



SUSE SOLUTION AREAS



ENTERPRISE KUBERNETES MANAGEMENT

Rancher enables production quality Kubernetes everywhere

Containerized App 1 Containerized App 2 Containerized App 3

RANCHER

Platform Services (Build & Run)
 Rancher Catalog, Monitoring & Alerts, Dashboards & Observability, Service Mesh, Istio, Terraform Operator, Longhorn Storage

Security & Authentication
 Active Directory, GitHub, SAML, Ping, Okta

Policy Enforcement & Governance
 Centralized Audit, Monitoring & Logging, CIS Benchmarking, RBAC, OPA, Pod & Network Policies

Simplified Cluster Operations & Infrastructure Management (Run & Manage)
 Kubernetes version management, Dashboard, Monitoring & Diagnostics, Advanced Infrastructure Monitoring & Alerting, Cluster Templates & Config Enforcement, Node Pool Management, Cluster Provisioning & Lifecycle Management

CLOUD NATIVE
 RKE, K3S, Amazon EKS, Azure AKS, Google GKE, Kubernetes, Docker, OpenShift, VMware Tanzu

DEVOPS; CONTAINERS AND KUBERNETES INITIATIVES

- ? How many Kubernetes engines do you use across your container deployments?
 - **SUSE Rancher gives you one control plane for all K8s: simplifying K8s administration.**
- ? How much time do your App Developers spend configuring containers and not on app dev?
 - **SUSE Rancher handles configuration of containers so APP Dev can focus on APPLICATION DEVELOPMENT!!!**

ENTERPRISE CONTAINER SECURITY

NeuVector at a Glance

NeuVector is a unified security and compliance platform that simplifies and automates security, while providing container-on-deck for Kubernetes-native applications from pipeline to production.

Advantages

- Behavior Based Zero-Trust Container Segmentation
- Automated Security Policy Creation & Enforcement
- Layer 7 Complete Container Network Visibility
- Comprehensive Compliance Assessment and Reporting
- Threat Mitigation and Zero-Day Prevention

"At Reputation.com, we understand the power of a company's reputation. Operating a safe and secure IT infrastructure is paramount to our own reputation. NeuVector, with its focus on comprehensive run-time security, and container network security at the Layer 7 level, provides us with the visibility to secure container traffic, combined with automation, enforcement and mitigation capabilities."

Senior Director of IT and InfoSec
www.neuvector.com

DEVOPS; CONTAINERS AND KUBERNETES INITIATIVES

- ? Is security of containerized applications a concern and inhibitor of your Kubernetes adoption?
 - **SUSE NeuVector is the NeuVector is the ONLY security product automating zero-trust for network, process and file access inside Kubernetes.**
- ? Are you doing more than scanning your CI/CD pipeline?
 - **We also scan the development pipeline, but our real value is in the real-time security. It's a more comprehensive and secure offering.**

ENTERPRISE LINUX MANAGEMENT

Consolidate and Simplify Linux Management

SUSE Manager

- Enterprise Linux Management Suite
- Distribution agnostic
- Automation
- Regulation Compliance
- CVE Audit
- Patch and Package Installation
- Data Center, VMs, Containers, Edge, Cloud

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VP of INFRASTRUCTURE; SYSTEM ADMINISTRATORS

- ? Do you use multiple distributions of Linux?
- ? How many different tools do you use to manage your Linux?
 - **SUSE Manager can help consolidate tools and spend and simplify your Enterprise Linux Management.**
- ? How long does it take you to go to many different support resources to patch your Linux?
 - **SUSE Manager consolidates it all with one tool**

ENTERPRISE LINUX SUPPORT

Consolidate your Linux support with SUSE Liberty Linux

CentOS? Let us support you.
 Red Hat? Let us support you.

