ZStack

Introduction to ZStack

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Country Manager, Indonesia

ZCCC

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01 Company Profile

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01 About ZStack

2015 - 2021

- ZStack establish in Shanghai in 2015 with 7 branch offices in China
- Series A funding was completed in 2017 initiated by AliCloud
- Series B funding was done in 2018 driven by Shenzhen Capital Group, Alicloud etc.
- Series B+ funding involving RMB 230M was completed in 2020.
- China Telecom became ZStack's strategic investor in 2021.
- ZStack International establish in Hong Kong in 2021.

2022

- Hong Kong, Taiwan
- Thailand, Malaysia, Indonesia, Vietnam, India, Philippines
- Australia

2023

- South-East Asia: Singapore
- Entire APJ region and some middle east countries in 2022.
- Part of European countries in 2023

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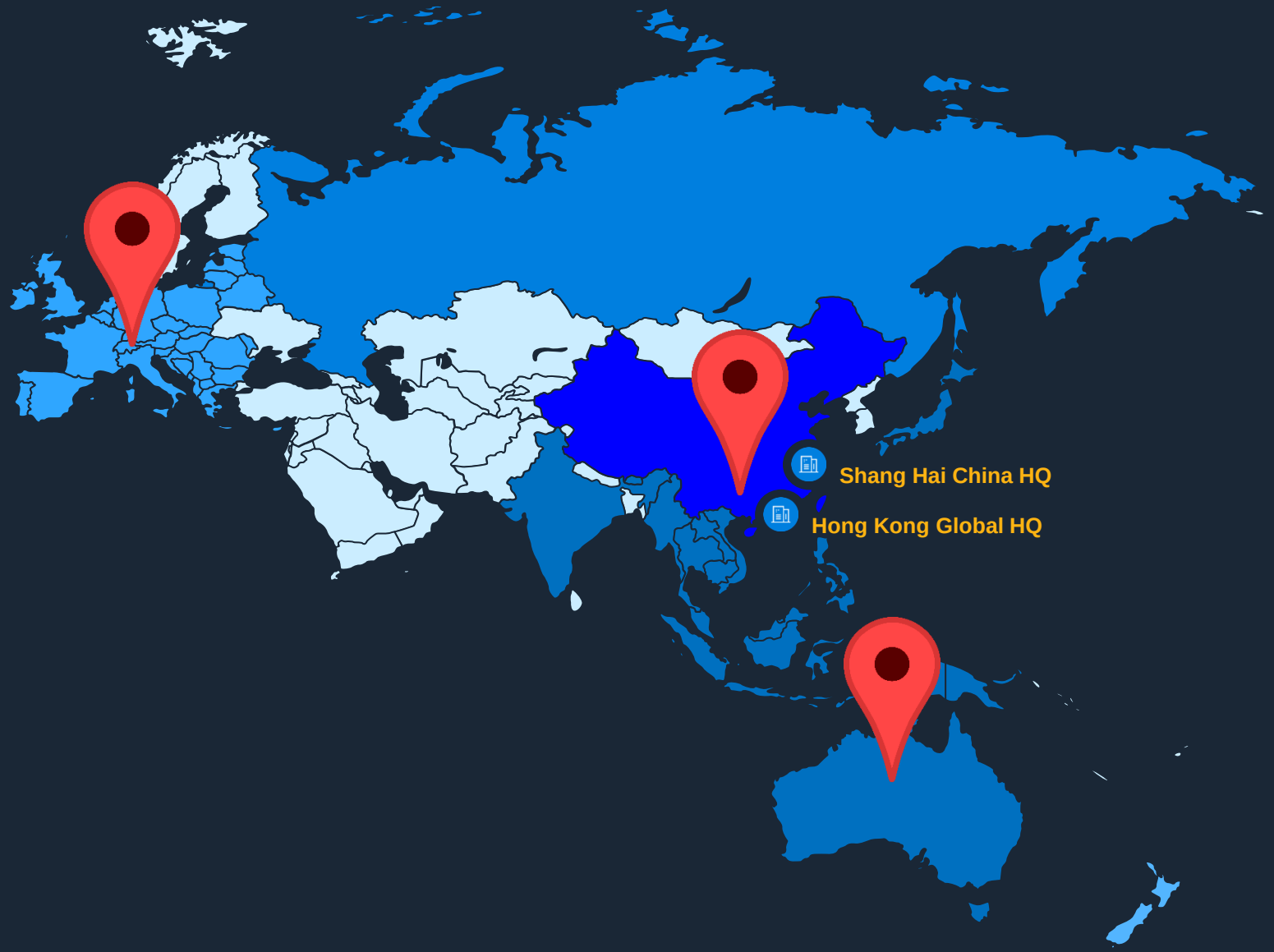

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01 ZStack Customers

20+	30+	100+	250+	2000+	1M+	3M+
Industries	Countries	Scenarios	Partners	Customers	Community Users	Hours of stable running time

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01 Our Journey

2015-2016

Launch of ZStack

China's cloud computing independent technology route starts

2017-2018

Entering the Market

Joint Alibaba Cloud to enter the hybrid cloud market

2019-2020

Accelerate new infrastructure

Establishing Trusted Cloud technology brand

2021-Beyond

Customer-focused

Delivering the world-class solution for customers

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01 ZStack Partners

Public Cloud Partner

Alibaba Cloud

天翼云 e Cloud

Technology Partners

intel

Microsoft

Lenovo

DELL EMC

HUAWEI

Phytium 飞腾

中科可控 cancon

兆芯

海光 HYGON

inspur 浪潮

LOONGSON 龙芯

lightbits

KYLINSOFT 麒麟软件

统信软件 UNIONTECH

CEC 中国电子 | Great Wall 长城

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01 ZStack Partners

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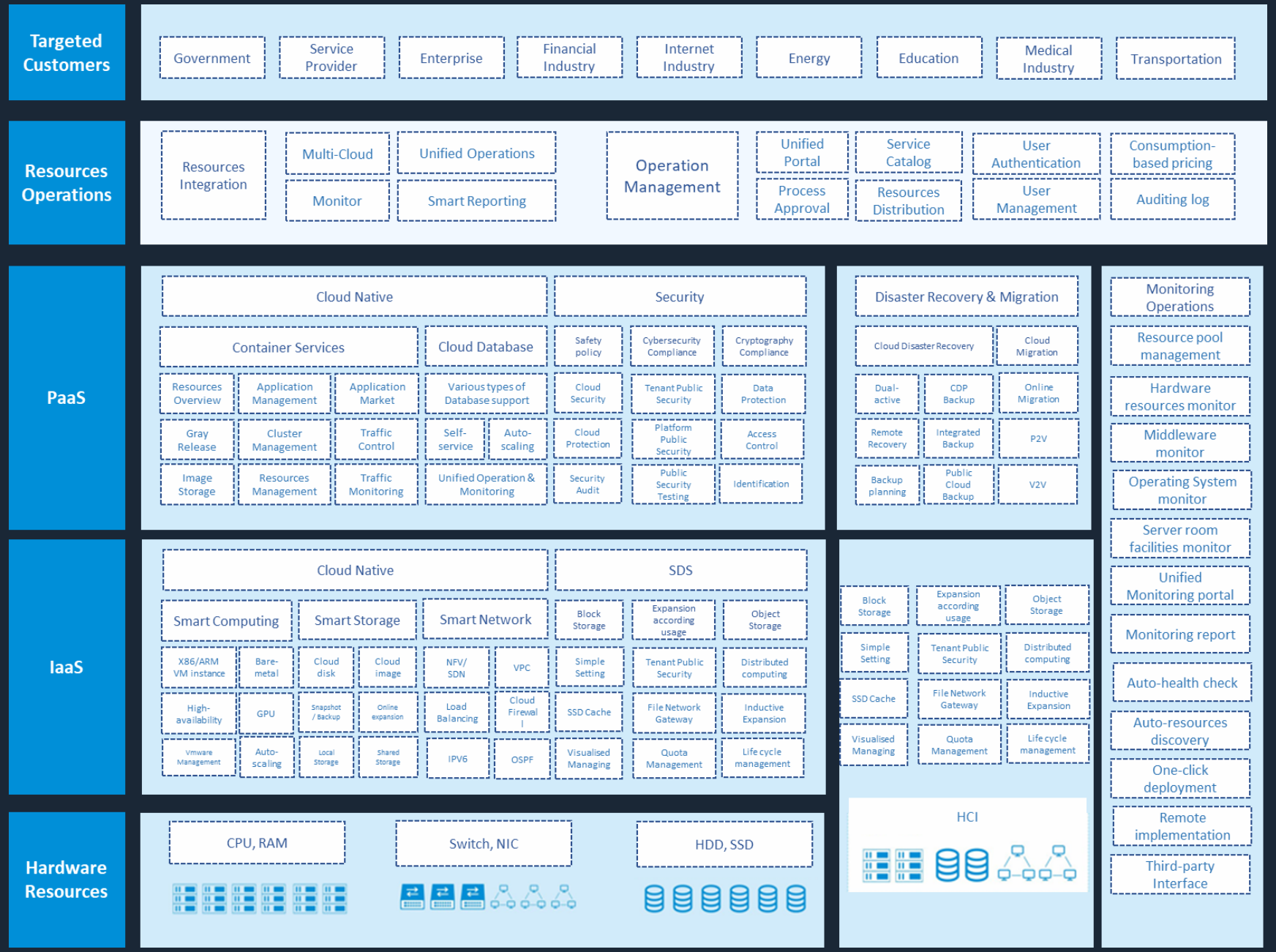
01 ZStack Solutions



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01

ZStack's Vision

Empower every enterprise to have their own cloud

- Focus on productized cloud products.
- Open source, self-developed, next-generation cloud architecture.
- Java-based, open API for all functions.

