

The logo for Penguin Computing features a large, stylized yellow swoosh that curves around the text. The text "PENGUIN COMPUTING" is written in a bold, black, sans-serif font, with "PENGUIN" on the top line and "COMPUTING" on the bottom line.

**PENGUIN  
COMPUTING**

# Five Best Kept Secrets of Penguin's Product Line

Presentation by Phil Pokorny



# Penguin Computing Introduction

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- ▶ Founded in 1998
- ▶ \$90M revenue for 2015 (projected) 25%?? CAGR last 4 years
- ▶ Privately held
- ▶ Exclusive Linux focus
- ▶ Primary expertise in HPC and IP Datacenter deployments
- ▶ Individual servers to complete clusters and pre-racked deployments

# Penguin and OCP

- ▶ Joined OPC in 2013
- ▶ OCP Solution Provider
- ▶ Enabled to sell "facebook" designs
- ▶ Developed 1-OU form factor



**OPEN™**  
Compute Project  
**SOLUTION PROVIDER**

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**PENGUIN  
COMPUTING**

**Did You Know ...**

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# ...We Sell Networking

- ▶ Fixed config, 1U switches
  - ▶ User selectable software interface (linux or cli)
  - ▶ x86 control plane processor
  - ▶ Full bandwidth and packet forwarding
- ▶ Wide selection of speeds
  - ▶ 1000BaseT, 10G SFP+, 40G QSFP, 100G QSFP28
- ▶ Uplinks for high-bisection bandwidth
  - ▶ 48 x 1 + 4 x 10
  - ▶ 48 x 10 + 6 x 40
  - ▶ 32 x 40 or 32 x 100



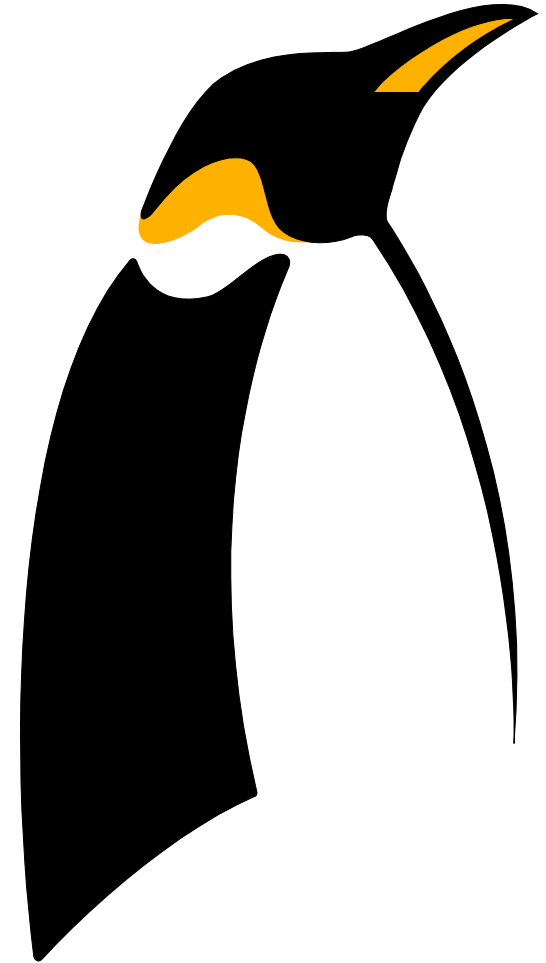
# ...We Sell CPU Cycles

- ▶ "Penguin on Demand"
- ▶ HPC as a service
- ▶ Easy to access (<https://pod.penguincomputing.com>)
- ▶ Easy to track (detailed billing by user/project)
- ▶ Top commercial applications already installed and configured
  - ▶ ANSYS, LS-DYNA, MATLAB, CD-adapco, WRF, OpenFOAM



# ...We Sell Services

- ▶ We build it for you
- ▶ We configure it for you
- ▶ We install it for you
- ▶ Easy to track (detailed billing by user/project)
- ▶ We service it for you
- ▶ We manage it for you



# ...We Sell Open Compute

- ▶ Open Compute EIA 19in servers
- ▶ Open Rack 2-OU Facebook designed components
  - ▶ 2-OU, dual-socket Xeon servers
  - ▶ 30-drive storage
- ▶ Tundra ES by Penguin Computing
  - ▶ Racks with high power capability
  - ▶ 1-OU components: Compute and Storage
  - ▶ Networking components





# ...We Sell GPU Computing

- ▶ 2 GPU, 2 Socket 1U
- ▶ 4 GPU, 2 Socket 1U
- ▶ 4 GPU, 2 Socket 2U
- ▶ 8 GPU, 2 Socket, 2U



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**PENGUIN  
COMPUTING**

**...and we also sell**

# ...Servers



- ▶ w/ 4x 3.5in



- ▶ w/ 24x 2.5in

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**Thank you!**

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