

SUSE Five Days to Value

July 2020

Increase efficiency and simplify management of your diverse infrastructure with one single dashboard

Index.

- 03 Market Overview
- 04 Addressing
Needs Across
Organizations
- 06 New Ways to
Manage Your
Systems Efficiently
- 07 Five Days to Value
- 08 Succeed with SUSE

Market Overview

In these times of uncertainty and disruption, IT leaders are faced with the challenge of making a tangible difference in their companies and are looking towards disruptive technologies to delight their customers.

Accelerating the delivery of applications and moving to the cloud are ways to transform the business. And with more than 70% of applications now deemed as business-critical, how do you keep your systems running smoothly without disruption? Taking your systems offline is costly both to your business reputation and your customer trust, not to mention your bottom line. In fact, Gartner sites that just one minute of downtime costs you an average of \$5,600.

And then there's the complexity of managing multiple environments and moving more applications to the cloud. It's becoming more critical than ever that IT leaders find more efficient and effective ways to manage their current landscape and create a foundation for future success.

Smart IT leaders are looking to:

1. Simplify the business

IT environments are only becoming more complex with multi-cloud, hybrid cloud, on-premises, IoT and edge solutions. Visibility into all of these systems, including across multiple distributions, from a single dashboard can help you keep track of performance, software lifecycles, and resource allocation far more efficiently and effectively.

2. Modernize the business

Reducing management costs frees resources for innovation and new capabilities. Leaders in IT management who are adopting solutions that reduce the number of people needed for oversight and management are seeking ways to avoid vendor lock-in to minimize the total cost of ownership.

3. Build the future

Build your future with a solution that orchestrates and manages all your systems in a structured

lifecycle, on a single code base. Look for solutions that allow you to manage, govern, and operate your infrastructure, whether you are physically in the office or from a remote site. And because no one knows exactly what the future will bring, you stand to benefit from solutions that keep your options open with the flexibility to adopt new applications, new deployment methods, and a range of cloud providers.

IT leaders are facing unprecedented operational disruption along with the long-standing challenges of customer expectations, technology advancement and fast-moving competitors. There has never been greater need to simplify and streamline operations to make your business more agile, and to deliver value through transformation initiatives.¹

#1

driver for IT transformation efforts is increasing agility

99%

of IT leaders identify simplifying how you run the business as important to improving operations

67%

of IT leaders are under more pressure to deliver tangible business outcomes now than last year

¹ Source: "How Today's IT Leaders are Daring to be Different", SUSE and Insight Avenue, 2020

Addressing Needs Across Organizations

Mid-size and large organizations running multiple environments have a wealth of opportunities to take advantage of new computing solutions. For all the benefits of multiple distributions, multi-cloud, hybrid cloud, on-premises, IoT and edge solutions, they do generate additional complexity that must be addressed from a management perspective.

There has never been a greater need to simplify and centralize management to ensure you can maintain visibility and control efficiently.

A Driving Force for Change

IT managers, architects, administrators and systems engineers are on the front lines of management and a driving force for change. To work effectively, they need simple, stable solutions that are supported with expertise, require relatively little training, and are easy to work with on an ongoing basis.

They are responsible for management and system compliance and want to avoid monitoring multiple dashboards and consoles. They need a single application that can manage heterogeneous systems with the flexibility to drill down into servers, groups of servers and locations.

Simplify IT Management

CIO and director-level stakeholders also need improved management solutions, primarily to support business objectives. Reducing total cost of ownership is a high priority as well as improving business agility through simplification while maintaining security and system stability.

They understand the business value of a simple way for their IT teams to assess critical vulnerabilities and risks, with integrated automation and configuration management to streamline this process. And for business leaders running SAP solutions, it's essential for their management tool to provide premiere SAP alignment without disrupting the business.

The Benefits of Being Open

Every role contributing to infrastructure management is dealing with an accelerating pace of change and the opportunity to benefit from solutions built in new IT environments. To protect the interests of everyone, from front-line engineers to the C-suite, organizations will be well served to choose approaches that keep their options open with industry standards and modular, no-lock-in solutions, because poor choices now may lead to additional complexity, extra management overhead, and high switching costs later.

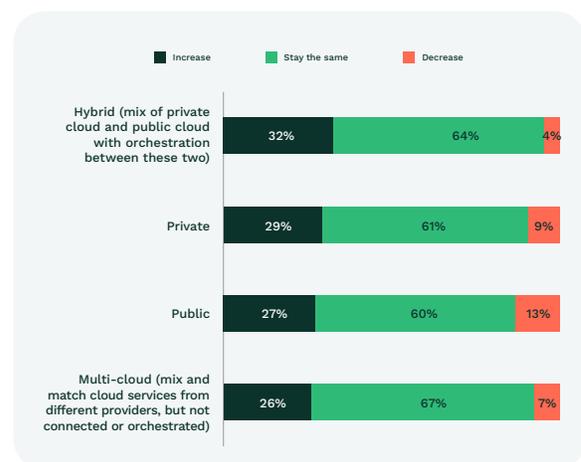


Figure 1 Expected change in use of different types of cloud services over the next two years¹

¹ Source: "How Today's IT Leaders are Daring to be Different", SUSE and Insight Avenue, 2020

New Ways to Manage Your Systems Efficiently

Managing your diverse environment has never been more complex, and the need for visibility into your systems has never been greater. Beyond the core Linux estate, many businesses are managing a storage environment, operating systems and tools, and databases, as well as applications running in multi-cloud, on-premises, IoT and edge environments.

