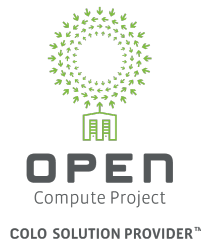
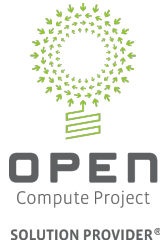


Meeting the Market through our OCP Solution Providers



Steve Helvie
VP of Channel
steve.helvie@opencompute.org

Connect. Collaborate. Accelerate.





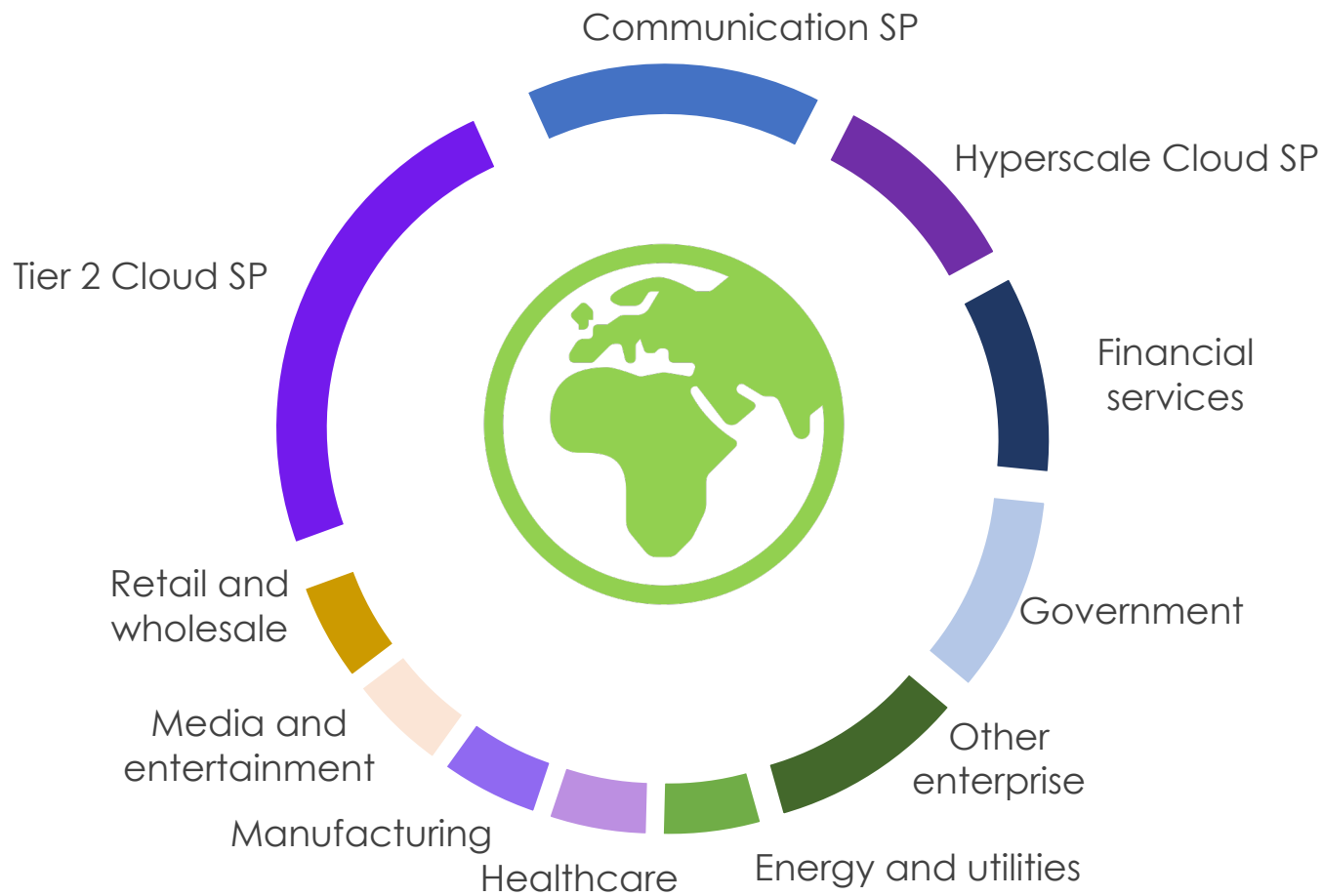
46
Billion USD
OCP revenue
in 2025

<https://www.youtube.com/watch?v=damrGsOKUrw&t=6s>

<https://www.opencompute.org/about/ocp-adoption>

Connect. Collaborate. Accelerate.