ZStack 4S Standards

- Simple
- Scalable
- Strong
- Smart

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01

ZStack’s Advantages

Completely self-researched cloud architecture

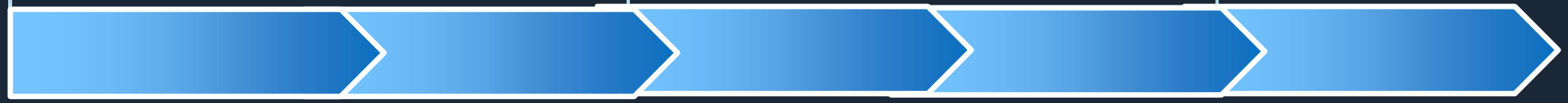
Highly autonomous code, launching the zstack.io open-source community

Comprehensive cloud computing technology certification system

Over 15,000 certified ZStack technical engineers

Rich industry examples

Over 2,000 total clients and over 1,000 pan-government cases



The industry's first productized cloud platform

Official website independent download & Seamless upgrade, the first cloud computing 4S concept

Leading-edge Trusted Cloud

First to introduce the security ecology of Trusted Cloud + OS; ZStack Trusted Cloud solution has the most comprehensive number of adaptations, the strongest heterogeneous capability and the highest performance; Trusted Cloud has over 200 customers

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01 Industry Reviews

➢ Chairman of China Telecom Investment Corporation

"ZStack is currently the IaaS provider in cloud computing with the advantages of self-research and productization and has gained wide user recognition in the construction of new digital infrastructure.

➢ Australia users

“ZStack is architecturally stable and robust. It provides resource pooling sharing, automatic elastic scaling, and refined management and maintenance. "

➢ Gartner users

We have actually used their products, performance, stability, sound function, can meet all our needs, worthy of others to recommend their products

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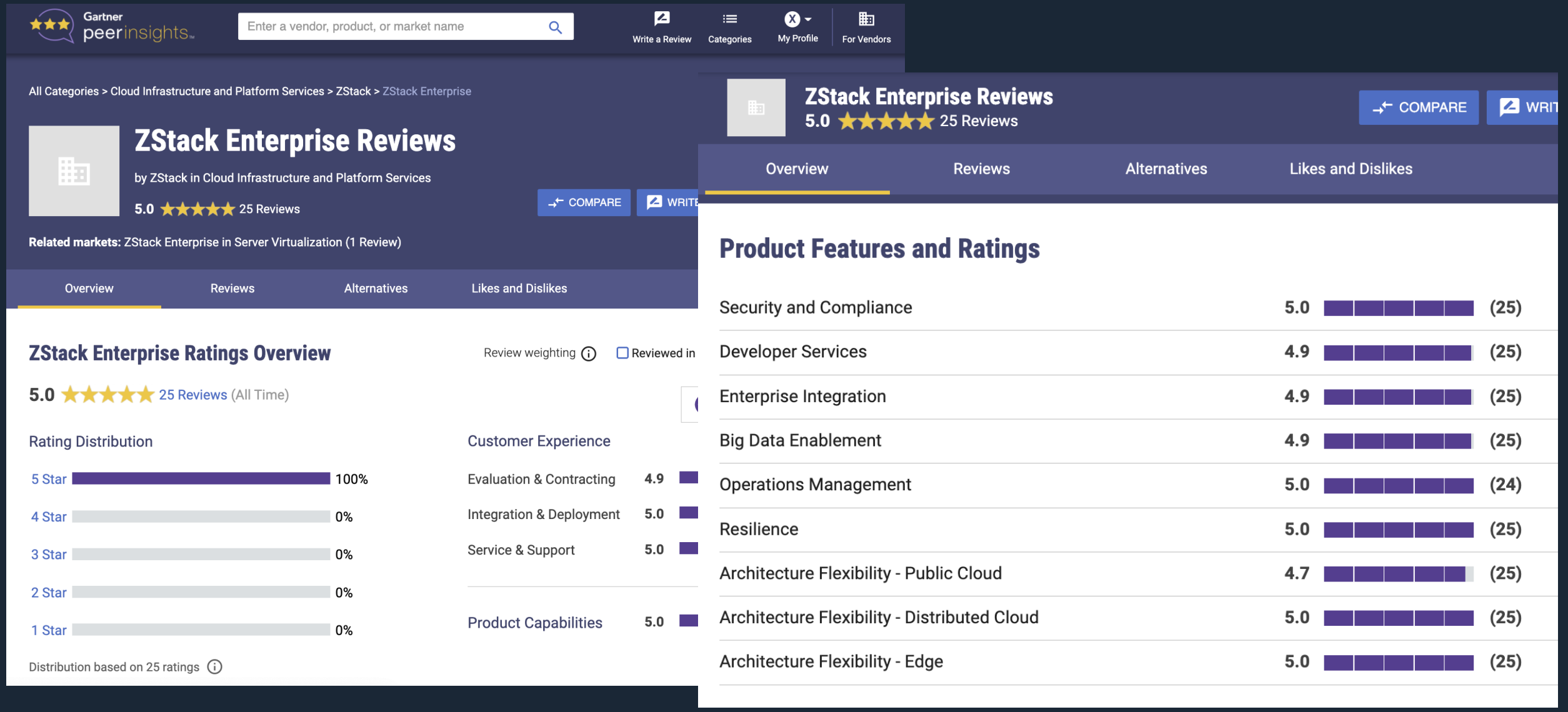
01 Industry Reviews



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01 Industry Reviews

Zstack's Benchmark cases

ZStack upholds the spirit of ingenuity
Currently served 2000+ customers

Scan code to download the Benchmark cases booklet

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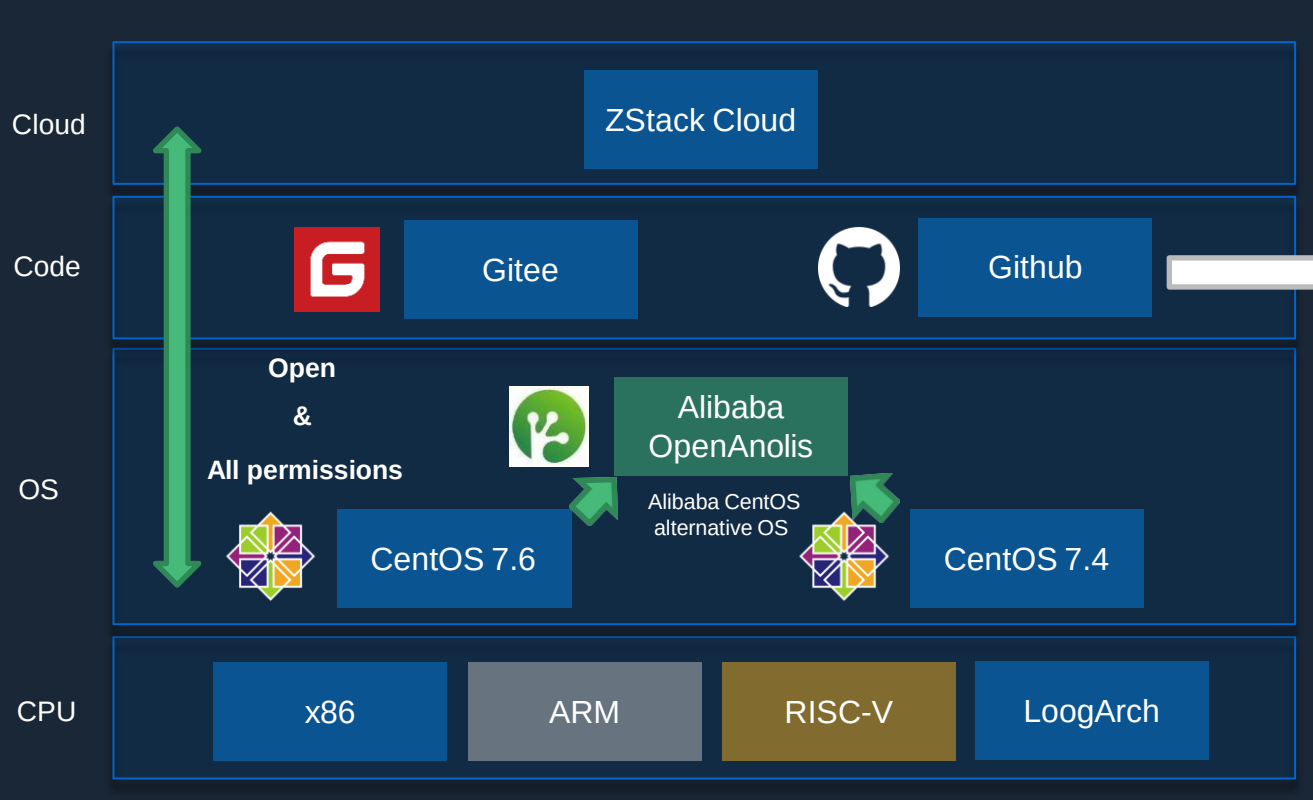
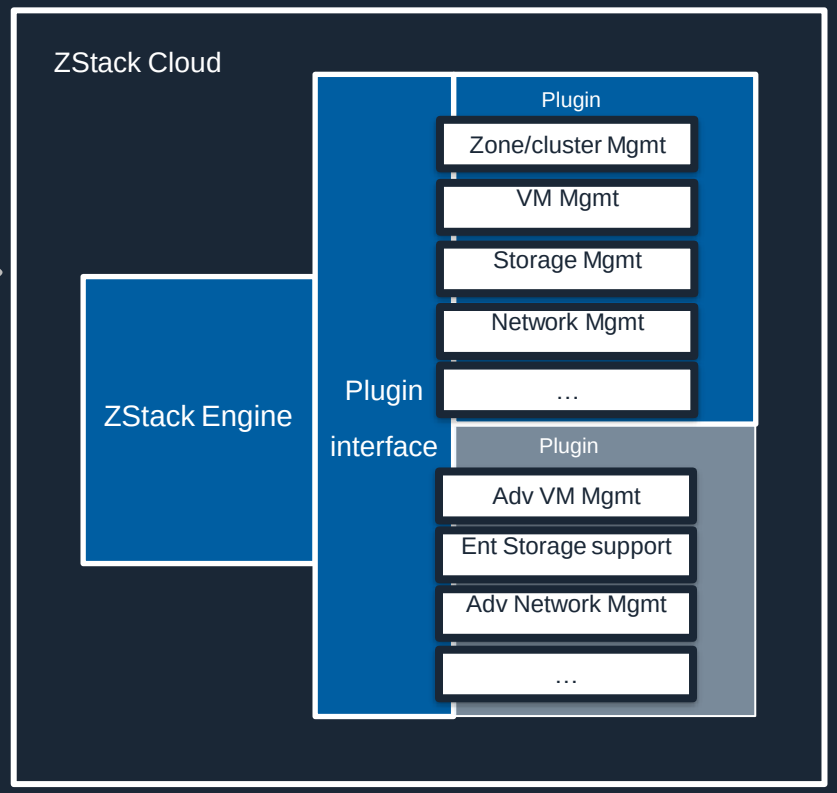
01 ZStack Open Ecosystem





Open source

Close

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01

ZStack Support

➢ Zstack After-sales Service

ZStack provides professional 7*24 after-sales service, if you encounter any operation and maintenance problems in the actual application environment, please contact us.