Want another support option for you non-SUSE distribution **at 30-40% savings?**

- Enterprise Grade Support
- Management Tools that Automate
- Zero Disruptions, Complete Compatibility

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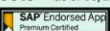
VP of INFRASTRUCTURE; SYSTEM ADMINISTRATORS

- ? Running workloads on CentOS 8? End of Life is end of 2022. Where are you going to get support?
 - **SUSE's Liberty Linux allows for SUSE to support CentOS 8 after 2022.**
- ? Looking for an alternative to Red Hat Support?
 - **SUSE Liberty Linux provides you with greater, more comprehensive Red Hat support at a 30-40% SAVINGS!!!**

SAP ENVIRONMENTS AND HANA MIGRATION

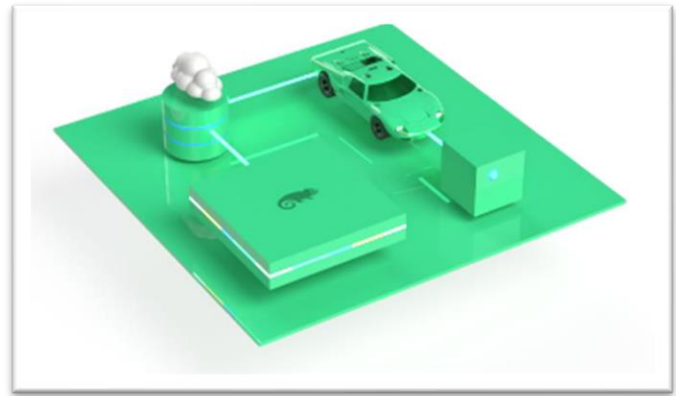
SAP Opportunity Summary



- SAP Business Suite 7 is EOL 2025/2027
- SAP Mandated compelling event; 36,000 Customers
- Customers **NEED to migrate** to SAP S/4HANA – **85% HAVE YET TO MIGRATE!!!**
- SAP S/4HANA **requires Linux (SUSE or Red Hat)**
- Why SUSE?
 - **24-year Partnership** between SUSE and SAP
 - SAP **develops and innovates** their solutions **on SLES for SAP**
 - **90% of HANA market** is running on SUSE
 - **Benchmark Tests** – as of 03/22
 - SLES for SAP – 

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EDGE COMPUTING



INFRASTRUCTURE MANAGEMENT; DEVOPS

SAP BASIS ADMIN; SAP CENTER OF EXCELLENCE

? Do you run SAP in your Enterprise?

- **SLES for SAP** is the preeminent OS for all SAP instances.
- **85%** of all Linux based SAP runs on SUSE

? How is your migration to SAP S4/HANA going?

- **90% HANA** implementations use SUSE
- **SAP uses SLES for SAP for their enterprise**
- **Technical Benchmark tests scoreboard!!**

? How do you build, deploy, and manage cloud apps on the edge?

? Are you looking to replace legacy systems?

? How are you managing edge device lifecycles?

- **SUSE Edge** offers full lifecycle management of the Edge
- One management console for Kubernetes and OS
- Save cost and improve productivity with “near maintenance Free” infrastructure

SUSE

Apply Login

SUSE One Partner Program

The Opportunity is Open

<https://partner.suse.com>

<h4>Training</h4> <p>Upskill with sales, pre-sales, and technical on-demand courses to help you sell, integrate or support SUSE technologies.</p> <p>View Courses</p>	<h4>Program Certifications</h4> <p>Test your knowledge, distinguish yourself from the competition, and establish credibility and trust with your customers with an industry-recognized certification.</p> <p>View Courses</p>	<h4>Learning Paths</h4> <p>Guidance on role and product based trainings & certifications for Sales Specialists, Technical Sales Specialists and and Technical Experts.</p> <p>View</p>
<h4>Product Resources</h4> <p>Sharpen your pitch with these collections of tools and techniques that will help you engage a prospect, then position and sell SUSE products.</p> <p>View</p>	<h4>Partner Solution Stacks</h4> <p>Leverage the SUSE One Partner Solution Stacks to provide unique and validated offerings that address customer challenges.</p> <p>View</p>	<h4>Marketing Campaigns</h4> <p>Build a pipeline with SUSE with these ready-to-use emails, landing pages and social media copy.</p> <p>View</p>

