

# **Building OpenCloud with Apache CloudStack**

**David Humes, VP of Product**



# Fill in the CloudStack User Survey

*Help us understand the CloudStack Ecosystem*





# About Me

- 15+ years in Information Technology
- Customer and Infrastructure Provider mix
- Manufacturing focus
- Companywide responsibility for Product
- Live in Duluth, MN, USA... hobbies are fast cars, slow boats, and home automation







# **opencloud**

A customer centric approach to reimagining  
private cloud hosting

**David Humes**  
VP of Product



# OpenCloud Stats – 365(*ish*) Days In

## November 2024

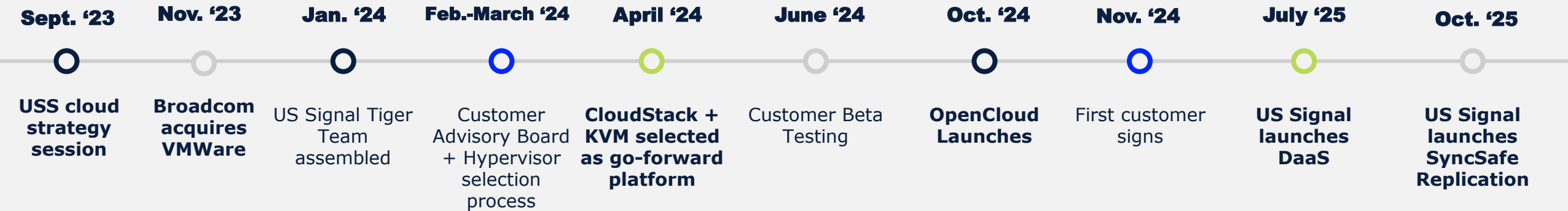
- 0 customers
- 0 VMs
- 0 customer migrations
- 0 provisioned THz
- 0 TB provisioned memory
- 0 TB provisioned storage



## November 2025

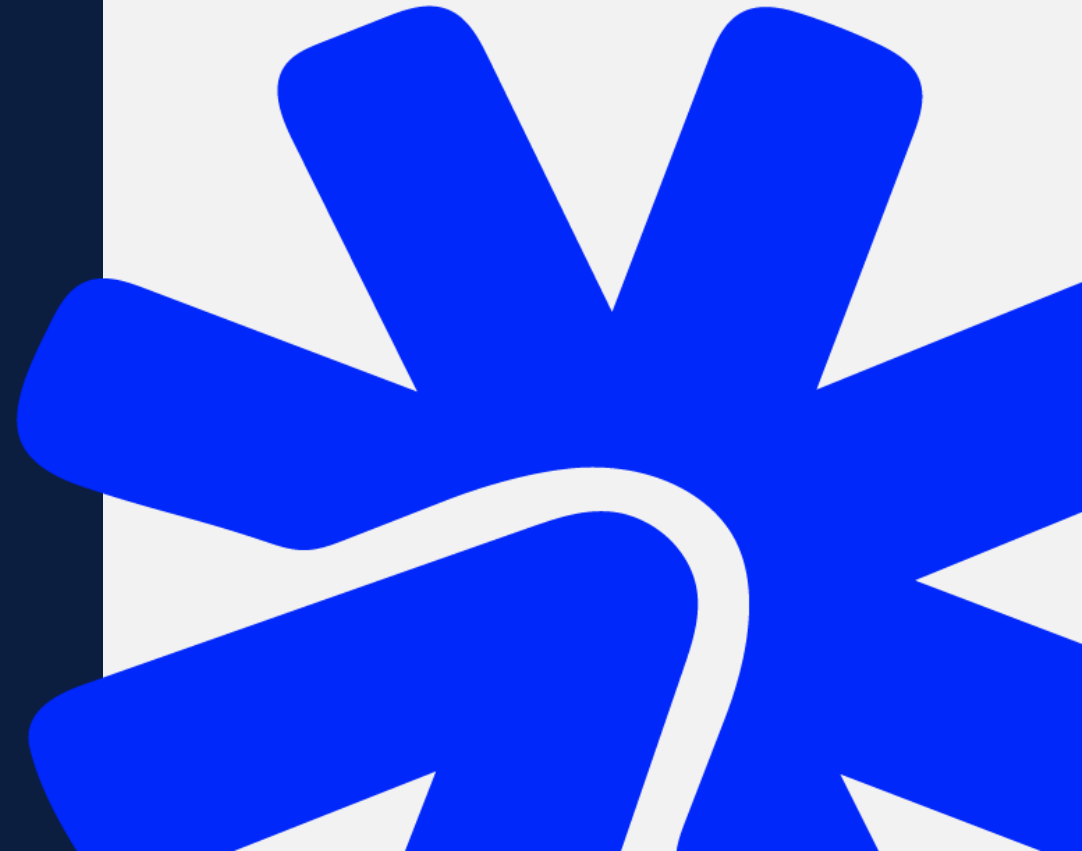
- 43 customers
- 650 VMs
- 40 customer migrations
- 4.8 provisioned THz
- 7 TB provisioned memory
- 250 TB provisioned storage

