



Welcome to OpenVMS
Boot Camp 2017

September 25, 2017

Agenda

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Company Strategy

Johan Gedda,
Chairman

II

Business Operations

Duane Harris,
CEO

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State of the x86 Port

Clair Grant,
Director of R&D

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Future of OpenVMS Licensing

Terry Holmes,
VP of Sales
& Marketing

V

OpenVMS Roadmap

Eddie Orcutt,
VP of SW
Engineering

Company Strategy

Johan Gedda | Chairman

Commitment

to OpenVMS

\$1B

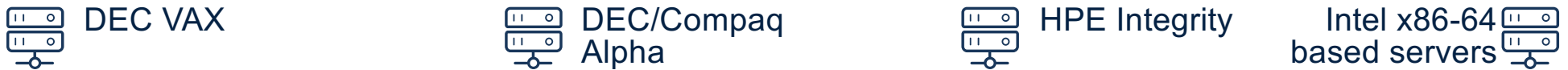
Substantial
installed base



63K

OpenVMS servers
sold 2003 - 2013

Life begins at 40!



OpenVMS Invented
by Digital Equipment Corporation

1977

1992

2001

2017

Oct 25, 1977 to Oct 25, 2017

Computer Weekly

Reasons customers have stuck around for 40 years

“There are OpenVMS clusters operating with uninterrupted service uptimes in excess of 15 years. OpenVMS is one of the industry’s best-kept secrets.”

20%

of US power output generated by nuclear power plants running OpenVMS

90%

of microprocessors manufactured by processes controlled by disaster tolerant OpenVMS

60%

of world’s SMS messaging is managed by OpenVMS systems

Mission critical

“You will typically find OpenVMS in any environment that is serious about high availability, disaster tolerance, security, performance and scalability, especially when running real-time applications...”

In short, anything that really has to work.”



High availability

OpenVMS is renown for its
99.999% uptime reputation.

OpenVMS availability is measured in years,
not weeks or months, as you would expect
on other general purpose operating systems.



European railway company

17 years

highest recorded uptime
without reboot

Security by design

Security has been architected into the OS from the very beginning

Includes numerous features to restrict and control access to resources.

