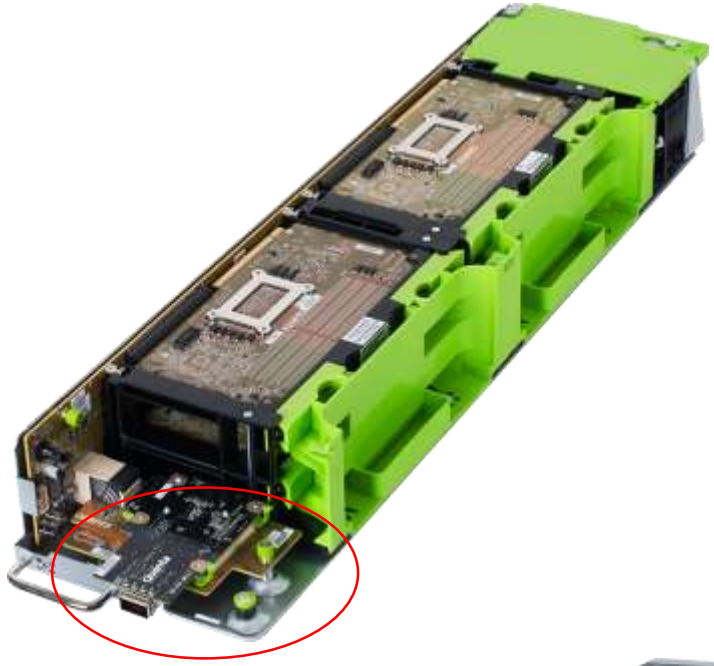


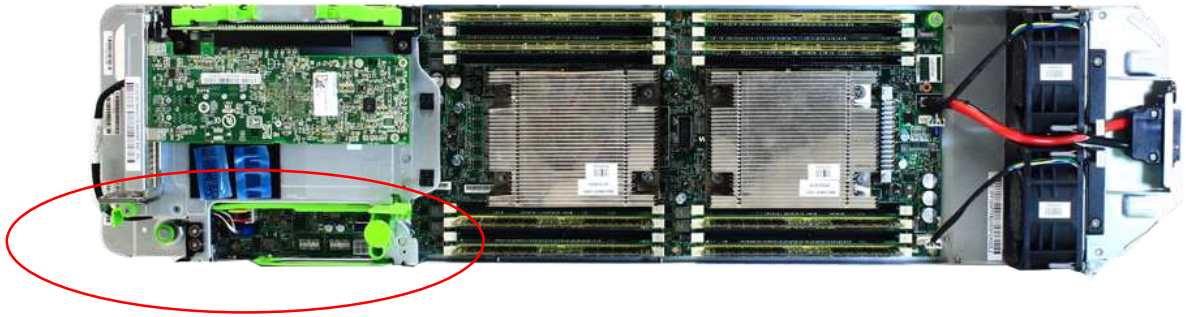
2 x TOR Switches
4 x Pluggable optics
86 x PSU's
208 x 40mm Fans
4 x AC Power Strips
86 x IEC rear power cords
120 x RJ45 rear patch cords

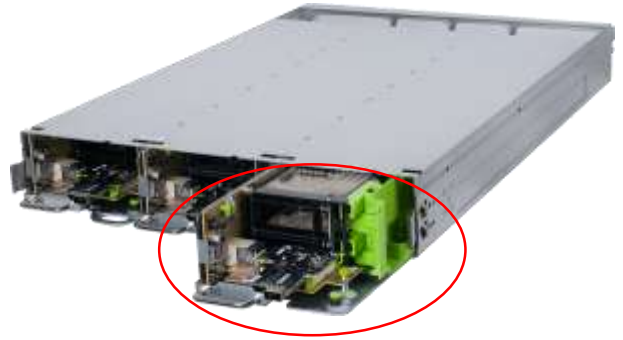
N+1 CRAC units
Access Floor
Cables in floor

Tool less OCP vanity free open source cubby servers









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Questions?

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UPCOMING WEBINARS

OCP Servers and Storage

OCP Open Networking

OCP for Telco Providers

OCP Facility (Data Center)

OCP Case Studies

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GET IN TOUCH

CONNECT WITH US:

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Thank you

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