



**Xen Strategic Summit
Plenary
Nick Gault, CEO**

April 7, 2005



Why the Xen Summit?

You asked for it

To make Xen commercially ready and ubiquitous

This is your opportunity to

- Develop relationships within community
- Learn more about Xen
- Influence agenda for future Xen
- Voice your concerns



Who's Come to the Summit?

Novell.



VERITAS™

Operating System and Systems Management



UNISYS



Hardware Systems



Platforms & I/O

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What You Say You Want from Xen

Platform vendors: “support 64-bit, security, and hardware virtualization asap”

Server vendors: “give us a free, high-performance, alternative to over-priced, poor-performing commercial alternatives asap”

Systems management vendors: “give us a free, high performance alternative and a management API asap”

Linux distributors: “make it commercially ready asap and deliver features the market is demanding”

Interconnect vendors: “keep I/O performance at head of the agenda”

Customers: “make it commercially ready asap and make it work well with Linux distros”



The Mandate You've Given Us

Make Xen commercial grade asap

Work closely with the Linux distributors

Maintain rapid pace of innovation and releases

Maintain openness and neutrality

Achieve consensus on security and
management API's

Get ubiquitous, be the de facto standard for
virtualization



What is XenSource?

Founded by the creators of Xen in Dec 2004

- Xen the project needed to scale...and fast
- Core team remains in Cambridge, maintain affiliations with University of Cambridge
- A US based operation creates and markets commercial solutions based on Xen
- Backed by leading venture capitalists

We “get” open source

“XenSource aims to take a leadership role in fostering the development and growth of both the Xen hypervisor and the Xen community in a collaborative and transparent manner that is true to open source principles.”



Business Model

Make Xen ubiquitous through open source distribution and industry partnering

Create an economically robust ecosystem; make *all* our partners profit from Xen

- Huge market opportunity supports competition
- Competitive product alternatives for customers make a viable market

Sell software and support, one, directly and, two, indirectly through industry partners

- We will never “sell” Xen



Our Role in This Community

- Lead the Xen Open Source project
 - Code rules, unbiased selection of best solutions
- Host community meetings
 - Technical and Strategic Summits
 - (future) Users' Summits and Developer Summits
- Host community website and development tools
- Manage testing & certification, making Xen “commercial grade”
- Work with the Linux distributors to ensure that Xen meets requirements



Our Thanks to U of Cambridge

Xen born at the University of Cambridge Computer Lab, Xen core team remains on faculty

We benefit from the legacy of excellence of UCCL
– David Wheeler, Roger Needham, Andy Hopper

Xen will always benefit from its base in the world-leading Systems Research Group (“SRG”)

University of Cambridge has been very supportive of the founding of XenSource

