

Chances & Challenges

HAHN
AUTOMATION GROUP

10 Years Open Source in a midsize company

We are HAHN



> 1.500
employees



> 20
locations
worldwide



> 30
destination
countries



> 3.600
lines in
operation



> 900
customers



General Considerations

Software Choices

- Code / project maturity
- Feature assessment
- Project stability & context
- Market acceptance
- User acceptance
- Strategic partnerships & backing

Suitable areas of interest

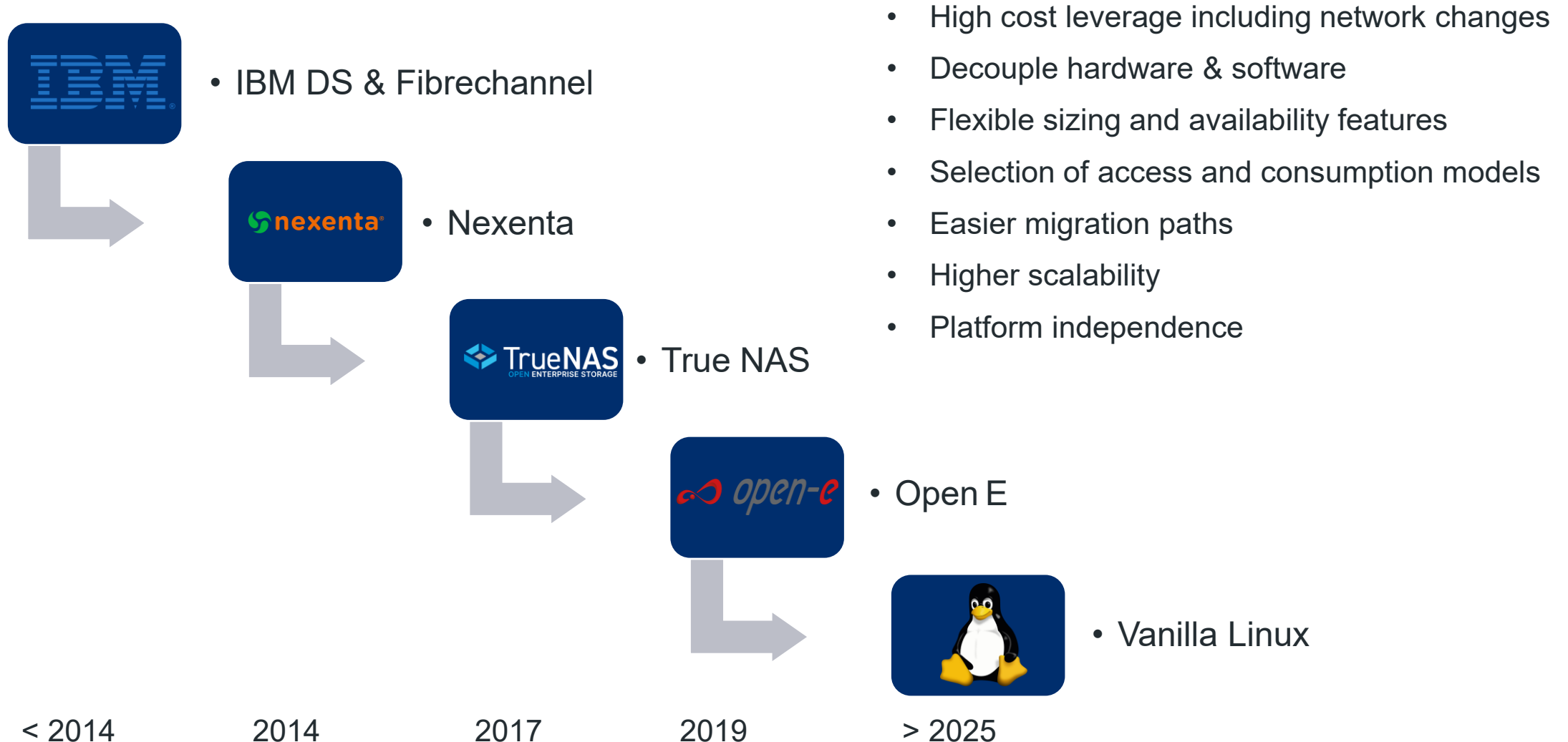
Operational Aspects

- Team knowledge
- Reliability & support
- Island strategy (for introduction)
- User introduction strategy
- Software defined strategy

Commercial Perspective

- Company backed open source
- Support models & coverage
- Operational cost transparency
- Independent support resources
- Alternative business models
- Open source license strategy

