

Ubuntu OpenStack for the telecoms industry

The fastest and most cost-effective way to create your cloud infrastructure

Everything you need for your cloud

Whether you're a telecoms provider launching a public cloud for your customers, building a private cloud for internal use, or planning an overhaul of your networking infrastructure via technologies like SDN and NFV, OpenStack has to feature highly on your list as a platform that has become the de facto standard for building cloud infrastructure worldwide. However, choosing the right OpenStack distribution; one that offers you all the tools you need to build a robust and scalable cloud, comes with an implementation partner that brings vast experience in projects very similar to yours, and offers you an open and expanding ecosystem to ensure you find exactly the right solution for your needs, can make all the difference between a drain on your time and resources, or a smooth and hassle-free OpenStack implementation. At Canonical, we have worked with 7 of the world's largest telcos to implement highly innovative cloud solutions. We have used this expertise to create a comprehensive portfolio tailored to the needs of telcos and service providers, offering the highest SLA's in the industry while keeping costs manageable and predictable.

The definitive OpenStack distribution

Ubuntu has been a cornerstone of the OpenStack project since the beginning and today, it offers you the fastest, easiest and best-supported route to an OpenStack cloud, with more than half the world's OpenStack deployments now built on Ubuntu.*

Ubuntu was the original reference operating system for OpenStack and it remains the closest Linux distribution to the OpenStack trunk. Ubuntu and OpenStack work to the same release schedule, to ensure new features are developed in lock-step. Canonical offers support for both Ubuntu and OpenStack, for up to 5 years for the LTS releases, giving you the stability and peace of mind you need.

Ubuntu has the most mature and rigorously tested OpenStack ecosystem as part of Canonical's OpenStack Interoperability Lab (OIL), in which thousands of combinations of popular OpenStack products and services are tested every week. And we offer the tightest support SLAs in the business – another reason the world's telcos depend on us to deliver the capacity, uptime and expertise they need.

*55% of OpenStack deployments are built on Ubuntu (Source: OpenStack Foundation Survey 2014)



Learn fast with Jumpstart training

Our Ubuntu Jumpstart training service is a great way to begin your journey, with minimal investment. It comprises two days of technical training, covering Ubuntu, OpenStack and its associated tools (including MAAS, Juju and Landscape). Delivered on your premises by Canonical engineers it also allows you time to experiment and evaluate on your own.

Our engineer will bring an Ubuntu Orange Box to your site. This is essentially a cloud in a box: a self-contained ten node server cluster, ready to run Ubuntu and OpenStack. The cloud environment can be built on the box and torn down again as often as necessary, making it the perfect training tool. You can experiment with building clouds, or testing your existing or new workloads before investing in a new infrastructure. The box is yours for two weeks, after which our engineer returns for a discussion on moving from proof of concept to a production cloud.

Learn more at ubuntu.com/cloud/tools/jumpstart-training

Allow the experts to build and run your cloud

The BootStack service sees Canonical experts create, run and support your OpenStack cloud, with the option to transfer responsibility to your team at a point in the future that suits you. The cloud can be built in your datacentre, or as a hosted service with one of our partners.

Build: using unique tools for hardware provisioning and service deployment, our engineers will work with your team to understand your requirements, presenting multiple design options to choose from.

Operate: our team will monitor and manage your Ubuntu OpenStack cloud, including all infrastructure components. Our SLA covers normal capacity for a cloud of any size, including uptime and responsiveness at all times.

Transfer: you can take control of your cloud at any time. In the meantime, BootStack lets you to redirect development resources from public clouds to your own platform, with minimal delay.

BootStack gives you a fast and foolproof route to an enterprise-scale, production telco cloud, with the peace of mind you only get from Canonical's 24/7 support.

Learn more at ubuntu.com/cloud/tools/bootstack

Service orchestration made simple

When you're running a cloud, you need the flexibility to deploy and connect services as requirements arise, often without a central understanding of how everything fits together. Juju, Canonical's service orchestration tool, is the solution.

Designed to work by itself or co-exist with tools like Puppet and Chef, Juju uses charms – collections of configuration information for specific cloud services – to deploy services and automatically manage them as your cloud evolves. There are now over 100 charms available and the number is growing all the time.

Learn more at juju.ubuntu.com

Provision your servers in seconds

Metal as a Service (MAAS) is a tool designed specifically to provision the hardware on which you plan to build your Ubuntu OpenStack cloud. Through a simple web interface you can commission, update and recycle physical servers at will. As your needs change, you can respond rapidly, adding new nodes and dynamically re-deploying them between services. When the time comes, nodes can be retired for use outside your cloud. It means the physical hardware on which your cloud is built can now be managed and moved around as easily as if it were virtual.

Learn more at maas.ubuntu.com

Certified Ubuntu images for your customers

If you're considering a public cloud for your business customers, the Ubuntu Certified Public Cloud programme lets you make certified Ubuntu Server images available to them, along with management, monitoring and commercial support from Canonical, which can mean additional revenues for you. As a partner in the Ubuntu Certified Public Cloud programme you can expect:

- Certified Ubuntu cloud images, tuned and tested to your environment
- Regular refresh of Ubuntu images
- Automated publication across all cloud availability zones
- Local Ubuntu archive mirrors for fast maintenance and software installation
- Joint marketing, including promotion on the Ubuntu website and the right to use Ubuntu Public Cloud certification logos
- Revenue-sharing upsells of management tooling and Ubuntu support offerings

Learn more at ubuntu.com/cloud/ecosystem

Industry-leading support services

With offices around the world, Canonical is a key provider of development and design expertise to both the Ubuntu and OpenStack projects. It is also the number one supplier of Ubuntu enterprise services. Canonical's Ubuntu Advantage programme provides 24/7 support, over the phone or on your premises. It also includes licensing for Landscape, Canonical's cloud and systems management service.

Our support team offers the tightest and most comprehensive SLAs in the industry, closing hundreds of Openstack tickets every month. Our consulting team, meanwhile, has unparalleled experience in creating OpenStack clouds for the telecoms industry. They can design, build and scale your cloud from the ground up, minimising time to production.

Learn more at ubuntu.com/cloud/management

How do I find out more?

To learn more about Ubuntu and Canonical, please visit ubuntu.com/cloud

To discuss your cloud project, please fill out the contact form at ubuntu.com/cloud/contact-us or use our chat function for instant sales support.