➢ ZStack Training System

Well-rounded cloud computing technology certification system. Over 15,000 engineers at all levels are certified with Zstack technical certification, which is the first joint training unit with Trusted Cloud.

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02 Products Intro

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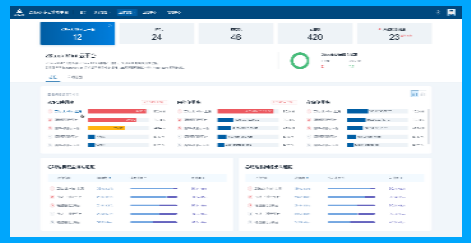
02 ZStack Products

Software

Hardware

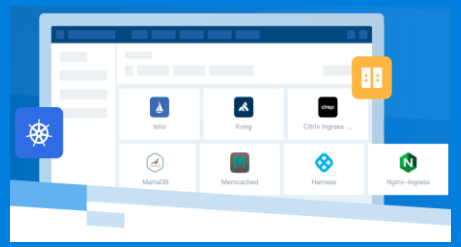
PaaS

ZStack CMP



Multi-cloud management

ZStack Edge



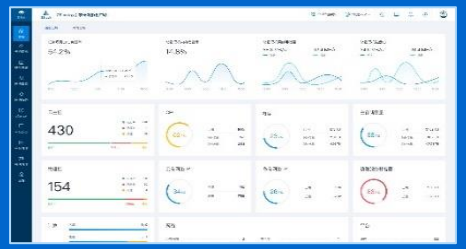
Cloud native platform

ZStack VDI

HD
VDI .HCI. vGPU

IaaS

ZStack Cloud



Open-source cloud platform

ZStack SDS

High-performance SDS

ZStack Cube

Hyperconverged infrastructure

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02 Why ZStack Cloud?

Simple

Easy Deployment. Easy Maintenance

- One-click download, complete installation & deployment within 30 min
- One host to set up a POC environment
- One maintenance technician can handle the OPS.
- One management node to manage the whole cloud platform

Scalable

Unified Management & On-demand Delivery

- Unified management of Infrastructures and virtual resources
- Providing different editions and modules on demand.
- Open API to seamlessly integrate third-party CMPs, PaaS and OA.
- One management node can manage to 10000 hosts.

Strong

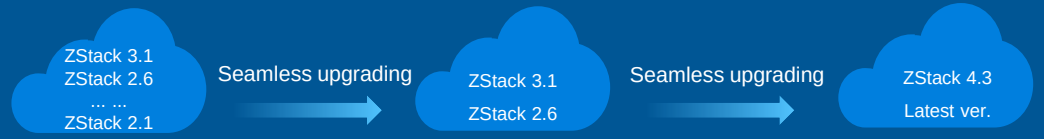
Extremely fast & stable with powerful architecture.

Number of VM created	Time Cost
1	0.51 seconds
10	1.55 seconds
100	11.33 seconds
1000	103 seconds
10000	23 minutes

Smart

One-click & Seamless & perpetual upgrade

- Rapidly upgrade to meet security challenges
- Perpetual license, perpetual upgrade to avoid locking



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02 ZStack Cloud Features

Open-source Open-API

A self-developed cloud that is 100% open-source, autonomous, and controllable.

Quick Installation and Deployment

Download ZStack Cloud Enterprise from our official website and install the cloud within just 30 minutes on physical servers.

One-Click Seamless Upgrade

Allow you to perform one-click cross-version upgrades to ensure your business continuity.

Resource Reuse and Non-Hardware Binding

Any device that runs on x86 architecture and supports CPU hardware virtualization can deploy ZStack Enterprise.

High Availability

Isolate management planes from data planes to avoid a single point of failure. Backup management nodes will be applied within seconds if any management node is disconnected

Well-Designed and Resourceful Features

Additional services include Heterogeneous Hypervisor Management, Enterprise Management, Backup Service, BareMetal Management, CloudFormation etc.

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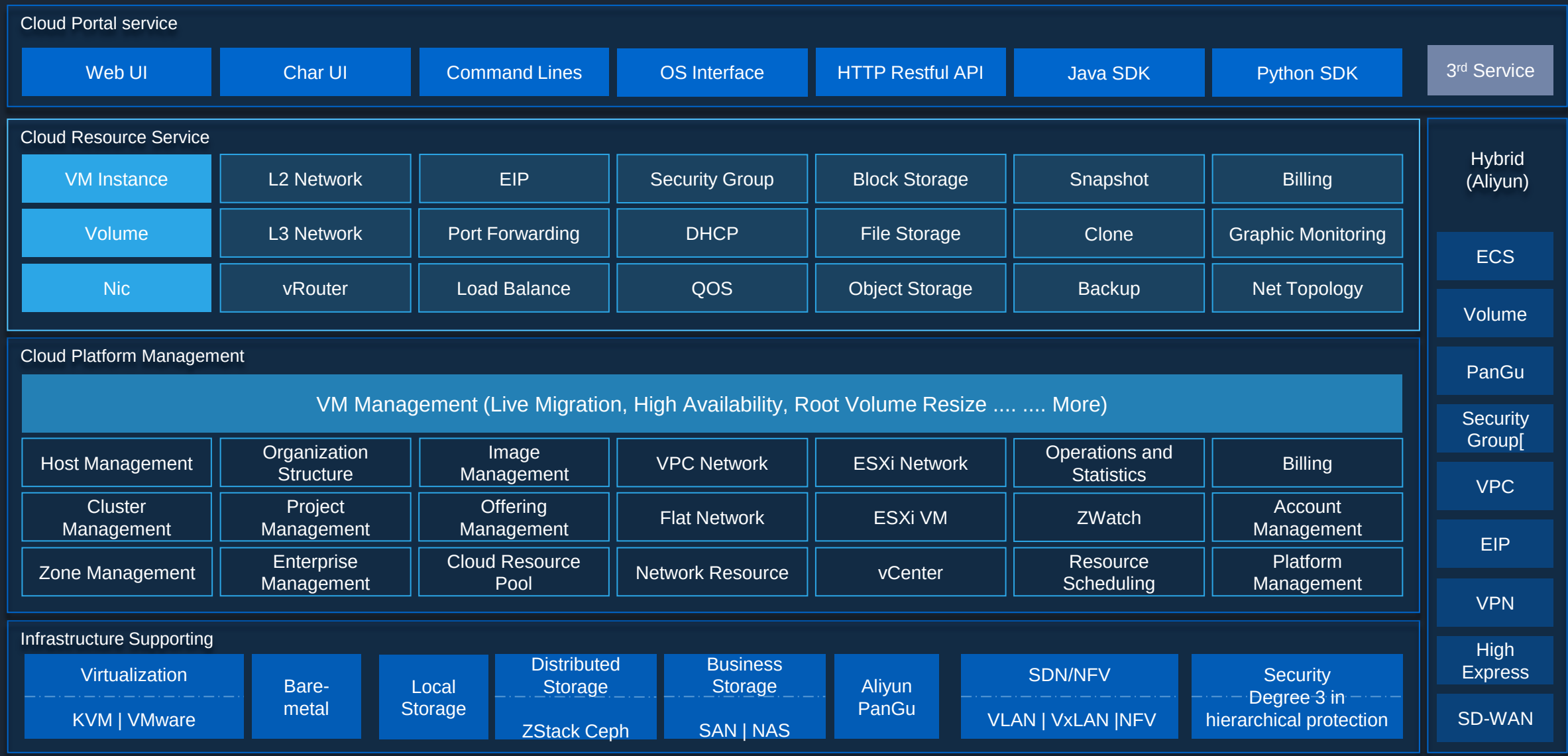
02 ZStack Cloud Functions Overview



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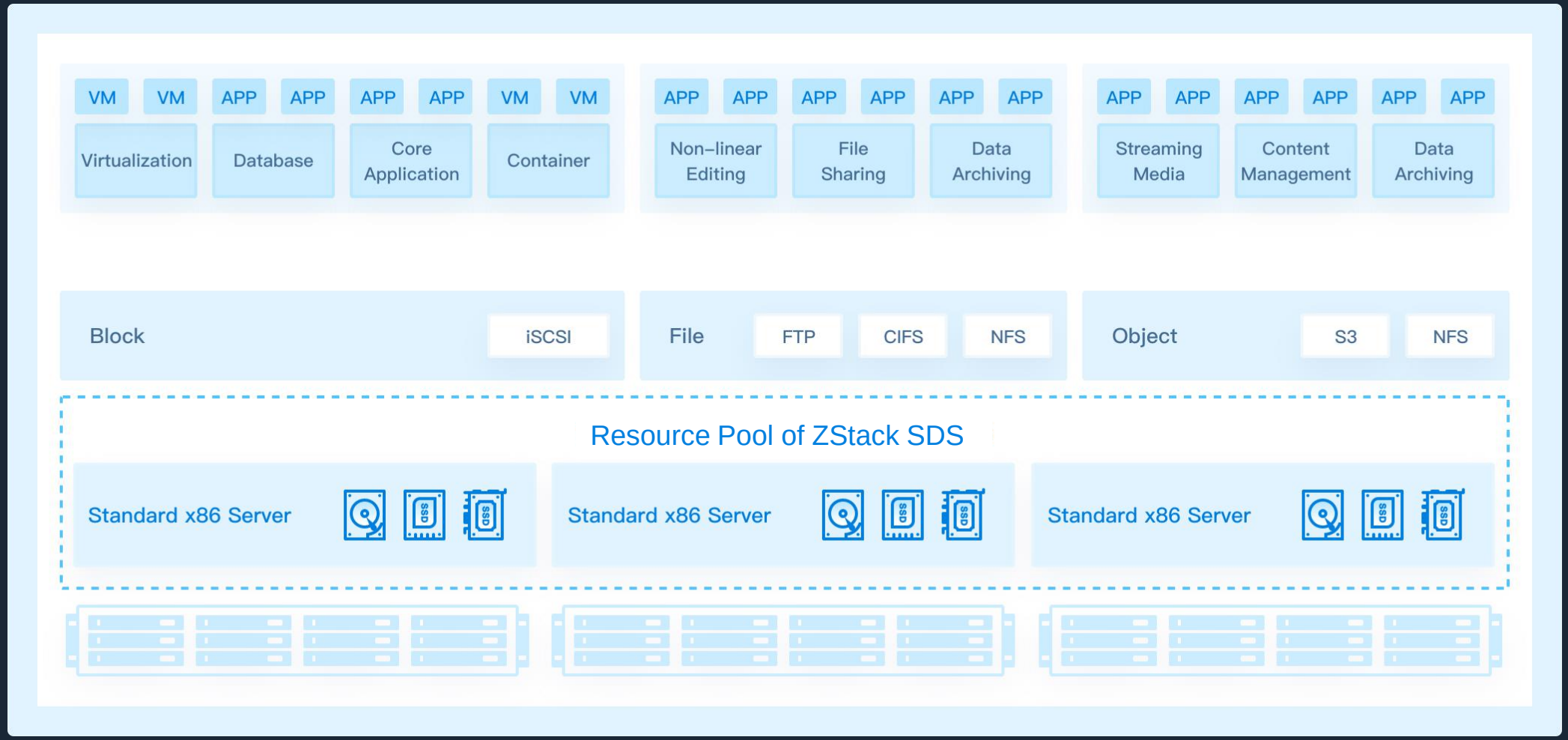
ZStack SDS