# OpenCloud Timeline





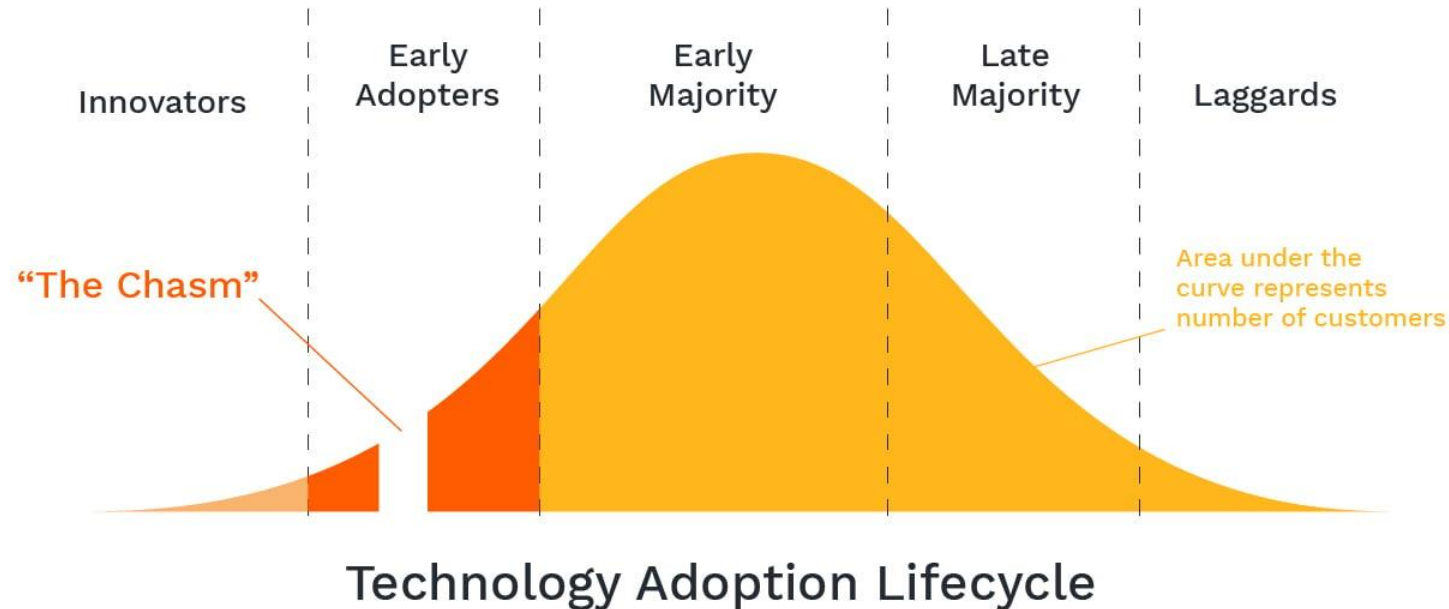
# 2025 Ingredients of Success



# Crossing the Chasm



- 1. Establish a beachhead** – *Managed Service Providers*
- 2. Build the whole product** – *VMWare feature parity*
- 3. Create market leading position** – *PaaS/marketplace, OpenCloud Anywhere, etc.*
- 4. Scale (+Continuous Innovation)**





