

GUIDE

Support Subscriptions



OpenNebula is the most advanced and flexible open-source platform for data center virtualization and enterprise cloud computing, offering unique, state-of-the-art features for cloud management and providing the integration capabilities that many enterprise IT shops need for internal cloud adoption. OpenNebula is certified and long-term, commercially supported for its operation in production environments. There is only one OpenNebula distribution and it is fully open-source.

You can choose between three different levels of support depending on your level of commitment to the project and your needs:

- **Community Support:** Developers, researchers and technical enthusiasts to test and evaluate the capabilities of the software, and to build cloud environments for research purposes.
- **Commercial Basic Support:** Corporations, research centers and governments that require expert support assistance with basic SLAs during customization and building phases or to operate small cloud environments for testing/development applications.
- **Commercial Production Support:** Corporations, research centers and governments that require expert support assistance with production SLAs to operate a cloud environment for production applications.

Benefit	Community Support	Commercial Basic	Commercial Production
SOFTWARE			
Certified Software	✓	✓	✓
Open-source Code	✓	✓	✓
Regular Updates and Migration Path	✓	✓	✓
Maintenance Releases	✓	✓	✓
Hotfix Releases		✓	✓
Enterprise Add-ons and Tools		✓	✓
Service Packs			✓
Product Influence			✓
Minor Enhancements			✓
DOCUMENTATION AND TRAINING			
Online	✓	✓	✓
PDFs	✓	✓	✓
Discount in Public Events and Training		✓	✓
SUPPORT			
Community Support	✓	✓	✓
Enterprise Portal		✓	✓
Enterprise Repository		✓	✓
Privacy and Security		✓	✓
Expert Support		✓	✓
Commercial Support Service Levels		Basic	Standard & Premium
Remote Access (via ssh)			✓
Long-term Multi-year Support			✓
SERVICES ADD-ONS			
Feature Development	✓	✓	✓
Private Training		✓	✓
Cloud Deployment		✓	✓
Cloud Verification		✓	✓
Cloud Upgrade			✓
LEGAL			
OpenNebula Powered Logo		✓	✓
Indemnification & Licensing Flexibility			✓
Annual Subscription Starts at	Free	€3.000 (\$3,750)	€6.000 (\$7,500)

More details about the Support Subscriptions at OpenNebula.systems/support

Support Subscriptions

Levels of Commercial Support

Among other benefits, commercial support subscriptions provide access to the enterprise repository with hotfix releases and enterprise tools; services add-ons for cloud, deployment, verification and upgrade; and commercial support at three levels:

- **Basic Level:** Expert support with basic SLAs within regular business hours.
- **Standard Production Level:** Expert support with production SLAs within regular business hours.
- **Premium Production Level:** Expert support with production SLAs 24x7.

SUPPORT MATRIX		Basic	Standard	Premium
LEVEL OF PRIORITY				
Severity 1		Normal (1 business day)	Urgent (2 business hours)	Urgent (2 hours)
Severity 2		Normal (1 business day)	High (4 business hours)	High (4 hours)
Severity 3		Low (2 business days)	Normal (1 business day)	Normal (1 business day)
Severity 4		Low (2 business days)	Low (2 business days)	Low (2 business days)
FEATURES				
Tickets, VM, Cores, Memory		Unlimited	Unlimited	Unlimited
Support Channel		Web	Web	Web
Hours of Coverage		9x5 (CET and EST)	9x5 (CET and EST)	24x7 (Sever 1 and 2)
Number of Named Accounts		1 per zone	1 per zone	2 per zone
KVM Servers	VMWARE vCenters	ANNUAL COST PER OPENNEBULA ZONE		
1-10	1	€3.000 (\$3,750)	€6.000 (\$7,500)	€9.000 (\$11,250)
11-20	2	€4.800 (\$6,000)	€9.600 (\$12,000)	€14.400 (\$18,000)
21-30	3	€6.600 (\$8,250)	€13.200 (\$16,500)	€19.800 (\$24,750)
31-40	4	€8.400 (\$10,500)	€16.800 (\$21,000)	€25.200 (\$31,500)
41-50	5	€10.200 (\$12,750)	€20.400 (\$25,500)	€30.600 (\$38,250)
51-100	6-10	€12.000 (\$15,000)	€24.000 (\$30,000)	€36.000 (\$45,000)
101-200	11-20	€18.000 (\$22,500)	€36.000 (\$45,000)	€54.000 (\$67,500)
>200	>21	€24.000 (\$30,000)	€48.000 (\$60,000)	€72.000 (\$90,000)

How to Calculate Support Cost per OpenNebula Instance (“Zone”)

As easy to work with as possible, including transparency about our pricing — no complicated plans. You can calculate the cost according to the size of your physical infrastructure using the table above.

