

Welcome



Peter Zaitsev,
Founder at Percona
5 July 2023



Belgrade, Serbia 2023

PERCONA
UNIVERSITY



FerretDB



PERCONA



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and
Flogen Muho

your friendly
Percona Sales Persons

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Thank you
to
our Partners



Become a Percona Superhero!



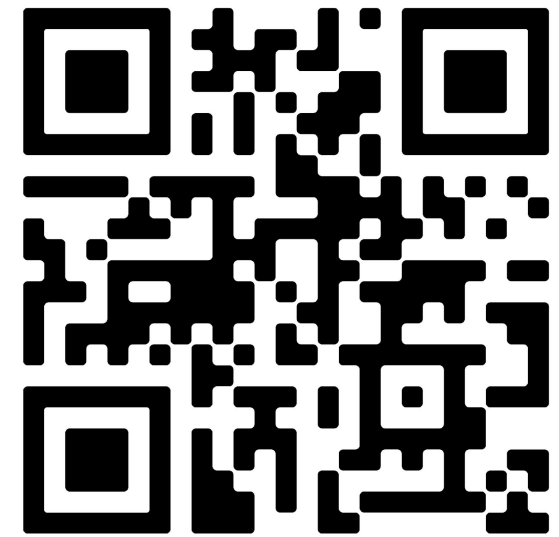
We are Hiring!

Contact

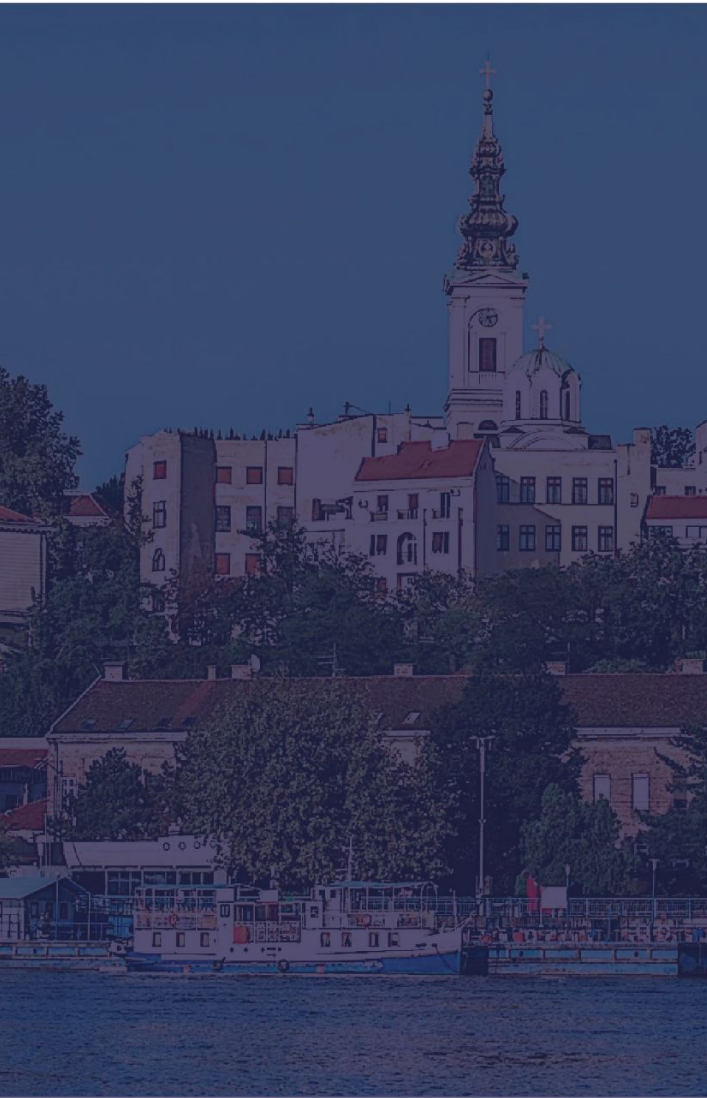
careers@percona.com

<https://www.percona.com/about/careers>

Bring Percona University to Your City!



Check it out



Cloud of Freedom or Cloud of Serfdom ?