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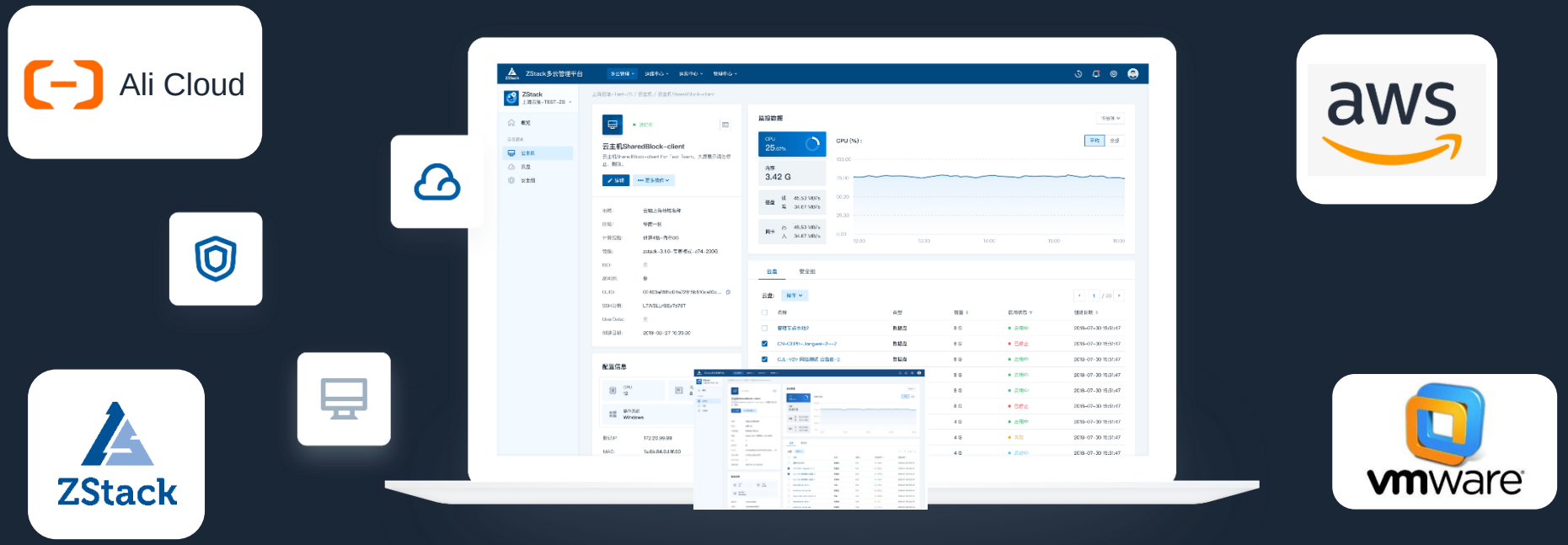
02 ZStack CMP Overview



Unified Resource Management

Unified management of different ZStack Cloud, Alibaba Cloud, AWS vCenter, and API to integrate with other platforms

Standardized Service Catalog

Shield the differences between different resource platforms , present a standard resources to users;

Intelligent OPS

Custom monitoring policies, multi-cloud unified monitoring, and statistics; OpenAPI and customized plug to integrate with Invoicing analytical and other systems.

Refined Billing Management

Perform metering and billing of various types of resources, budget setting, cost statistical analysis, and effective cost control;

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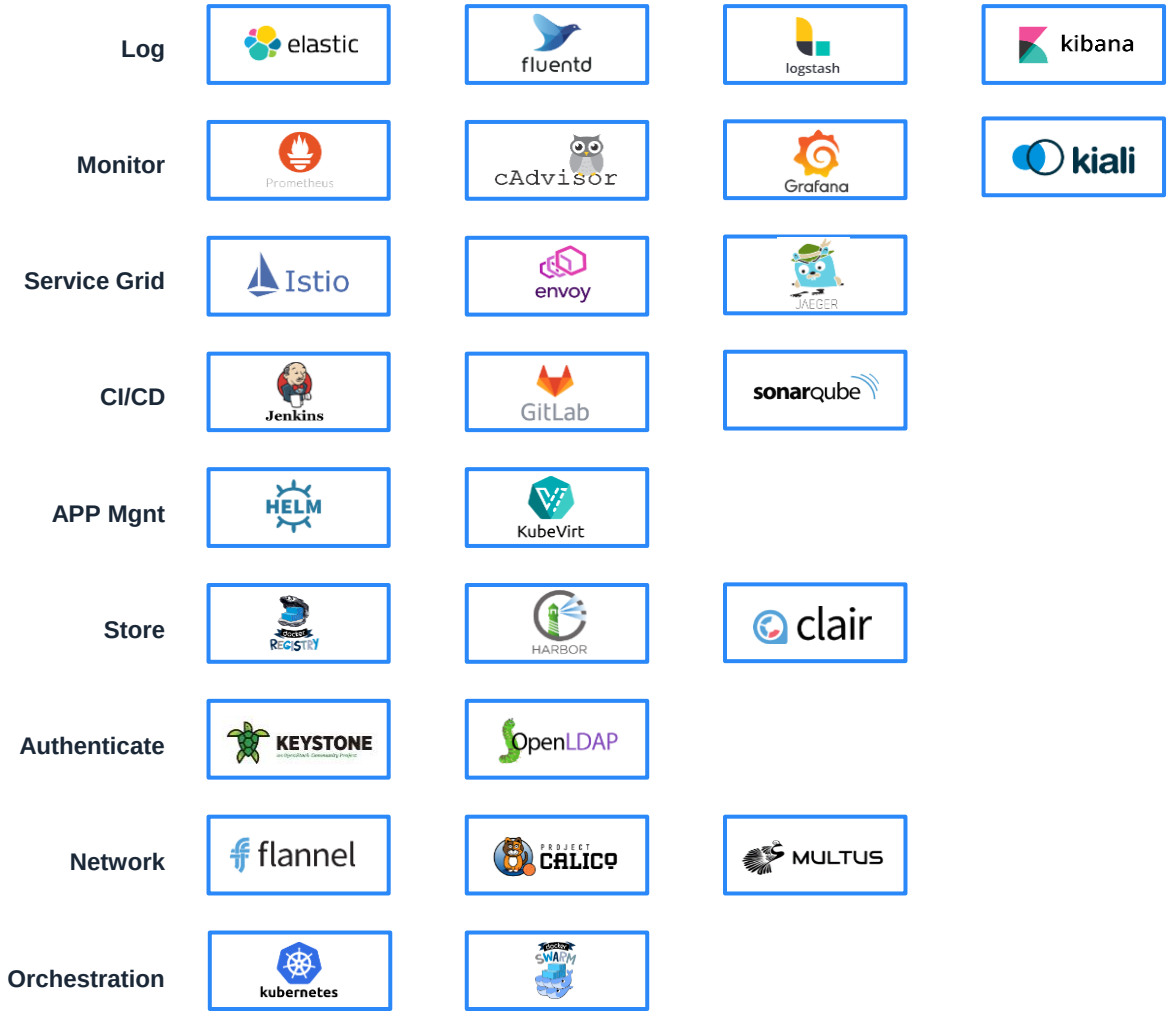
ZStack Edge (Kubernetes Solution)

ZStack Edge		Opensource	
Integration of multiple cloud-native modules	Easy	Hard	Manual deployment, manual integration
Unified interface for easier handling	Unified	Fragment	Difficult to manage
Integration of multiple middleware and applications	One-shop	Inefficiency	Pull and re-optimise
Delivering production level applications	Productive	Concept	Lack of security, stability

VS

ZStack Edge Landscapes



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02 ZStack VDI

Endpoint

- USB black and white list
- Endpoint encryption
- Security certificate
- Access authentication policy
- VPN access
- Password policy
- AD/LDAP

Network

- Dedicated Network
- SSL encryption
- VPC Firewall
- Security Groups

Platform

- High Availability
- Two-way copy restriction
- Screen watermarking
- Recycle Bin
- Snapshots and DR
- 3rd party security integration support

O&M

- Separation of Authorities
- multi-domain
- Log and audit
- O&M alarms
- Self-service

03 ZStack Solutions

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03 Infrastructure as a Service

Solution:

