



Welcome to OpenVMS

VSI Strategic Update

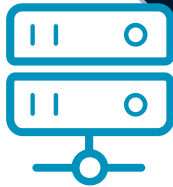
Terry R. Holmes / December 13, 2017

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

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

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%

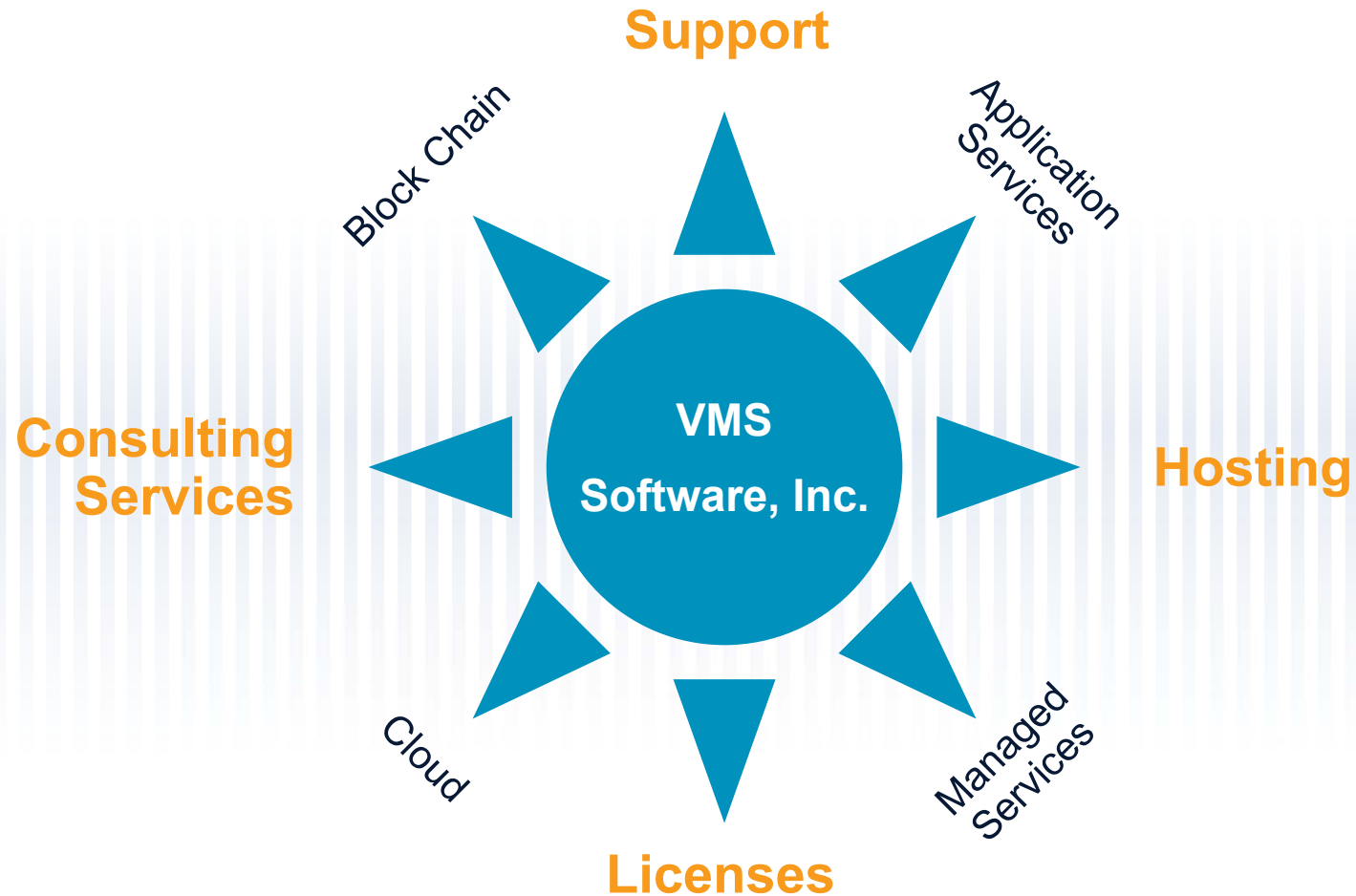
of world’s SMS messaging
is managed by OpenVMS
systems

What did VSI purchase from HP in 2014?

