

Opportunities and Obstacles in Open Source Networking



Sandeep Madhavan

Dell

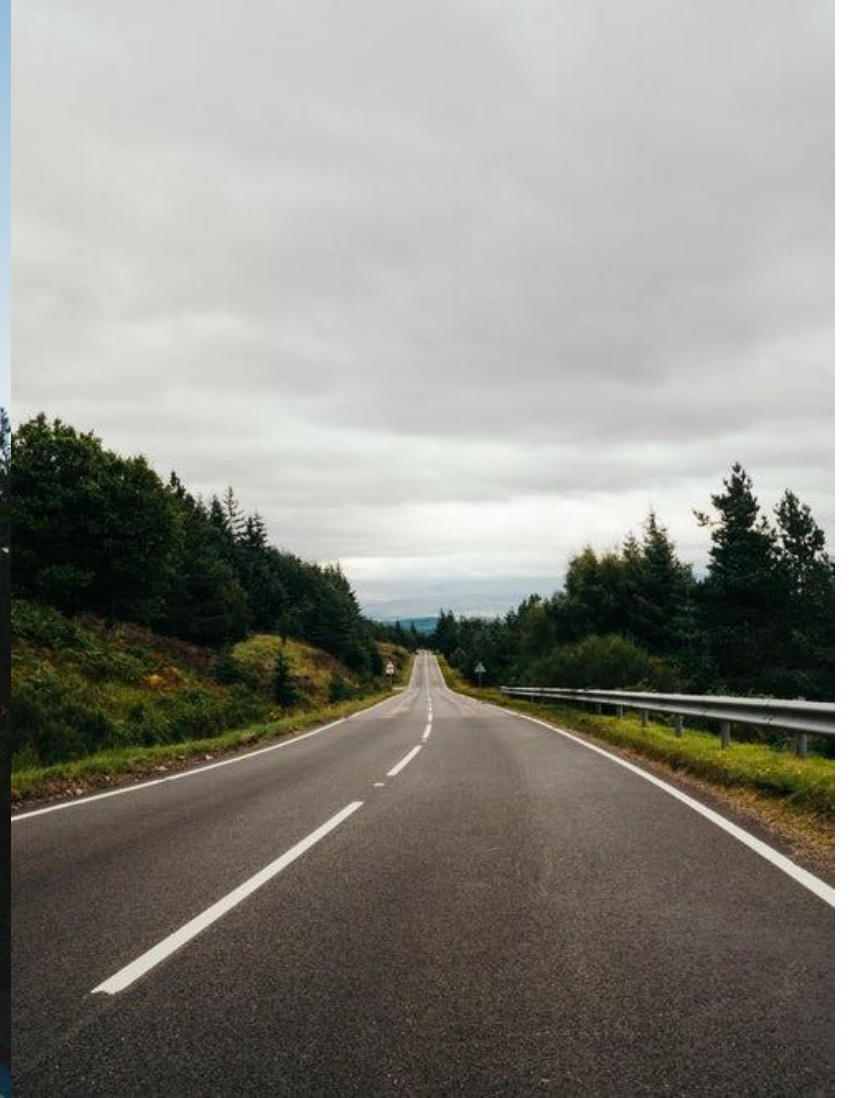
Shifting Gears



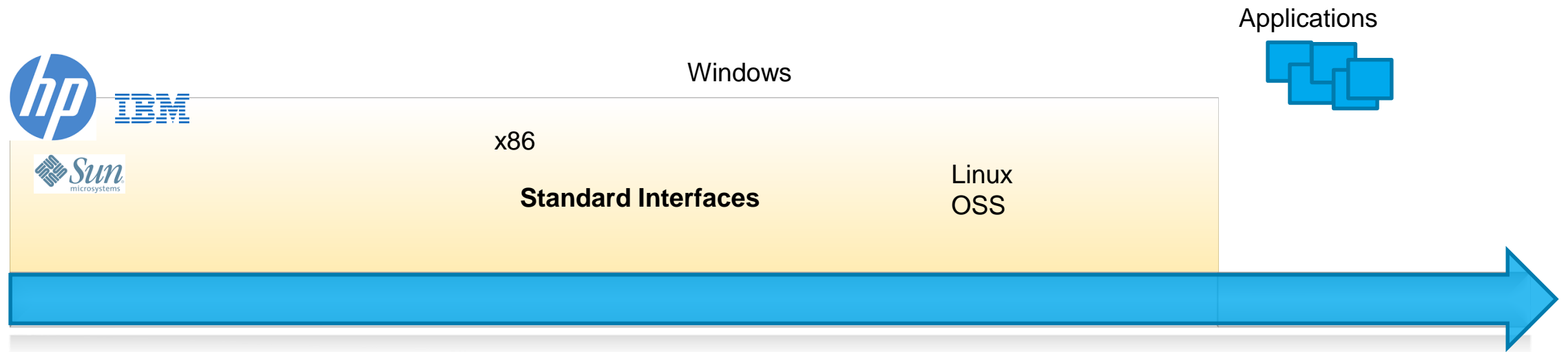
Agenda

- **Journey so far...**
- **Inflection Points**