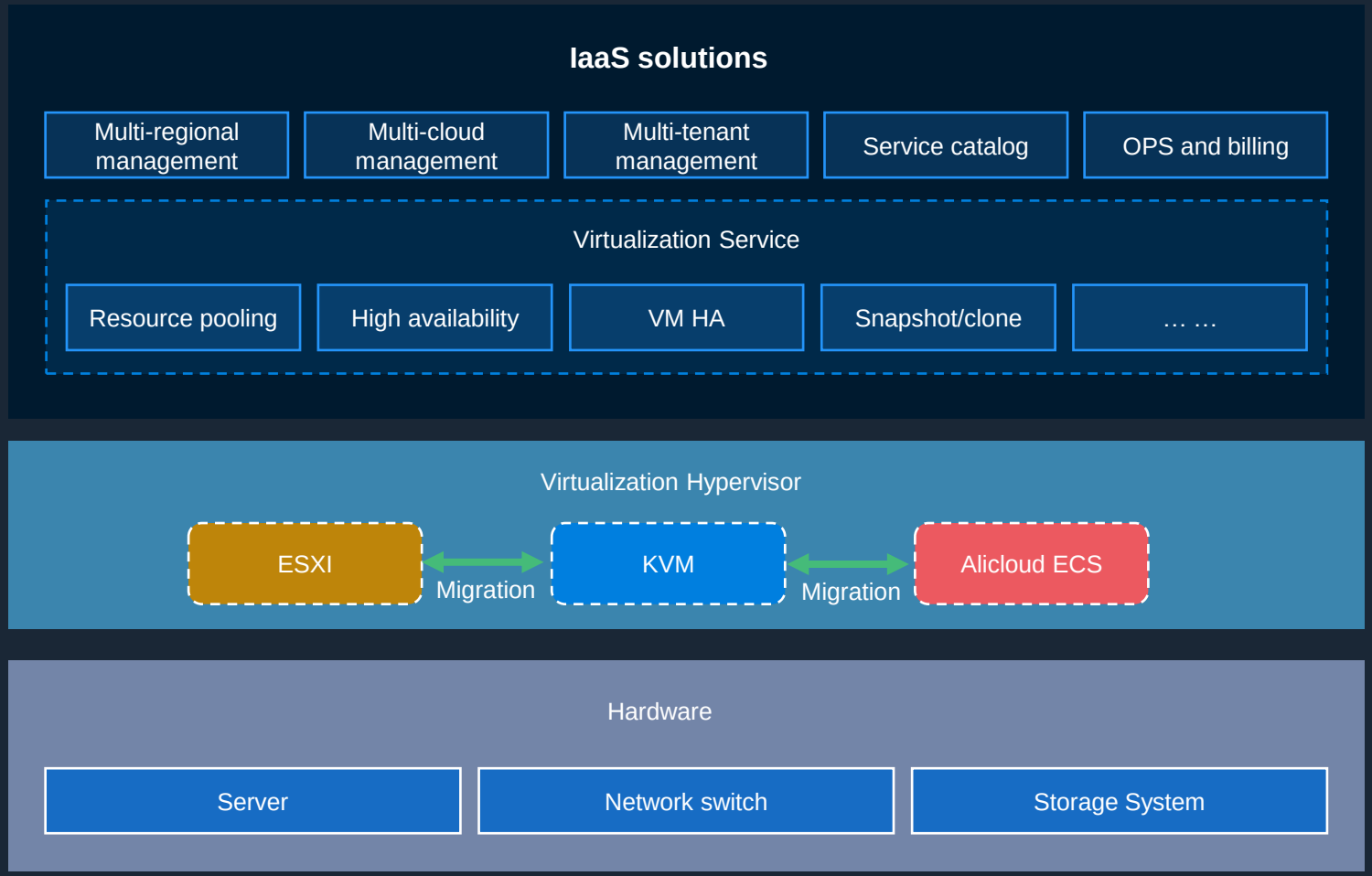
- Resource pooling: computing, network, storage;
- Unified management: multi-region, multi-cloud;
- Refined operation: multi-tenant, ickets and billing, auto OPS;
- Support agent-free migration;
- Self-service: service catalog, self-service delivery.

Advantages:

- Unified O&M of physical resources, virtualized resources and platforms;
- Open API to automate O&M;
- Facility reuse, non-hardware binding.

Products:

- ZStack Cloud Enterprise Enhanced



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03 Multi-cloud Management Solution (CMP)

Solution:

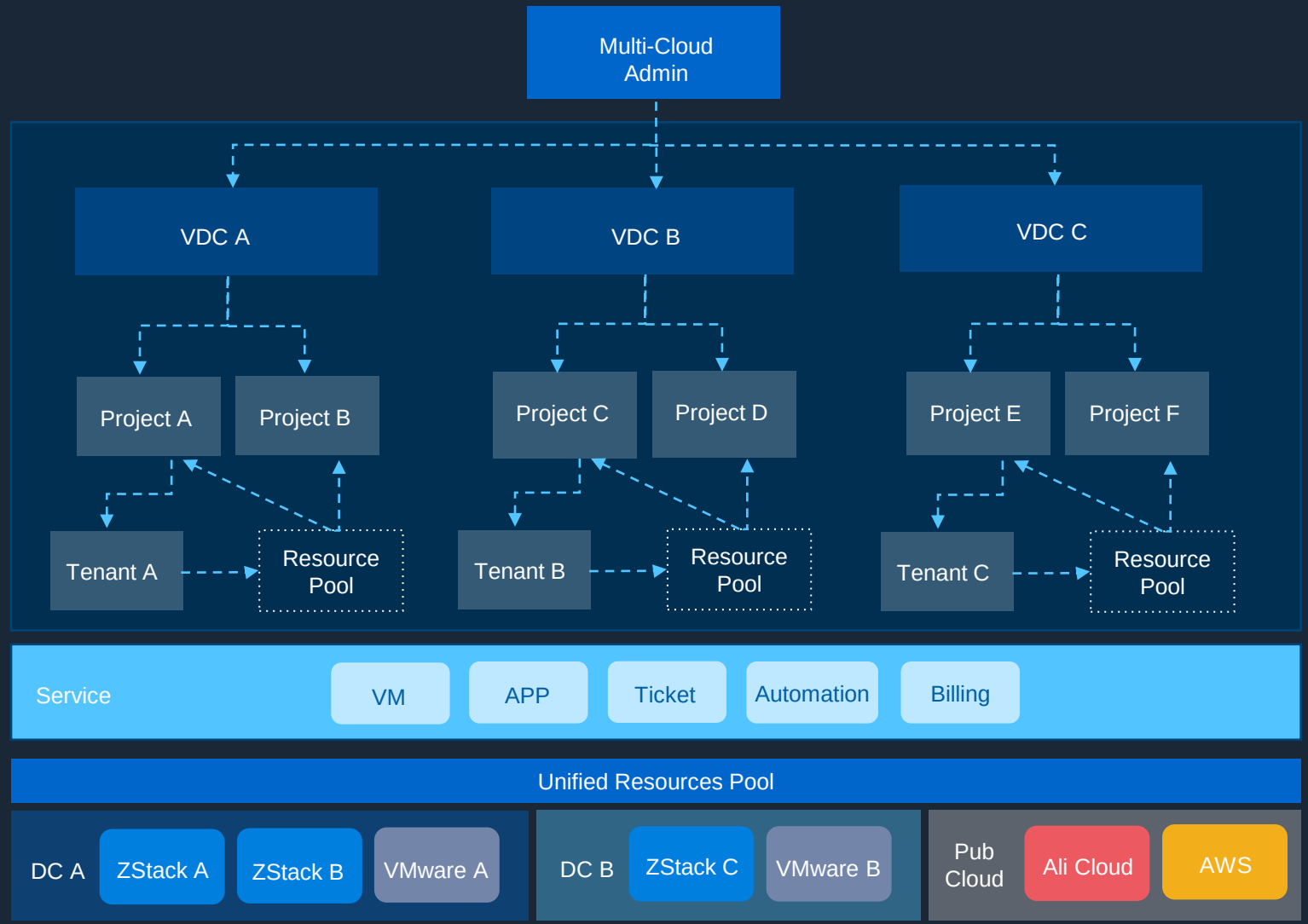
- Provides multi-cloud resource unified OPS;
- Provide unified cloud services, processes, billing;
- Unified authentication access and support for third-party authentication;
- Support for multiple cloud platforms automation

Advantages:

- Unified multi-cloud resources;
- Flexible organizational management;
- Open APIs, custom extensions, automation.

Products:

- ZStack CMP
- ZStack Cloud Enterprise Enhanced



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03 Platform as a Service

Solution:

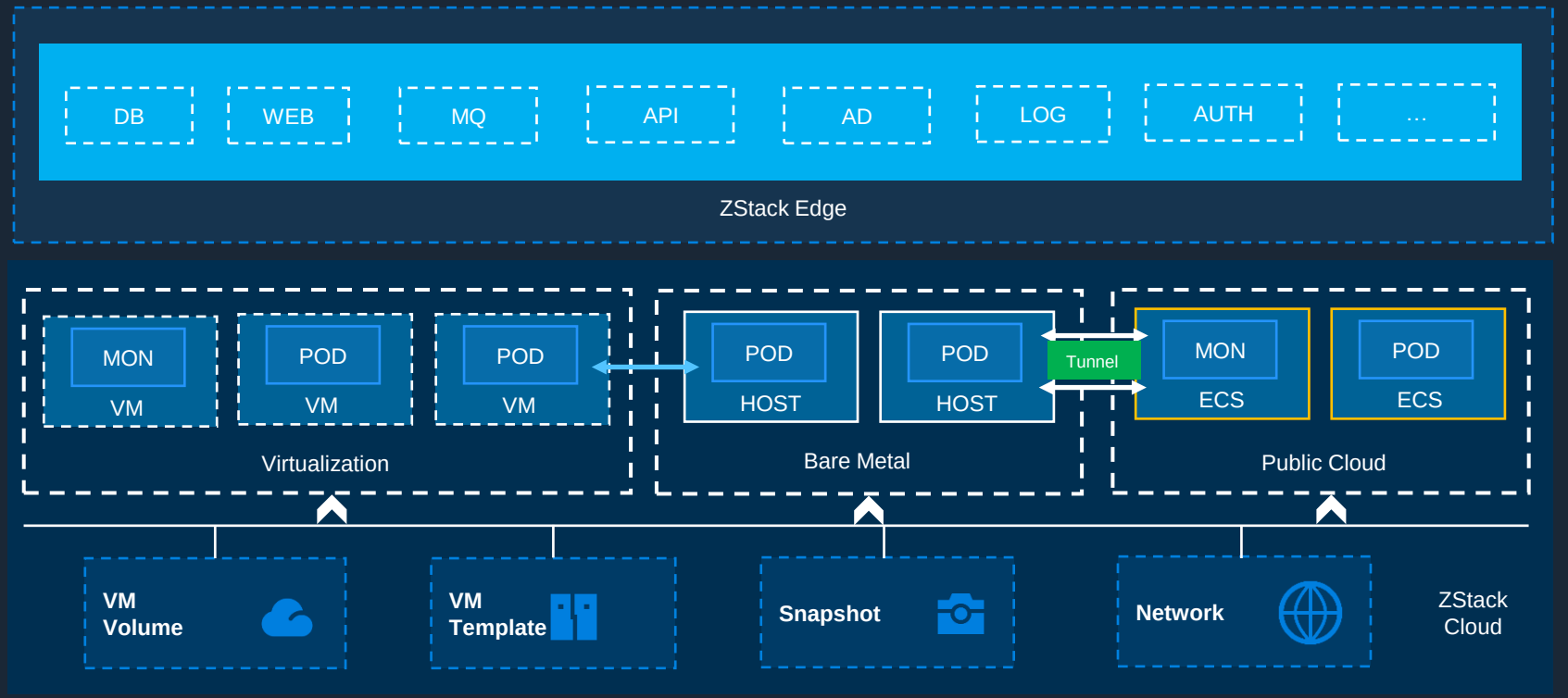
- Provides isolation, storage persistence capabilities;
- Unified management of resources deployed on virtual machines, physical machines and public cloud instances. (Ali cloud)

Advantages:

- Support unified operation and maintenance management of multiple resources;
- Provide seamless network access to all platforms;
- Flexible deployment options and solutions.

