



Welcome to OpenVMS  
**Boot Camp 2017**



September 25, 2017

# Agenda

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## Company Strategy

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Johan Gedda,  
Chairman

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## Business Operations

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Duane Harris,  
CEO

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Clair Grant,  
Director of R&D

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## Future of OpenVMS Licensing

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Terry Holmes,  
VP of Sales & Marketing

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## OpenVMS Roadmap

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Eddie Orcutt,  
VP of SW Engineering

# Company Strategy

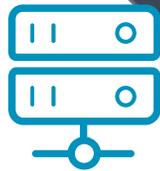
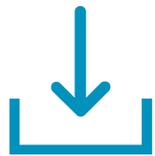
Johan Gedda | Chairman

# Commitment

to OpenVMS

\$1B

Substantial  
installed base



63K

OpenVMS servers  
sold 2003 - 2013

# Life begins at 40!



DEC VAX

**OpenVMS Invented**  
by Digital Equipment Corporation



DEC/Compaq  
Alpha



HPE Integrity

Intel x86-64  
based servers

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 renowned 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

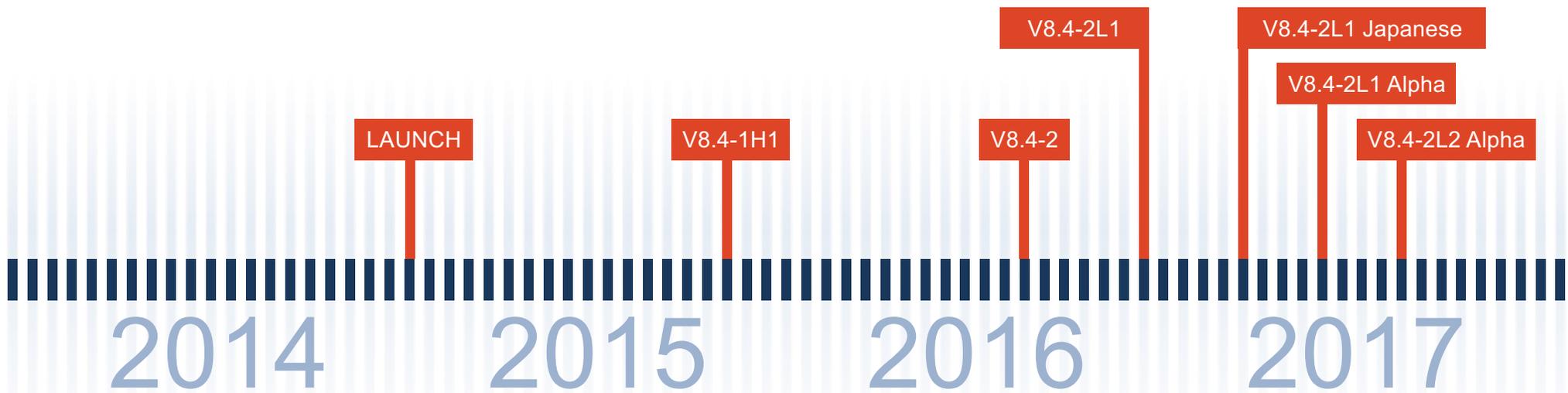