My Prospective

- **Involved in Open Source since late 1990s**
- **Early Staff member of MySQL AB**
- **Founder, until recently CEO at Percona**
- **Investor, Advisor, Mentor in Open Source Businesses**
- **Open Source Advocate**

Better

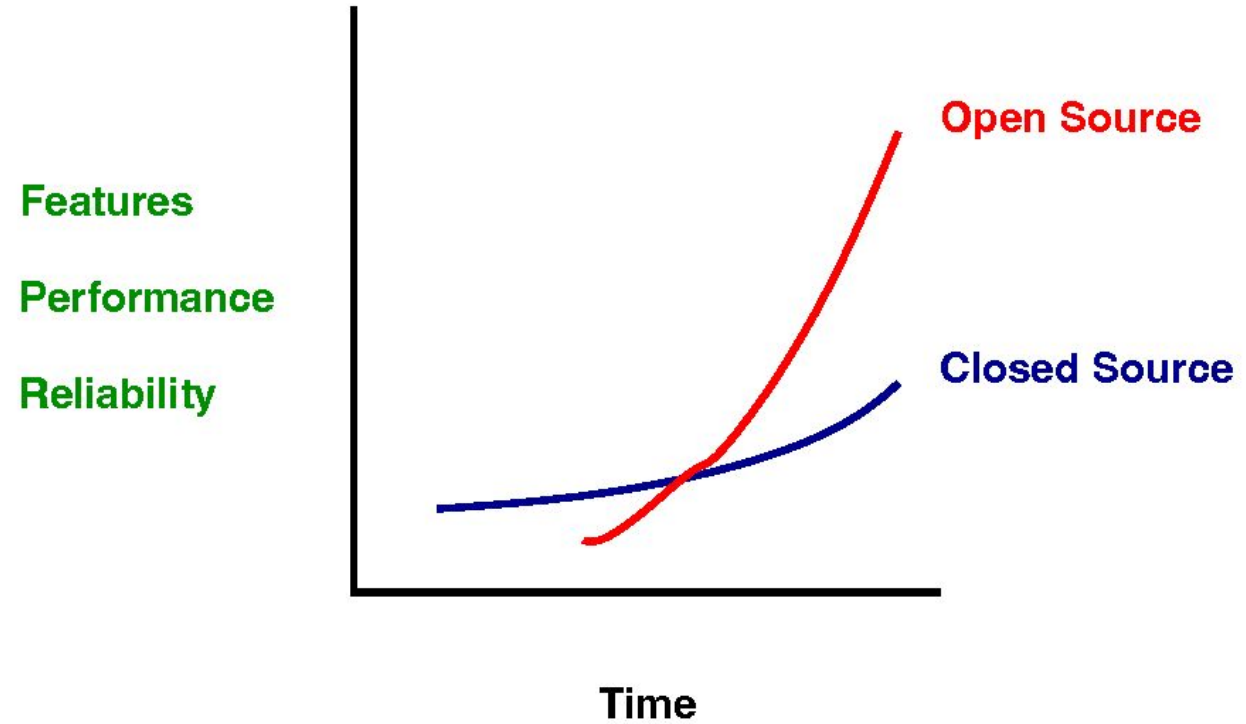
Everything being Equal Open
Source is a better choice

Investment

It is smarter to invest in your resources in making Open Source better rather than paying for Proprietary Software

Open Source and Proprietary

Rise of Open Source



12 / 51

<https://momjian.us/main/writings/pgsql/forever.pdf>

Operating Systems



Have We Been Here Before?

2000s



2020s





Open Source in the Cloud

**But do not Cloud Vendors
just make Open Source
Easier ?**



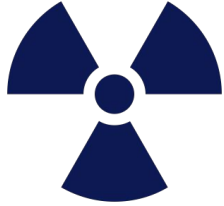
Old Strategy

“Embrace, extend, and
extinguish”