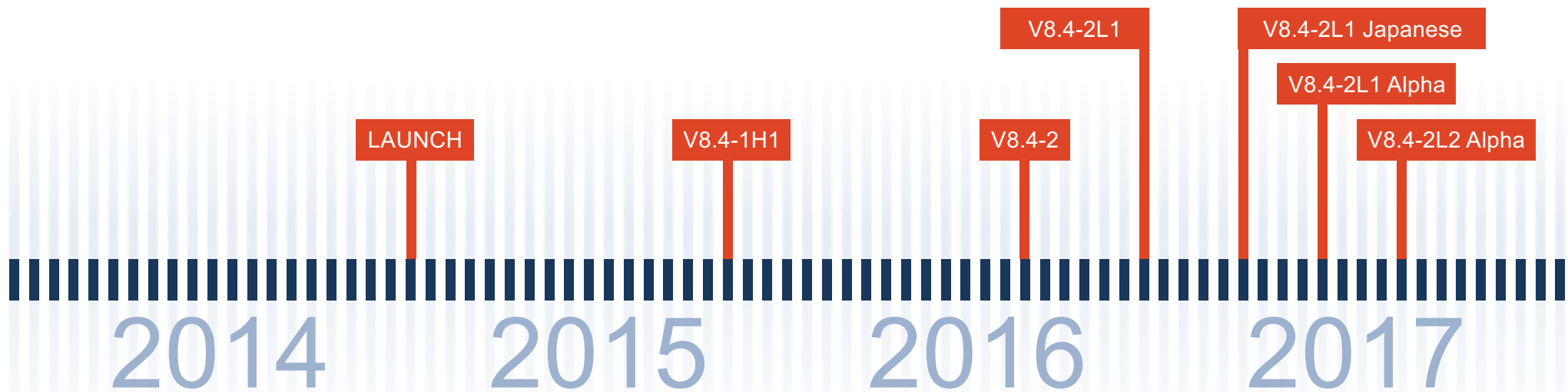
2x
Security levels

73x
Fewer daily security vulnerabilities

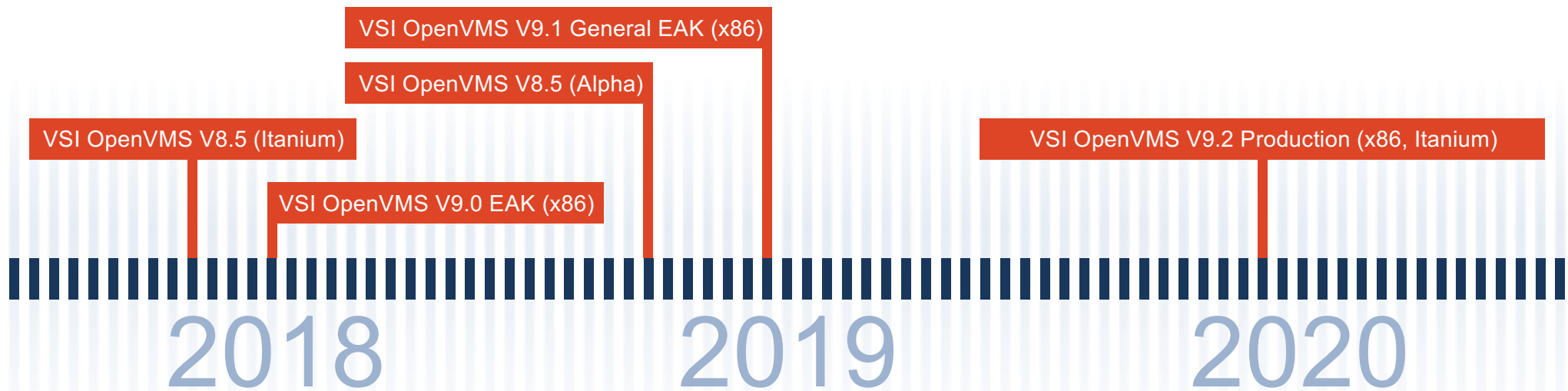
10x
Lower security patch rate



Strategy Review for 2014 - 2017



Strategy Review for 2018 - 2020



What is in store for
the next
40 years?