Fewer daily security vulnerabilities

10x

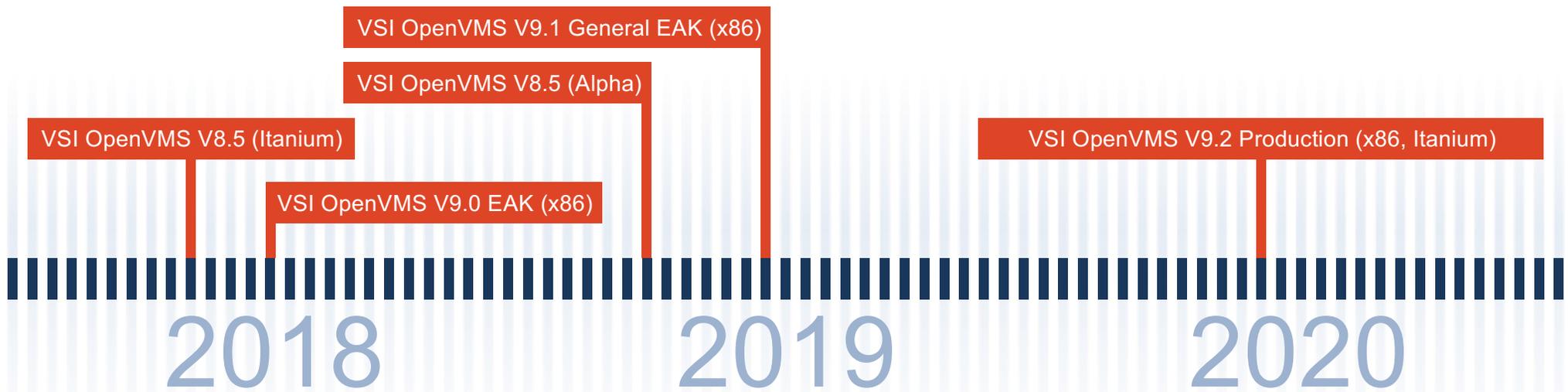
Lower security patch rate



# 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

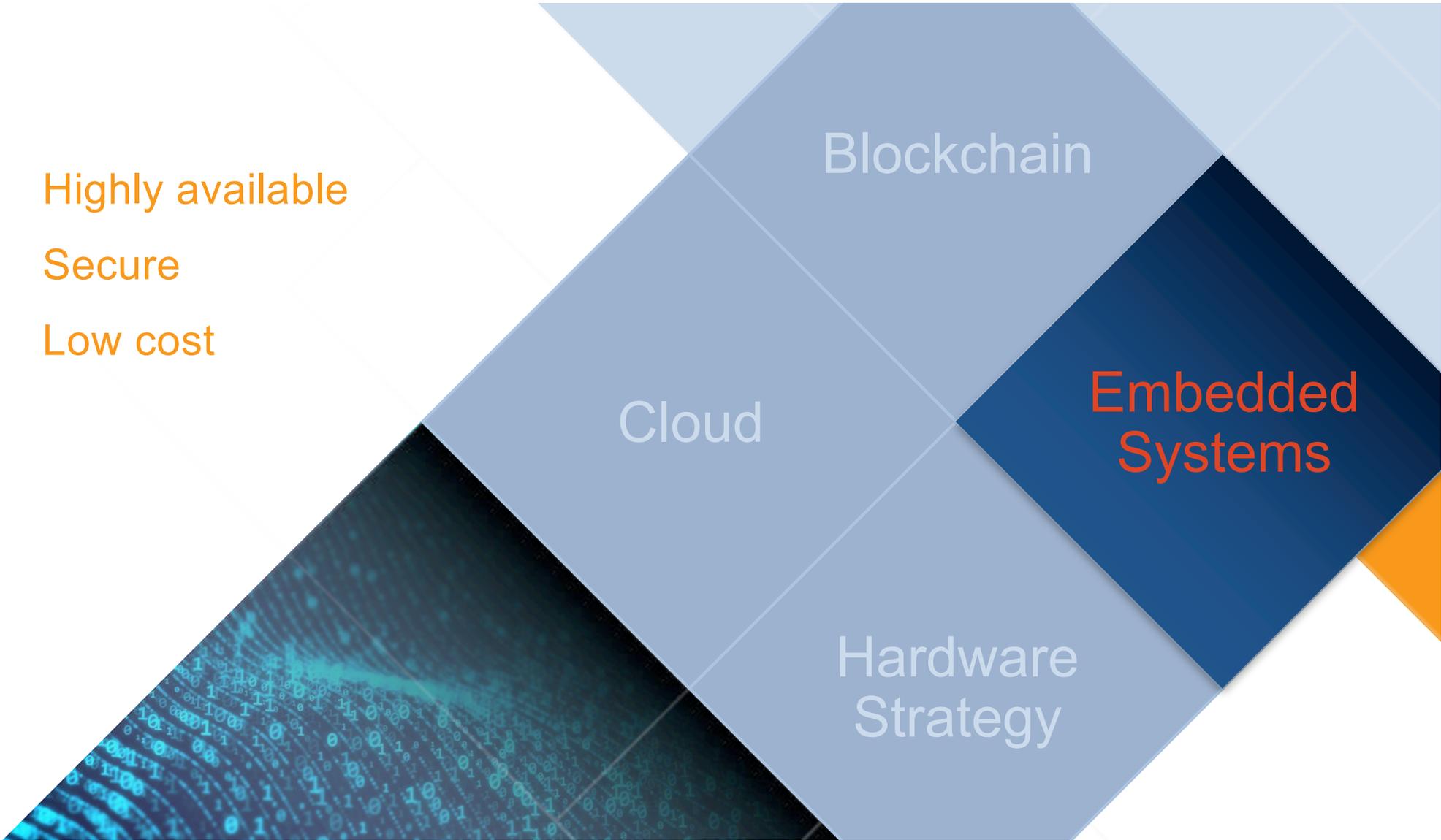
Low cost

Blockchain

Cloud

Embedded  
Systems

Hardware  
Strategy



# x86

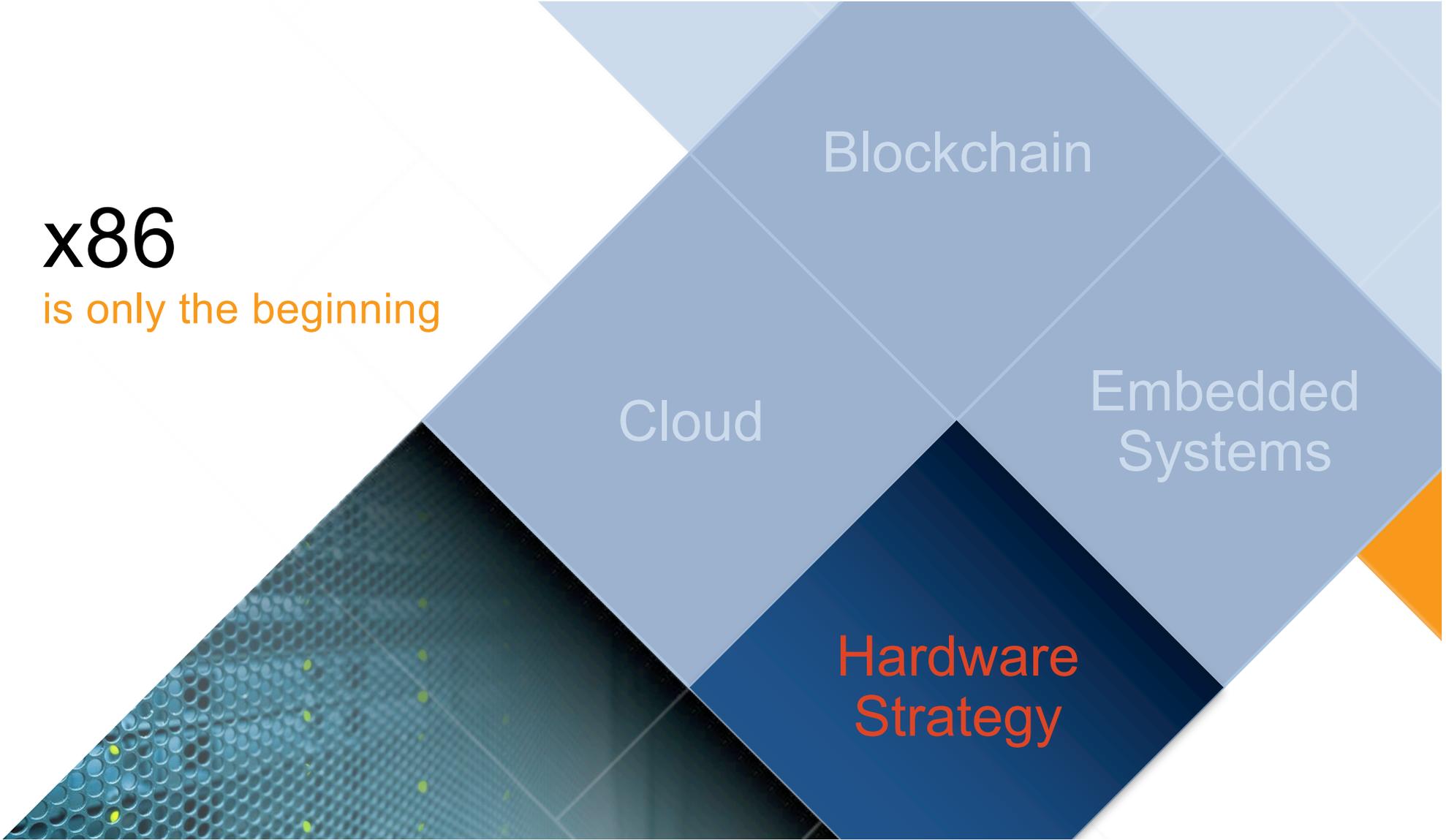
is only the beginning

Blockchain

Cloud

Embedded  
Systems

Hardware  
Strategy



Expand international  
presence