Usability and Ease of use

New Frontier for the competition





Software Explosion



Data Explosion



**Do More with Less
(skills)**

Reasons

Cloud only Skills

Increasingly “Open Source
Experts” have only Managed
Cloud Solutions Skills



Cloud Vendor Push

1

**Using their
Proprietary or
Managed solutions
as Best Practice**

2

**Increasing Price
Difference for such
Managed Solutions**

3

**Embracing Scaling
by Credit Card**

Venture Funded Open Source

**Often Abandon Open Source Licenses to Create
~~Monopoly~~–Protect themselves from Unfair
Competition from the Cloud.**

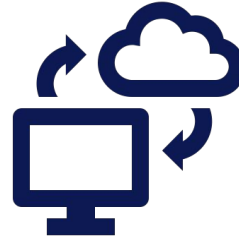


Community Open Source

Largely Embraces adoption by Cloud Vendors as it increases user base



**Focus on last decade was
growth at any cost**



**Pushing as much on third
parties (Cloud Vendors) makes
sense**



**No resource to put on Open
Source requiring “elbow
grease”**

Growth at any Cost

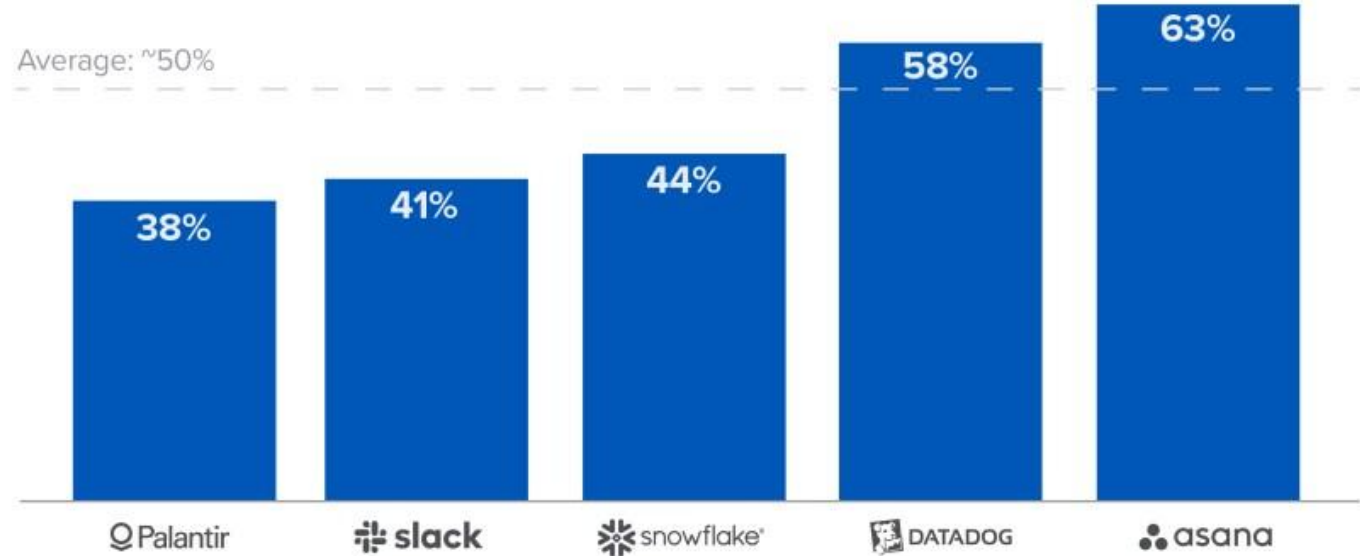
Subsidized Cloud

First does of Heroin is Free



Things are Changing

Estimated Annualized Committed Cloud Spend as % of Cost of Revenue



Source: Company S-1 and 10K filings

<https://a16z.com/2021/05/27/cost-of-cloud-paradox-market-cap-cloud-lifecycle-scale-growth-repatriation-optimization/>

