Mark Roenigk
Chairman and President, Open Compute Project Foundation
Head of Hardware Engineering, Facebook
“How’s Business?”
Our Market is Growing... For Everyone!

- **2017 OCP Non-Board Consumer Share of Market Value**
  - OCP Non-Board: $137.1B (99.14%)
  - Other: $1.2B (0.86%)

- **2021 OCP Projected Non-Board Consumer Share of Market Value**
  - OCP Non-Board: $156.3B (96.29%)
  - Other: $6.0B (3.71%)

- **5YR CAGR 59%**

- **2021 OCP Non-Board revenue: $6B**

- Total market includes: Server, Storage, Switches, Rack, Power, Peripherals

- OCP Non-Board YoY growth 103%
- Does not include Secondary Markets

Source: IHS Markit © 2018 IHS Markit
Our Market is Growing... For Everyone!

**OCP Non-Board**

*2017 OCP Non-Board Consumer Share of Market Value*

- OCP Non-Board: $137.1B, 99.14%
- Other: $1.2B, 0.86%

*OCP Non-Board YoY growth 103%*

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*2021 OCP Projected Non-Board Consumer Share of Market Value*

- OCP Non-Board: $156.3B, 96.29%
- Other: $6.0B, 3.71%

5x Growth!

**5YR CAGR 59%**

2021 OCP Non-Board revenue: $6B

Total market includes: Server, Storage, Switches, Rack, Power, Peripherals
What’s in that Pie Slice? Steady Growth for All.

OCP Non-Board Market Share
By Customer Segment

Source: IHS Markit © 2018 IHS Markit
Regional Forecast for OCP Consumption

OCP Non-Board by Region

- Americas
- EMEA
- Asia Pacific

Source: IHS Markit © 2018 IHS Markit
Learn more from an in-depth discussion

**OCP Market Impact Assessment**

Day 1: Tuesday, March 20
1:00pm–2:00pm
Room 210 EF
“How’s Our Community?”
OCP Community Key Health Indicators

Membership

- General
- Community
- Silver
- Gold
- Platinum
New/Upgraded Platinum Members Since 2016

- Alibaba Group
- AMD
- AT&T
- ColorChip
- CUMULUS
- DELTA
- Deutsche Telekom
- Edge-core Networks
- Ericsson
- flex
- Google
- IBM
- Inspur
- JD.com
- Lenovo
- Mellanox
- NetApp
- Nokia
- NVIDIA
- Schneider Electric
- Tencent
- Verizon
Accepted Contribution rates remain roughly the same over the past two years, but many are now being turned into marketplace SKUs and *OCP Accepted or Inspired* products.

*Contributions first ... The Market follows!!!*
“What’s Next?”
Actions we are taking ...

• **Software, Firmware & Integration**
  - Open firmware is here: faster solution development, shared bug fixes, more control over security.
  - The Foundation is establishing a software management infrastructure to manage firmware projects.
  - We are looking at ways to leverage integration lab capabilities in our ecosystem to enable testing.
Actions we are taking …

• **Adoption**
  − Robust contribution pipeline.
  − The Marketplace is growing rapidly. Surpassed 100 products.
  − We are driving for orderable SKUs. We send qualified leads to our Solution Providers.
  − We adjusted the membership structure to promote more collaboration, contribution and adoption by recognizing contributions beyond design IP and support of collaborative events.
  − We are expanding our geographic footprint based on demand in key global markets.
  − We have launched a formal partnership program.
Partnership Program

The Universal Customer Premise Equipment Specification (aka uCPE Spec):

• Hardware Development & Enabling
  - Release of a community-driven specification for uCPE appliances
  - Enable one or more suppliers

• Software Development & Enabling
  - Release of a community-driven specification for all APIs, software, DevOps tools & utilities
  - The development of agreed-upon software and utilities developed for uCPE
SUMMARY
“Business Looks Pretty Good”

- $1.2B (2017) Non-Board Revenue
- $6B (2021) Projected Non-Board Revenue
- 59% (2021) 5 Year CAGR
- <5% Market Penetration
“Who did this?”

Take a look around... **We** did...

**THANK YOU and**

**CONGRATULATIONS!!!**