Blockchain

Cloud

Embedded
Systems

Hardware
Strategy



Private
blockchain

Public
blockchain

Crypto
currencies

Blockchain

Cloud

Embedded
Systems

Hardware
Strategy



Cluster-based

Public cloud

Private cloud

Cloud

Blockchain

Embedded
Systems

Hardware
Strategy



Highly available

Secure

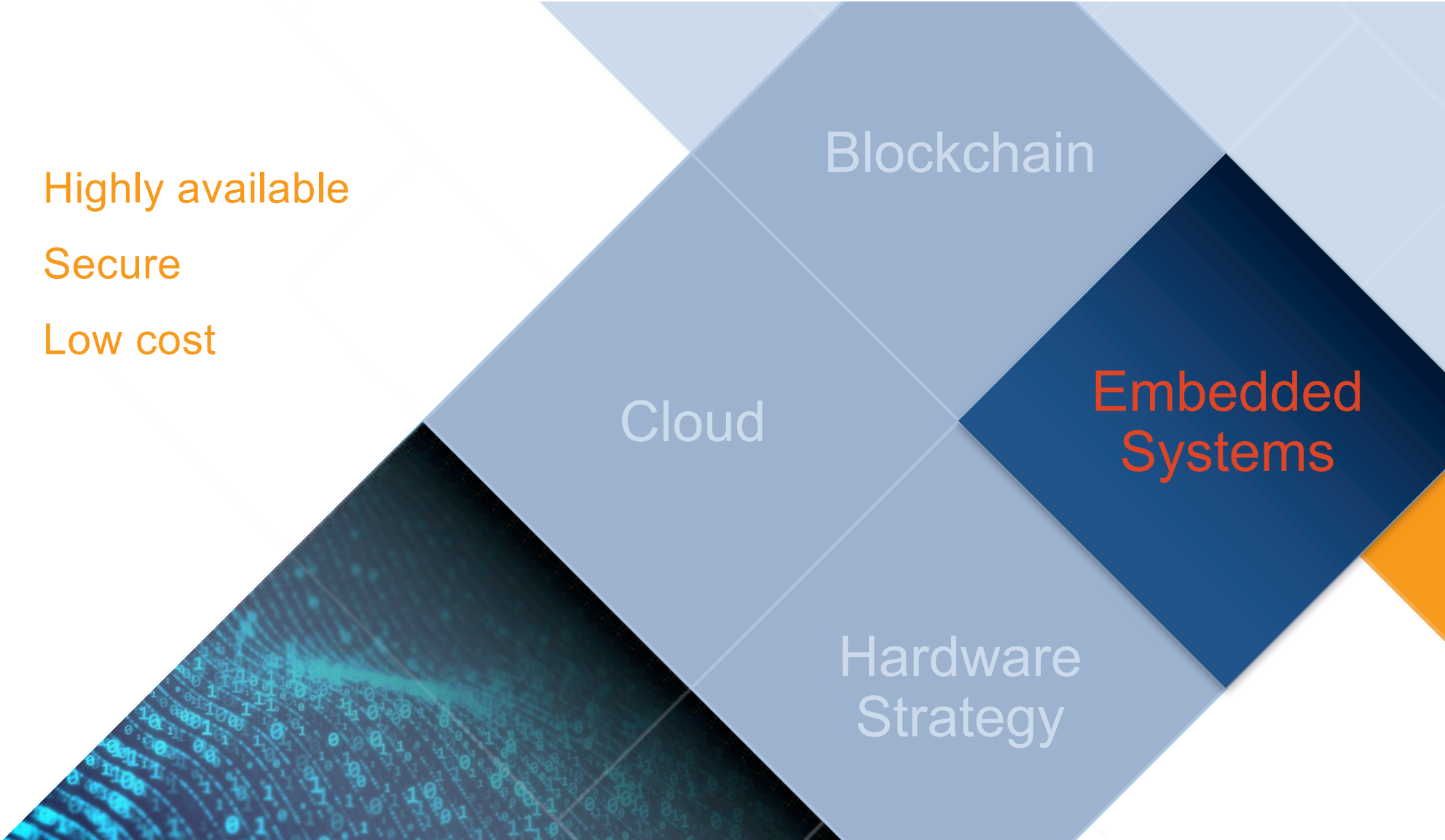
Low cost

Blockchain

Cloud

Embedded
Systems

Hardware
Strategy



x86

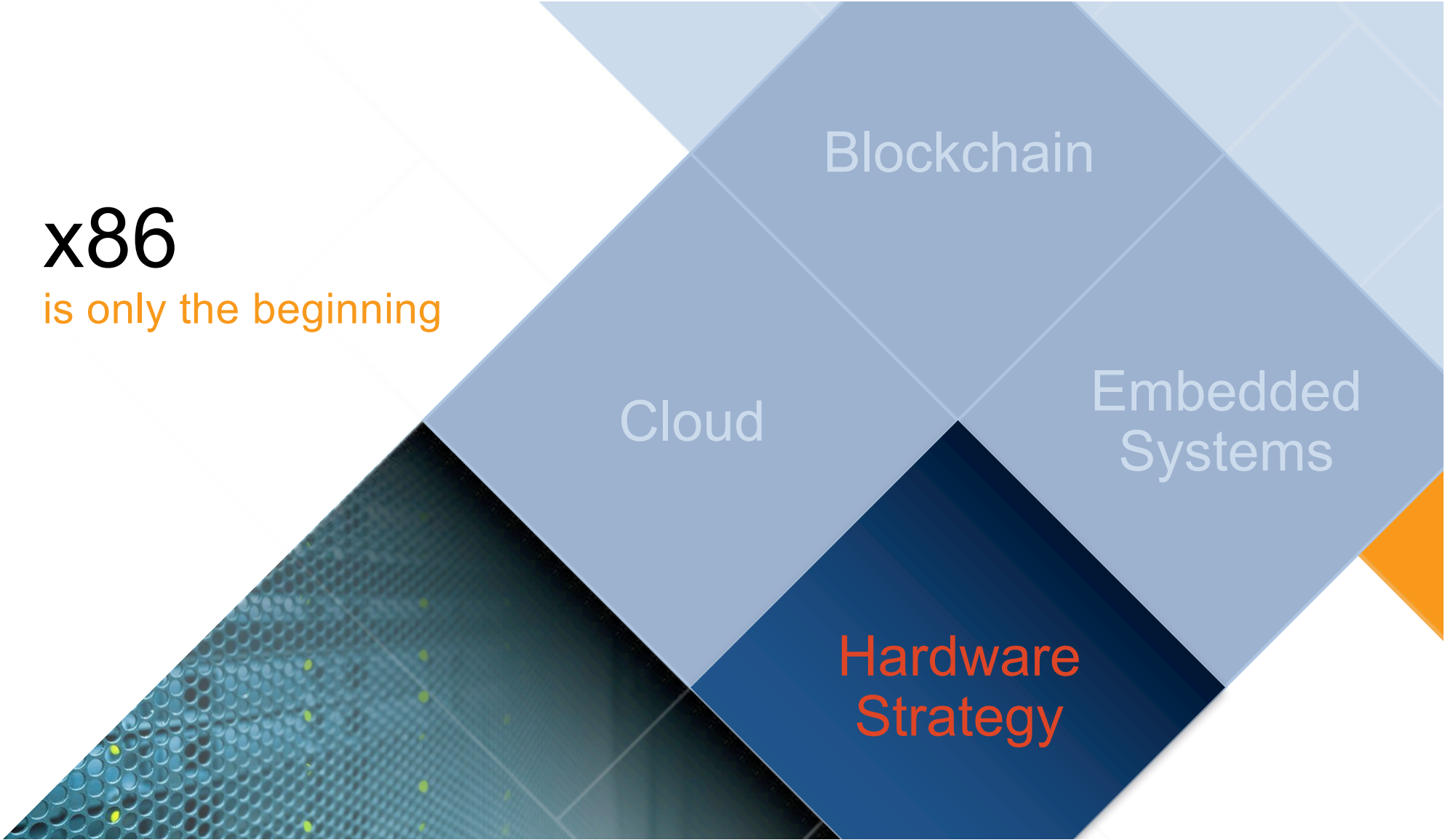
is only the beginning

Blockchain

Cloud

Embedded
Systems

Hardware
Strategy



Expand international
presence

Multi-platform

Modern

The next
40 years



Gearing up to
execute for the next

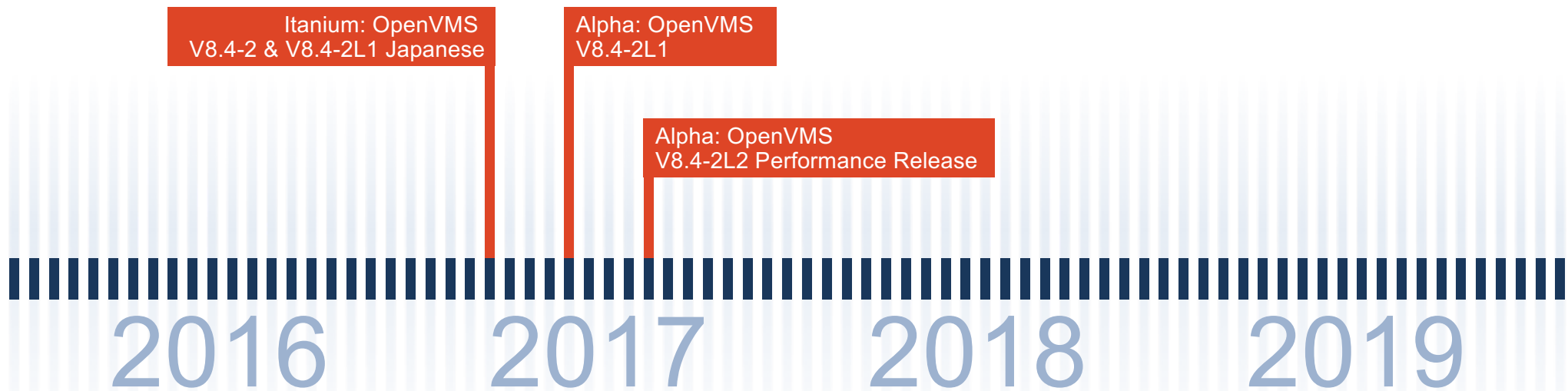
40 years

OpenVMS

Business Operations

Duane Harris | CEO

Release Schedule Since Bootcamp 2016



Operational Priorities

Increased Business Focus

Build up sales/marketing team
Expand offerings

Steady Engineering Development

Continue x86 port



Expanded Offerings

Alpha

X86

Services



Expanded Offerings

SERVICES