When the management approach does not keep pace with this growing complexity, simply maintaining visibility can take up an ever-increasing amount of time and resources.

SUSE helps organizations cut through the complexity with a simple, powerful management solution that delivers value in just five days. One console provides insight into your IT environment, with a full-featured interface for managing and monitoring the software lifecycles.

Combining the market-leading open source solution with world-class services, SUSE puts you on the fast track to simplify and modernize management of your entire Linux environment – regardless of the distribution or location. See the difference that greater visibility, simplification of management, and improved security and compliance of your systems means for your organization.

Five Days to Value

SUSE accelerates your journey to simplify and modernize management of your entire environment with a solution that provides real value at a fixed cost. You'll work with technical, solution experts who will have you realizing rapid ROI from SUSE Manager in just five days.

Simplify

Implement one management tool that supports your entire IT environment. You can quickly onboard and manage any Linux server connected to the network no matter where it is located – in your data center, a third-party data center, in the cloud, or highly distributed. You have visibility into all of your systems from a single dashboard.

“Having a single tool for all 130 Linux systems... enables us to manage more Linux systems with the same team of administrators – a great competitive advantage for rku.it. SUSE Manager is intuitive and very easy to use.”

Thomas Kubitz, Data Center Services & Systems Technology, rku.it

Modernize

Heterogeneous environments mean patching, security and maintenance on every system on a different timeline. Now, you can automate patching and secure your systems automatically from a single console, including the capability to automatically detect and remediate configuration drift. You can better ensure compliance with internal security policies and external regulations with automated monitoring, tracking, auditing and reporting of your systems, VMs and containers across your

development and test configurations. Adopting a single centralized console solution lowers costs, reduces complexity, and boosts business agility.

“SUSE has been willing to reach out beyond their distribution to bring their type of management-and-configuration tools to support CentOS and other options. SUSE’s flexibility makes them the ideal provider for our solution.”

Aaron Conklin, Product Manager, Rackspace

Accelerate

Realize value in just five days with our solution that provides best practice guidance, real-world expertise and possible next steps for your transformation. In just five days, you can implement and benefit from a single management software solution that manages heterogeneous Linux systems across a variety of hardware architectures, hypervisors, containers, IoT, and cloud platforms, all from a single centralized console.

“Cutting a five-hour [upgrade] process to less than an hour is a significant gain, particularly when you multiply it out across all updates for all different clients.”

Matthieu Fatrez, Systems Administrator, oXya

Succeed with SUSE

SUSE's Five Days to Value solution delivers a combination of world-class expertise and the leading open-source infrastructure management tool to accelerate your adoption of a simple, effective management solution. Within just five days, you will gain visibility into your entire Linux estate, regardless of distribution or location.

SUSE Manager

[SUSE Manager](#) helps your enterprise IT Operations teams reduce complexity and regain control of your IT assets with a single tool to manage Linux systems across a variety of hardware architectures, hypervisors, as well as container, IoT and cloud platforms. It automates Linux server and IoT device provisioning, patching and configuration for faster, consistent and repeatable server deployment helping to optimize operations and reduce costs.

With automated monitoring, tracking, auditing and reporting of your systems, VMs, and containers across your development, test and production environments, you can ensure compliance with internal security policies and external regulations.

SUSE Global Services

Five Days to Value marries the expertise of the [SUSE Global Services](#) team with SUSE Manager to accelerate your adoption of this open-source solution. SUSE Global Services provides access to solution experts who work with you and your team to deploy and configure SUSE Manager based on our best practices from real-world experiences.

We'll explore your current processes for deployment and maintenance, discuss possible improvements, and then mirror the processes into SUSE Manager. Additionally, our team will conduct a short knowledge transfer session covering SUSE Manager.

Accelerate your journey to simplified and modernized management of your Linux environment with a solution that delivers value in just five days. By combining the leading open source management solution with world-class services, SUSE helps you gain greater visibility into your systems and control your assets from a single console, to boost efficiency and business agility.

Contact us for more information on Five Days to Value, or learn more about our solutions:

[Five Days to Value](#)
[SUSE Manager](#)
[SUSE Global Services](#)



Thank You

SUSE
Maxfeldstrasse
90409 Nuremberg
www.suse.com

For more information, contact SUSE at:
+1 800 796 3700 (U.S./Canada)
+49 (0)911-740 53-0 (Worldwide)