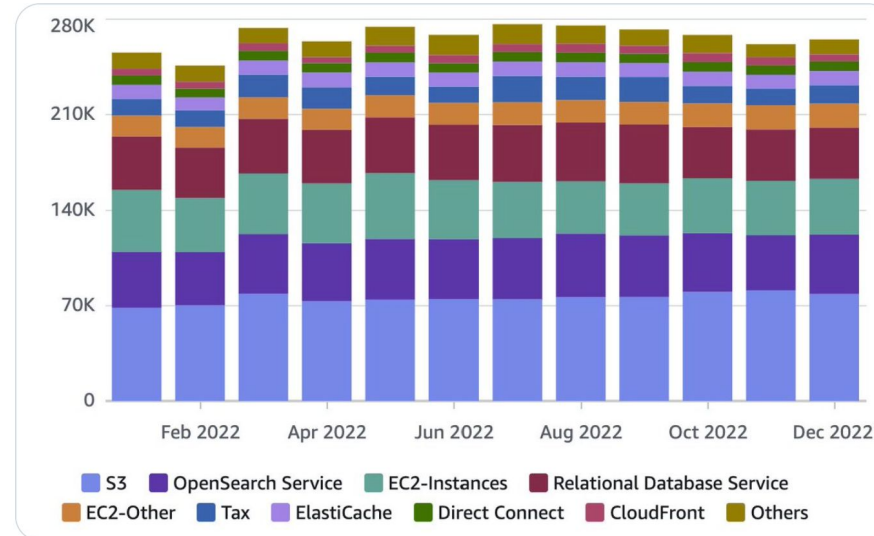
37Signals leaving the cloud



DHH
@dhh



We spent \$3,201,564.24 on cloud in 2022 at @37signals, mostly AWS. \$907,837.83 on S3. \$473,196.30 on RDS. \$519,959.60 on OpenSearch. \$123,852.30 on ElastiCache. This is with long commits (S3 for 4 years!!), reserved instances, etc. Just obscene. Will publish full accounting soon.



7:08 AM · Jan 12, 2023 · 717K Views

341 Retweets 119 Quote Tweets 2,488 Likes

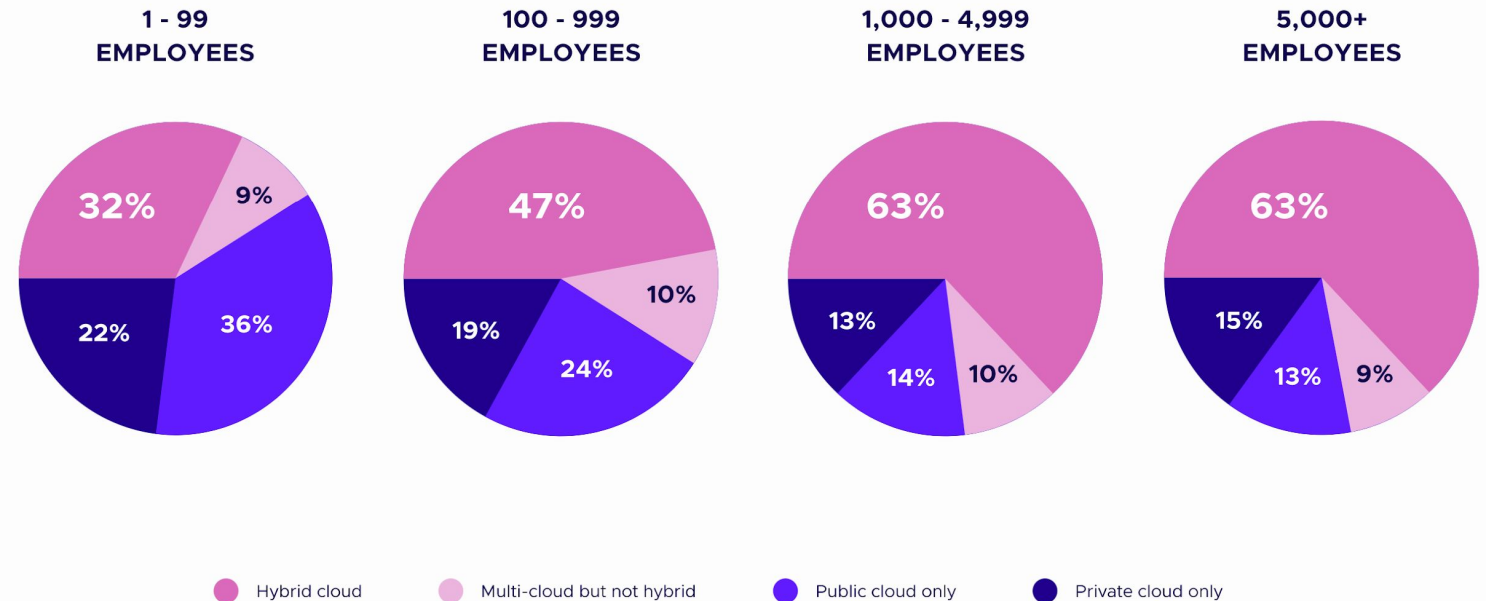
<https://twitter.com/dhh/status/1613508201953038337>

GitOps

Declarative Versioned
Infraestructura as a Code

Hybrid Cloud

Which of the following combinations of data center and cloud architectures does your organization use?
(By organization size)



