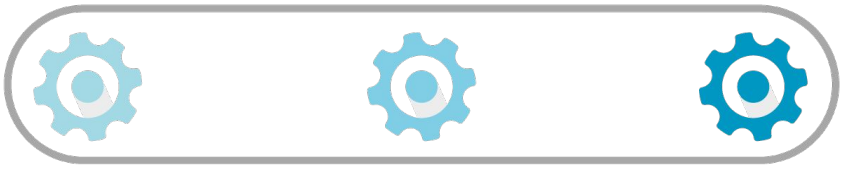
GUIDE

PoC Services

Entering the world of private clouds can be fraught with risk, especially when going it alone. **OpenNebula's Proof of Concept ("PoC") services** mitigate this risk by applying proven methodologies for technology evaluation and enterprise cloud architecture along with years of experience with some of the largest IaaS clouds in the world.

Our **PoC service** helps you to evaluate OpenNebula to see how it fits your use case by providing access to:

- Repository with the **Enterprise Edition of OpenNebula** to build an on-prem PoC, or alternatively access to a hosted PoC on AWS, consisting of an OpenNebula instance and a single 2-node edge cluster automatically deployed using the OneProvision tool.
- The **Enterprise Portal** with the Knowledge Base, and Standard 9x5 SLA support to solve your technical issues.
- One of our **Consultants** to guide you through the PoC project.



On-Prem or Hosted Cloud PoC | **Enterprise Portal** | **Solutions Architect Expertise**

A Managed Project Methodology

We use a proven delivery methodology designed for organizations looking to make the move into cloud orchestration and create an OpenNebula trial environment (either on-prem or hosted). One of our Solutions Architects will analyze your use case, requirements, and objectives, and will guide you through the PoC configuration and use case validation to ensure your PoC is a success.

- **[Kick-off]** Initial 1-hour call with Consultant to plan the PoC, define success criteria, and guide you through the on-prem PoC deployment architecture or, alternatively, through the hosted PoC deployment configuration.
- **[Week 1]** Installation and setup by Client of an on-prem cloud consisting of an OpenNebula instance and a single 2-node cluster, or alternatively evaluation and configuration of a hosted cloud consisting of an OpenNebula instance ready to deploy clusters on bare-metal AWS infrastructure using Client's account. Client has access to the Enterprise Portal for any questions or support.
- **[Week 2]** Testing of use case by Client and 1-hour Catch Up call to ensure PoC project is on track.
- **[Week 3]** Testing of use case by Client.
- **[Week 4]** Testing of use case by Client and 1-hour End of PoC call to define next steps.

Price and Duration

Pricing for remote PoC service is €3.000 ($3,750) for 1 month. It is expected that after a 1 month PoC period, the organization transitions to a standard subscription model. PoCs are limited to 1 month only and can be extended in exceptional circumstances. Customers use their own account for any access to AWS infrastructure.

What Is Included

The PoC service is designed to help the Client build a temporary small-sized cloud pilot to evaluate feasibility, verify functionality, or demonstrate a use case on a supported configuration, but not to build a permanent lab or development environment. The Enterprise Portal answers "how to" questions related to standard and intended product usage, and provides support for problem diagnosis, resolution, bug fixing, and solving unexpected problems when using, installing, or configuring the Enterprise Edition of the software.

What Is Not Included

- System design and training, on-site services, remote access services, and development services
- Any support for production or development environments
- Guidance on tuning for optimal and scalable performance in your environment
- Answering questions about product adaptation and integration

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Reference: PoC Service - Rev20230112