



# Charmed OpenStack

Enterprise cloud platform engineered for price-performance.

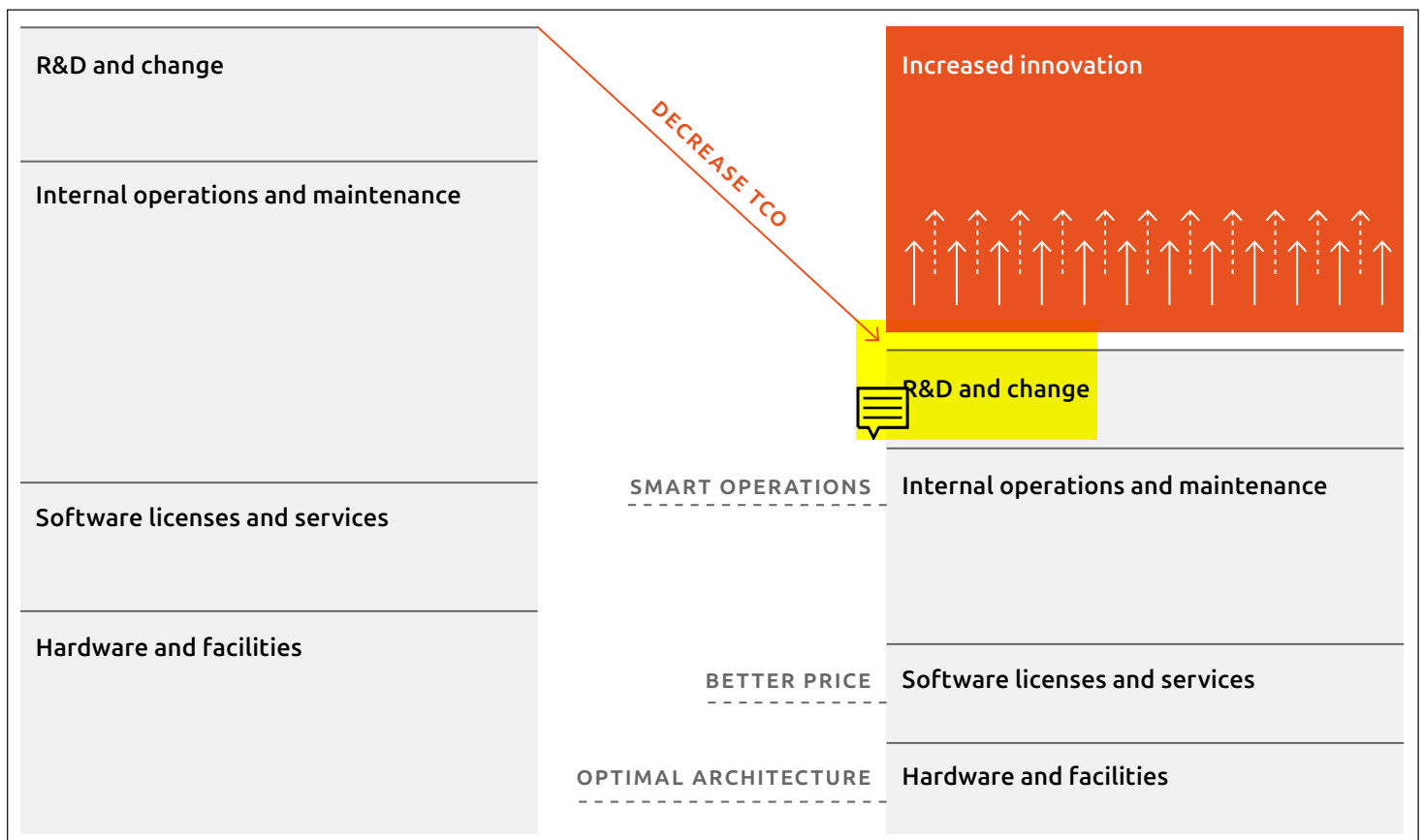
## Product overview

Charmed OpenStack provides a cost-effective extension to the hyperscaler infrastructure, empowering businesses to optimize 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 cloud platform 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:

Service	Price
Design and delivery	\$85,000 per engagement
Commercial support	\$1,500 per machine per year
Fully-managed service	\$5,475 per machine per year

## 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.

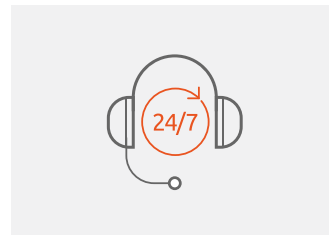
## Deployed, supported, fully-managed

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



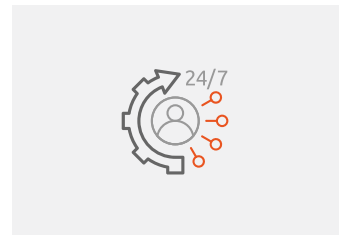
### OPENSTACK DESIGN AND DELIVERY

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.

