

Building Bridges

**Driving Transformational Architecture for the Cloud through
greater Vendor Collaboration**



Sandy Gupta
General Manager, Strategy
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Microsoft



Microsoft



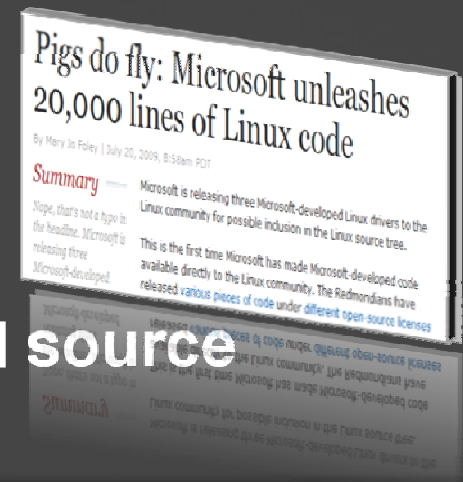
The Open Solutions Group is responsible for delivering interoperable solutions jointly developed by Microsoft and select open source vendors, to meet customer needs in the Cloud

Strategic relationships with select partners who offer OSS related solutions

Expertise in Datacenter Optimization for Mixed Source

- Cross platform virtualization
- Cross Platform systems management
- Mixed Source Private and Public Cloud Solutions

Reducing the cost and complexity of mixed source environments



Microsoft

Over 700 Global Customers

Through partnership with commercial open source vendors and communities



Microsoft's Open Source Technology Center



Microsoft's center of excellence for open source software and community development for Cloud based solutions

Industry Transformation

MAINFRAME



1970s & 80s

CLIENT / SERVER



1990s

WEB



2000s

CLOUD

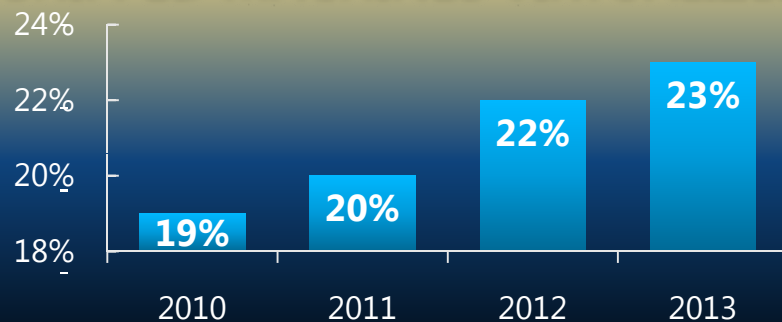


TODAY

Technology Transition

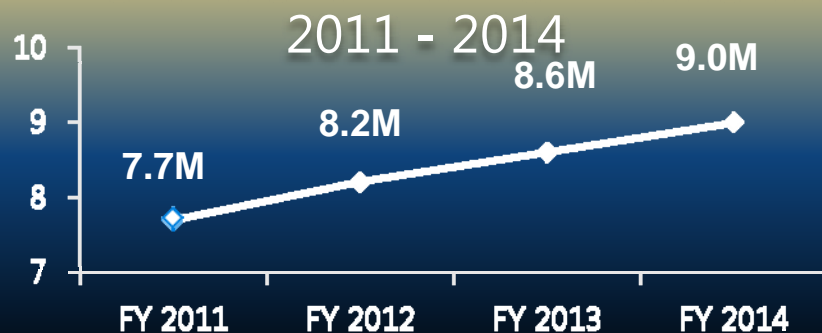
PHYSICAL → VIRTUALIZED → CLOUD →

SHIPPED MACHINES VIRTUALIZED



Source: IDC 2010 Server Virtualization Module, Nov 2010

MACHINE SHIPMENTS PROJECTED



Source: IDC Server Shipment Forecast, Dec 2010 (Converted from CY to Microsoft FY)

in FY15:

~36.7 Million Servers

~26% Virtualized Servers

**~84.9 Million Virtual
Instances**

IT Transformation

Need to Skate Where the Puck is Going

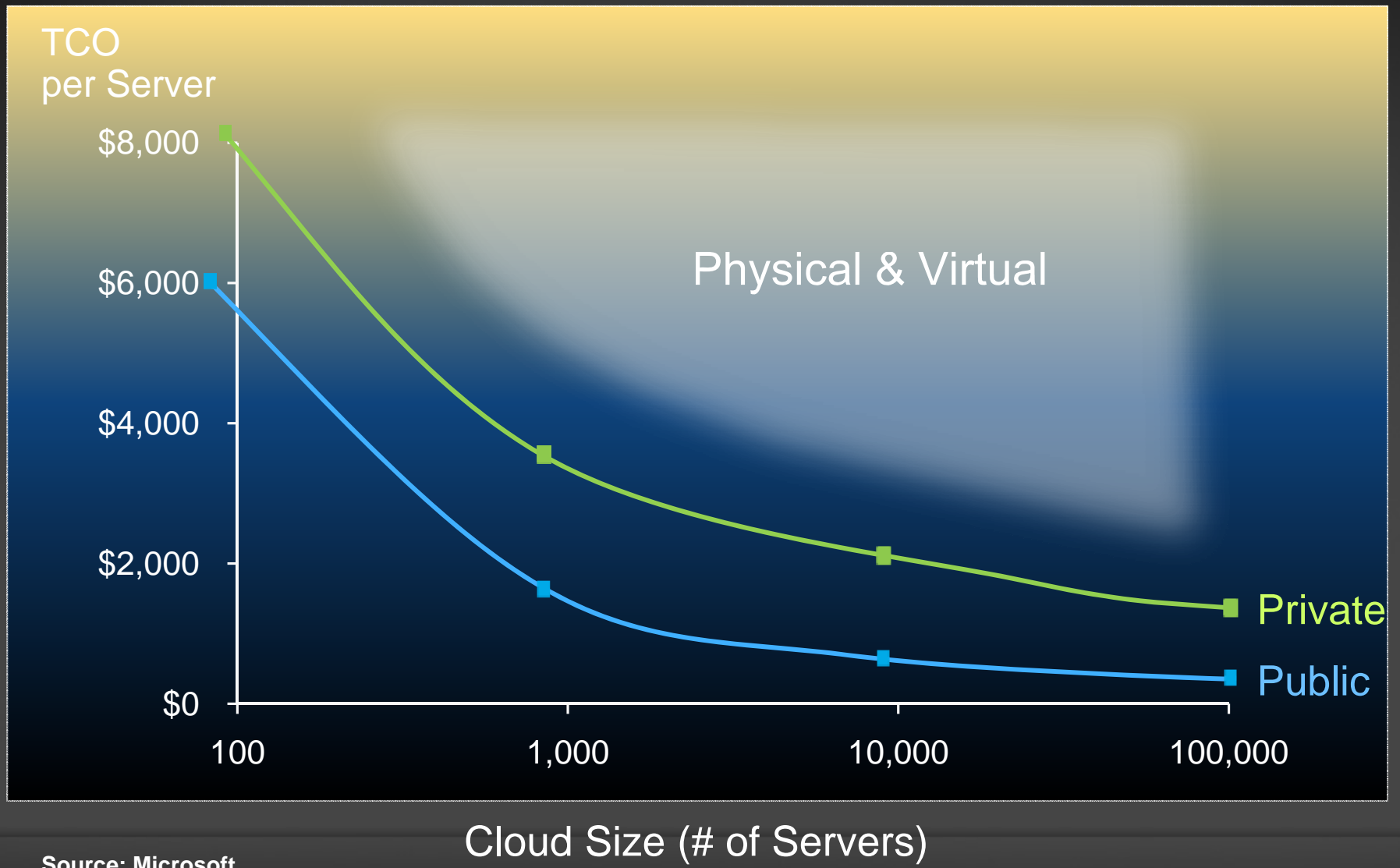
New Solutions Will Be Built for:

- > Private Clouds**
- > Public Clouds**
- > Hybrid Clouds**

IT Delivered as a Service



Cloud Computing Economics



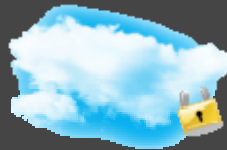
Source: Microsoft



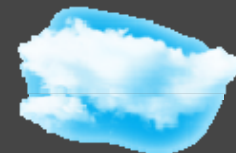
The promise of Cloud interoperability



**On-Premises
Servers**



**Private
Cloud**



**Public
Cloud**



Microsoft

Commitment to interoperability in Cloud

Complex and **diverse**
needs no single IT company
can address



Enable customer **choice**

Ensure **innovation**

Deliver **value** in difficult times

“We recognized that it’s a mixed IT world and our customers wanted their technologies to work better together...Our customers told us they need better support, both from us and other vendors, to resolve many of these issues.”

President, Microsoft Server and Tools Business

Microsoft and Customer Executives Team Up to
Improve Interoperability, 2010

Microsoft

...*announcing*



Expanding interoperability work to community Linux

- To meet needs of Hosters and Service Providers for interoperability with Microsoft Server Platforms



CentOS is now first class citizen on Windows Server R2 Hyper-V platform

- Support of Hyper-V Virtualization platform for Microsoft Customers to run CentOS