# Key Activities to Success

- **People!**
- Pricing model/packaging
- Marketing blitz
- Migration services
- 3<sup>rd</sup> party validation
- OpenCloud cost calculator
- Desktop-as-a-service and SyncSafe Replication
- Customer testimonials

# People!

- All ~465 US Signal employees have unified around OpenCloud
- Sales team members are regularly participating in trade shows and industry events where OpenCloud is the leading solution
- All sales team members have completed formal course work in our Learning Management System (LMS)



# Pricing Model

## Uncommitted consumption:

- Customer does not commit to any spend
- Usage measured hourly, with overall consumption rolled up on the monthly invoice. Instances are billed daily.
- Service can be disconnected with 30 days notice

## Committed consumption:

- Customer commits to fixed spend per month for  $\geq 12$  months, in exchange for a discount (up to  $\sim 33\%$ ) from Uncommitted rates
- Customer is responsible to pay spend commit even if they don't meet the commit level
- If customer exceeds their spend commit, use above the Committed amount is billed at Uncommitted rates



# Instance Configurations

## Example of Compute Dense Instances

Instance Size	vCPU	RAM
CD-I-1-6	1	6
CD-I-2-12	2	12
CD-I-4-24	4	24
CD-I-8-48	8	48
CD-I-16-96	16	96
CD-I-32-192	32	192

## Example of Memory Dense Instances

Instance Size	vCPU	RAM
MD-I-1-16	1	16
MD-I-2-32	2	32
MD-I-4-64	4	64
MD-I-8-128	8	128
MD-I-16-256	16	256
MD-I-32-512	32	512

*A Full Table of Compute and Memory Dense Instances provided upon request*

- OpenCloud provides 40 instance options, with 1:2, 1:6, 1:16 vCPU:RAM ratios.
- Choice of Linux or Windows.
- Storage is sold per GB and can be added on the fly by the customer. Storage is Infinidat SSA II all flash arrays.
- Usage and pricing available in customer portal.

