







We need a NOS to run multi-vendor switches and port our applications

Should I keep choosing OEMs again?

Expensive, non-customizable, app porting is vendor-dependent...hmmm

What about disaggregated NOS' like Cumulus, Pica8, Big Switch?

These are great, but they come with license fees and are not really open...

Wait...I've heard about OpenSwitch (OPX) NOS – open, portable, extensible





Open and Premium NetApps choice

Portability

Free Open OPX Network **Operating System Base**

Integratability

Diversified White Box Hardware



OUR VISION

Production-Ready Grade Feature-Rich Robust NOS **Extensible Control Planes**

OUR DELIVERY

OPX NOS as an Open Code Composable System Design A Reliable Turnkey Solution

OUR MISSION

Create Live Community Support Eco-System of Operators/Vendors/ODM

THE LINUX FOUNDATION













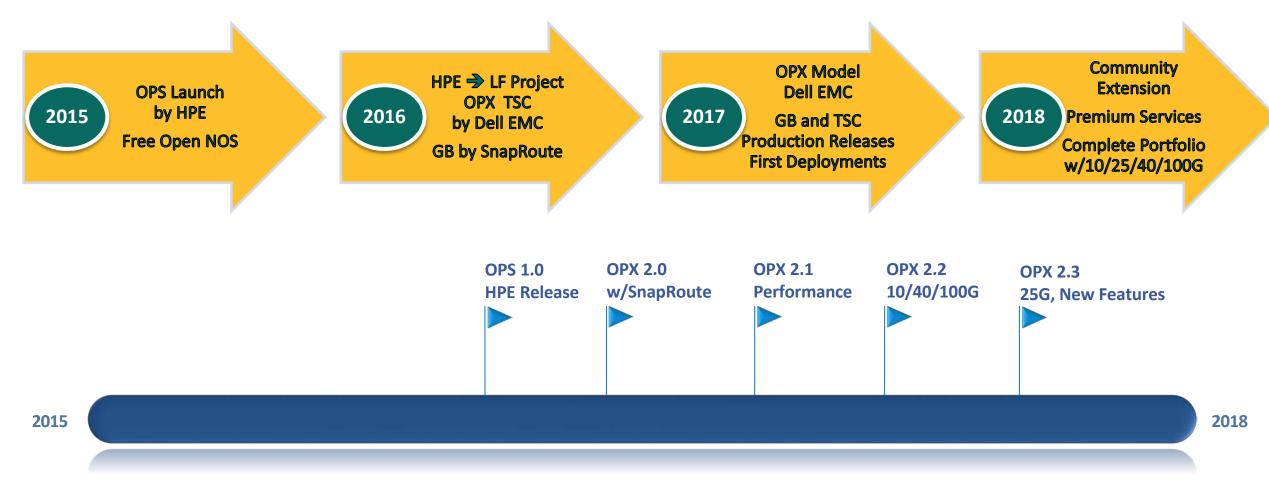






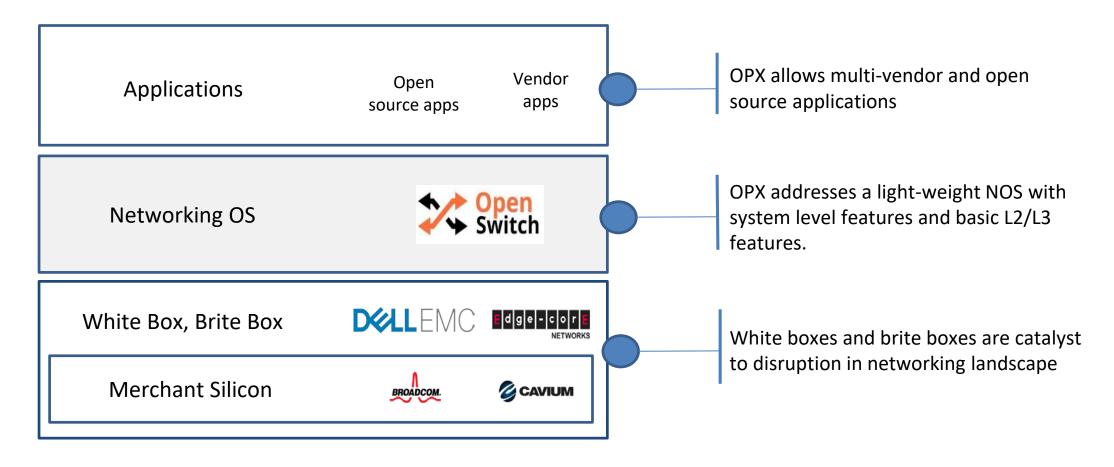


Historical Perspective





OPX Ecosystem





OPX Value Proposition – Operators



Composable network – TCO savings

- Disaggregation to decouple SW and HW refreshment cycles
- Deploy free NOS Base + Premium services per place-in-network needs
- Cost effective model to scale out and scale up



