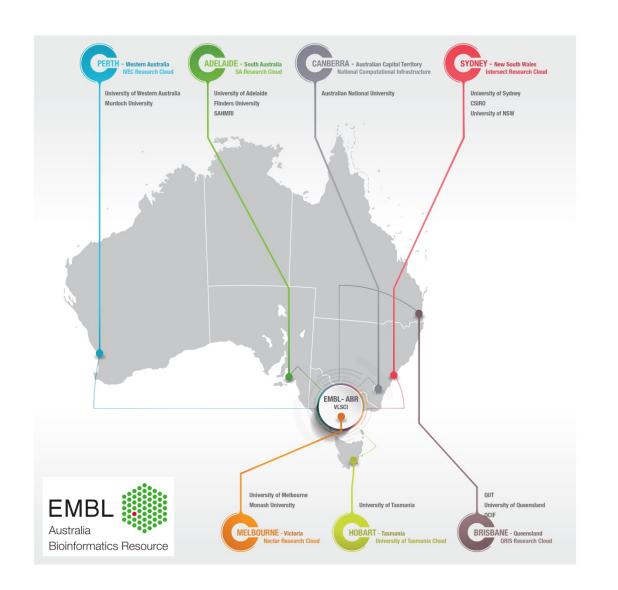


## Collaborate on your eInfra, Only go Solo on Differentiators

AboveTheNet workshop October, 2016









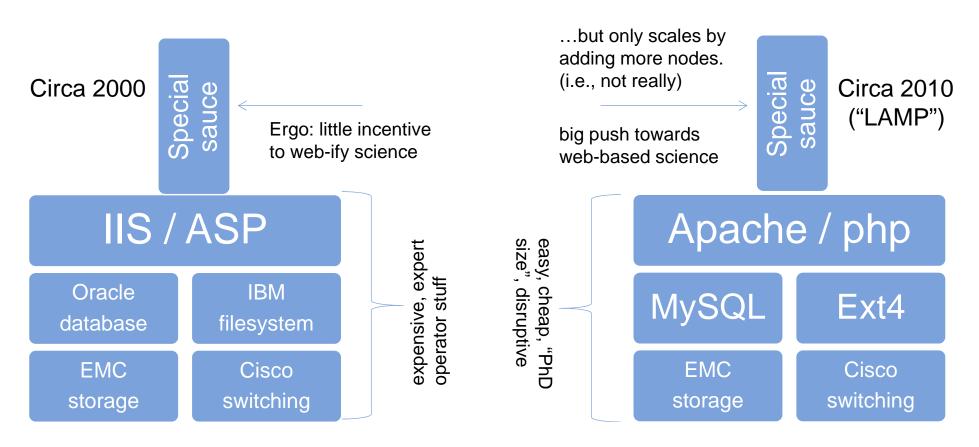




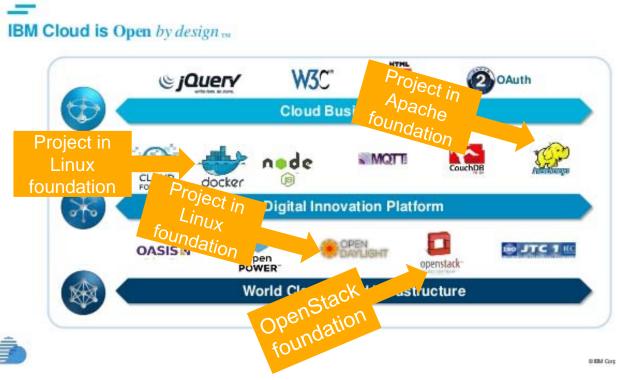


### A little history.

What sort of app delivery scaling has been available to science?



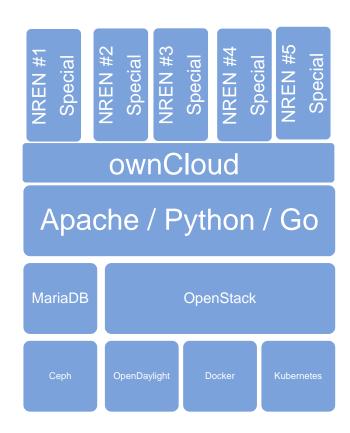
# Circa 2014 – a paradigm shift starts, bringing opportunity and challenge



Suddenly a fully open source stack is available, that disrupts just about every scaling niche there was – raw disk/Ceph for EMC MariaDB/Galera for Oracle OpenDaylight/Pica8 for Cisco

And it also scales cloudish, elastic and on-demand: OpenStack, Kubernetes, Docker, Dynamo. Cassandra

And sure enough, NRENs are aware. But something is funny... NREN response, Circa 2016