- Subscriptions are offered per pack of 10 servers (“hosts”) in KVM clouds and per vCenter instance in VMware clouds.
- Beyond the first 10 KVM servers and vCenter instance the cost of additional packs & instances is gradually reduced.
- **There is no extra cost beyond 200 KVM servers and 20 vCenter instances.** This avoids having to track and manage individual server or vCenter instance count enabling you to take advantage of the elastic nature of cloud, especially as you scale your infrastructure.
- The maximum number of servers that can be managed within a single zone strongly depends on the performance and scalability of the underlying platform infrastructure, mainly the storage subsystem, and the execution profile of the workload. The scalability of OpenNebula has been **thoroughly tested with 10,000 VMs on 2,500 servers**. There are multiple customers running production zones with more than 500 servers. Contact us to evaluate your infrastructure and the maximum number of servers we can commercially support.
- We offer optional **Support Extensions** (next page) for extending the features of the subscription to support hybrid cloud environments and a front-end HA cluster.

Heterogeneous OpenNebula Instances

Contact us if you are planning to run different types of hypervisor within the same zone.

Multiple OpenNebula Instances

Contact us if you are planning to run several instances in a federated environment. A progressive discount is applied for additional zones within the same administrative.

Services Add-ons

Contact us if you are interested in one of the Services Add-ons (next page) to enhance the OpenNebula support subscription with value-added services to simplify cloud design, deployment, operation and management.

Discounts

OpenNebula Systems applies discounts for multi-year terms, 10% for 2-year terms and 20% for 3-year terms, and for Education, Government and Non-Profit institutions, an additional 10%.

Support Extensions

Support Extensions extend the features of the OpenNebula subscription to support other components or services of the cloud infrastructure.

Hybrid Cloud

OpenNebula provides native support for hybrid cloud computing with connectors for the main public cloud providers. Support for the cloudbursting functionality implies an additional cost according to the number of public cloud regions (each region is represented by a single cloudbursting host in OpenNebula). Beyond the first cloud region the cost of additional regions is reduced by 40%, and there is no extra cost beyond 5 cloud regions.

SUPPORT MATRIX	Basic	Standard	Premium
EXTERNAL PUBLIC CLOUDS	ADDITIONAL ANNUAL COST PER OPENNEBULA ZONE		
1 Cloud Region	€1.000 (\$1,250)	€2.000 (\$2,500)	€3.000 (\$3,750)
2 Cloud Regions	€1.600 (\$2,000)	€3.200 (\$4,000)	€4.800 (\$6,000)
3 Cloud Regions	€2.200 (\$2,750)	€4.400 (\$5,500)	€6.600 (\$8,250)
4 Cloud Regions	€2.800 (\$3,500)	€5.600 (\$7,000)	€8.400 (\$10,500)
5 Cloud Regions	€3.400 (\$4,250)	€6.800 (\$8,500)	€10.200 (\$12,750)
>5 Cloud Regions	€4.000 (\$5,000)	€8.000 (\$10,000)	€12.000 (\$15,000)

Front-end HA

OpenNebula uses a distributed consensus protocol to provide fault-tolerance and state consistency across OpenNebula services. The Front-end HA Extension provides commercial support for setting up and operating a high available cluster for OpenNebula core services using this built-in protocol.

- The Front-end HA Extension increases the cost of the support subscription by 25%

Hypervisor Hosts

The Hypervisor Hosts Extension extends the OpenNebula Support subscription to the virtualization hosts by providing expert guidance of any issue and/or incident arising in the deployment, configuration and operation of the software stack running in the virtualization nodes of the cloud infrastructure required to work with OpenNebula, namely the operating system (Ubuntu/CentOS), the hypervisor (libvirt and KVM) and the networking tools (VXLAN/VLAN 802.1Q). Any bug discovered in the kernel or Linux packages while resolving a customer support request, if there is no existing bugfix, is reported to the affected upstream component. OpenNebula Systems follows-up its resolution and a workaround may be provided.

