

Joint Value Proposal

At-a-Glance

OpenMetal and Storware joined forces in 2023 to bring rapid-to-launch, cost-efficient, and scalable solutions to the cloud market. OpenMetal offers on-demand private cloud solutions built on OpenStack and Ceph, designed to be user-friendly, operationally efficient, and a compelling alternative to the public cloud. Storware complements this by providing robust data protection that is seamlessly compatible with OpenStack and Ceph, ensuring reliability, security, and efficiency in backup and recovery for OpenMetal users.

About Storware & OpenMetal

Storware is a European vendor of an enterprise data backup and recovery system characterized by stability and excellent integration possibilities. It secures data of virtual machines, containers, and cloud environments, including Microsoft 365, applications, and storage providers. Moreover, Storware enables corporate data to be stored in multiple backup destinations, such as file systems and object storage, and can act as a proxy for enterprise backup providers. It offers support for the largest number of vendors on the market, both open and commercial. Storware successfully offers products through the worldwide distribution and partner channel. The Company was set up in 2013 in Warsaw, Poland.

OpenMetal is a leading private cloud infrastructure provider specializing in hosted private clouds and bare metal solutions. Powered by open-source technologies like OpenStack and Ceph, OpenMetal delivers scalable, high-performance, on-demand private cloud environments for businesses, especially those seeking alternatives to public clouds and closed source systems. Trusted by SaaS providers, hosting companies, MSPs, and enterprises, OpenMetal empowers organizations to reduce costs, eliminate vendor lock-in, and seamlessly run modern workloads, including DevOps, AI, and open-source projects. With data centers in the US and Europe and plans to expand into Asia, OpenMetal is redefining private cloud infrastructure on a global scale using open standards and customer-first solutions.

Common Customer Pain Points Solved by this Partnership

- High costs associated with current cloud infrastructure
- Complicated cloud billing
- Lack of time or resources to setup private cloud infrastructure
- Lack of access or control over cloud infrastructure
- Lack of knowledgeable staff to manage and optimize cloud resources
- Inability to perform comprehensive system health checks
- Delay in time to go to market or project launches
- Need for experienced assistance in management and operations
- Complexity in integrating backup tools effectively
- Weak security measures, leaving systems vulnerable to ransomware
- High latency and slow recovery times during system restoration

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Ideal Customer empowered by Storware and OpenMetal:

Geography: North America and Europe (Asia expansion upcoming)

Cloud Spend: Over 15k USD/month on public cloud

Industry: SaaS providers, hosting providers, and web services

Key needs: Robust, easy-to-launch, scalable, cost-optimized cloud infrastructure

Engagement Channel: Direct interaction with end-user

Experience Level: Familiarity with OpenStack basics but could be lacking an internal DevOps team

Hypervisors Preferences: Current OpenStack users or those seeking alternatives to closed-source systems like VMware

Frequently Asked Questions:

Storware

Is Storware a new player in the data protection market? Storware has been delivering reliable solutions for over 10 years and serves more than 4,000 customers worldwide, including in North America. Furthermore, Storware collaborates with a broad network of commercial partners and technical alliances to provide customers with a powerful product for robust backup and data recovery solutions.

Does Storware support VM migration? In its latest 7.1. release, Storware announced seamless migration with OpenStack environment, providing optimization of multi-cloud environment. Customers that start off on the OpenMetal private cloud infrastructure platform are then assured of both reliable data preservation and accelerated time-to-market for their projects.

How does Storware license? Before selecting the appropriate licensing option, customers can take advantage of a free trial to explore the benefits of an enterprise-grade backup and recovery solution tailored to their business needs. Storware provides both subscription-based licensing and perpetual licensing models, offering flexibility with various term options.

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Frequently Asked Questions:

OpenMetal

How is OpenMetal innovating cloud infrastructure? OpenMetal's on-demand hosted private cloud combines public cloud agility with private cloud security and efficiency. With approved access, customers can deploy a private cloud in under a minute, ready for Day 2 operations, something that was only possible before on the public cloud. On average, customers transitioning from public cloud save 60% on costs while improving operational efficiency.

How does OpenMetal help save on public cloud costs? OpenMetal's private cloud, built on enterprise open source technologies - OpenStack and Ceph, eliminates software licensing fees. Its fixed, transparent hardware costs and direct resource control help prevent overspending. OpenMetal also offers generous bandwidth allotments, fair 95th percentile egress pricing, ramp pricing, and long-term discounts. All of these add up to a highly cost-efficient private cloud, without the complicated bloat and unpredictability of the public cloud cost model.

How to get started with OpenMetal? Companies seeking to evaluate OpenMetal Cloud can enjoy complete access to a private cloud for up to 30 days without incurring any costs. They will also get access to a dedicated account manager and a senior technical lead will be made available to help them prove the value of OpenMetal cloud for their business use case.

Contact

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See common video: [OpenStack Reimagined: Driving Innovations in Cloud](#)