Charmed OpenStack
Enterprise cloud platform engineered for price-performance

Product overview
Charmed OpenStack provides a cost-efficient extension to the public cloud infrastructure, empowering businesses to optimise their CapEx and OpEx costs in multi-cloud environments and to lower the TCO of their cloud infrastructure.
Charmed OpenStack is an enterprise cloud platform, designed to run mission-critical workloads. Where telcos, financial institutions, hardware manufacturers, government institutions and enterprises can host their services with confidence, and maintain focus on delivering core business benefits.

Price-performance guaranteed
The highest performance private cloud at the lowest price. We embed price-performance in the product to decrease TCO, and thereby expanding the budget for innovation.
Optimal architecture
An optimal architecture for cloud platform implementation comes through a careful hardware selection process and persistent performance benchmarking. Canonical constantly looks above and beyond to include the best-of-breed technologies in the reference architecture for Charmed OpenStack, while not putting a pressure on the budget.

Better price
Canonical uses a fully transparent pricing structure to enable predictable long-term budgeting. Refer to the table below for basic service fees:

<table>
<thead>
<tr>
<th>Service</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Design and delivery</td>
<td>$75,000 per engagement</td>
</tr>
<tr>
<td>Commercial support</td>
<td>$1,500 per machine per year</td>
</tr>
<tr>
<td>Fully-managed service</td>
<td>$5,475 per machine per year</td>
</tr>
</tbody>
</table>

Smart operations
Charmed OpenStack is an OpenStack distribution based on OpenStack Charms. By packaging OpenStack operations code and executing it in a fully automated way, Charmed OpenStack significantly simplifies OpenStack deployment and operations thereby offloading operations staff and reducing OpEx costs.

Deployed, supported, fully-managed
From the initial design to daily operations, Canonical supports its customers at every stage of their cloud journey.

OpenStack design and delivery
The best way to succeed with OpenStack is to engage the experts at the very beginning. Private Cloud Build (PCB) and PCB Plus are fixed-price consulting packages from Canonical tailored to customer needs, including design workshops and Charmed OpenStack delivery on reference architecture and certified hardware.

Commercial support for OpenStack
Canonical provides commercial support for Charmed OpenStack under the Ubuntu Advantage for Infrastructure (UA-I) subscription. UA-I includes phone and ticket support, production-grade SLAs, regulatory compliance and hardening programmes, and ten years of security updates. All that is needed to run a production cloud with confidence.

Fully-managed OpenStack
Canonical’s Managed OpenStack is a cloud operations and maintenance service for Charmed OpenStack which accelerates time to market for customers who do not have sufficient knowledge and resources to operate the cloud by themselves. Managed OpenStack is the more cost-efficient option for up to 200 machines.

Predictable release cadence and upgrade path
Every upstream OpenStack version brings new features, improvements and bug fixes. Canonical recognises the value these updates bring and provides support for every OpenStack version in two weeks from the upstream release. Moreover, each OpenStack version that comes together with Ubuntu LTS is supported by Canonical for up to ten years. In order to benefit from the latest features, customers can easily upgrade between consecutive OpenStack versions in a fully automated way. All of that to ensure non-stop availability of services and reduce the operations overhead.

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*Note: The table and diagram provided in the image are not included in the natural text representation.*
Interoperability across various platforms

Canonical partners with leading semiconductor companies, hardware vendors, network equipment providers and open source communities to ensure interoperability of Charmed OpenStack across various platforms and design an optimal architecture for private cloud implementation. Supported platforms include:

- **CPU**: Intel, AMD, ARM, POWER
- **Hardware**: Dell, Lenovo, HPE, Cisco and more
- **SDN**: OVN, OVS, Juniper Contrail, Cisco ACI
- **Storage**: Ceph, iSCSI, Pure Storage, NetApp, LVM
- **Architecture**: Hyper-Converged, Converged, Fully Disaggregated

Carrier-grade features and extensions

- Extendable containers layer
- 100 Gbps networking with OVS hardware offload
- SR-IOV, DPDK, CPU pinning, NUMA, hugepages
- Up to 10 years of security updates
- Regulatory compliance and hardening
- Encryption in flight and at rest
- Total bottom-up automation including upgrades
- IaC and CICD integration capabilities
- Data durability and data protection
- Integrated observability stack

Who uses OpenStack on Ubuntu?

<table>
<thead>
<tr>
<th>Telefónica</th>
<th>ACI</th>
<th>Cisco</th>
<th>Gendarmerie nationale</th>
<th>Bloomberg</th>
</tr>
</thead>
<tbody>
<tr>
<td>BT</td>
<td>BNP Paribas</td>
<td>T-Systems</td>
<td>KAUST</td>
<td>Daimler</td>
</tr>
<tr>
<td>MTC</td>
<td>Rabobank</td>
<td>NEC</td>
<td>Best Buy</td>
<td>Spectrum Health</td>
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Contact us

For more information about Canonical’s Charmed OpenStack visit [ubuntu.com/openstack](http://ubuntu.com/openstack) or call direct: (EMEA) +44 203 656 5291; (US) +1 737 204 0291.