



OCP

Experience Center

Seeding Emerging Markets

October 2022

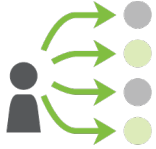


OPEN
Compute
Project®

Community-driven hyperscale innovation for all.

Accelerating Open Innovation and Adoption (concept development, raising awareness, reducing risk)

Engineers



- Showcase new concepts
- Hardware test & validation
- Develop & test software
- Interoperability testing

Adopters



- Need to see OCP hardware
- Exposed to proof points
- Understand the benefits
- Build a business case
- View new concepts
- Understand facility requirements

Channel Partners



- Position themselves as thought leaders
- Establish trusted advisor relationships
- Market differentiator

Experience Centers Cover Entire Emerging Market (from Innovators to Early Majority)

Innovators

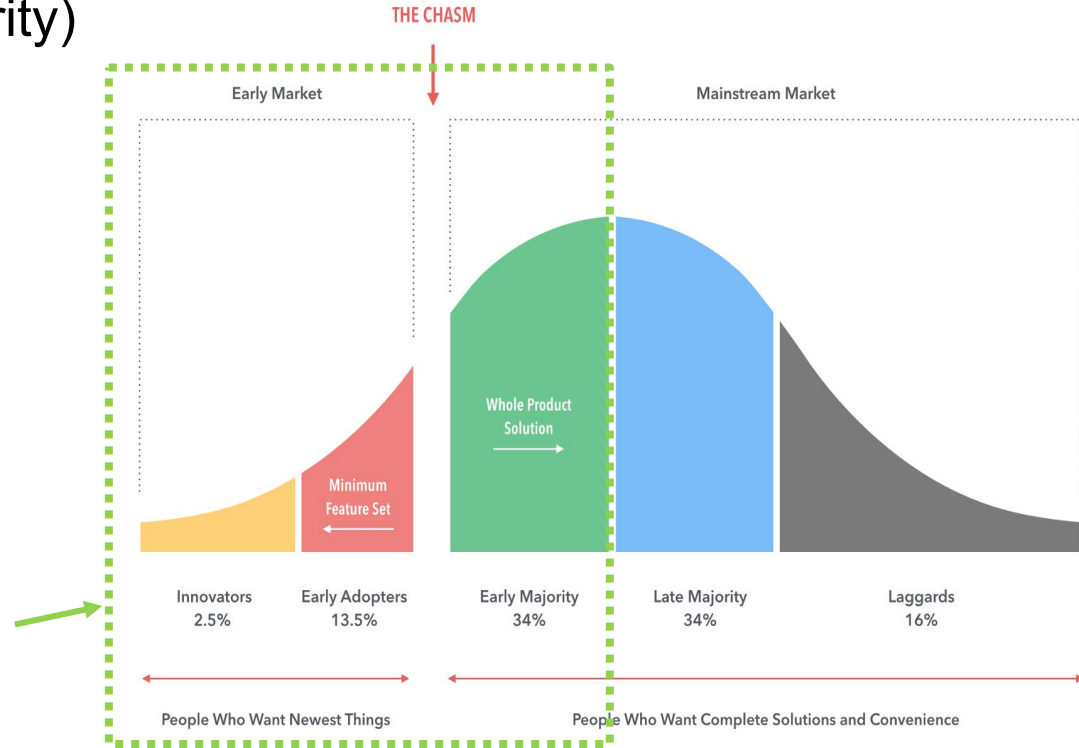
- New Concept Showcase

Early Adopters






- Adopter Showcase
- Alliance Blueprint Showcase

Early Majority

- Product and Solution Showcase
- For Profit Test Lab

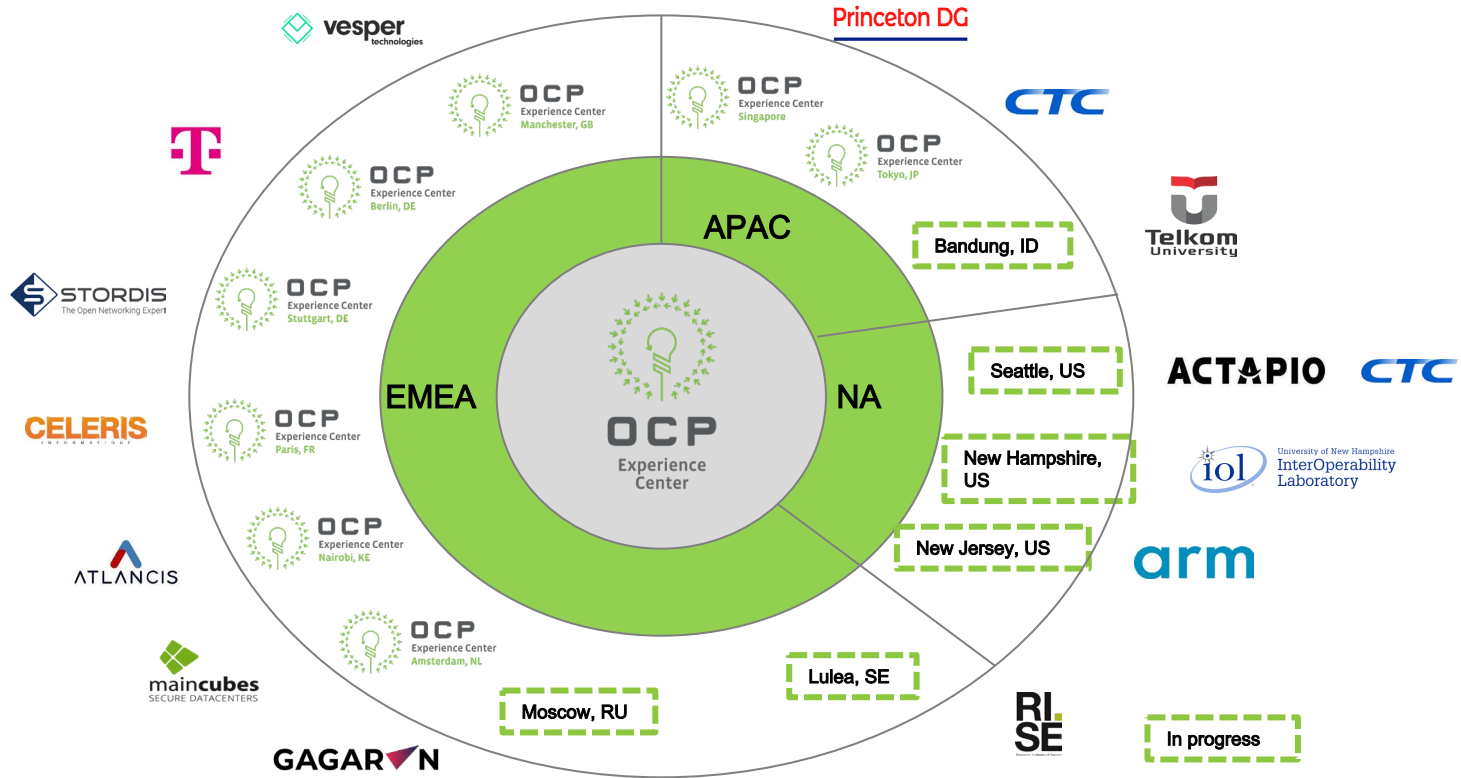


10+ Centers and Growing , with Many Companies Participating

<p>New Concept*</p>	
<p>Adopter Use Case</p>	
<p>Alliance Blueprint</p>	
<p>Product & Solutions</p>	
<p>Test Lab</p>	

*In development

Established a Global Footprint



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OCP Experience Center Program



OCP Provides

- “OCP Experience Center” brand
- Facilitate design of center
- Vendor/Member supply chain introductions
- OCP Marketplace & Analytics
- Go- to - Market activities
- Sharing of OCP Experience Center best practices



Member Host Provides

- Space, resources, procedures
- Facilitate equipment
- Services offered
- Access control
- Maintain “landing page” on host site
- Go- to - Market activities (co - partner with OCP)



Visit an OCP Experience Center



Potential End - User

- Visit the OCP Marketplace to find an OCP Experience Center or connect with the Foundation to facilitate an introduction
- Book a visit and start using a service offered (i.e. PoC)
- Attend an event being hosted at an OCP Experience Center



Potential Host

- Discuss with the Foundation which type of OCP Experience Center might be the best fit
- Partner with other members to develop an OCP Experience Center
- List your OCP Experience Center on the OCP Marketplace
- Host an event (i.e. workshop, training) at an OCP Experience Center