

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

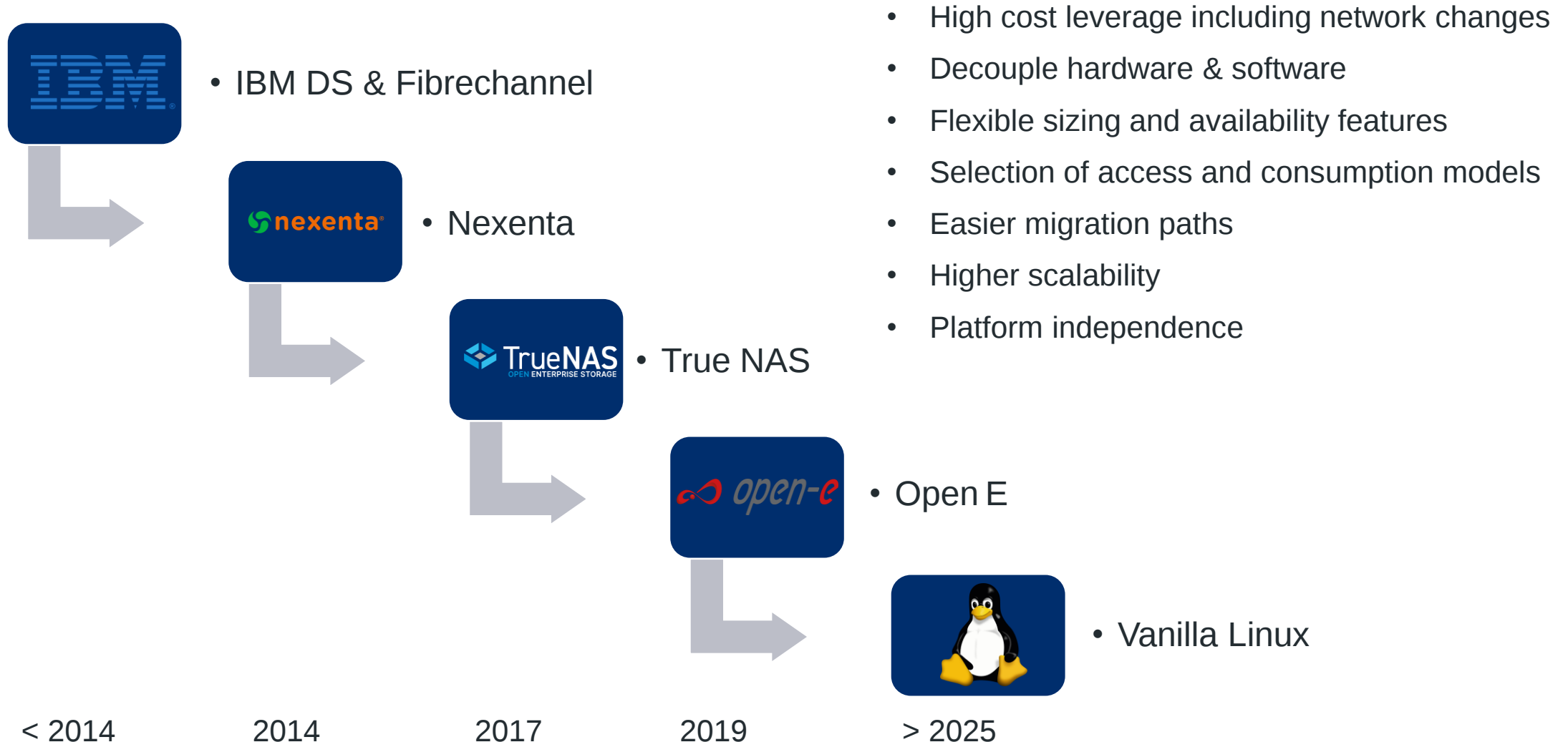
Commercial Perspective

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

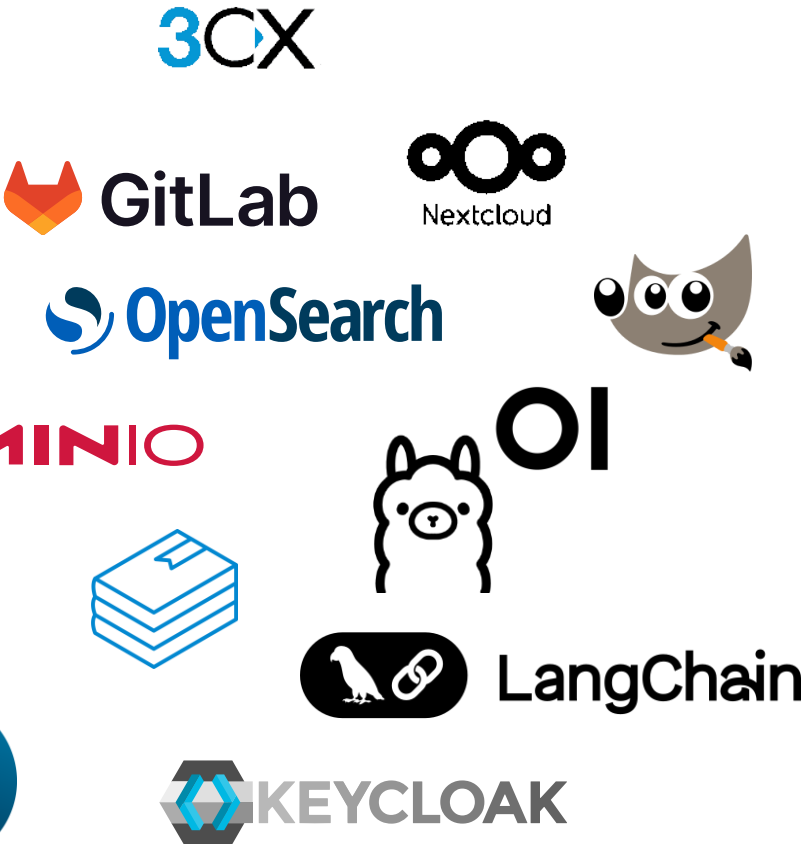
Core Infrastructure



Operations & Support



User Related Systems



Recommendations

- Infrastructure first
 - 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





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