

# Mirantis OpenStack

Mirantis OpenStack for Kubernetes (MOS) is an easy to use and manage virtualization platform that enables digital infrastructure to support both cloud-ready applications, and legacy applications, whilst ensuring reliability and allowing you to maintain full control over your data.

## Features and Benefits

Software Defined Datacenter	MOS enables customers to define a Software Defined Datacenter strategy delivering abstraction of Data Center resources, Compute, Networking, Storage, etc, that make is easier and more efficient for developers, operations teams to gain access to those resources
Software Defined Storage	Mirantis includes a highly scalable and resilient storage solution, based on Ceph that can grow with the needs of the cloud platform.
Zero-Touch administration	Day 2 administration is fully automated requiring minimal intervention from operations teams.
Automated upgrades	Fully automated upgrades ensure that the cloud platform is always up to date with the latest features and security patches.
HyperConverged	Hyper converged deployment allows for provisioning of storage and compute on the same node, enabling support for small footprint deployments as well as supporting more organic growth of compute and storage..
Legacy workload support	To better support Legacy or non cloud ready workloads, we include a VM High

	availability solution (Masakari), enabling configuration of high-availability.
Validated Scalable Clouds	Extensive testing and a flexible deployment model enable reliable deployment of clouds ranging from Compact to Large architectures
TelcoCore Capabilities	Core functionality to support telco use cases, including Intel EPA , NUMA and support network acceleration technologies
Software Defined networking	The choice of advanced SDN solutions to meet a variety of use cases. MOS includes both Tungsten Fabric and OVS, covering advanced telco requirements to basic virtualisation needs.
Bare Metal Support	Full Bare Metal management based on the capabilities offered within Mirantis Container Cloud.
Workload Isolation	Enables creating greater isolation of workloads ensuring effective security and preventing resource conflicts.
Increased Hardware Utilisation	Supports more efficient use of datacenter hardware resources, by increasing the number of server systems that the hardware can support.
Single Control Pane	Create, Resize, Delete clusters LCM & LMA across all providers
Unified Virtual Machines and Kubernetes	With the base kubernetes platform for MOS being enabled by Mirantis Container Cloud you get VM's and Containers in the same management platform
Integrated Observability	Comes with a fully integrated LMA stack that is deployed with the clusters automatically.

Validated Security	Mirantis is the de facto choice for the world's most regulated industries, with the deepest level of accreditation in the world including FIPS 140-2 Validated and DISA STIG.
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## Handling Objections

"DIY/Public Cloud is Cheaper"	<p>The IT and hosting costs are cheaper with DIY, but that requires you value your engineer's time is worth \$0</p> <p>For more detail see: the <a href="#">Public Cloud/DIY Battlecard</a></p>
"We're in a hurry to get started"	<p>We enable quickstart on open source to make you productive faster - from months to minutes with a single pane of glass to manage open source-based infra across multiple environments</p> <p>No learning curve and quick start with OpsCare</p>
"We hear that VMWare/Rancher/RedHat has better tools"	See the <a href="#">individual battle cards</a>

## QUESTIONS TO ASK

- How much time do you want to spend configuring and tuning the platform?
- Are you looking for an integrated full-stack solution or bag of parts?
- Do you have the budget to hire additional K8s expertise in-house?
- How much control and customization will you need over the long-term?