Multi-platform

Modern

The next  
**40** years



Gearing up to  
execute for the next

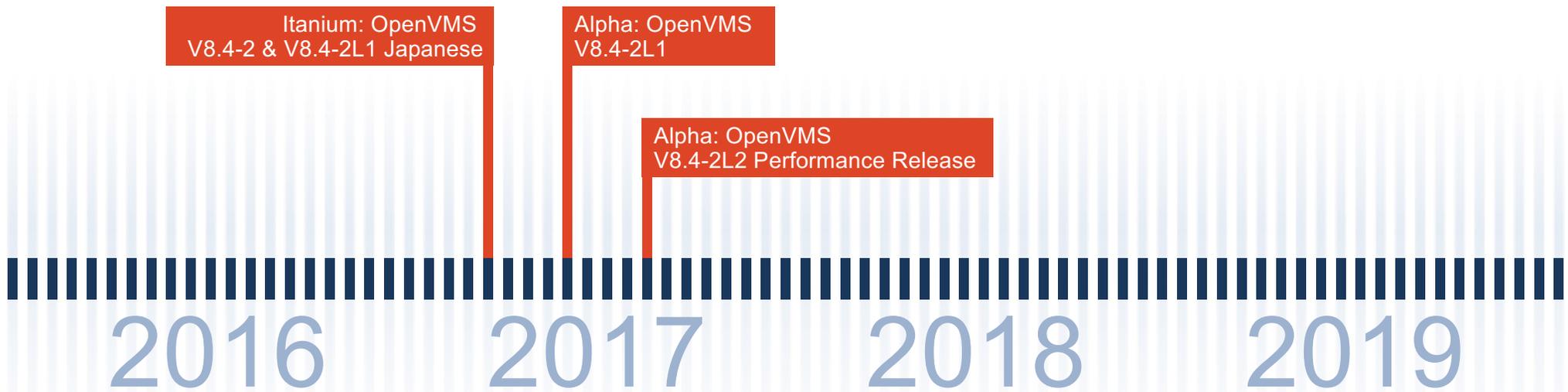
40 years

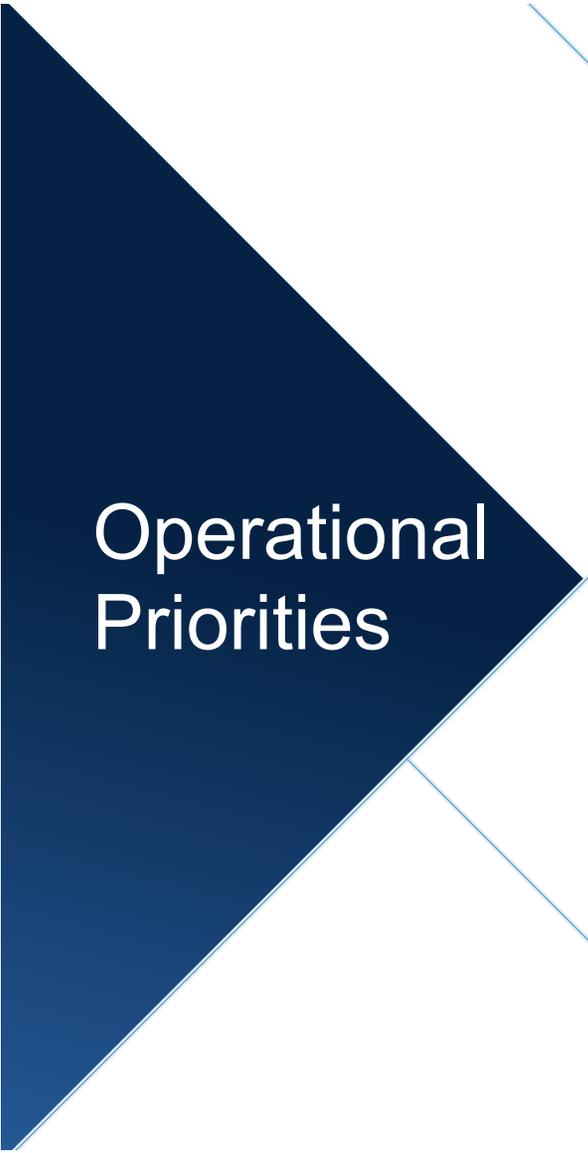
OpenVMS

# Business Operations

Duane Harris | CEO

# Release Schedule Since Bootcamp 2016





# Operational Priorities



## Steady Engineering Development

Continue x86 port



## Increased Business Focus

Build up sales/marketing team

Expand offerings