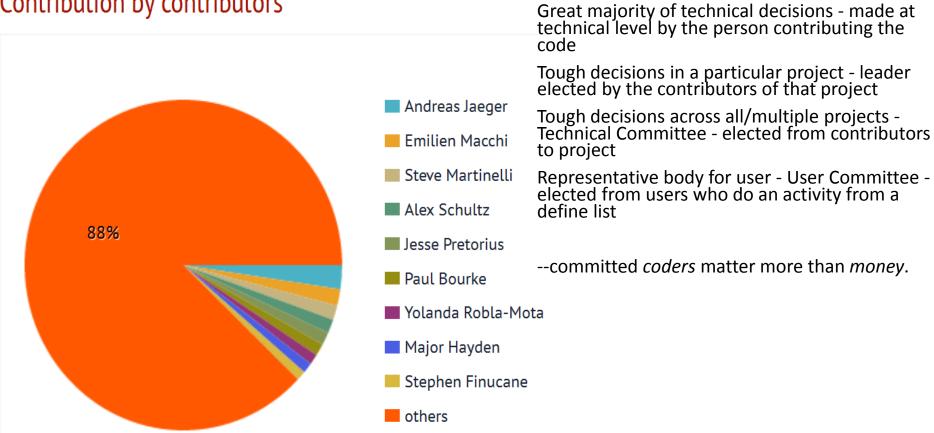


### How big do you need to be? OpenStack example

Rank	Name	# Commits Newton	Revenue (M USD)
1	Red Hat	7745	1534
2	<u>Mirantis</u>	6082	10
3	<u>HPE</u>	3533	52110
4	Rackspace	3452	1794
5	<u>IBM</u>	2919	81740
	*independent	1941	
6	<u>Intel</u>	1567	55350
7	<u>Fujitsu</u>	1209	45440
8	<u>NEC</u>	1100	29520
9	Canonical	1077	66
10	<u>SUSE</u>	1006	200
11	<u>Huawei</u>	905	60839
12	<u>EasyStack</u>	857	4
13	ZTE Corporation	793	12095

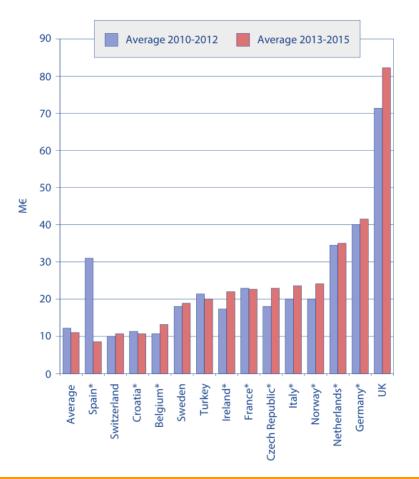
Name	# Commits Newton		Revenue (M USD)
99cloud		789	1
Cisco Systems		510	49240
Comcast		471	74510
<u>VMware</u>		400	6035
<u>Nokia</u>		351	25528
OpenStack Foundation		350	NONPROFIT
Federal de Campina		320	ACADEMIC
AT&T		304	146800
Walmart		266	482100
<u>Tesora</u>		247	7
<u>NTT</u>		232	106700
Kylin Cloud		218	1
<u>Midokura</u>		203	5
	99cloud Cisco Systems Comcast VMware Nokia OpenStack Foundation Universidade Federal de Campina Grande AT&T Walmart Tesora NTT Kylin Cloud	Name Newton  99cloud Cisco Systems Comcast VMware Nokia OpenStack Foundation Universidade Federal de Campina Grande AT&T Walmart Tesora NTT Kylin Cloud	Name         Newton           99cloud         789           Cisco Systems         510           Comcast         471           VMware         400           Nokia         351           OpenStack         Foundation           Foundation         350           Universidade         Federal de           Campina         320           AT&T         304           Walmart         266           Tesora         247           NTT         232           Kylin Cloud         218

#### Contribution by contributors



How does OpenStack make decisions?

Graph 7.2.1 – Total budgets, 2010-2015 averages, GÉANT partner countries with annual budgets > 10 M€



## How big are we as a collective? Financially:

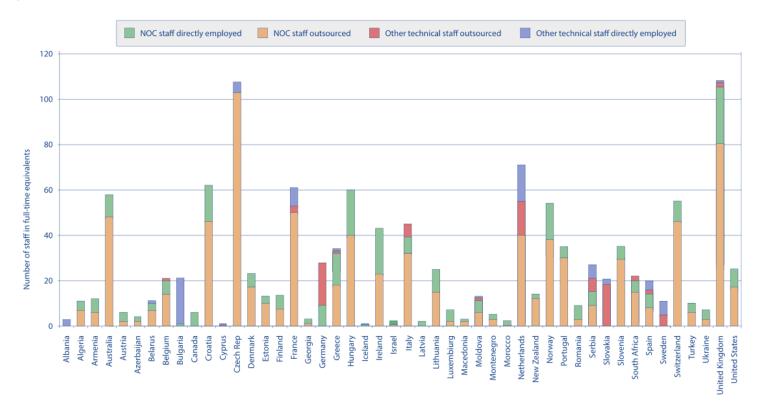
$$\sum$$
 GEANT ~ 370 M

Add in Intenet2, RNP, AARNet -- 500M€ conservative lower bound

# How big are we as a collective? Coding manpower:

 $\sum$  compendium ~ 900 FTE techies

Graph 7.1.2 - NREN technical staff in FTE



AARNet rule of thumb: 10% tech staff is coder

-- so ~90 coders all up

#### **WE CAN DO THIS**

### ...AND WE MUST DO IT. COLLABORATION IS NO LONGER OPTIONAL

If we get it right, we'll be an excellent scaling partner for global science. If we get it wrong, science will drift to the cloud by osmosis. With no science left on our networks, irrelevance awaits.



**ANY QUESTIONS?**