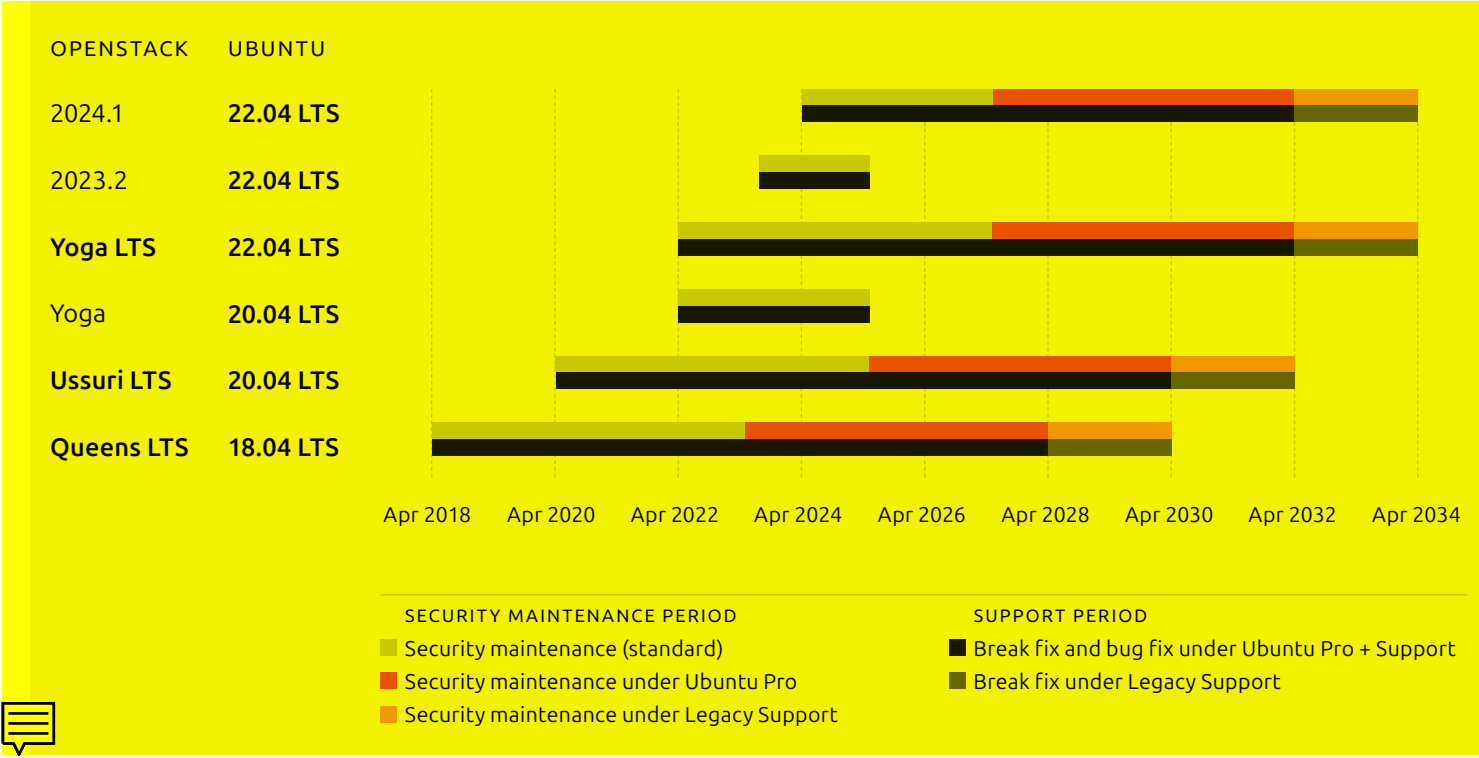


### Fully-managed OpenStack

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.



# 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 cloud implementation. Supported platforms include:

- **CPU:** Intel, AMD, ARM, POWER
- **Hardware:** Dell, Lenovo, HPE, Cisco and more
- **Storage:** Ceph, iSCSI, Pure Storage, Dell PowerFlex, NetApp
- **Architecture:** Hyperconverged, Converged, Fully disaggregated

## Carrier-grade features and extensions

- Extendable containers layer with Kubernetes
- Composable infrastructure with DPUs
- HPC and AI/ML workloads support with NVIDIA vGPU
- SR-IOV, DPDK, CPU pinning, NUMA, hugepages
- Up to 12 years of security updates
- Regulatory compliance and hardening
- Total bottom-up automation including upgrades
- IaC and CICD integration capabilities
- Data durability and cloud-native data protection
- Integrated observability stack

## Who uses OpenStack on Ubuntu?

**Bloomberg**



**BNP PARIBAS**



**UNICC**



Bundesamt  
für Sicherheit in der  
Informationstechnik

**smartfren.**

**Mercedes-Benz Group**

**Rabobank**



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## Contact us

For more information about  
Canonical's Charmed OpenStack visit:

[ubuntu.com/openstack](https://ubuntu.com/openstack)