<https://www.cncf.io/reports/cncf-annual-survey-2022/>

Open Source Catches Up Again



- **Lock-in with Cloud Vendor**
- **Use Proprietary Solutions**
- **Highly Differentiated Cloud**
-
-

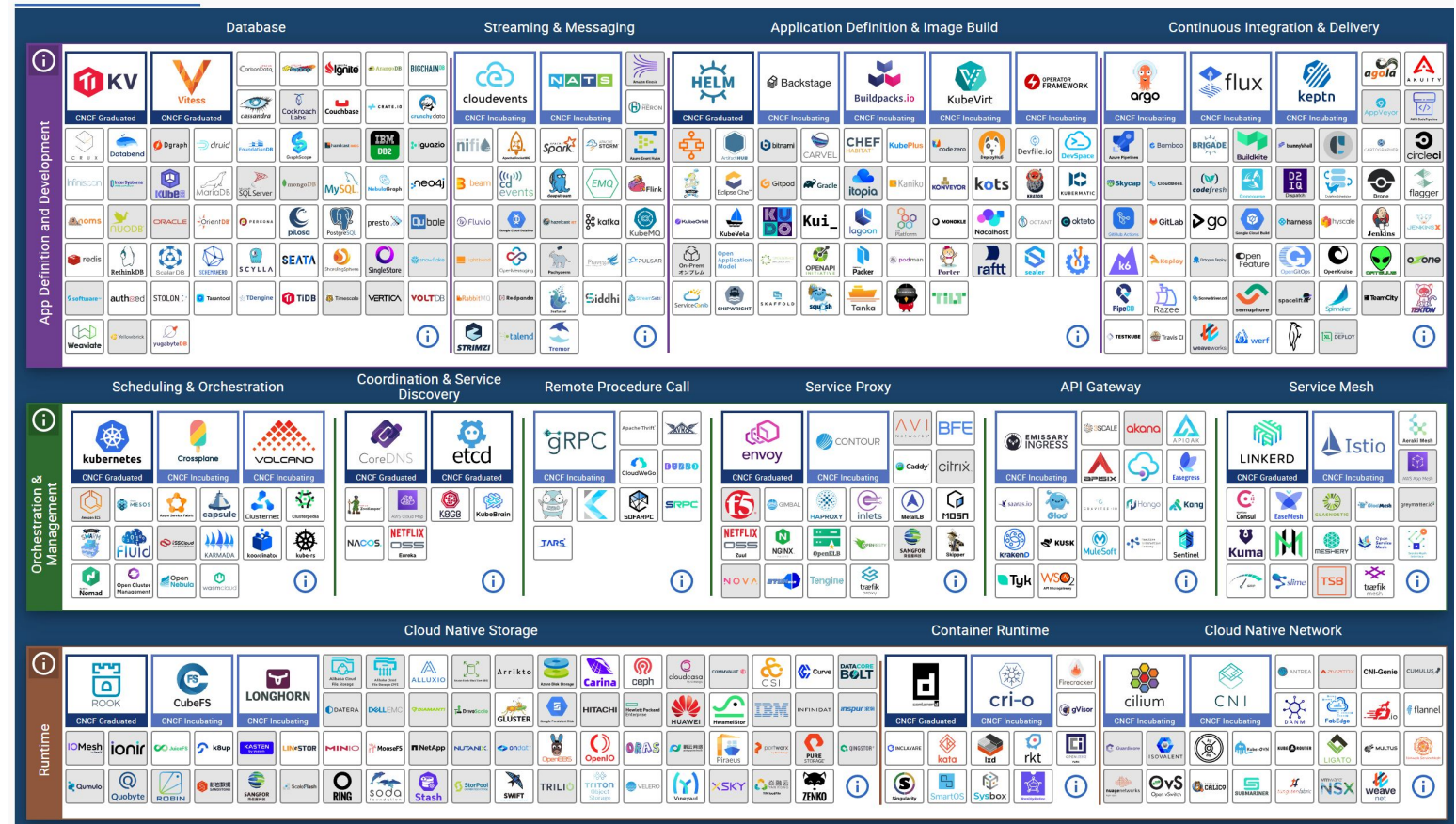


**CLOUD NATIVE
COMPUTING FOUNDATION**

- **Freedom to Run Anywhere**
- **Use Open Source**
- **Cloud Is Commodity**
- **Customer**
- **Choice of Vendors**



Cloud Native is Going Strong



<https://landscape.cncf.io/>

Giving Cloud Its Originally Intended Role of Commodity Infrastructure

What is Cloud Computing?