- The Hypervisor Hosts Extension increases the cost of the support subscription by 25%

Services Add-ons

Services Add-ons enhance the OpenNebula support subscription with value-added services to simplify cloud design, deployment, operation and management. They help customers springboard their productivity, speed up time to deployment, and reduce business and technical risks through professional assistance with initial set-up, verification and upgrade of an OpenNebula cloud reference architecture. Refer to the OpenNebula Services Add-ons Guide for more information about these services. Pricing depends on the scope of the service, and the size, heterogeneity and complexity of the infrastructure.

Cloud Deployment

The Cloud Deployment Add-on helps you design, plan and deploy an OpenNebula cloud based on your premises according to the Open or the VMware Cloud Reference Architecture.

Cloud Verification

The Cloud Verification Add-on is usually contracted at the beginning of the support subscription to verify your OpenNebula-based cloud design and installation.

Cloud Upgrade

The Cloud Upgrade Add-on provides an upgrade of your OpenNebula-based cloud infrastructure. We offer one-time upgrades or all upgrades for the duration of the subscription term.

More details about the Support Extensions and Add-ons at OpenNebula.systems/opennebula-support

Support Subscriptions

Scope of Support

Supported Infrastructure Environments

Enterprise support is provided exclusively for the certified versions of the software infrastructure components, as described in the Release Notes of OpenNebula. These combinations of components have been through the complete OpenNebula Quality Assurance and Certification activities, and have been tested together to ensure that these various software pieces work bug-free as a whole.

Supported OpenNebula Distributions

OpenNebula Systems only provides commercial support only for product versions available at the OpenNebula websites. Within each major release, customers should install updates to fix errors found in previous updates. OpenNebula Systems only maintains the last update of each upgrade. OpenNebula Systems recommends to only install the packages available from the enterprise repository.

Redistributing Software packages received under a Subscription Agreement to a third party or using any of the subscription services for the benefit of a third party is a material breach of the agreement. Even though the open source license applicable to individual software packages may give you the right to distribute those packages (this limitation is not intended to interfere with your rights under those individual licenses).

What Support Includes

Commercial Support Subscriptions provide expert integration and production support on supported platforms and include:

- Problem diagnosis, resolution and bug fixing
- Solving unexpected problems when using, installing or configuring the software
- Guidance about tuning for optimal and scalable performance in your environment
- Answering "how to" questions related to standard and intended product usage
- Offering hints about how to go around missing features
- Answering questions about product adaptation and integration

Customers with an active subscription can rebrand the OpenNebula graphical interface to include their company logo or use the OpenNebula Powered logo to help users quickly identify cloud infrastructures that are powered by OpenNebula and supported by OpenNebula Systems.

What Support Excludes

Support excludes:

- Modified software and code not distributed as part of an official Product distribution
- Releases not available at OpenNebula Websites
- Technology preview features and unsupported platforms
- Third-party drivers
- System design and training
- Issues arising from non-standard usage of Product
- On-site services, remote access services, and development services, but in those cases stated in the benefits

OpenNebula support plans provide commercial support for OpenNebula but not for the rest of software components and platform services needed to build a cloud. Because OpenNebula leverages the functionality exposed by the underlying platform services, its functionality and performance may be affected by the limitations imposed by those components. Contact us if you are interested in having support for other components in the cloud infrastructure stack and not only for the OpenNebula orchestrator.

Support Case Priority Definitions

- **A Severity 1** problem represents a **catastrophic problem** in production systems that is determined to be a Product Error. Examples include a complete loss of service, production systems that are crashed, or a production system that hangs indefinitely. System cannot continue essential operations.
- **A Severity 2** problem represents a **high-impact problem** in production systems that is determined to be a Product Error. Essential operations are seriously disrupted.
- **A Severity 3** problem represents a **lower impact problem** on a production system that is determined to be a Product Error. The problem involves a partial or limited loss of non-critical functionality, or some other problem involving no loss in functionality. System can continue essential operations.
- **A Severity 4** problem represents a **general usage, installation or configuration** question, or any problem due to configuration changes in production systems (Technical Assistance). This level also includes questions about **integration** (Integration Assistance) and all problems on non-production systems, such as test and development systems; and feature requests (Feature Enhancement).