- Exclusive rights to develop new versions of OpenVMS
- Perpetual Worldwide License
- Right to use the OpenVMS trademark
- Right to release OpenVMS on any hardware (including the mainstream Intel x86 platform)
- Agreement to transition HPE customers to VSI (driven solely by customer demand)



VSI's Clearinghouse Strategy



VSI Improvements to OpenVMS



6
versions

28 months

515

Defect Repairs

179

New Features

16

Open Source
Releases

102

ISV Partners

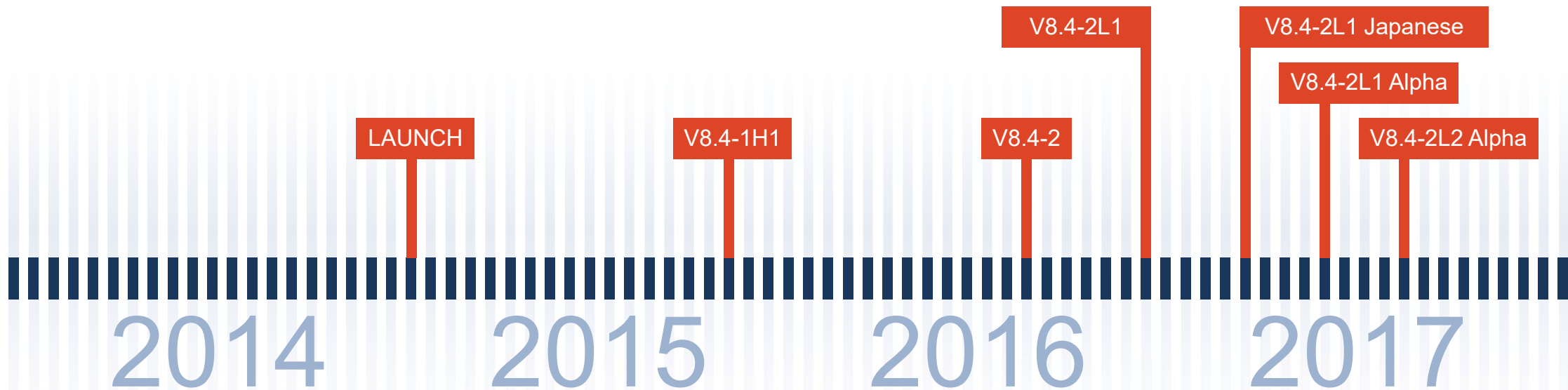
65

Layered Products

2

Platforms ^{SEP}
(IA64 & Alpha)

Strategy Review for 2014 - 2017



Best in Class Support



- Only VSI support staff has first hand access to VSI OpenVMS development engineers.
- Only VSI provides 90-Day Conformance Warranty
- Only VSI is growing its worldwide OpenVMS staff
- Only VSI provides Rights to New Versions (RTNV)
 - Receive free, automatic version updates during the term of your VSI support.
 - For example, get a free upgrade to VSI OpenVMS for X86 with your purchase of VSI OpenVMS support for Itanium (i2, i4, or i6) — or Alpha.



- VSI Professional Services Alliance (VPSA) launched in 2015
 - http://vmssoftware.com/services_VPSA.html
 - Pools the OpenVMS expertise of the entire platform under one VSI umbrella.
 - All OpenVMS consultants may apply.
- VSI is a one-stop-shop for the entire spectrum of OpenVMS consulting requirements.

2017 Expanded Offerings

Alpha

X86

Services



Official VSI OpenVMS Training

- Instructor Led
- Remote instructor Led
- Online Self Paced
- Custom Client Site

OpenVMS User

OpenVMS
Systems
Management

OpenVMS
Programming

OpenVMS
Certifications

VSI ISV Partners Include

(At A Glance)



This slide contains information that is confidential and is provided solely for your convenience. While the information is based on our current activities, such information is subject to change without notice.

How is VSI doing?