Products:

- ZStack Cloud Standard / Enterprise
- ZStack Cloud Hybrid / Elastic BareMetal module
- ZStack Edge



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03 Disaster Recovery as a Service

Solution:

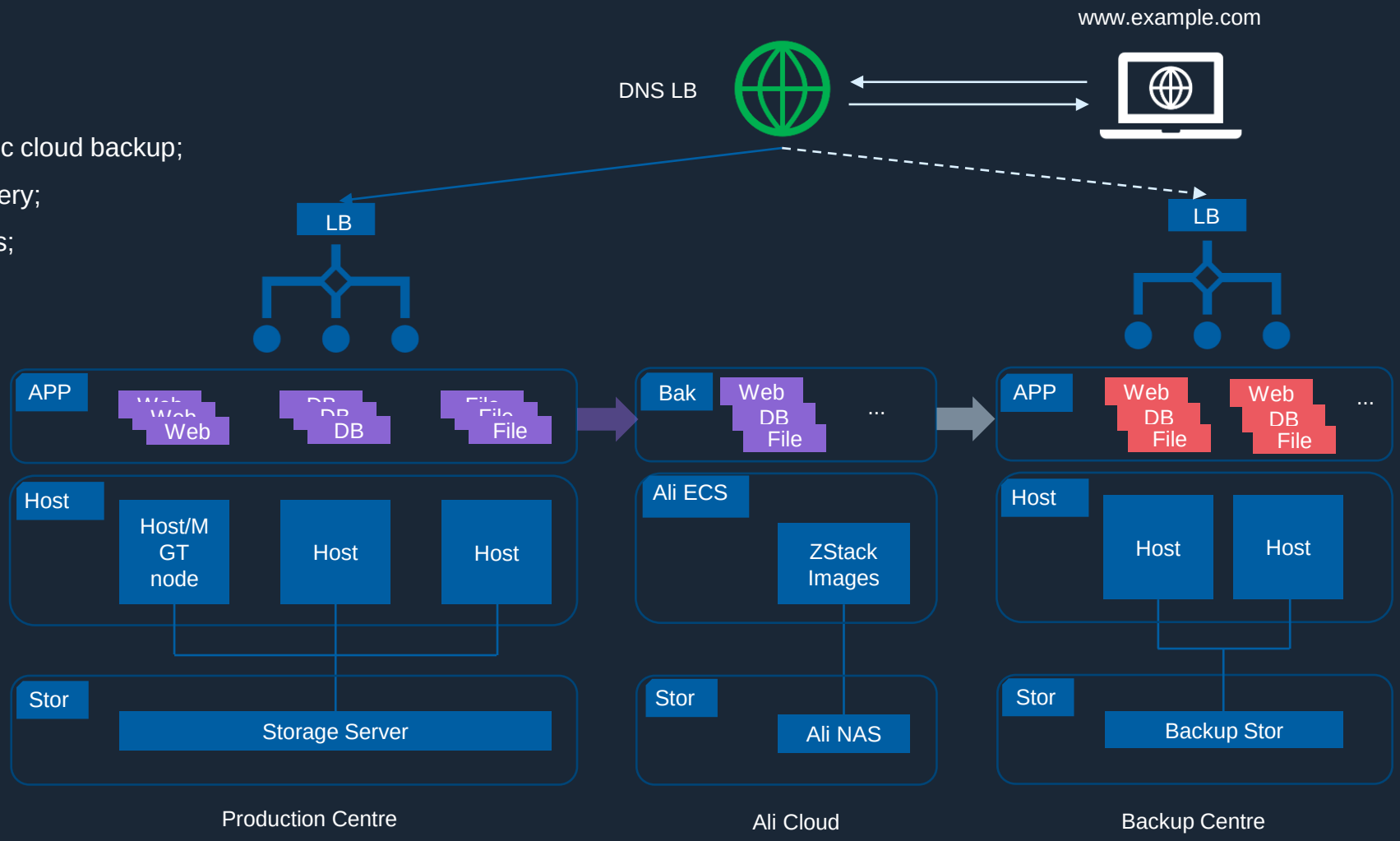
- Provides local backup, remote backup, public cloud backup;
- Remote support, public cloud disaster recovery;
- Automatic synchronization of backup servers;
- Provides data CDP backup capability.

Advantages:

- Native off-site disaster recovery and public cloud disaster recovery;
- No capacity limit on the backup function;
- More flexible backup solutions.

Products:

- ZStack Cloud Standard / Enterprise
- ZStack Cloud Backup / CDP module



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03 Active-Active Datacenter Solution

Solution:

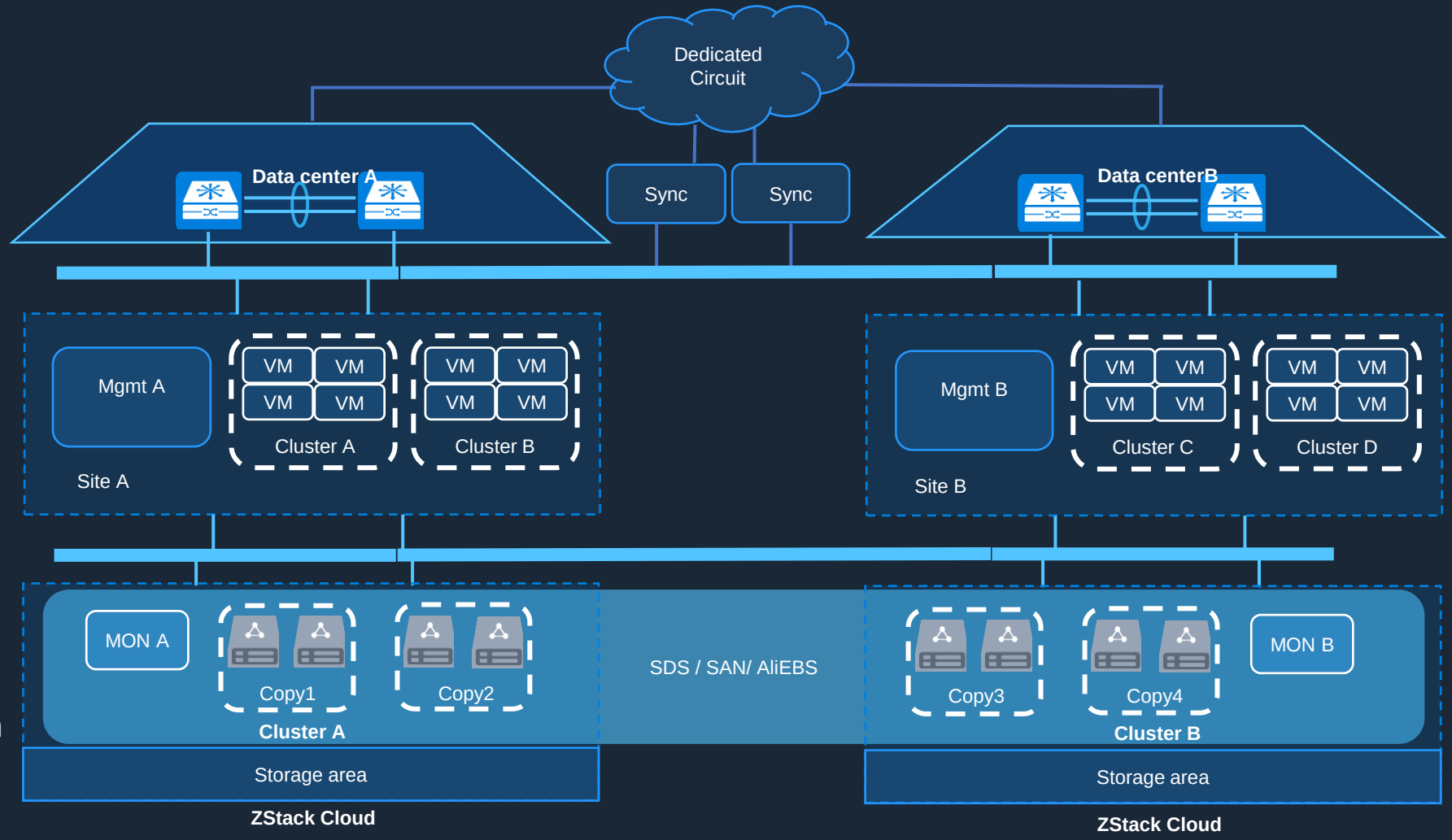
- Support for VM HA from one data center to another;
- Supports SAN, SDS and public cloud storage mounting solutions.