Hosting Services

- Colocation
- Managed hosting
- Hosted private cloud



Application Services

- Porting Lab
- Architectural Workshop
- Environment Assessment
- New Technology Assessment
- Application Migration
- Application Support & Maintenance

Application Services

Consulting

Hosting

Managed Services

Government Compliance



Expanded Offerings

SERVICES



The next 40 years

“What lies behind you and what lies in front of you,
pales in comparison to what lies inside of you.”

— RALPH WALDO EMERSON



State of the x86 Port

Clair Grant | Director of R&D

Executive Summary – x86-64 Development Plan

Strategic work areas for porting OpenVMS to x86-64 architecture systems

As in any port to a new architecture, implementation includes a number of **architecture-defined interfaces** that are critical to the inner workings of the system.

System components are being modified to implement the x86-64 AMD **calling conventions**.

OpenVMS is currently built for Alpha and Itanium from **common source code** modules. x86-64 support is being added to that code base.

Compilers

- Creating a converter to connect DEC-created compiler front-ends to the **LLVM back-end code generator**
- LLVM targets x86-64 as well as many other architectures, providing a direct path for porting to other architectures in the future

Executive Summary – x86-64 Release Plan

The Release Plan has multiple stages.

V9.0: x86-64 Early Adopter Kit (EAK) – kick the tires

- The EAK is for a selected set of partners, ISVs, and customers
- The system will be less than complete
- Content will depend, to a large degree, on the needs of the participants
- Cross tools (run on Itanium, target x86) – compilers, linker,

V9.1: x86-64 General EAK Release – reasonably complete system

- Available for all partners, ISVs and customers
- Not for production
- Native tools

V9.2: x86-64 Production Release - complete system

- Same features will be on Alpha and Itanium, where possible
- Alpha and Itanium V9.2 releases will follow in a few months