Virtualization support for commercial Linux is unchanged

Support
Effective
Today

Microsoft

IT as a Service



> **SaaS**



Microsoft Exchange Server 2010



Microsoft SharePoint Server 2010



Microsoft Lync



Microsoft Dynamics CRM



> **PaaS**



Windows Azure Platform



Microsoft System Center



> **IaaS**



Windows Server Hyper-V

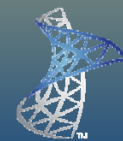


Microsoft System Center

IaaS Private Cloud



Windows Server
Hyper-V

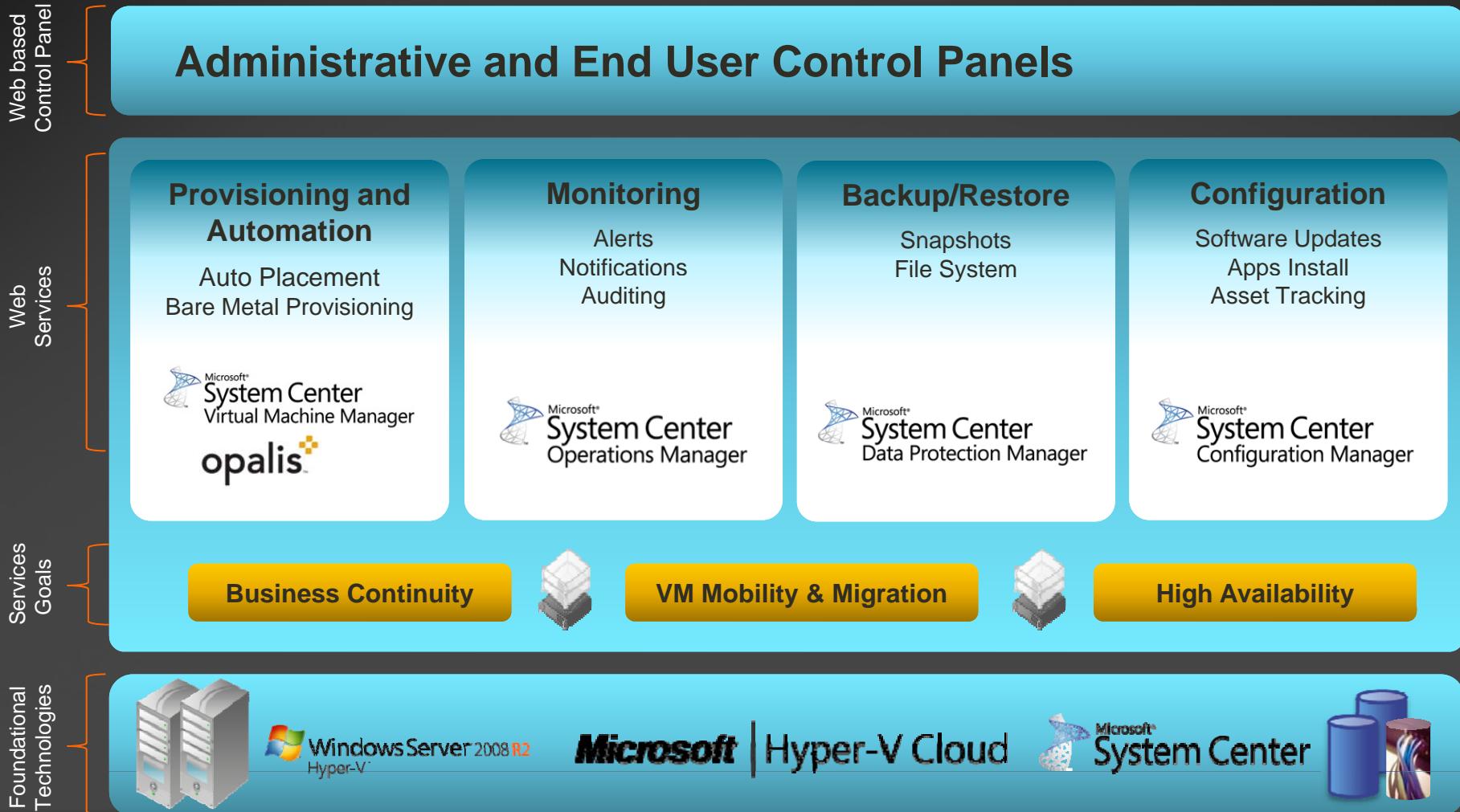


Microsoft
System Center

Industry Leading Cloud Management

- > **Physical, Virtual and Application**
- > **Multiple Hypervisors**
- > **Private & Public**

Microsoft Private Cloud Architecture



Private Cloud – Cross Platform Support

Self-Service Portal



Monitoring



Provisioning



Configuration



Data
Protection



Microsoft
System Center



Windows Server[®] 2008 R2



Apache Tomcat



ORACLE
DATABASE



CentOS



Microsoft | Hyper-V Cloud

demo

Microsoft Private Cloud cross-platform demo

Fabio Cunha

Technical Product Manager

Open Solutions Group

Microsoft

Summary: Opportunity to collaborate in the Cloud

BY 2014

- ▶ Over 80% of all new software will be deployed via cloud*
- ▶ One-third of all new business software will be consumed via SaaS*

Let us work together to meet customer needs of cross platform Cloud Solutions!

Microsoft®

Be what's next.™

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