More details in the Support Policy at [OpenNebula.pro](https://opennebula.org/pro)

Support Subscriptions

Description of Benefits

Certified Software. OpenNebula is thoroughly tested and certified for the most common Linux distributions and on the most popular open-source and commercial hypervisors. The release notes of each update or upgrade release bring a table with the certified platform components.

Open-source Code. OpenNebula is fully open-source software released under Apache v2.0 license that is completely available in a public repository.

Regular Updates. Regular updates and upgrades with software packages for most common distributions.

Migration Path. Upgrade process to easily migrate your production environment to new versions of the software.

Maintenance Releases. Incremental updates between minor/major releases to fix multiple outstanding issues. Both code and packages are publicly available.

Hotfix Releases. Incremental updates to fix specific critical impact issues. Although all code in OpenNebula is fully open, packages from hotfix incremental versions are not publicly released, and are only available in the enterprise repository for users with an active commercial subscription.

Enterprise Add-ons and Tools. Software components that complement OpenNebula and are only available in the enterprise repository for users with an active commercial subscription.

Service Packs. After its first year, and for two additional years, OpenNebula distributes a service pack (SP) for each major release that combines all the patches to easily install or deploy its last update.

Product Influence. We listen to all users when determining our product roadmap, but the feature requests by users with an active Basic and Production subscription get bumped up to the front of the line.

Minor Enhancements. Delivery of software patches to provide minor enhancements.

Online Guides. All guides for developers, integrators, users and operators are available at the OpenNebula site.

PDF Guides. PDF version of the online guides.

Discount in Public Events and Training. Discount in public training classes on cloud design, deployment, integration and operation.

Community Support. Support by an active community, on a volunteer basis. Repairs/enhancements are made (or accepted) by project contributors on a best-effort basis, with no guarantees of either resolution or timeliness.

Enterprise Portal. The OpenNebula.pro Support Portal provides all of the benefits of a commercial subscription such as security and privacy, direct interactions with the experts, real-time tracking of incidents, and critical issue notifications.

Enterprise Repository. Repository exclusive for users with an active support subscription to download the recommended OpenNebula packages and the enterprise add-ons and tools.

Privacy and Security. IT assets often provide a critical competitive advantage, so enterprises are understandably concerned that using public forums or mailing lists for technical support may reveal confidential corporate information. The privacy and security of the OpenNebula.pro Support Portal ensure that your confidential corporate information always remains private.

Expert Support. The OpenNebula Systems engineering team wrote most of the source code of OpenNebula, thus being in a unique position to provide support and services that require commercial SLAs.

Commercial Support SLAs. Commercial Support Subscriptions at 9x5 and 24x7 SLAs.

Remote Access (via ssh). As part of an incident resolution, and only when the incident cannot be diagnosed and solved through the portal, OpenNebula Systems support engineers will remotely access your system through a ssh connection.

Long-term Multi-year Support. OpenNebula Systems stands behind and supports and maintenance each OpenNebula series (major release) for up to five years. Within Community and Basic Support, the OpenNebula team only offers support for the last stable release.

Feature Development. The Fund a Feature (FaF) Program can be used to accelerate the features that are planned in the roadmap.

Private Training. Private training services are only available for customers with an active support subscription.

Cloud Deployment. The cloud deployment service add-on is only available for customers with an active support subscription.

Cloud Verification. The cloud validation service add-on is only available for customers with an active support subscription.

Cloud Upgrade. The cloud upgrade service add-on is only available for customers with an active standard or premium support subscription.

Indemnification. OpenNebula Systems offers indemnification for copyright infringement claims made by third parties against customers and partners with an active subscription, so you can deploy OpenNebula in your business without complex legal concerns.

Licensing Flexibility. OpenNebula is available under Apache v2.0 license, and can be released under a different license to meet customer's and partner's needs and requirements.

OpenNebula Powered Logo. Users with an active subscription can use the OpenNebula Powered logo to help cloud consumers quickly identify cloud infrastructures that are powered by OpenNebula and supported by OpenNebula Systems.



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