Announcing the x86 Boot Contest

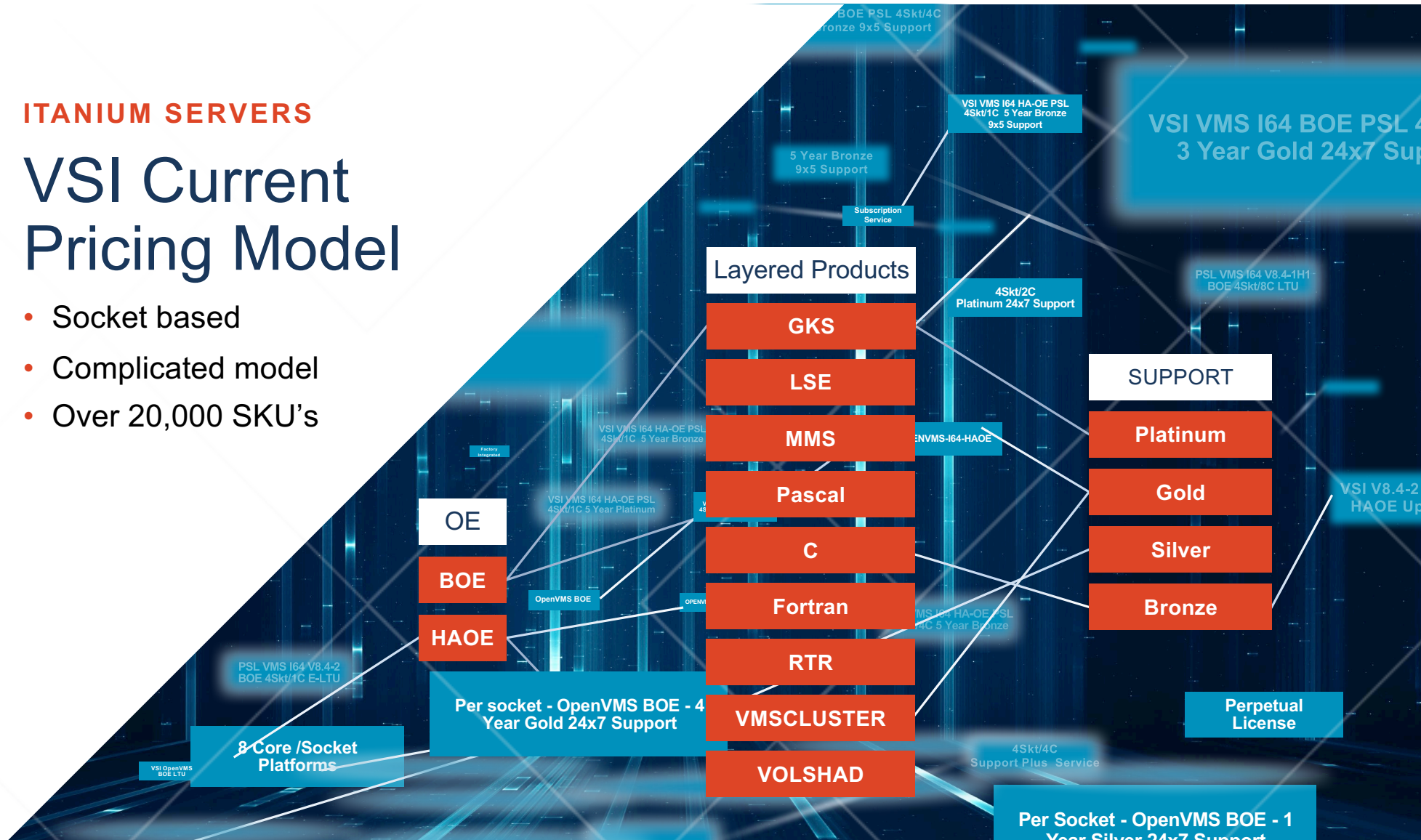
- Guidance: Calendar Q1 2018
- Entry = date and time
- Prizes for the five closest
- Entries close November 30, 2017
- Sue Skonetski will provide entry process information
- Definition of First Boot
 - Bring up the system
 - Login
 - Execute successful DIRECTORY command
- Historical note: January 31, 2003 3:31 PM EST