- Business nearly doubled from previous year.
 - FY2018 looks very strong.
 - Continuing to add more resources.
 - Customer transition well underway.
- Stronger VSI Marketing and Partner Outreach.
- Make a Commercial Case to Customers
 - VSI is the only company who can offer OpenVMS V9.0 and higher including a clear x86 path for users.
 - VSI is the only company who can offer Rights To New Versions (RTNV) when customer buys VSI Support.
 - This includes Alpha, Integrity and x86.



VSI OpenVMS Releases – Future



V8.5

- Q2 2018
 - VSI TCP/IP 10.6
 - CRTL: C99 features, header updates
 - ACPI
 - SSL 1.1x
 - Enhanced Password Management

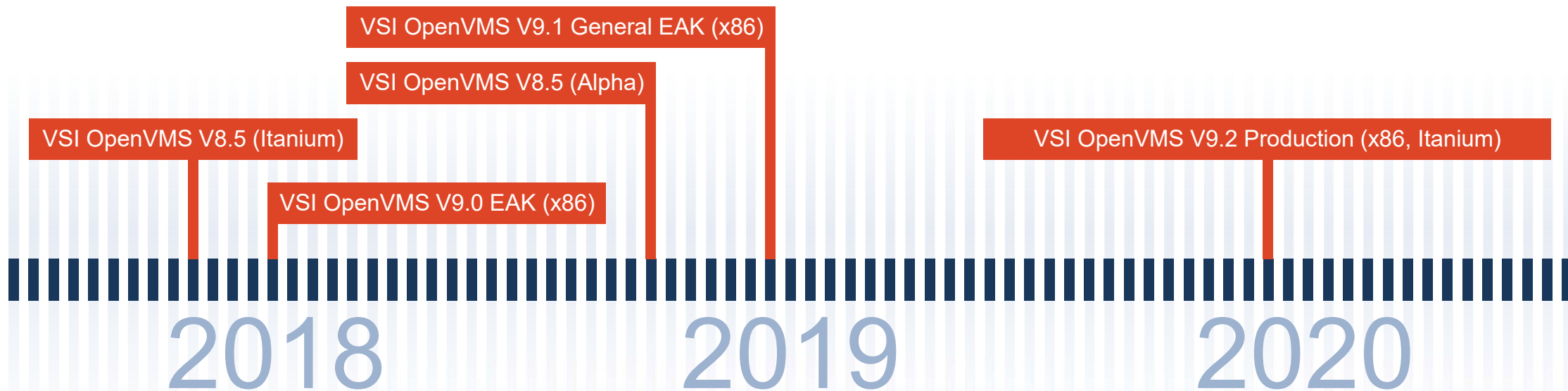
V9.2

- Q1/2020
- Full Production Release
- Native Build
- Security
 - Secure Boot
 - Encrypted Crash Dumps
- Additional HPE & Dell Servers & I/O Devices
- And more

