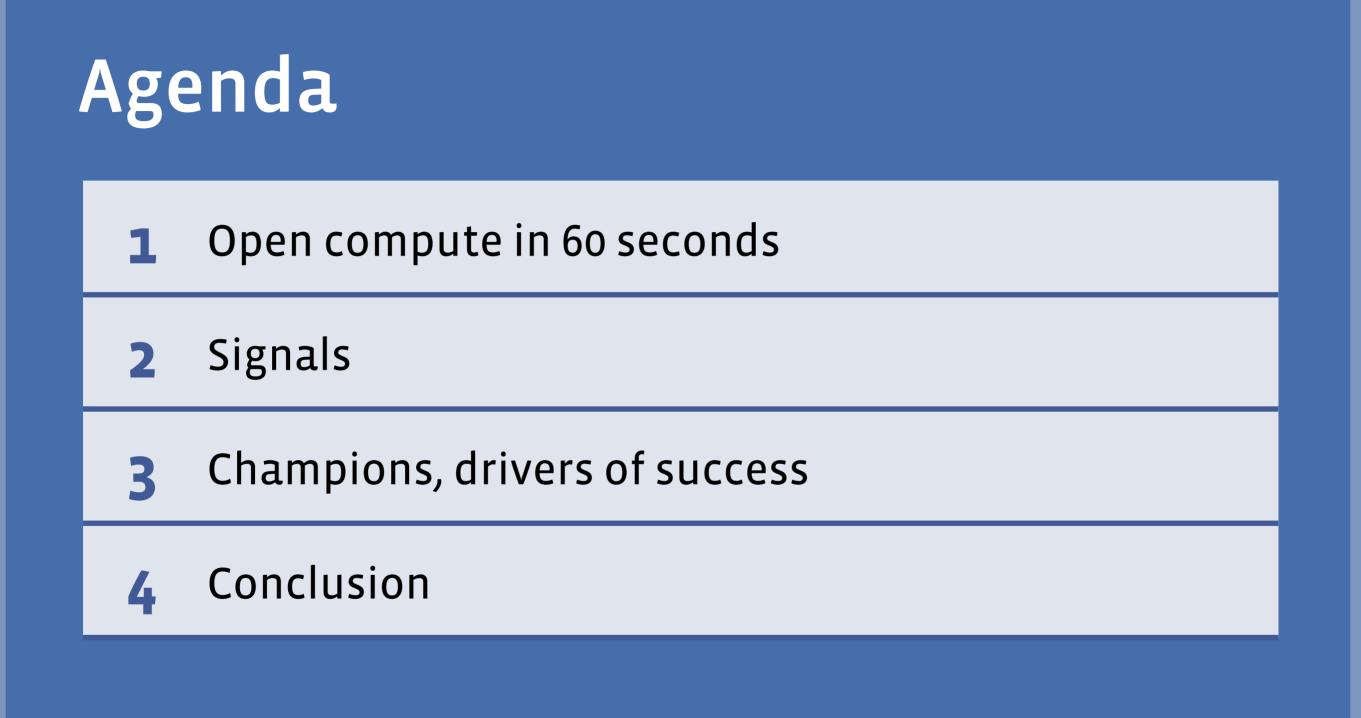


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Open compute project Lessons learnt

John Kenevey September 3rd 2014



OCP in 60 seconds

Capx savings of ~25%, energy efficiency savings of ~38%

- Operational framework
 - Community
 - Economics
 - Institutional support
- Community enablement
 - Self-sustaining communities
 - Tooling: provide necessary tools e.g. wiki's, spec's.
 - Knowledge sharing

OCP in 60 seconds

Measures of success

Brand and community

- Building brand via community.
- IP Contributions
 - Securing IP from the supply chain.
- Adoption
 - Removing barriers to enable adoption.

Signals Standards, adoption, contributions

- Standards
 - open rack; instead of consolidating and standardizing we got 7 contributions; the industry responded; that the barriers to entry for rack design is low; PSU v2 will change those barriers.

Adoption

 the feedback we get is that our product velocity is too fast to allow adoption.

Contributions

 we have been impressed by the willingness of the industry to open up and contribute IP.

Champions

What's drives the success of open source

- Internal champions
 - The story of Linux in Wall Street; Head Bubba.
- Value creation via open source
 - OS is a transfer of intellectual capital. It has inherent value.
 - Facebook has open sourced ~10M lines of code.
 - Facebook has saved \$1.2B over 4 yrs focusing on efficiency (hw + sw).

Commoditization

 Open source and technology transfer increase the rate of commoditization, in turn increasing the utility of the market.

Conclusions

Technology non-profits

- "We always overestimate the change that will occur in the next two years and underestimate the change that will occur in the next ten.
 Don't let yourself be lulled into inaction." Bill Gates
- Organizations, projects and technologies such as ONF/SDN, NFV, Wedge (facebooks white box switch), OCP, openstack; are all underestimated by the incumbents.
- Tipping point; the cloudification of the telco's; the telco's desire to move from their CO's to data centers; SDN/NFV/OCP/Openstack are all positioned to make that more fluid.

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