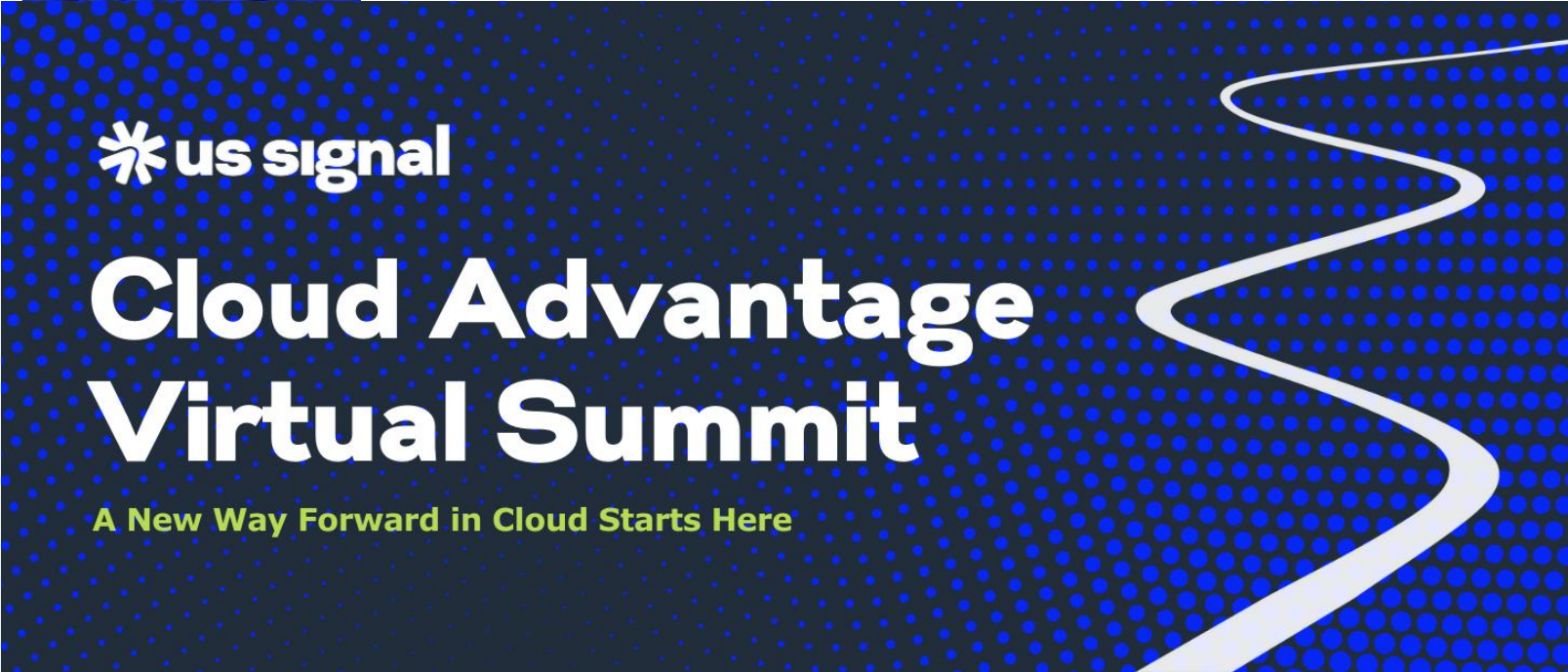
# Marketing Blitz



Intro to OpenCloud - 01 OpenCloud Zones  
US Signal • 2.5K views • 1 year ago

mentation

Guide How-To Known Issues



LEARN MORE →

Deleting an Account  
Viewing a User in an Account

ROLES  
The following Roles are available to be assigne

# Migration Services

## Product

USS offers **simple, flat fee** migration services on a per VM basis which includes tooling and labor.

## Tooling

Leveraging **Acronis** agent-based backup and restore functionality to migrate over 230 workloads into OpenCloud (*so far*).

## People

US Signal Professional Services engineers and Project Managers work to understand customer workloads, network design, and business impact associated with migration efforts.

## Simplicity

Customers can leverage US Signal provided documentation to migrate themselves, or leverage migration services if they prefer.

"Thank you for making this the smoothest migration ever! The client has been working away for three hours now like nothing happened. 😊

Your level of **organization, planning, attention to detail and communication are all top tier**. 5 stars!

Please send my thanks to the rest of the team."