An analogy: think of electricity services...

You simply plug into a vast electrical grid managed by experts to get a low cost, reliable power supply – available to you with much greater efficiency than you could generate on your own.

Power is a utility service - available to you on-demand and you pay only for what you use.



Your Choice of Cloud

Cloud of Serfdom

Use a lot of Proprietary
Features of your cloud
vendor

Cloud of Freedom

Use Cloud Vendor as
Commodity, Use Open
Source

Smart API – Kubernetes



Getting
Better



DOK
Community



Dok
Community

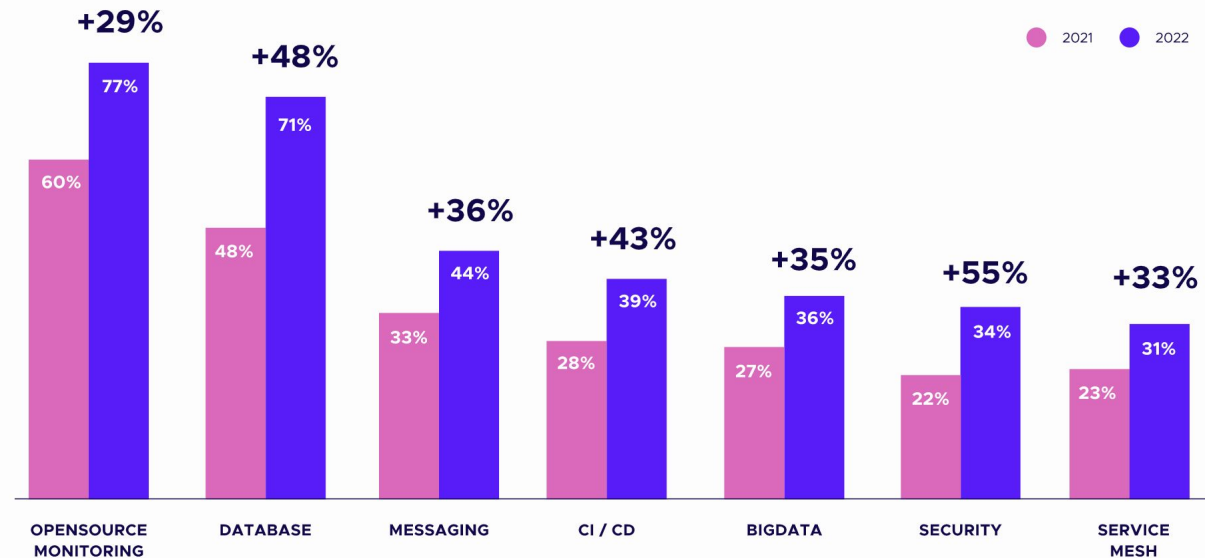
<https://dok.community/>

Adoption Areas

KUBERNETES GROWTH AREAS

Focusing on non-application workloads, enterprises used an increasing variety of technologies. This reflects the need to enhance Kubernetes with better observability, security, and service-to-service communications. Other technologies enable specific use cases like CI/CD tools or databases.

Across all categories, **open source projects rank among the most frequently used solutions.**