# Expanded Offerings

**Alpha**

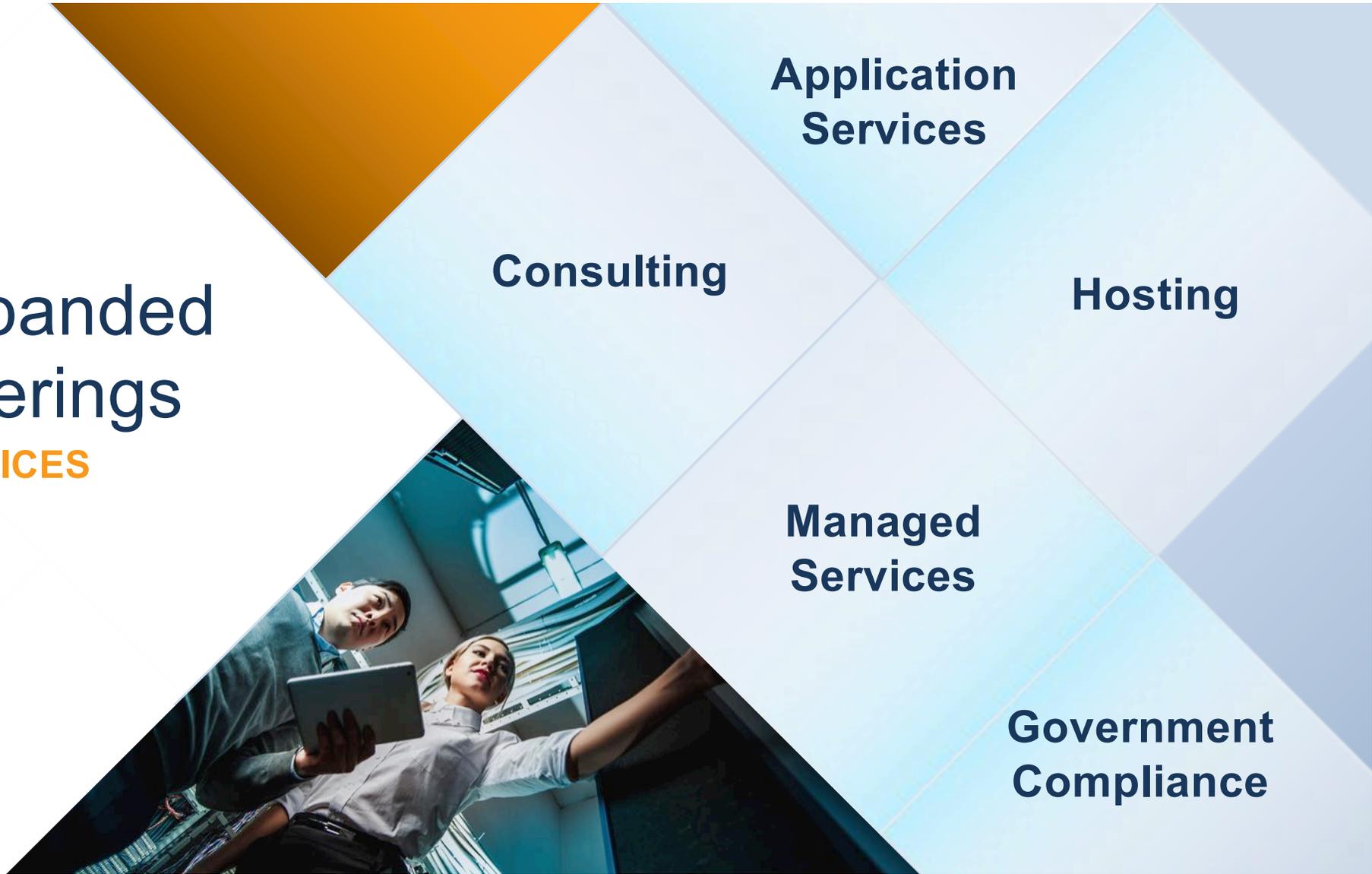
**X86**

**Services**



# Expanded Offerings

**SERVICES**



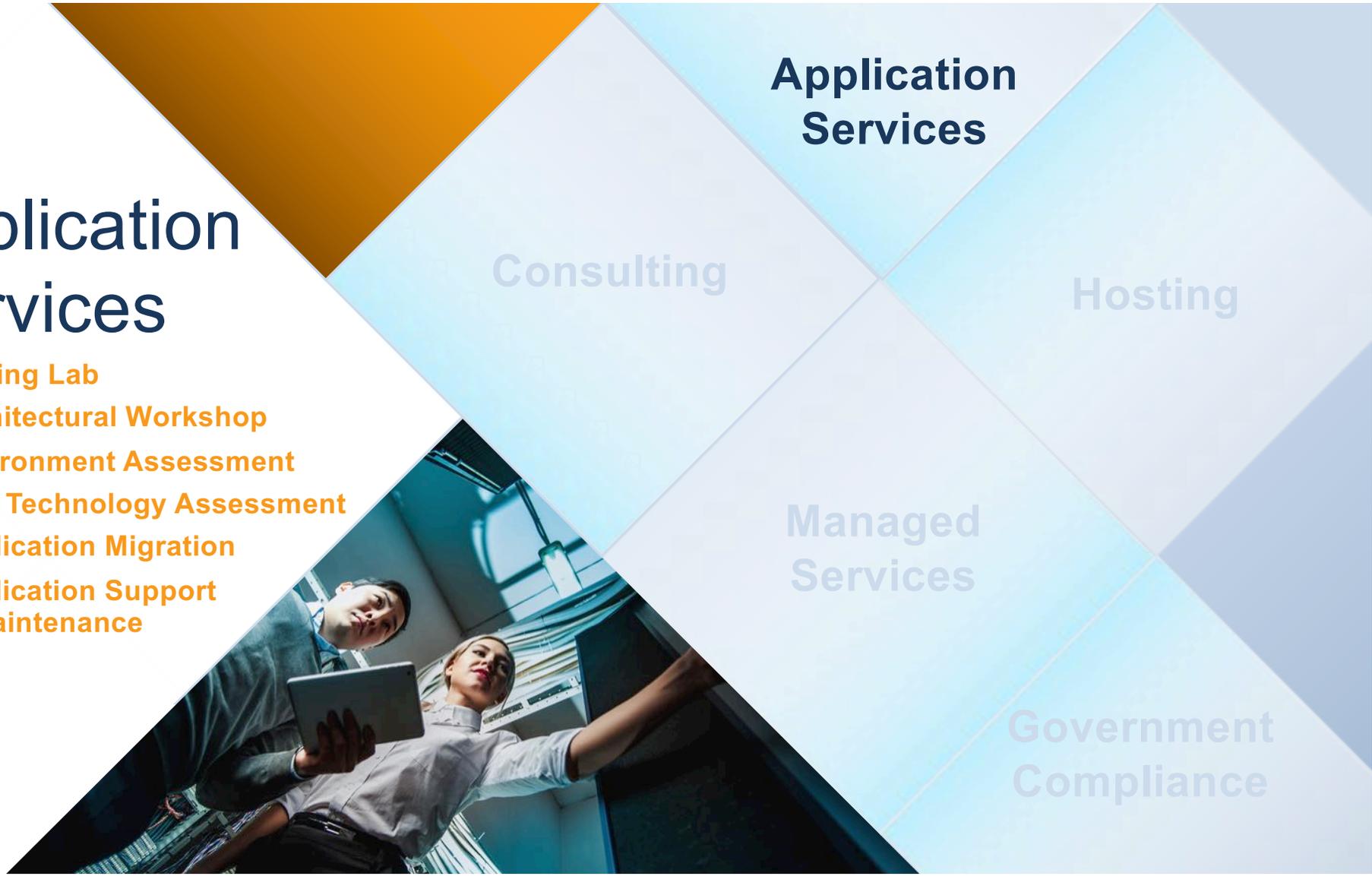
# Hosting Services

- Colocation
- Managed hosting
- Hosted private cloud



# Application Services

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



# Expanded Offerings

**SERVICES**



**Consulting**

**Application Services**

**Hosting**

**Managed Services**