Example Storage Journey



Projects & Products

The Status Quo

Core Infrastructure

TrueNAS
OPEN ENTERPRISE STORAGE

open-e

PROXMOX

ANSIBLE

CONDUCTOR

Python

Tux penguin

SONiC

icinga

docker

Elephant

freeRADIUS

netbox

Greenbone OpenVAS
Open Vulnerability Assessment Scanner

Operations & Support

B1
SYSTEMS

Grafana

influxdata®

WIREGUARD®
FAST, MODERN, SECURE VPN TUNNEL

KEA

Greenbone OpenVAS
Open Vulnerability Assessment Scanner

Portrait of a man

User Related Systems

3CX

GitLab

Nextcloud

OpenSearch

MINIO

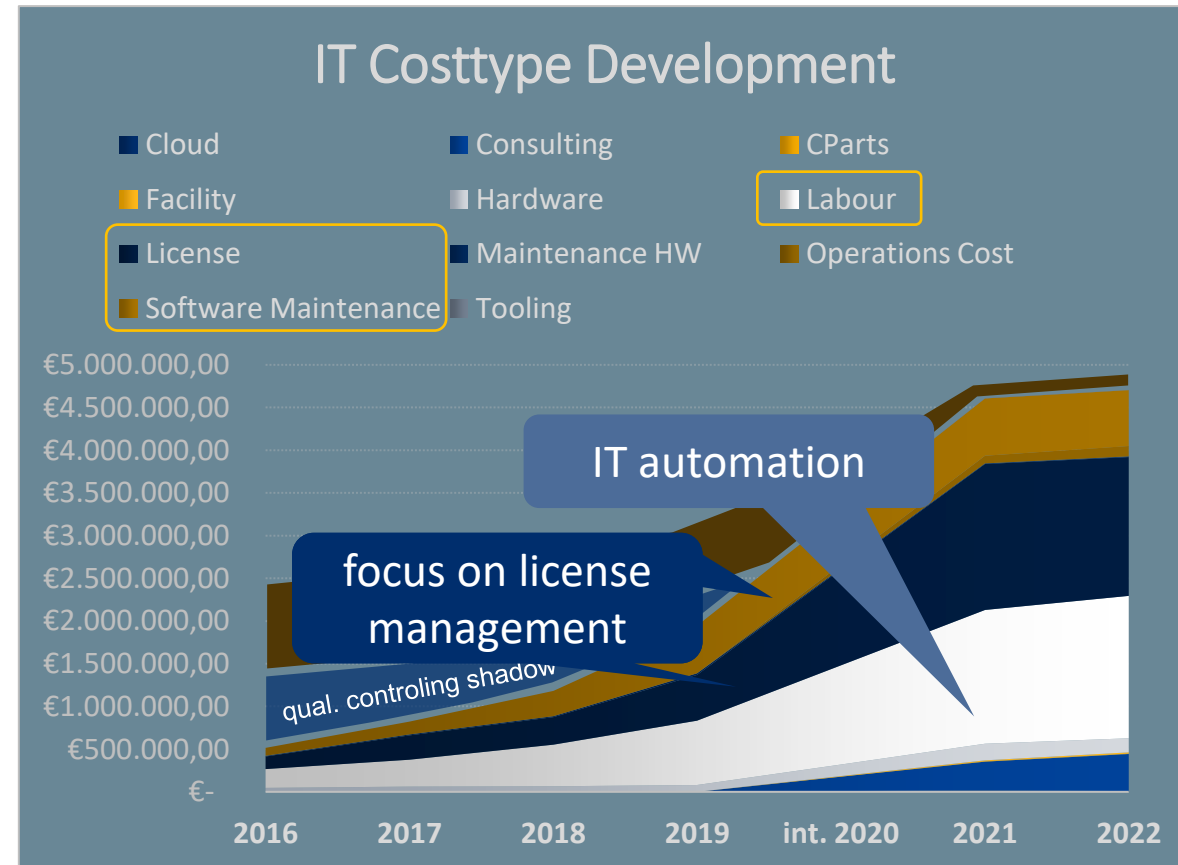
LangChain

KEYCLOAK

Cartoon cat

SEVEN YEAR COST DEVELOPMENT

- Software is #1 cost driver
- Increasing complexity & security
- Increasing workload & innovation cost
- Cloud & subscription push
- Cost peak 2024 and 2025
- 2023 cyber incident – no data available
- 2024 and 2025 analysis not completed
- IT automatization projects
- Intensify license & supplier management
- Intensify open source



Cloud cost of current operations

- Compares only platform cost
 - Storage
 - Main Memory
 - CPU
- Need for cloud use case architecture
 - Result in additional sizings
- Cloud cost not covered:
 - User licensing & multi geo tennant
 - Downstream traffic
 - Data access & touch
 - Cross platform communication
 - Additional licence requirements



Monthly Public Cloud Pricing Comparison

All running VMs have been priced across all three public cloud providers. This is the comparative monthly cost at a 1 year commitment pricing discount.



Recommendations

- Infrastructure first (low hanging fruits)
 - Storage has high leverage
 - Monitoring has high maturity
- GPL first strategy
- Start with commercial backed options
- Search for independent support
- Think big
- Train staff
- Automate everything the same way
- On premise first strategy





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