Meeting the Market through our OCP Solution Providers

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OCP Impact Study 2021 Open Computing and Data Center Sustainability

https://www.youtube.com/watch?v=damrGsOKUrw&t=6s
https://www.opencompute.org/about/ocp-adoption


46 Billion USD OCP revenue in 2025

Tier 2 Cloud SP

Communication SP

Hyperscale Cloud SP

Financial services

Government

Retail and wholesale

Media and entertainment

Manufacturing

Healthcare

Other enterprise

Energy and utilities

https://www.opencompute.org/about/ocp-adoption
Openness is becoming as important as cost

- Improve efficiency, reduce energy… 46%
- Low operation costs, OPEX reduction 39%
- Open source hardware 38%
- Follow hyperscale cloud SP innovation 35%
- Attractive pricing, CAPEX reduction 30%
- Differentiate from competitors 25%
- Compute density 24%
- Single global standardised equipment 18%
- Refurbished equipment, circular… 16%
- Other 0%

https://www.datacenterknowledge.com/hardware/open-compute-project-hardware-sales-hit-46b-2025
Goals of the Solution Provider (SP) Program

1. Drive Adoption of OCP Solutions
2. Develop & Enable Profitable Partners
## Evolution of the Solution Provider (SP) Program

<table>
<thead>
<tr>
<th>Year Range</th>
<th>Key Milestones</th>
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<tr>
<td>2016 - 2017</td>
<td>Launch of OCP Recognized Products &amp; OCP Marketplace</td>
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<tr>
<td>2021-2022+</td>
<td>32 Solution Providers 11 OCP Ready™ DC’s 150+ Products and Solutions Immersion Solutions, Optics, Cable, SSD’s</td>
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OCP Marketplace

Average ≈ 8k views per month

N. AMERICA ≈ 33%
APAC ≈ 35%
EMEA ≈ 32%

https://www.opencompute.org/solutions
Top 10 Countries

- US: 30%
- Taiwan: 12%
- China: 9%
- Russia: 6%
- Japan: 5%
- UK: 4%
- India: 3%
- France: 3%
- Germany: 3%
- S. Korea: 3%

6 Most Viewed Products

- Open Rack
- Wiwynn’s ARM Server, Tioga Pass & Yosemite v3
- Nokia’s Open Edge Chassis
- RunBMC Management Board
Most Viewed
Integrated Solutions

5G Open Networking Solution

https://www.opencompute.org/solutions
7 in 10 Enterprises plan to increase their data center investment in the next 24 months

https://www.opencompute.org/about/ocp-adoption
Most data center owners have kicked off sustainability projects.
Partner-Led OCP Experience Centers

Singapore

https://www.youtube.com/watch?v=VdI1pwMV1Yg&t=2s

UK

https://www.youtube.com/watch?v=L6AEzK0TjXk&feature=emb_imp_woyt
Partner-Led OCP Experience Centers

Netherlands

https://www.youtube.com/watch?v=TRvYbSgk5xA

France

https://www.youtube.com/watch?v=R32xJC9413I
Stories....

https://www.youtube.com/c/OpencomputeOrg/videos
What’s next
• New Version of the Marketplace coming soon....
• Broadening the SP Ecosystem

Call to Action
• Become a certified OCP Solution Provider
• Visit the OCP Marketplace
• Visit an OCP Ready™ Data Center (virtual, in-person)
• Share stories through OCP (i.e. Running on OCP)

Any questions – please contact Steve Helvie (steve.helvie@opencompute.org)