- **Birdseye View – Adopters perspective**
 - Opportunities and Challenges from an Open Source viewpoint
 - Top Down and Bottom up Use Cases – SONiC
- **Take Away**
 - Drive more use case conversations in SONiC

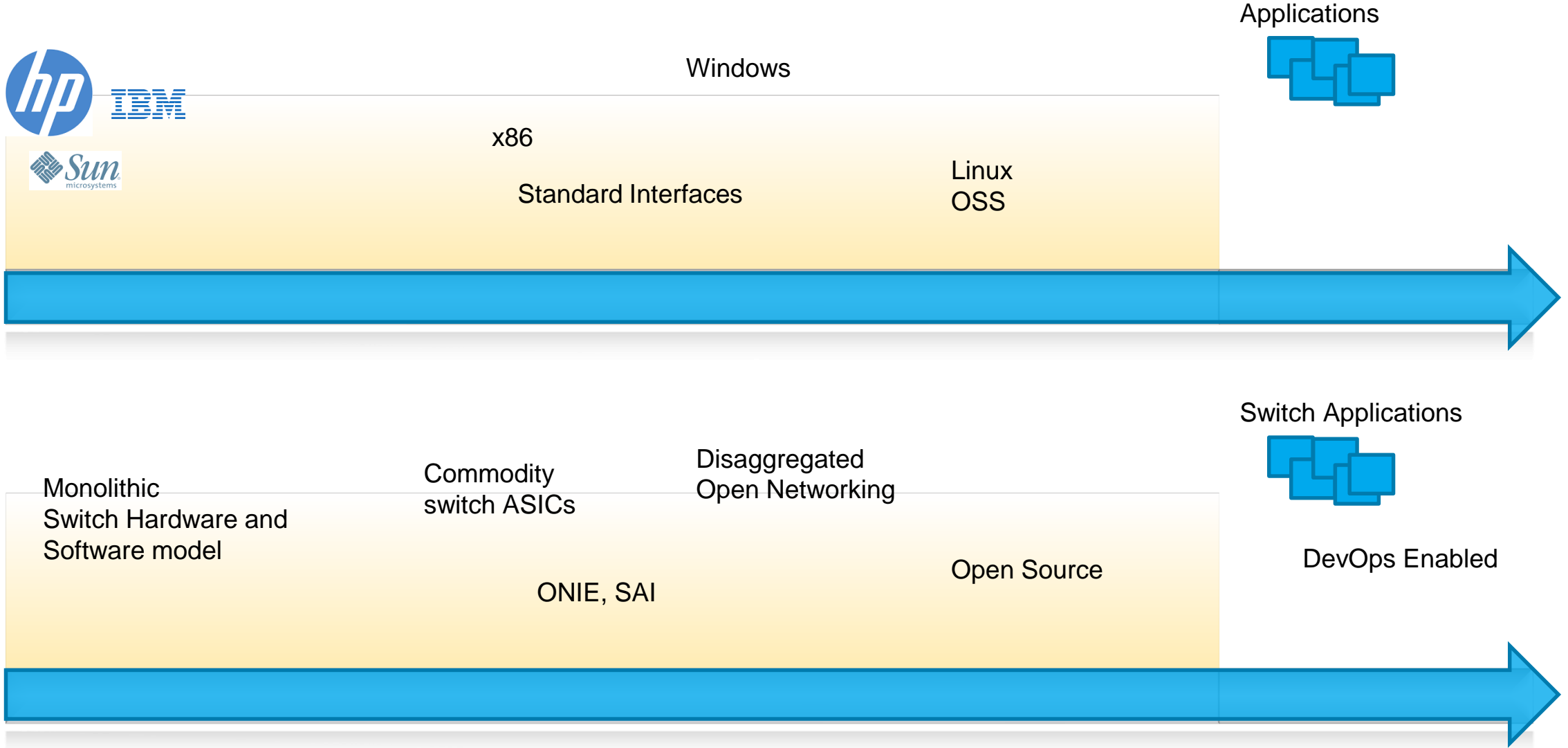
SONiC - Journey so far...