**Government Compliance**

# 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

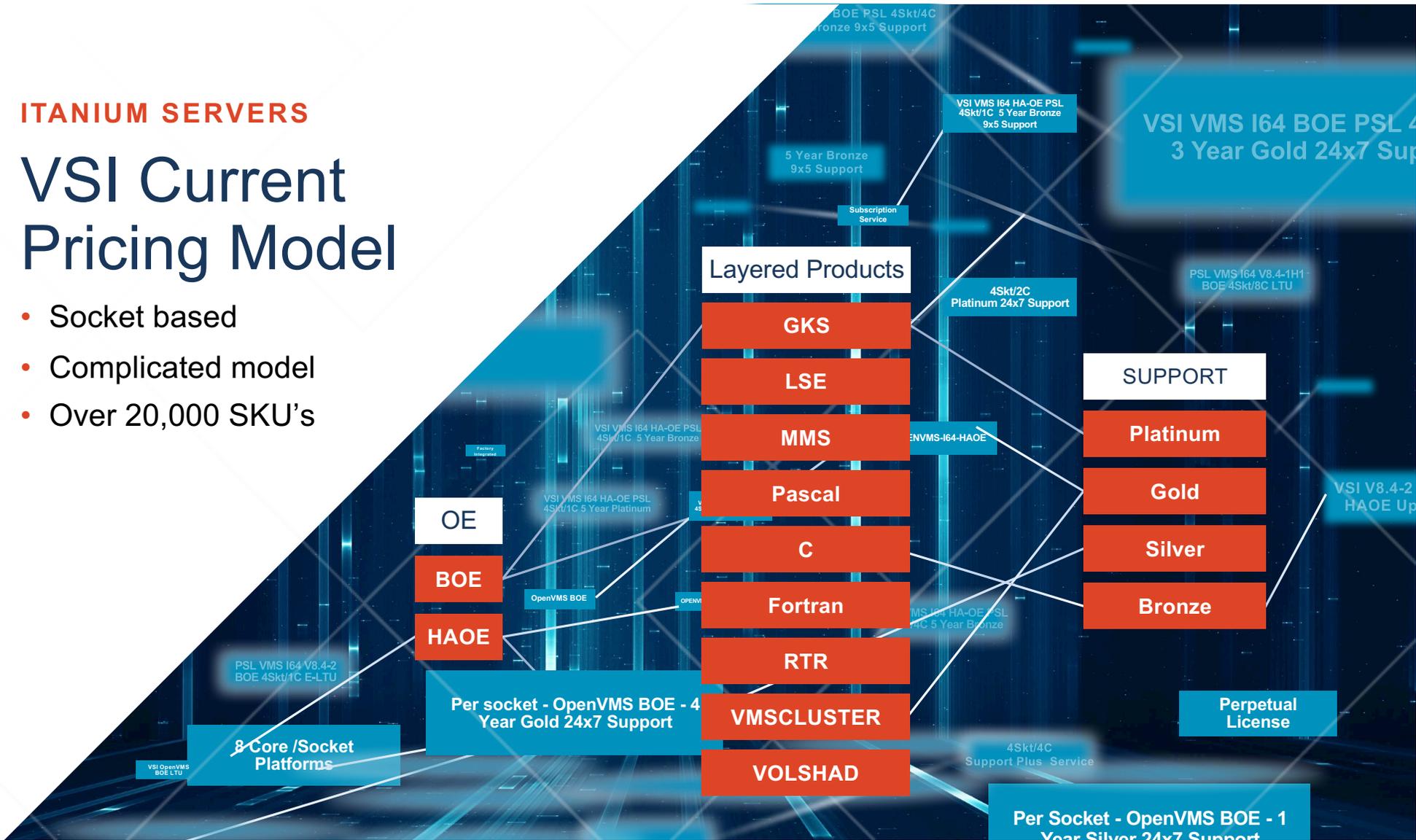
# Future of OpenVMS Licensing

Terry Holmes | VP of Sales & Marketing

## ITANIUM SERVERS

# VSI Current Pricing Model

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



## ALPHA SERVERS

# VSI Current Pricing Model

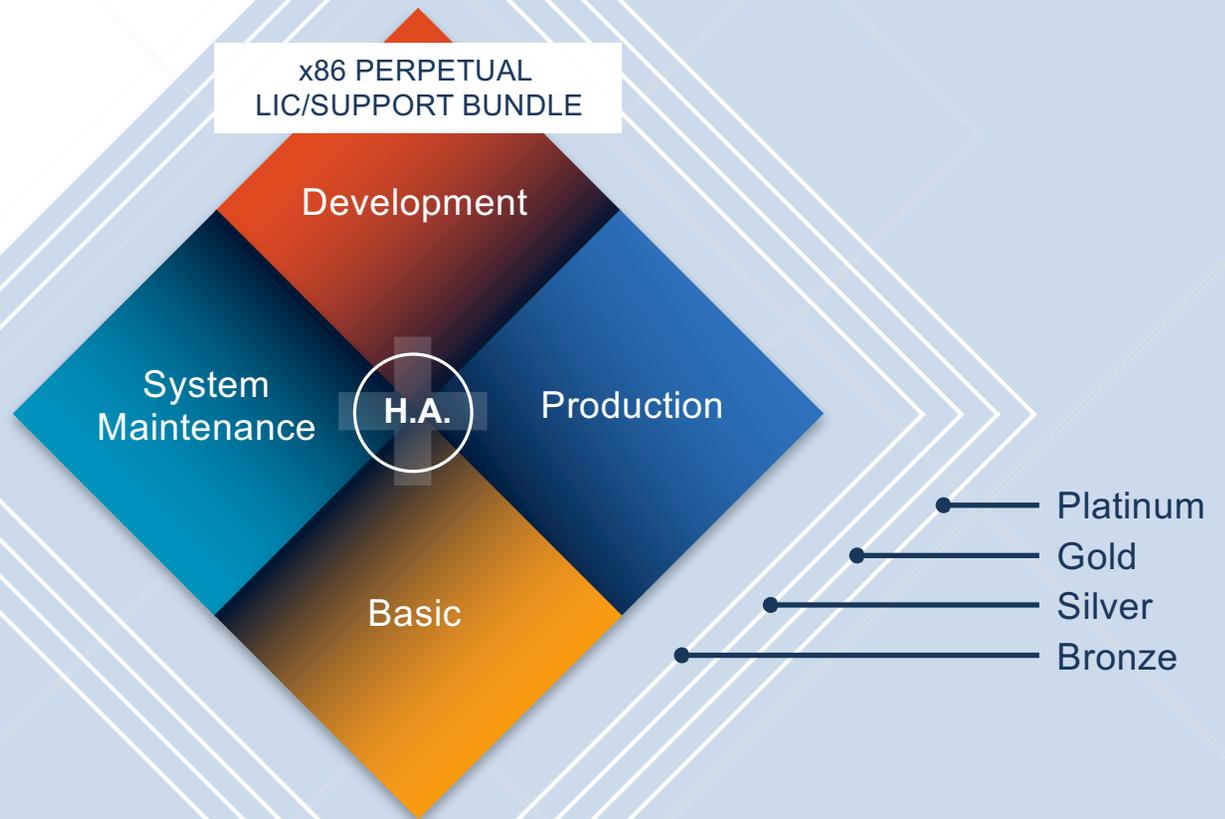
- Bundle based
- Easy to understand
- Convenient installation



