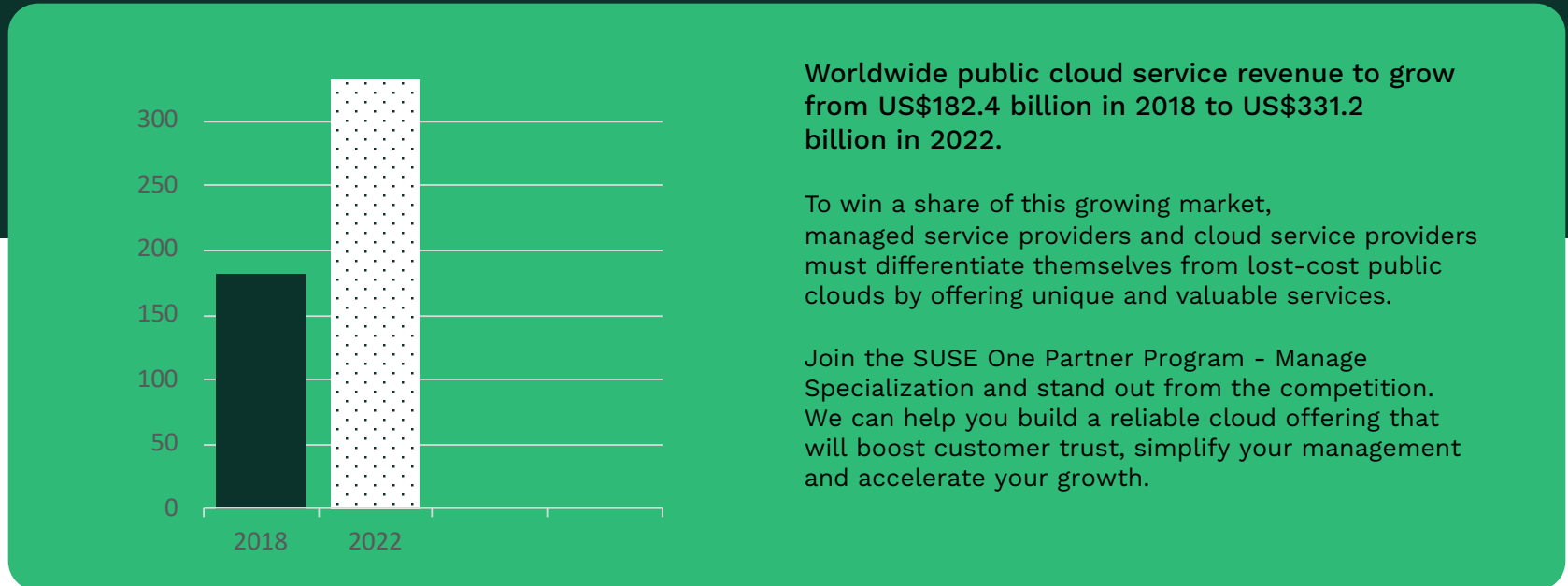


# Win the Cloud with SUSE



Build Customer Trust and Accelerate Growth with the Right Partner for Your Cloud Services



Worldwide public cloud service revenue to grow from US\$182.4 billion in 2018 to US\$331.2 billion in 2022.

To win a share of this growing market, managed service providers and cloud service providers must differentiate themselves from lost-cost public clouds by offering unique and valuable services.

Join the SUSE One Partner Program - Manage Specialization and stand out from the competition. We can help you build a reliable cloud offering that will boost customer trust, simplify your management and accelerate your growth.

## Just Ask SAP

SAP is one of SUSE's oldest and closest partners.

- More than 20 years: SUSE and SAP have been working together since the start of the SAP LinuxLab in 1999.

SAP uses SUSE for:

- SAP HANA Enterprise Cloud
- SAP Cloud Platform
- Internal operations
- Its Linux development platform



## What Can You Accomplish with SUSE?

By relying on SUSE, these service providers have captured big benefits.

### Increase customer trust.

- 100% Managecore maintains a 100% customer satisfaction rating.
- 57 Symmetry achieved a Net Promoter Score of 57.



### Reduce costs.

- 30% NIIT cut administration by 30%, enabling staff to focus on value-added tasks.



### Accelerate your business.

- 40% Wipro reduced time to deployment by 40%.
- 3.5x myBrand grew its client base by 3.5x while keeping maintenance costs flat.



### Meet customer demand with next-gen services.

- Help customers transform and containerize applications.
- Support cloud-native models with an end-to-end DevOps workflow.
- Offer apps and services that use artificial learning, machine learning and advanced analytics on high-performance computing (HPC).

*"We highly appreciate the long-term partnership we have with SUSE, because they allow us to deliver, in-time, in-quality service, seamlessly integrated to our customers."*

—Elena Ordonez  
Del Campo, Head of Portfolio  
Unit SAP, T-Systems

*"Working with SUSE helps us differentiate ourselves from global cloud services providers. Where they offer only commodity compute and storage capacity, we add business value."*

—Georges Sancosme,  
CTO/COO of Cortex IT and WIRD Group

Get started with the SUSE One Partner Program - Manage Specialization today at [www.suse.com/partners/cloud-service-providers/](http://www.suse.com/partners/cloud-service-providers/)