<https://www.cncf.io/reports/cncf-annual-survey-2022/>

Kubernetes Powers many DBaaS

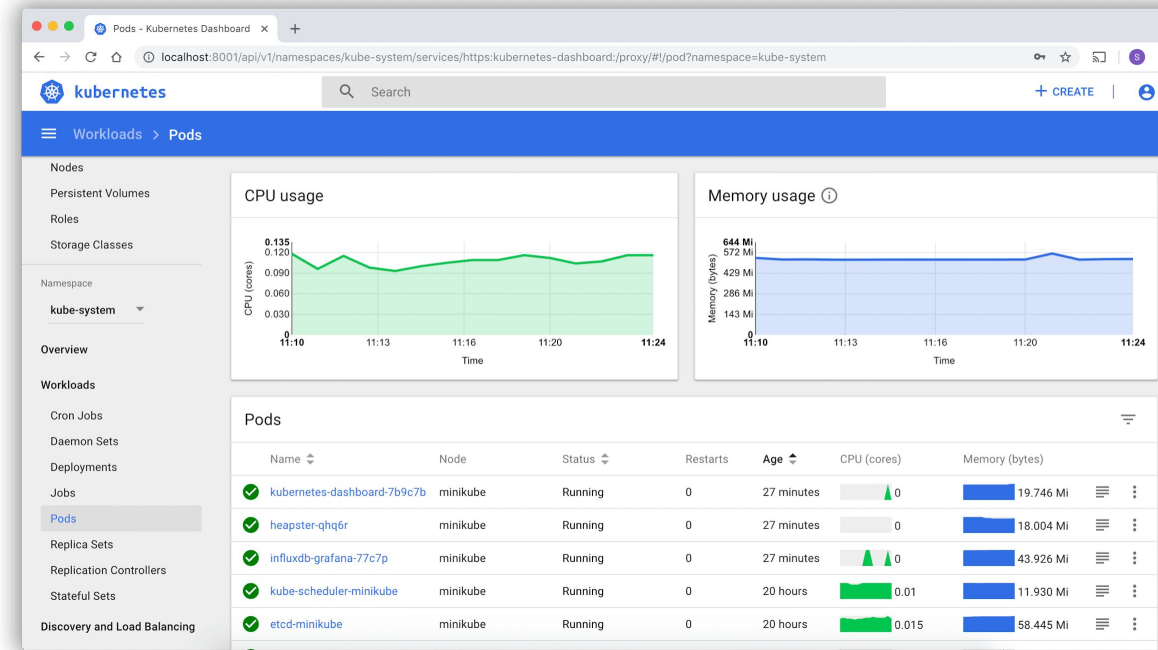


Anywh e



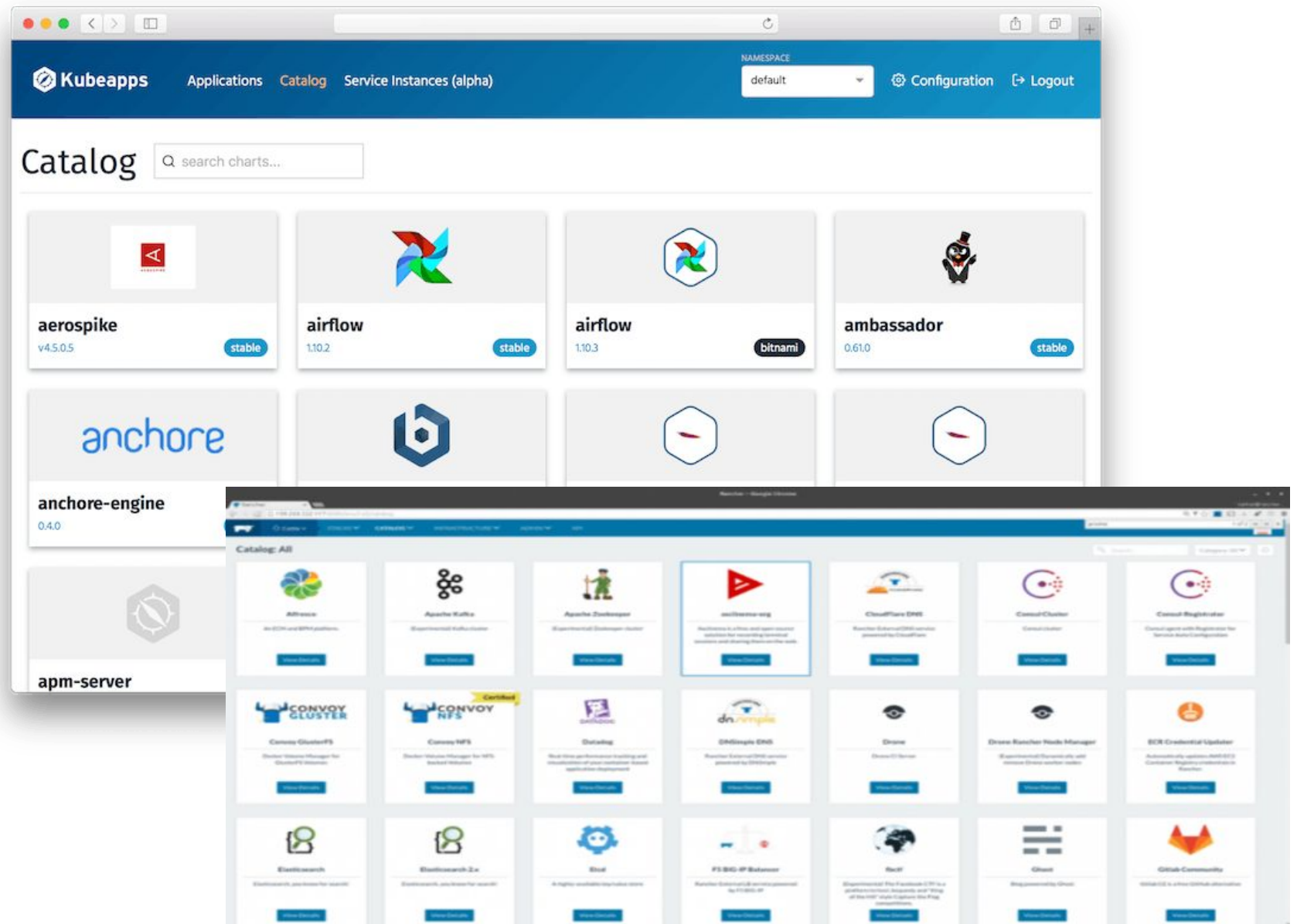
Lightweight Kubernetes

The certified Kubernetes distribution built for IoT & Edge computing



Dashboard

Applications





**BETTER
INTEGRATIONS**



BETTER USABILITY



DAY 2 OPERATIONS

Next

Databases

Data Has Gravity

Hard to Move

**Attracts/Pulls other
Applications**

**Creates More Severe
Vendor Lock-In**

**Should be your focus in
Achieving your
Freedom**



Mission Critical Open Source Base Database Software



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Distribution for
MySQL