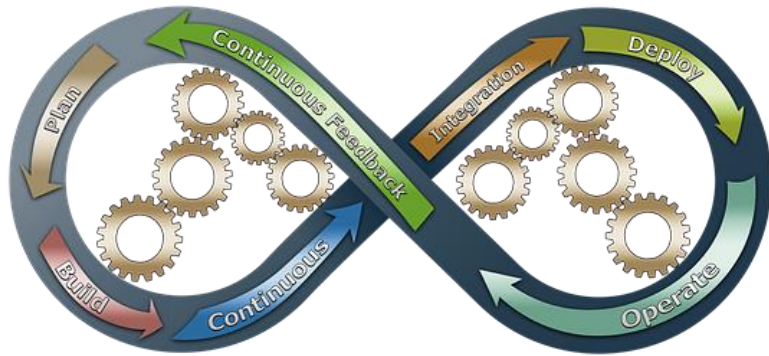
Inflection Points



Inflection Points



In parallel



- Developer driven CI/CD
- Container Ecosystem
- Hybrid and Multi cloud use cases
- Kubernetes, Open Stack environment
- Event driven platforms
Serverless Paradigms

Adopter's perspective –

Markets

- Hyperscalers
- Enterprise
- Service Providers



Vs





Opportunity Vs Obstacles

Markets

- Hyperscalers
- Enterprise
- Service Providers

Landscape and Uniqueness

- Business Goals
- Organizational Top down or Bottom up alignment on open source
- Capex vs Opex conversations
- Operating and support models
- Procurement and purchasing models
- Transition on legal for Open Source engagement & velocity
- Ambitious vs Risk Averse

Adopter's perspective –

- Open source is not free – Investment Goals
- Management of Security
- Internal Best Practices and Transition
- Velocity and Diversity of project
- Multiple PoC; several choices
- Stability, roadmap and predictability
- Evolution of new business model
- Milestone –
 - Day 0 and Day 1 Vision
 - Behavior, Vision and Tooling

Approach



- Lead with robustness of SONiC Stack
- Identify integration points for the overall solution and deployment
- Hybrid approaches and validation of the open source model
- Risk averse and short term goals