Network agility and features velocity – DevOps savings

- Open source to allow solutions customizations
- Extensible to support new platforms
- Portable to integrate new applications



Network reliability and stability

- Based on field-deployed SW and HW
- Field-proven commercial and open source protocols



OPX Value Proposition – Vendors



Business model to monetize the investment

- Hardware vendors increase SAM through OPX ecosystem
- Software vendors commercialize on Premium services
- Integrators professional services are always in need...



Access to a large customer base

Via developed marketing and sales funnel



Develop partnerships with industry leaders

Innovate collaborative solutions integrating with the market leader products



Business model:

vague relations between operator needs and ecosystem members monetization

Leadership:

not strong enough, insufficient expertise /investment

Market demand:

customer base is not diversified enough for the product or solution



Business model:

Alignment that makes commercial sense to operators and the ecosystem members

Leadership:

strong direction by the industry leader with the relevant expertise

Market demand:

strong need for the solution among broad customer base



Open-source software – benefits and concerns

Major benefits of open-source software

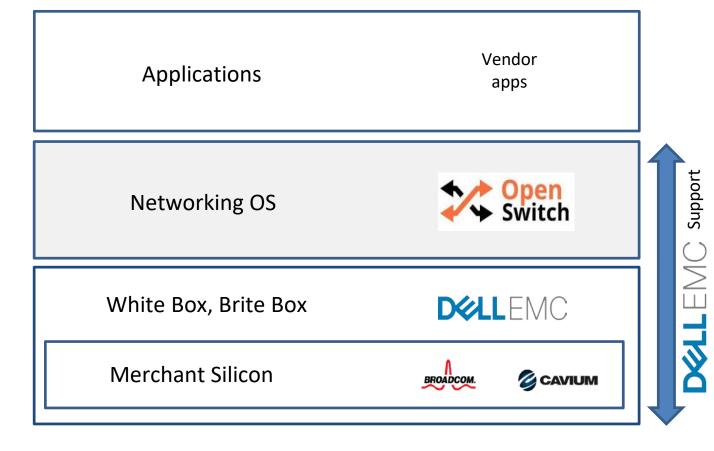
- Community contribution to unleash innovations at a faster pace
- Easy integration and customization
- No vendor lock-in and no CAPEX

Major concerns

- Who will support it for production deployment?
- Do we have enough investment and collaterals to make it a viable option?
- What are the hidden cost?
- What are the perceived risks?



OPX is different and poised to succeed



Why OPX brings confidence?

- ✓ Dell EMC offers support for OPX on Dell EMC switches
- ✓ OPX is a cornerstone in Dell EMC Open Networking strategy. OPX supported on Dell EMC Networking's mainstream switches.
- ✓ As Dell EMC Networking innovates new features for its NOS (OS10), more features will be contributed back to OPX community



Dell EMC ON Strategy

Open Hardware

- Dell EMC ONIE-enabled hardware for data center and campus
- Dell EMC supported 3rd party supported software packages

OS10 Open Edition

- Dell EMC supported open source base software
- Add 3rd party, customer developed, or open source apps

OS10 Enterprise Edition

- Dell EMC developed fully featured L2/L3 stack, compatible with OS9
- Built-in advanced capabilities for fabric automation