- Derek Laing, Xericloud



# 3<sup>rd</sup> Party Validation



THERE IS SOMETHING WITH



**sysbench CPU – 8CPU – 16GB RAM**  
(price/performance)

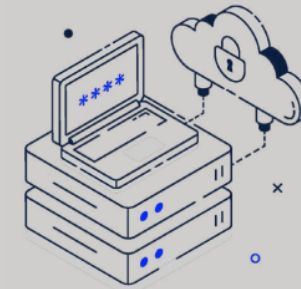


Source : US Signal Compute Benchmark, Cloud Mercato



## The Ultimate Cloud Comparison

Unbiased Insights Into Today's Leading Cloud Solutions



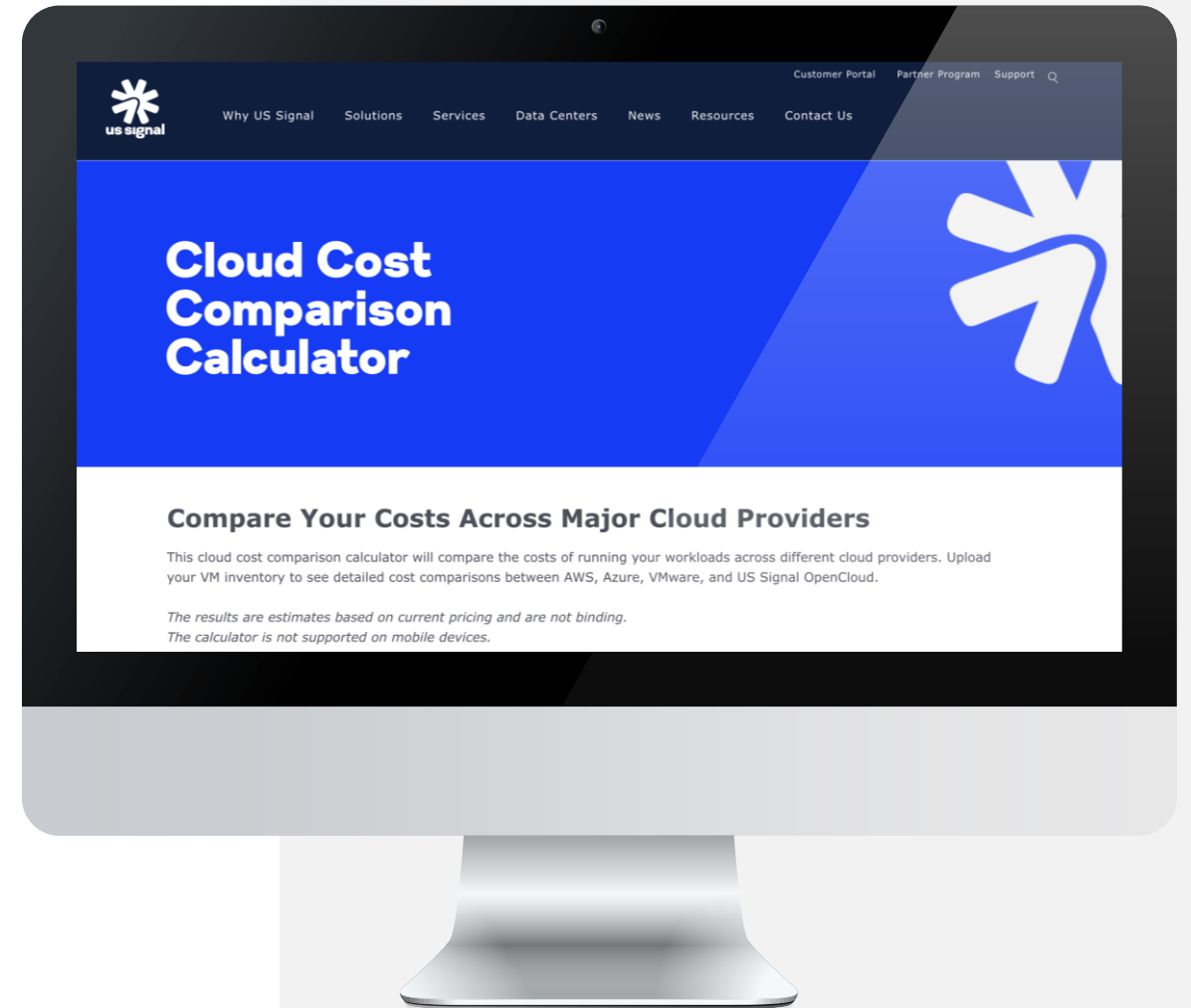
# Compare Cloud Costs with our Calculator

Enter your VM inventory to see detailed cost comparisons between AWS, Azure, VMware, and US Signal OpenCloud.



**run the numbers**

[ussignal.com/cloud/cloud-cost-comparison-calculator/](https://ussignal.com/cloud/cloud-cost-comparison-calculator/)



# Leveraging OpenCloud to do More

## OpenCloud DaaS

- OpenCloud Desktop-as-a-service leverages Inuvika OVD Enterprise to run performant, secure, and stable virtual desktops on top of OpenCloud infrastructure.
- Large demand within Managed Service Provider customer base, emerging demand for GPU accelerated VDIs for things like medical imaging and engineering simulations

## SyncSafe Replication

- SyncSafe Replication leverages OpenText Availability to provide true, “any-to-any” workload replication
- This unlocks OpenCloud for more companies: even those who use a typical enterprise hypervisors (i.e., Hyper-V, Proxmox, VMWare, etc.) for their production workloads.





# Customer Testimonial

**Andy Skrzypczak & Ed French**



netsource one



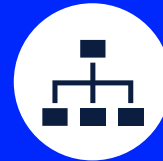
# Areas of Opportunity



**ISV Integrations**



**Marketplace Functionality**



**Distributed Management**



**USA User Group**

# Thank you!



**Link to this  
presentation**

<https://ussignal.com/cloudstack-collaboration-conference-building-us-signal-opencloud-november-2025/>