## VSI X-86 PRICING MODEL

# Perpetual

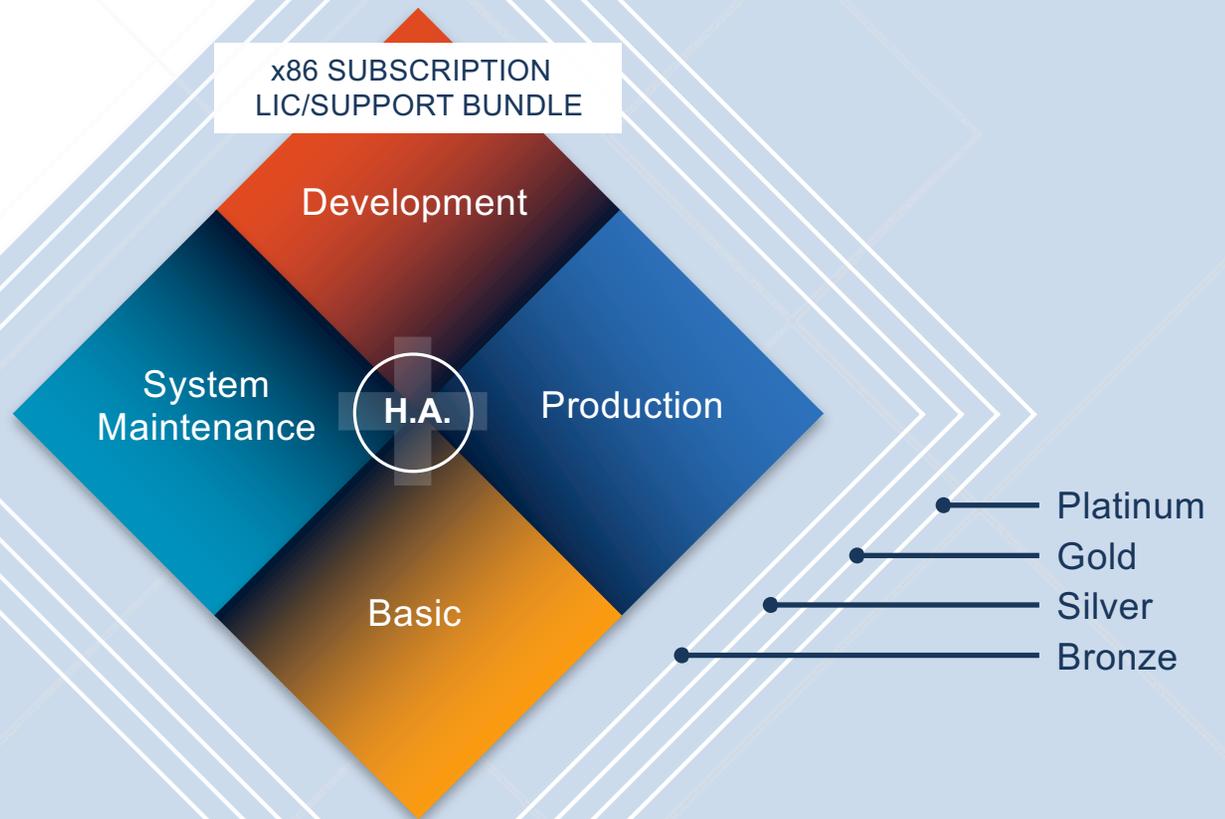
- Four “flavor” bundles
- Includes four-tiered support
- High Availability option
- Convenient installation
- Same model for physical & virtual



## 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](http://vmssoftware.com/products_roadmap.html)**

# Thank You

To learn more please contact us:

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