V9.x

- TBD

Strategy Review for 2018 - 2020



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

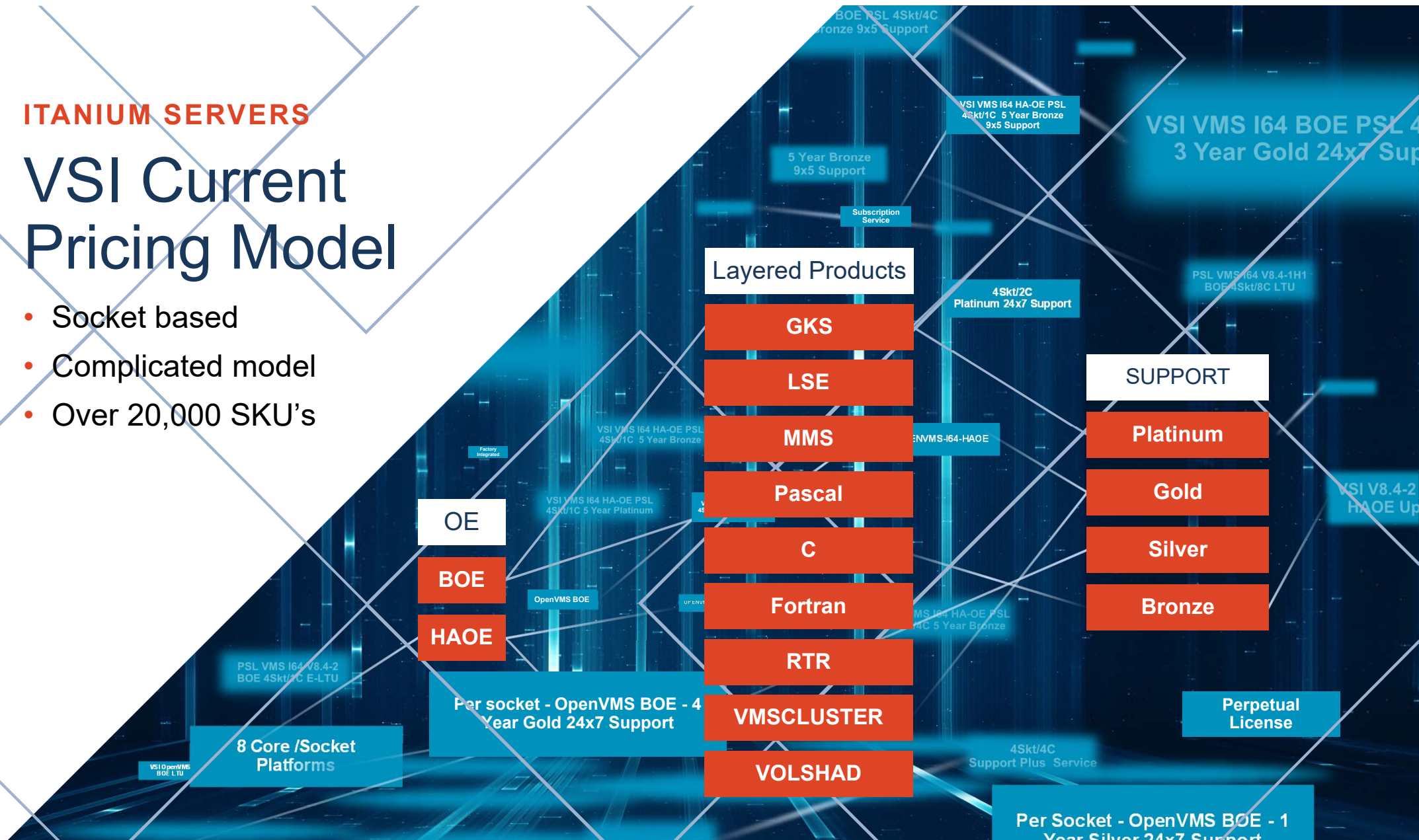
V9.2: x86-64 Production Release - complete system