Open Source Base



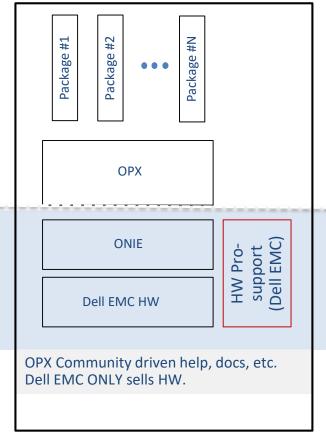
Open Source Validated

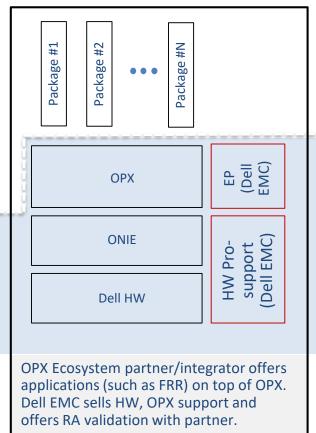


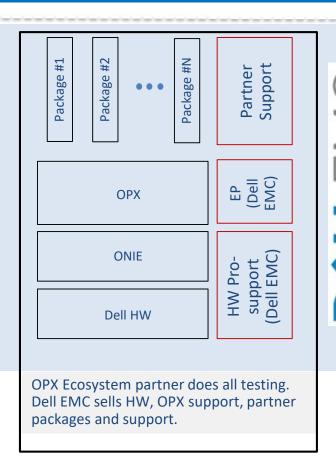
Open Source Commercial









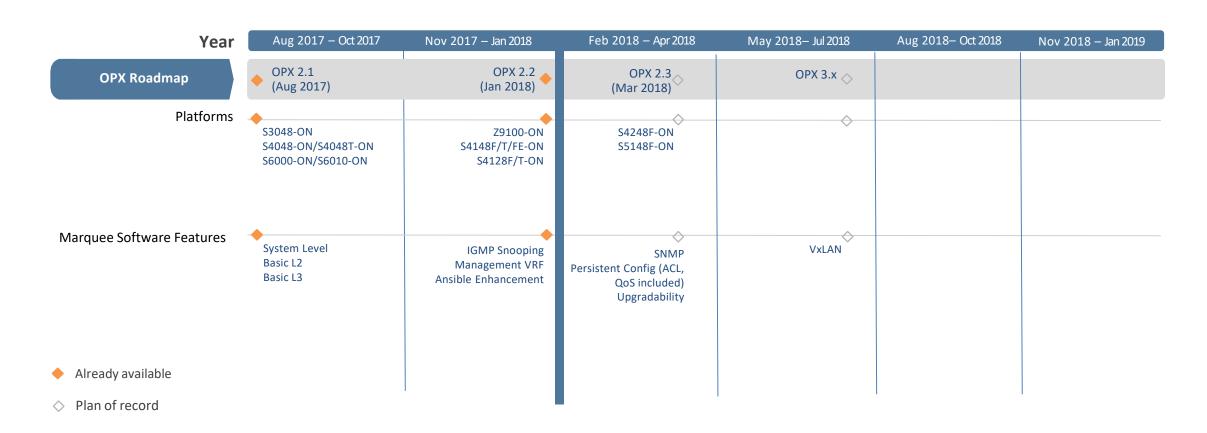


components highlighted

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OPX Roadmap





OPX 2.2 Features

Hardware	System Level		L2 Basic	L2 Multicast	L3 Basic	VRF
Dell EMC support	 Linux Debian 8.7 QoS CoPP Ingress policing, Egress shaping Traffic monitoring SPAN, RSPAN SFLOW NTPv4 API support REST Python C/C++ YANG 	Application support Ansible enhancement SSH FTP NTPv4 Syslog Security AAA PAM Radius TACACS+	 LLDP LAG LACP 802.1p/q PVST STP MAC learning MAC ACL ACL custom fields 	• IGMP snooping	 IPv4/v6 Linux stack ICMP ARP DHCP DNS DSCP ECMP Switch virtual interface ACL IPv4/v6 ACL custom fields 	Mgmt VRF



Example Applications Running on OPX

Free Range Routing (FRRouting) – IP routing protocol suite for Linux that provides protocol daemons for BGP, OSPF, etc.



Inocybe – Open Networking solution using OpenDayLight as a CPS interface



hsflowd – sflow daemon adapted by InMon to get data from the NPU via CPS



Webmin – web-based system configuration tool on OPX



Broadview – software suite to offer programmable access to Broadcom switch internals



Looking Glass – system monitoring tool that displays platform info using information from kernel and CPS



Cavium telemetry – software suite to offer telemetry for Cavium switch internals





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