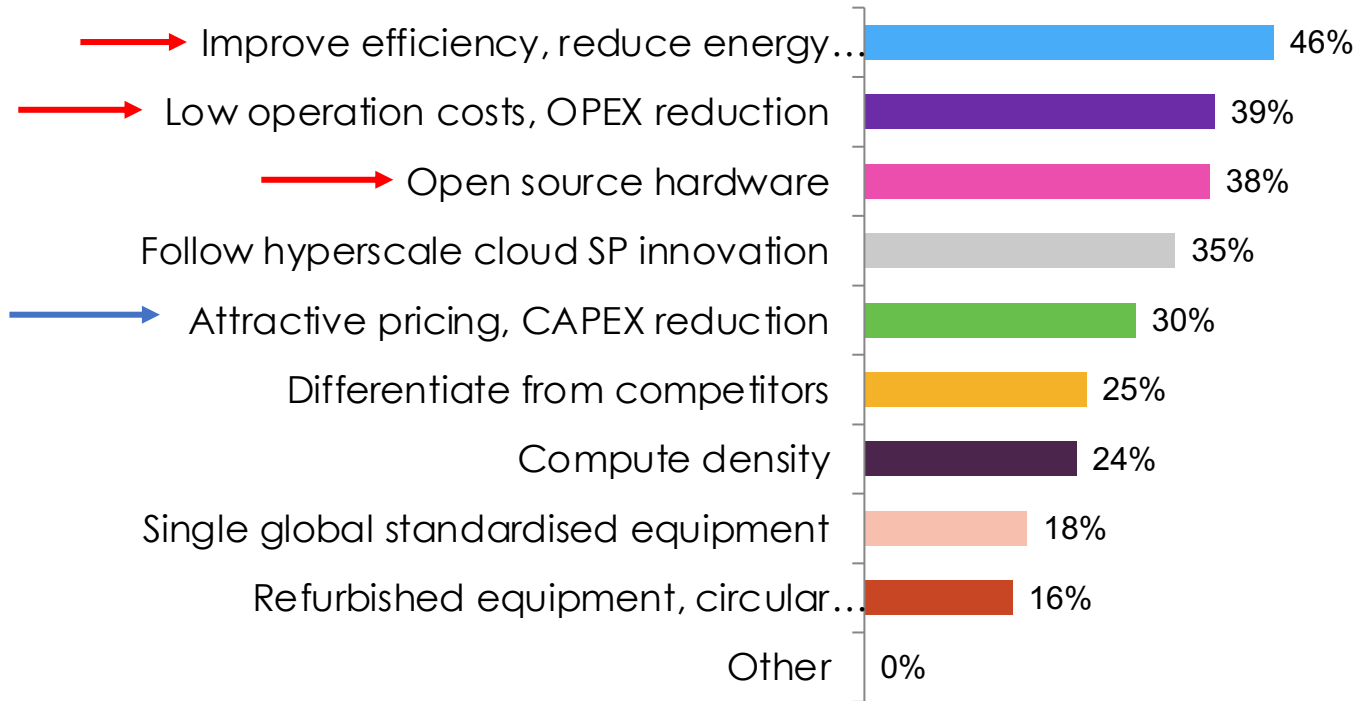




Connect. Collaborate. Accelerate.

<https://www.opencompute.org/about/ocp-adoption>

Openness is becoming as important as cost



OPEN
Compute
Project®

<https://www.datacenterknowledge.com/hardware/open-compute-project-hardware-sales-hit-46b-2025>

Connect. Collaborate.
Accelerate.



