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FAST TRACK TO OPENSTACK INFRASTRUCTURE WITH FUJITSU AND RED HAT

PARTNER SOLUTION BRIEF

"IDC believes that the joint Fujitsu and Red Hat offering represents a strong value proposition to customers interested in making their hybrid cloud more managed, controlled, and orchestrated; i.e., have a hybrid cloud by design and not by default."[1]

INTRODUCTION

Organizations are turning to the cloud to fill their infrastructure needs and power the applications that address complex business problems. Many customers wonder where to start when they first decide to deploy cloud solutions in the datacenter. Integrating servers, storage, networking, and software can be difficult, and it often requires unique skills. Extensive testing is necessary because the compatibility of the individual components is not always guaranteed. This do-it-yourself approach introduces significant risks.

Red Hat and Fujitsu have partnered to offer an efficient, cost-effective solution: FUJITSU® Integrated System PRIMEFLEX® for OpenStack® Red Hat® Edition. This solution delivers a predefined, pre-integrated, and pretested combination of datacenter components, including servers, storage, network connectivity, and Red Hat OpenStack Platform software.

PRIMEFLEX FOR OPENSTACK RED HAT EDITION

PRIMEFLEX integrated systems reduce complexity, shorten time to production, minimize risk, and contribute to operational efficiency, better resource utilization, and cost savings. These systems are tailored to allow organizations to start small and grow on demand. Fujitsu provides a broad range of deployment options based on validated configurations, taking various customer engagement levels and use cases into account. No matter where you start–whether you want to take your first steps toward OpenStack or need to evaluate application deployment and backup concepts, high-availability, or enhanced software-defined networking options–Fujitsu provides a configuration that matches your needs.

OpenStack uses an open source community development model and is cost-effective, avoids vendor lock-in, runs on commodity hardware, and delivers rapid innovation. OpenStack solutions can underpin an organization's digital transformation, linking public cloud, private cloud, hosted private cloud, and traditional on-premise systems. Fujitsu uses OpenStack as a common technology basis for its cloud service platforms.

ABOUT FUJITSU

Fujitsu is the leading Japanese information and communication technology (ICT) company, offering a full range of technology products, solutions, and services. Approximately 140,000 Fujitsu people support customers in more than 100 countries. Fujitsu uses their experience and the power of ICT to shape the future of society with their customers.

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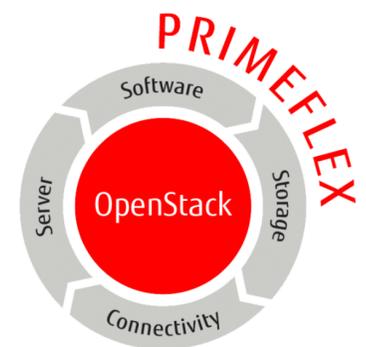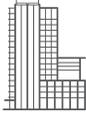|	
Cloud management	Red Hat OpenStack Platform
Server virtualization	Kernel-based Virtual Machine (KVM)
Compute	FUJITSU Server PRIMERGY® RX2530 M4, RX2540 M4, CX400 M4
Storage	FUJITSU Storage ETERNUS® DX, CD10000 (Red Hat Ceph), NetApp FAS/AFF
Network	Cisco, Extreme Networks, Arris

Figure 1. *Fujitsu PRIMEFLEX architecture*

[1] IDC Partner Spotlight, "Fujitsu and Red Hat's Integrated Solution to Enable Hybrid Cloud and Digital Transformation." Michael Ceroici and Archana Venkatraman. March 2018. https://fujitsu.redhat-partner.com/resources?action=download&request=assets/IDC_Partner_Spotlight_Fujitsu_EMEA43641918-Web.pdf

ABOUT RED HAT

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to provide reliable and high-performing cloud, Linux, middleware, storage, and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As a connective hub in a global network of enterprises, partners, and open source communities, Red Hat helps create relevant, innovative technologies that liberate resources for growth and prepare customers for the future of IT.

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In addition to the core OpenStack platform components, Fujitsu offers a broad choice of validated extensions for improved operational efficiency. These extensions cover:

- Software-defined storage: FUJITSU Storage ETERNUS® CD10000
- Software-defined networking: Midokura Enterprise Midonet
- Monitoring: FUJITSU ServerView® Cloud Monitoring Manager
- Cost management: FUJITSU Cloud Service PICCO®
- Enterprise portal: FUJITSU Software Enterprise Service Catalog Manager
- Application delivery and migration: UShareSoft UForge AppCenter

Fujitsu provides optimized deployment services for PRIMEFLEX for OpenStack Red Hat Edition to get your OpenStack cloud environment up and running smoothly. Additional professional services include assessment, design, and customized integration. For configurations based on approved solution components, Fujitsu provides a single point of contact for support.

RED HAT OPENSTACK PLATFORM

Red Hat OpenStack Platform combines the power of Red Hat Enterprise Linux® with OpenStack technology to deliver a scalable foundation to build and manage an open private or public cloud. Red Hat OpenStack Platform uses Red Hat Enterprise Linux as the operating environment for services, access to hardware resources, and third-party integration with existing or new systems. Red Hat Enterprise Linux provides system-wide performance, scalability, and security as an operating system for the guest applications running in these virtual environments. For customers considering an OpenStack deployment, it matters which OpenStack distribution and which Linux offering to choose. Red Hat—recognizing the critical interdependencies between the two—co-engineered them with closely aligned product engineering teams.

FUJITSU AND RED HAT STRATEGIC ALIGNMENT

Fujitsu, a Red Hat Global Alliance Partner, works with Red Hat to jointly serve global customers. Red Hat OpenStack Platform and Red Hat OpenShift® Container Platform are embedded in the reference architecture of PRIMEFLEX for OpenStack Red Hat Edition. Fujitsu provides design support, implementation best practices, and a single point of contact for post-sale support. Fujitsu also offers integrated support with a single point of contact for hardware and software issues that reduces your maintenance efforts.

CONCLUSION

Fujitsu supports you through every phase in your transition to Red Hat OpenStack Platform, which offers a number of benefits:

- **Improved scalability.** Start small and grow as you go with validated reference architectures providing a proven foundation.
- **Decreased time to value.** Reduce deployment risk and shorten time to production with on-site deployment service.
- **Increased efficiency.** Gain improved operational efficiency with a broad range of extensions on top of the core Red Hat OpenStack Platform.
- **Open source value.** Avoid vendor lock-in and benefit from seamless integration into the overall OpenStack ecosystem.

LEARN MORE

Learn more about Fujitsu and Red Hat joint offerings at https://fujitsu.redhat-partner.com/resources or contact primeflex-pm@ts.fujitsu.com.