Advantages:

- Native cross-data center HA functionality;
- More flexible storage options;
- Non-hardware binding

Products:

- ZStack Cloud Enterprise
- ZStack SDS or 3rd SAN with replication
- ≤ 5ms network latency



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03 Security as a Service

Solution:

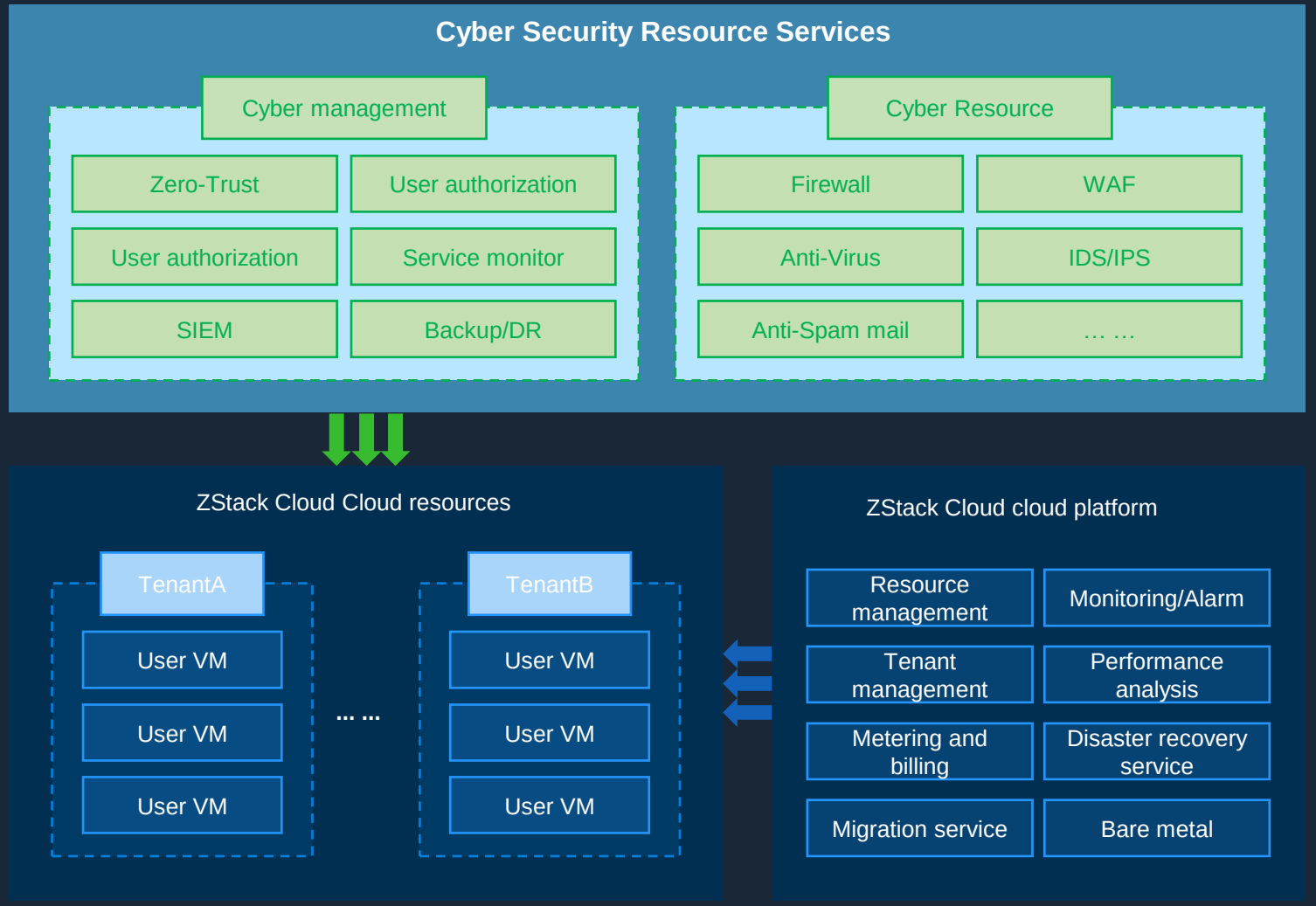
- Provides compute, storage, and network virtualization capabilities to deploy virtual security appliances.

Advantages:

- Unified management of cloud platform and cyber resources;
- Separated user VMs cyber resources;
- Clear boundaries and full HA support.

Products:

- ZStack Cloud Standard / Enterprise



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04 ZStack Cases

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03 Successful Case 1: A Managed Service Provider (MSP)

Challenge

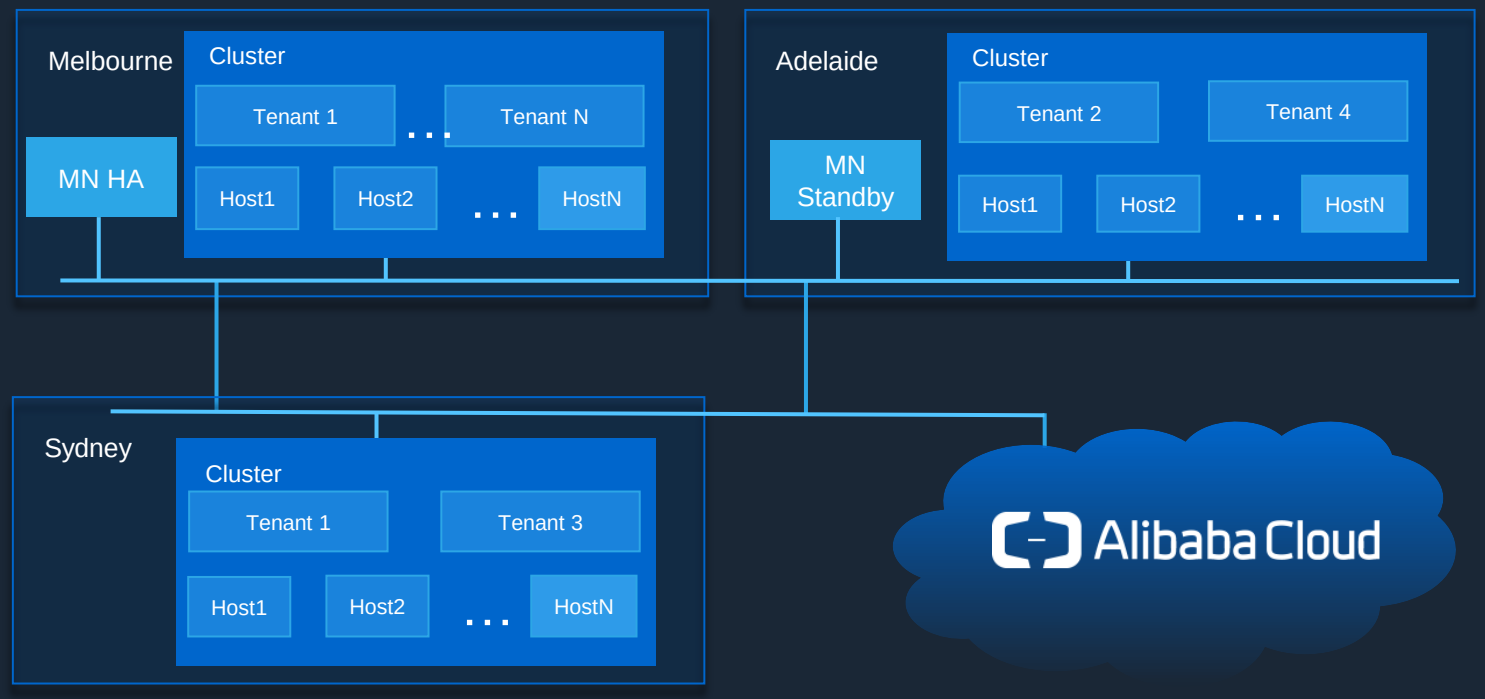
- Cloud strategy, one cloud cross multiple locations
- Leverage private cloud and public cloud
- Protection of investment, reuse old hardware, take over VMware with unified portal
- V2V
- VMs backup

Customer Value

- One cloud, unified portal, simplified management, increased efficiency
- Open API, easy integration
- A save of investment
- Hybrid architecture provides more possibility for business innovation

Solution

- All resources of Melbourne, Adelaide, Sydney are managed by ZStack
- ZStack Cloud Hybrid connects with Alibaba public cloud
- ZStack takes over and enables management of existing VMware setup
- ZStack provides build-in V2V for Vmware Migration
- ZStack provides build-in VM backup function; Can backup locally, remotely, even to public cloud



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03 Successful Case 2: A Food Ordering and Delivery App

Challenge

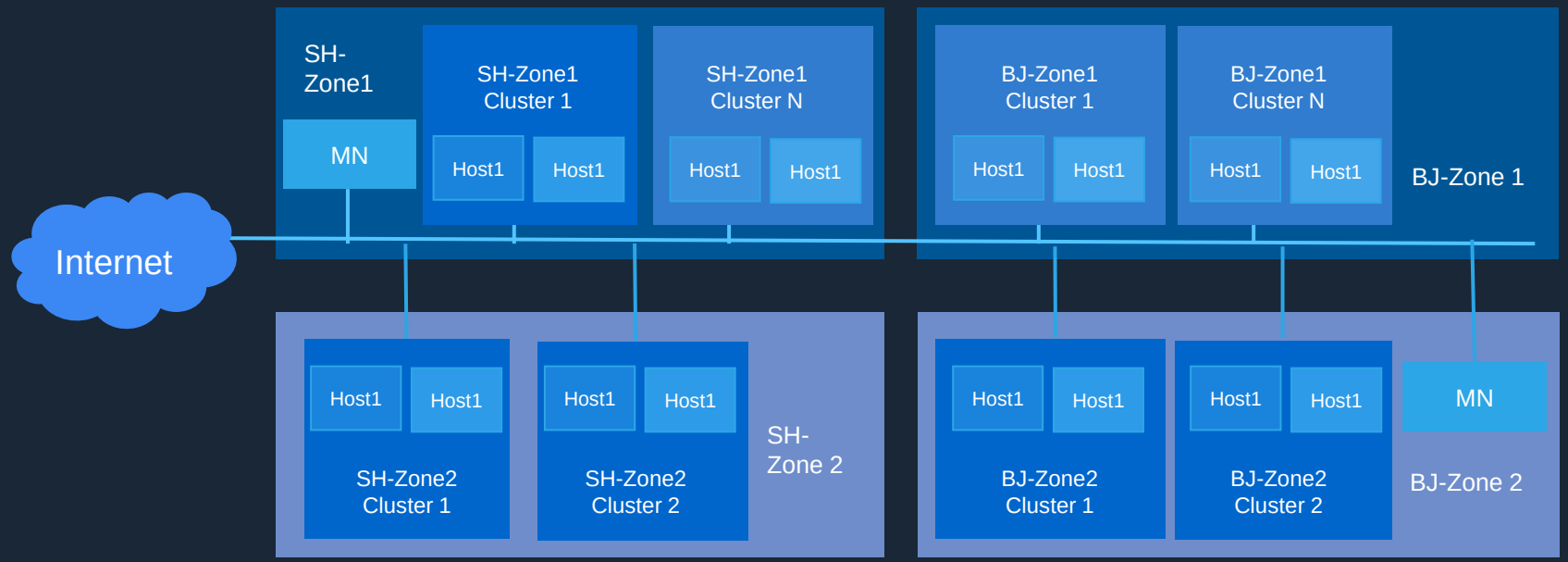
- Massive user access, order generation and data processing.
- Requiring fast resource scheduling during peak periods.
- The scale of physical resources being huge. Creating VMs on hosts or with manual commands and then delivering them to dev, test and production environments.