Goals of the Solution Provider (SP) Program

1. Drive Adoption of OCP Solutions
2. Develop & Enable Profitable Partners

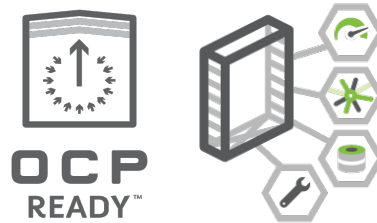
Evolution of the Solution Provider (SP) Program

Launch of OCP
Recognized
Products & OCP
Marketplace



2016 - 2017

Launch of OCP
Ready™ Facilities,
Integrated Solutions
& Circular Economy

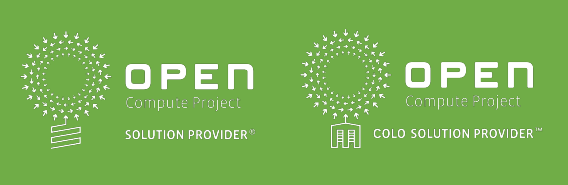


2019 - 2020

32 Solution Providers
11 OCP Ready™ DC's
150+ Products and
Solutions

Immersion Solutions,
Optics, Cable, SSD's

2021-2022+



OCP Marketplace



OPEN
Compute Project®

About ▼ Marketplace ▼

Integrated Solutions
Products & Data Centers
Circular Economy

🏠 > Marketplace > Integrated Solution

Average ≈ 8k views
per month

N. AMERICA ≈ 33%