Future of OpenVMS Licensing

Terry Holmes | VP of Sales & Marketing

VSI Current Pricing Model

- Socket based
- Complicated model
- Over 20,000 SKU's



ALPHA SERVERS

VSI Current Pricing Model

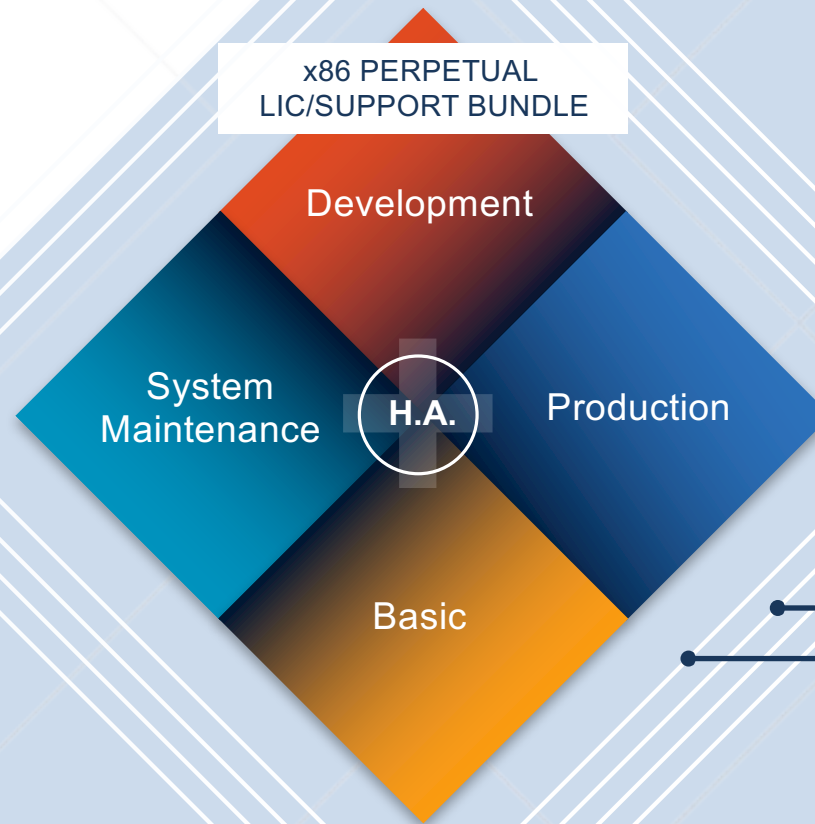
- Bundle based
- Easy to understand
- Convenient installation



VSI X-86 PRICING MODEL

Perpetual

- Four “flavor” bundles
- Includes four-tiered support
- High Availability option
- Convenient installation
- Same model for physical & virtual

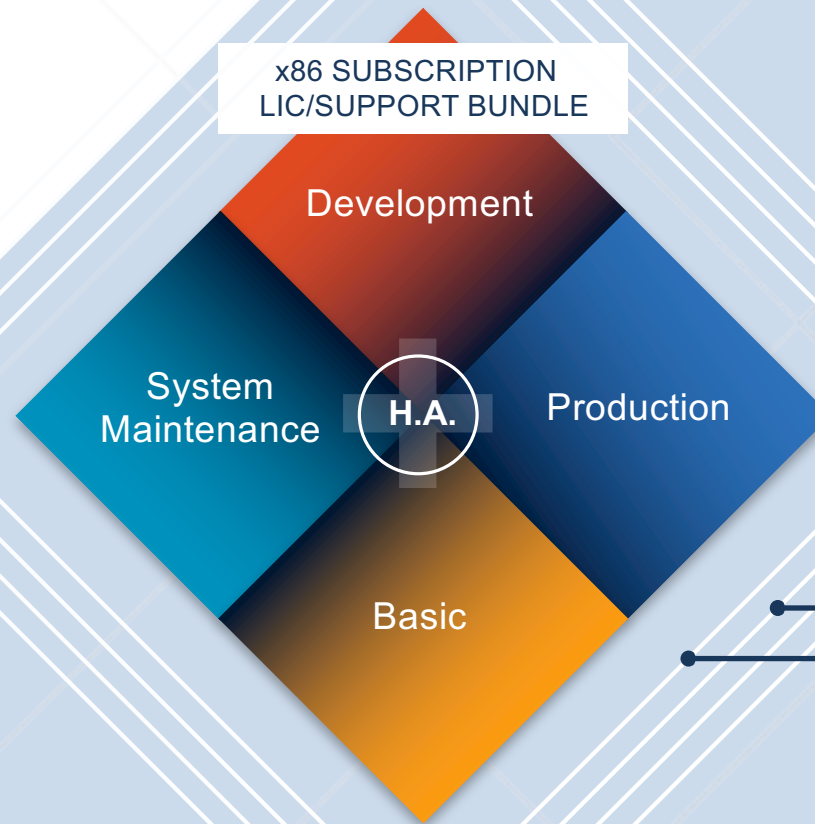


Platinum
Gold
Silver
Bronze

VSI X-86 PRICING MODEL

Subscription

- Less initial investment
- Renewable license
- Targeting new customers
- Same pricing model for physical & virtual



OpenVMS Roadmap

Eddie Orcutt | VP of SW Engineering

VSI OpenVMS Rolling Roadmap

***** Latest Roadmap can be downloaded at: ******

http://vmssoftware.com/products_roadmap.html

Thank You

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