Solution

- User's phone app accesses Application on ZStack cloud.
- Order processing and management workload also on the ZStack cloud
- integrated with CI/CD.
- Local storage, with HA (at the application level) guarantee for the application layer.

Customer Value

- Two management nodes manage four zones simultaneously. The scale of hosts reach 2000+.
- Completely open APIs, easy to integrate or connect other 3rd platforms.
- Quick deployment and acceleration of model selection for cloud platform.
- Platform stable and strong. Relieving the maintenance team on the burden of complex and tedious routines.



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03 Successful Case 3: An International Sports Organization

Challenge

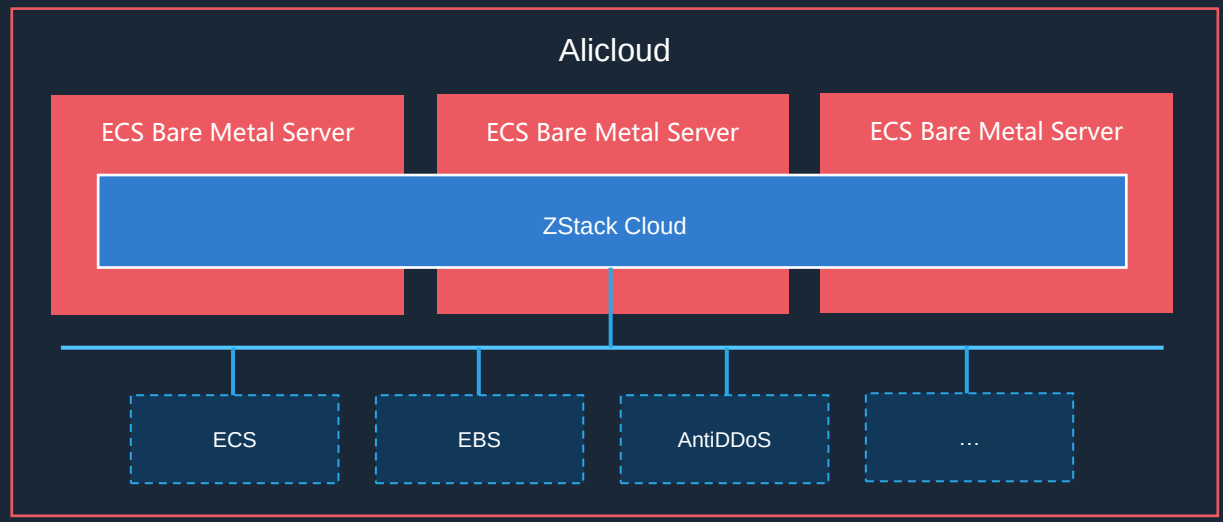
- Short-cycle projects requiring private cloud services
- Requires use of some public cloud features
- Requires network support for multicast streaming services

Solution

- Using Alicloud ECS Bare Metal Server as a ZStack computing resource
- Using Alicloud EBS as a ZStack storage resource
- Use Alisecurity products to provide security
- Using ZStack VPC routers to provide multicast networks

Customer Value

- Rapid deployment, hardware-free
- Enabling rapid service cloudification
- Combines the features of private and public clouds for enhanced security



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05 Why Choose ZStack?

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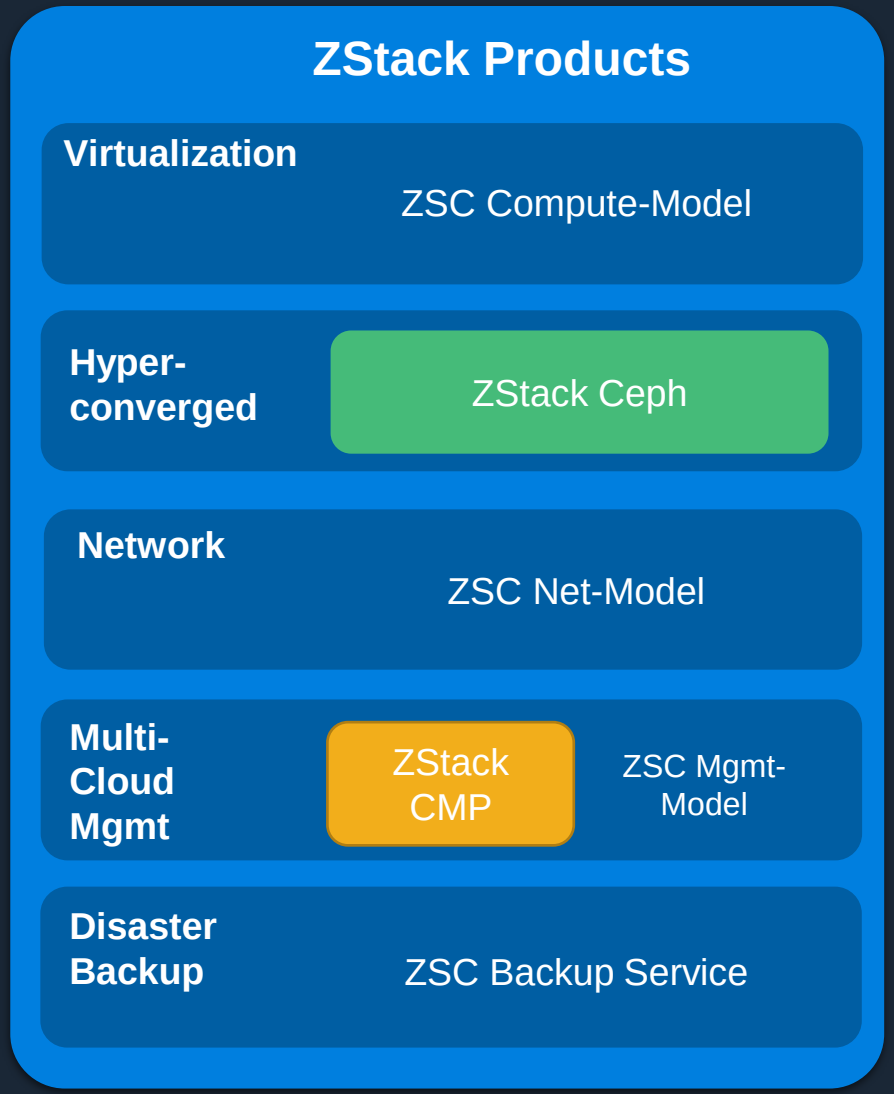
04 Why Choose ZStack?

Single product with more integrated features



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04 VS. Virtualization Products

	VMware	Microsoft	Nutanix	Redhat	Citrix	ZStack
Virtualization	ESXi	Hyper-v	AHV (built on KVM)	KVM	Xen	KVM
Management	vCenter	System Center	Prism	RHV	XenCenter	ZStack
Network	vSS, vDS	FLAT,VPC	FLAT,VPC	Flat	Flat	FLAT,VPC
Storage	NFS, iSCSI, FC, vSan, DAS	SMB3, NFS, iSCSI, FC, DAS	SDS	FC, FCoE, iSCSI	FC, FCoE, iSCSI	NFS, Ceph, iSCSI, FC
HCI	vSan	SMB3	Built-in	3-party	Not support	ZStack Ceph
Hybrid cloud	AWS	Azure	Not support	Not support	Not support	Alibaba Cloud
Cluster Size	64 hosts	64 hosts	32 hosts	400 host	64 hosts	1,000 hosts

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02

VS. Cloud Products

	Proxmox	OpenNebula	Virtuozzo	OpenStack	ZStack
Virtualization	KVM	KVM, Xen, EXSi, Hyper-V	KVM	KVM, Xen, EXSi, Hyper-V	KVM, EXSi
Container	support	support	support	support	support by other products
Management	Proxmox Web	Sunstone GUI	Virtuozzo GUI	Horizon	ZStack GUI
Network	Bridge	Bridge, vRouter, NSX	Bridge, vRouter	Bridge, VPC	Bridge, VPC
Netwrok services	Security Groups	Security Groups	none	Security Groups, Floating IP, LB, VPN	Security Groups, Floating IP, LB, auto-scale, VPN, Stateless firewalls, OSPF, Static Route, multi-wan
Storage	iSCSI, NFS, Ceph, Gluster, SMB/CIFS	Datastores	Virtuozzo storage	NAS, SAN, Ceph, Swift	NFS, Ceph, Gluster, iSCSI, FC, NAS
Backup integrated	Yes	Only full backup	not support	not support	Backup, CDP
v2v tools	not support	not support	not support	not support	EXSi to KVM, KVM to KVM
Hybrid cloud	not support	AWS, Goolge	not support	not support	Alibaba Cloud
Max nodes	32	2500	no data	2000	10,000
Multi-zone	not support	not support	not support	support	support
Multi-cluster	not support	support	support	support	support
Multi-tenancy	support	support	support	support	support
Monitor&Alarms	not support	not support	not support	support	support
Orchestration	not support	not support	not support	support	support
Self-service	not support	support	support	support	support
Billing	not support	not support	not support	not support	support
API	support	support	support	support	support
Uninterrupted upgrades	not support	not support	support	not support	support

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04 ZStack Advantages

01 Quick Time to Market

- A basic setup can be done within 30 minutes
- Version upgrades can be done in a rolling fashion without affecting the business

02 Easy and User-friendly O&M

- All O&M using the same web-based console
- Based on Linux, hardware friendly
- Everything is API, automated end to end

03 Cost effective

- Pay once with future version upgrades included
- More out-of-the-box features without any additional cost

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Thanks !

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