APAC ≈ 35%

EMEA ≈ 32%



OPEN
ACCEPTED™

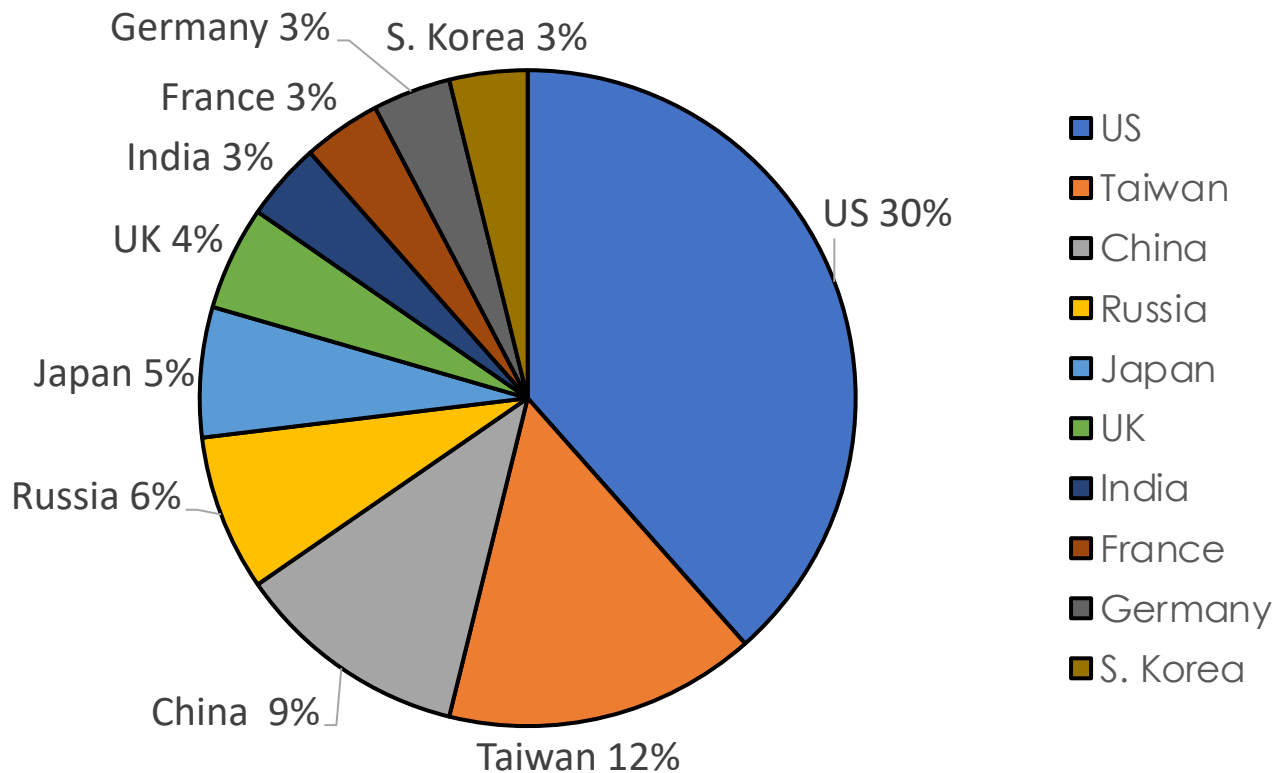


OPEN
INSPIRED™



OCP
READY™

Top 10 Countries



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6

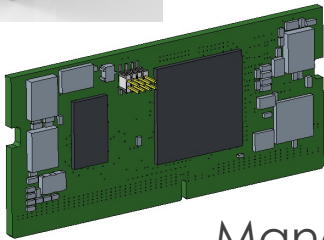
Most Viewed Products



Open Rack



Nokia's Open Edge Chassis



RunBMC
Management Board

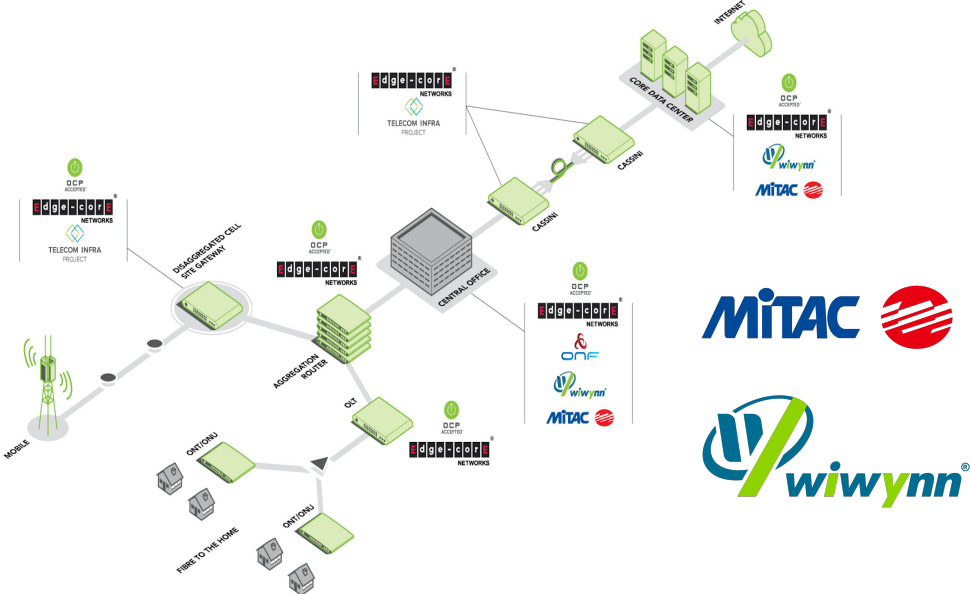


Wiwynn's ARM Server,
Tioga Pass &
Yosemite v3



Most Viewed Integrated Solutions

5G Open Networking Solution



NOKIA



Circle B

Revolutionary IT Infrastructures



OPENSIFT



Red Hat



Certified Technology

<https://www.opencompute.org/solutions>

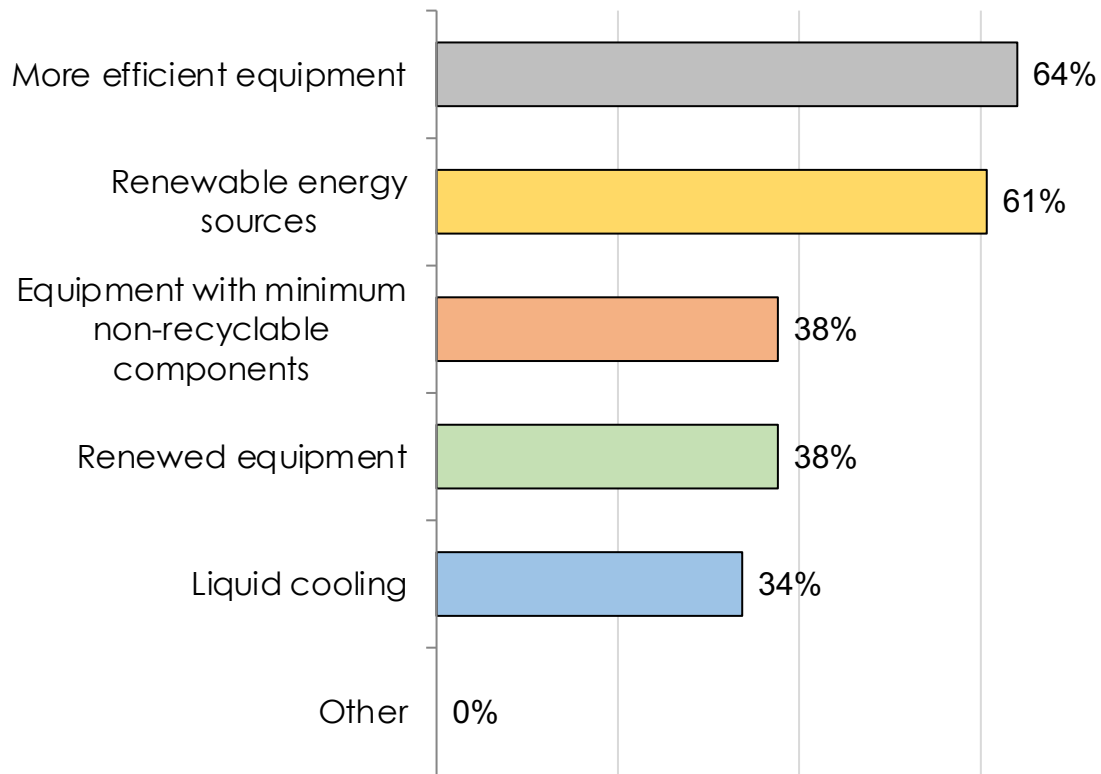
7 in 10

Enterprises plan to increase their
data center investment in the
next 24 months



<https://www.opencompute.org/about/ocp-adoption>

Connect. Collaborate.
Accelerate.



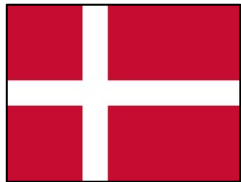
Most data center owners
have kicked off
sustainability projects



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Accelerate.

bulkTM
Denmark



HYDRO66
Sweden



KAODATA[<]
UK



OCP
READYTM

[Link to Facilities](#)

bulkTM
Norway



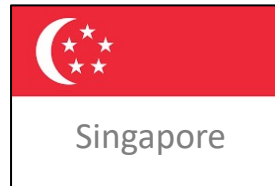

maincubes
SECURE DATACENTERS



 **NAUTILUS**[®]
DATA TECHNOLOGIES
US



Princeton Digital Group
Internet Infrastructure



bulkTM
Norway



 **rackspace**[®]
UK



Chayora 朝亞
China



 **Space**^{DC}



2

Partner-Led OCP Experience Centers



Singapore



The Launch of the OCP Experience Center in Singapore - Princeton Digital Group & OCP