Approach

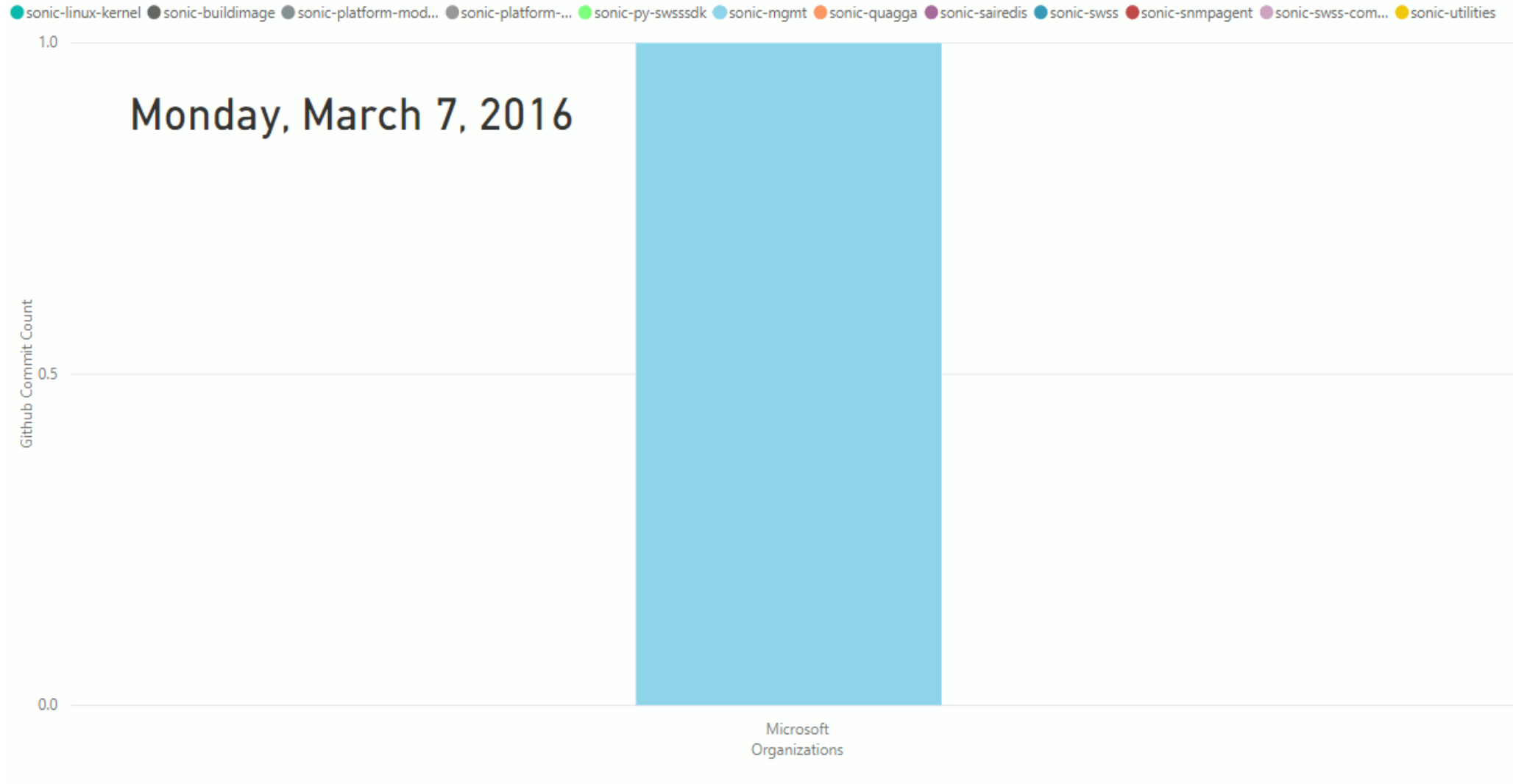


- Long term strategic goal for best practice
- Ambitious build out models
- Vision beyond kubernetes or

Pokemon moment in SONiC



Wrap Up & Take Away



Wrap Up & Take Away

- Expand Community Interaction on Use Cases
- Developers <-> Use Cases
- Provide ideas for Integration points and test practices
- Champion new ideas for collaborations and provide