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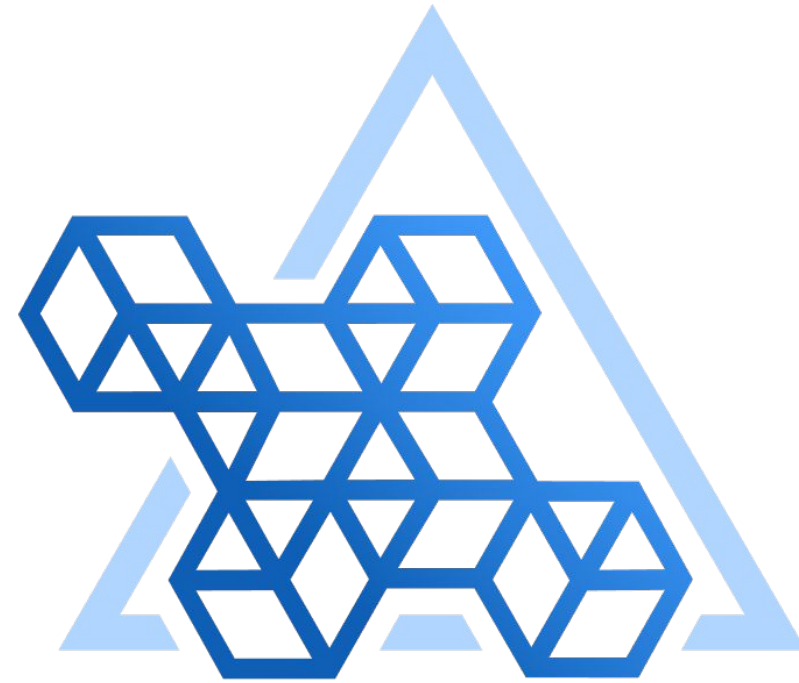
Distribution for
PostgreSQL



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Distribution for
MongoDB

“Operators
” to run
them on
Kubernetes



PERCONA

Kubernetes
Operators

Observability and Simplified Management



PERCONA
Monitoring and
Management

Expertise you
can count on



Support



Consulting



Managed Services

Unified
As



PERCONA
Platform

Call For Action



Embrace Open Source in the Cloud



Invest in Making it Better



Spread the World



Run Percona 🏃

Thank you, Let's Connect!

<https://www.linkedin.com/in/peterzaitsev/>

<https://twitter.com/PeterZaitsev>

<http://www.peterzaitsev.com>