<https://www.youtube.com/watch?v=Vdl1pwMV1Yg&t=2s>

Princeton Digital Group

Internet Infrastructure

SAMSUNG

Edge-core
NETWORKS

Mitac

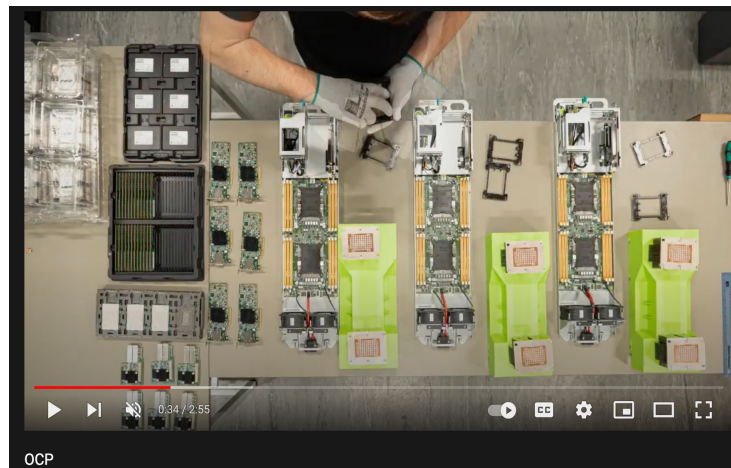
wiwynn



muRata
INNOVATOR IN ELECTRONICS



UK



OCP

https://www.youtube.com/watch?v=L6AEzK0TjXk&feature=emb_imp_woyt



vesper
technologies

KAODATA

CIVO

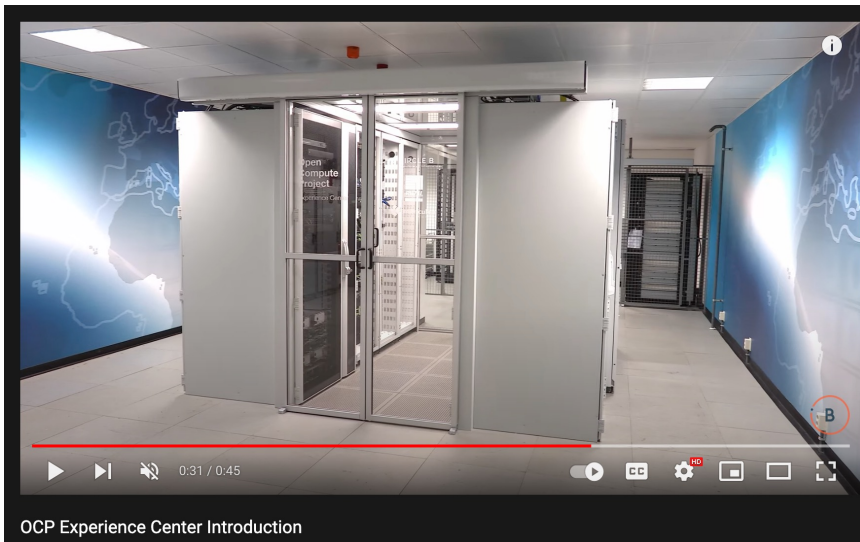
Partner-Led OCP Experience Centers



Netherlands



France



OCP Experience Center Introduction

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

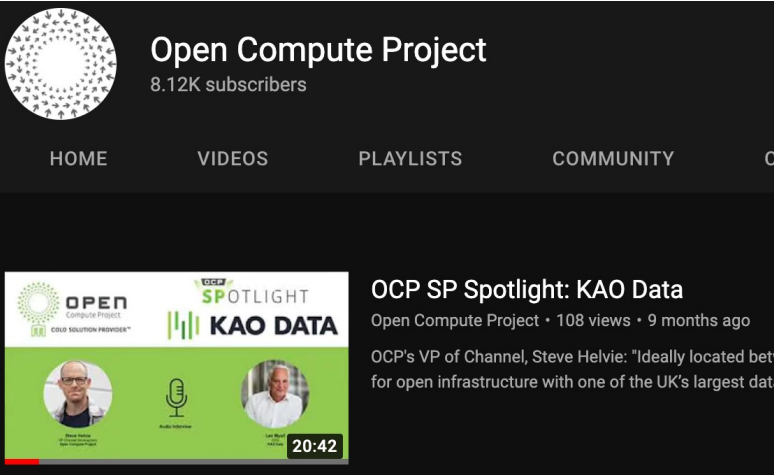


Celeris Informatique: OCP Benefits

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



Stories....