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

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

ALPHA BUNDLE

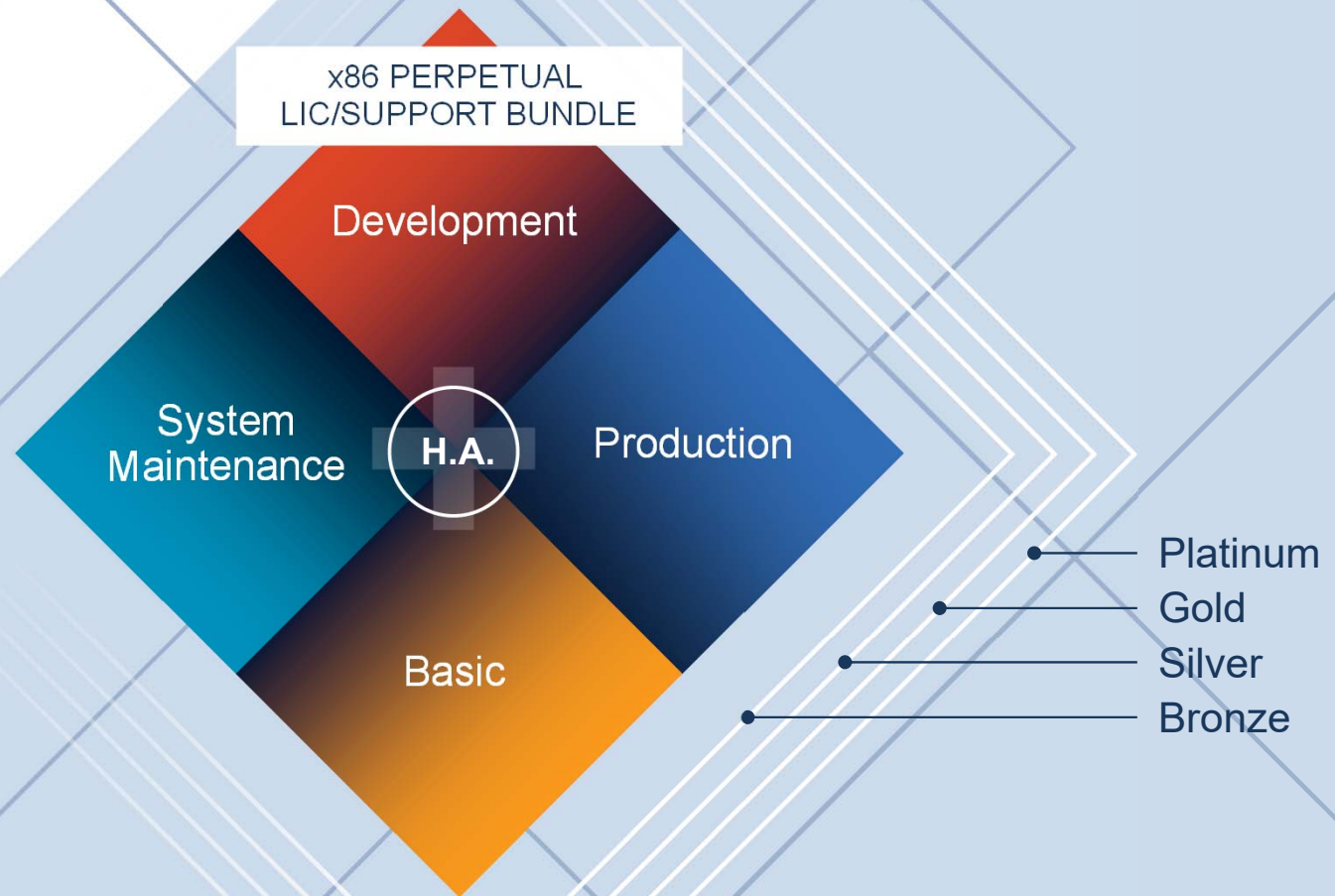
OE & LPs

Gold
Silver
Bronze

VSI X-86 PRICING MODEL

Perpetual & Subscription

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



Expanding OpenVMS Base



- **Trial Development Licenses & Trial Licenses Program**
 - Expand VMS Developer & IT Management Base
 - New IT Pros (Developers / Systems Administrators)
 - x86 Trial Development Licenses
 - * Year 1 – Free on AXP emulator
 - * Year 2 – Introductory Fee
 - * Year 3 – Converted to Full ISV License
 - **Educational License Program** – In Development
- **Hobbyist Licenses**: Trying to appreciate the benefit beyond planting small seeds in the market.

Expanded Offerings

SERVICES

Consulting

**Application
Services**

Hosting

**Managed
Services**

**Government
Compliance**



Hosting Services

- Colocation
- Managed hosting
- Hosted private cloud

Consulting

Application Services

Hosting

Managed Services

Government Compliance



Application Services

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

Application Services

Consulting

Hosting

Managed Services

Government Compliance





Gearing up to
execute for the next

40 years

OpenVMS

Operational Priorities

Increased Business Focus

Build up sales/marketing team

Expand offerings

Steady Engineering Development

Continue x86 port



What is in store for
**the next
40 years?**

Blockchain

Cloud

Embedded
Systems

Hardware
Strategy



Thank You

or in EMEA

Rob@bg-software.nl or Gerrit@bg-software.nl

we (or our local partners) can help you with your VMS-ecosystem: latest VSI-software, incl. support on software **and** hardware, (customized) training, etc.

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