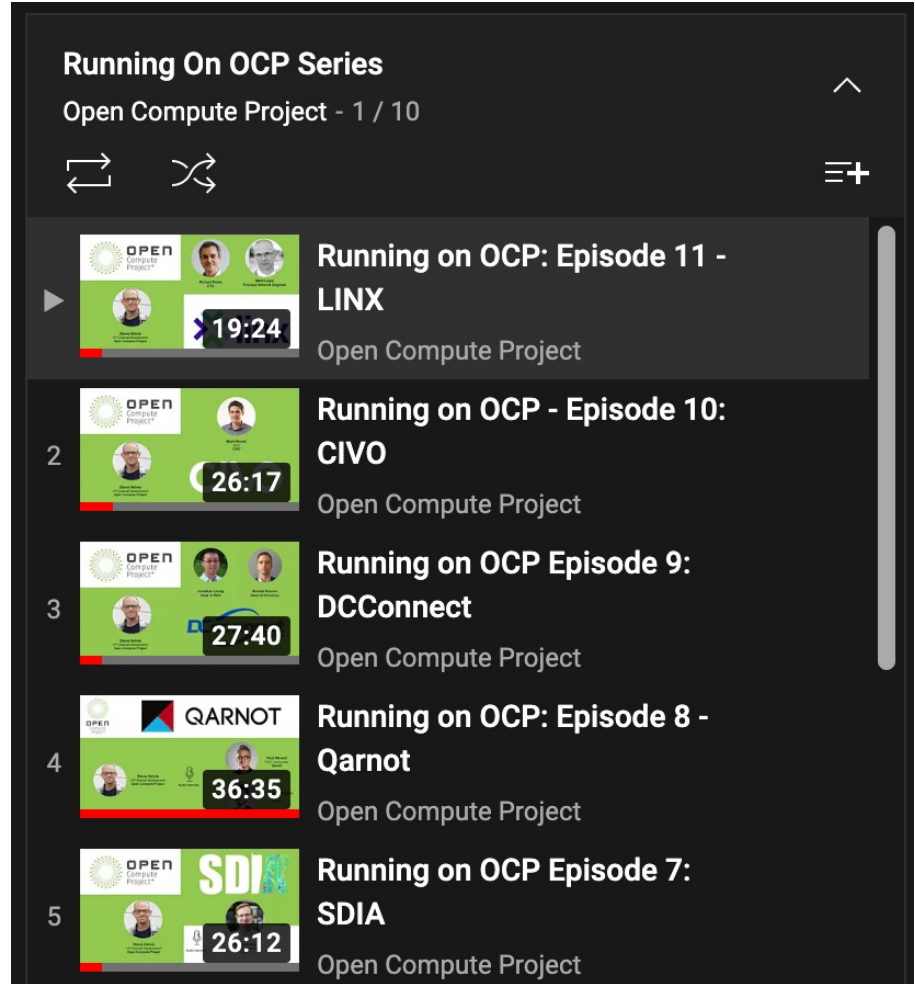


Open Compute Project
8.12K subscribers

HOME VIDEOS PLAYLISTS COMMUNITY C

OCP SP SPOTLIGHT: KAO DATA
Open Compute Project • 108 views • 9 months ago
OCP's VP of Channel, Steve Helvie: "Ideally located between... for open infrastructure with one of the UK's largest data..."
20:42

<https://www.youtube.com/c/OpencomputeOrg/videos>



Running On OCP Series
Open Compute Project - 1 / 10

↔ ↻

⋮

- ▶ **Running on OCP: Episode 11 - LINX**
Open Compute Project
19:24
- 2 **Running on OCP - Episode 10: CIVO**
Open Compute Project
26:17
- 3 **Running on OCP Episode 9: DCCconnect**
Open Compute Project
27:40
- 4 **Running on OCP: Episode 8 - Qarnot**
Open Compute Project
36:35
- 5 **Running on OCP Episode 7: SDIA**
Open Compute Project
26:12

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)