

My OpenStack Business Footprint since 2010

2025년 8월 26일

주식회사 데브스택

장승욱

Open Stack
Dev elopment

(주) 데브스택 기업부설연구소

“사업을 시작하기 전 ...”



“15년 후 지금은 ...”



“오픈스택 비즈니스란 ...”



ChatGPT ▾

↑ Share ...



What kind of OpenStack business opportunities are there in the market?

Could you clarify what you're looking for in terms of OpenStack business opportunities? For example:

- Are you interested in starting a new business or expanding an existing one?
- Are you looking for service-based opportunities (e.g., consulting, support, managed hosting) or product-based (e.g., plugins, integrations)?
- What region or target market are you focusing on?

This will help me tailor the research more precisely to your needs.



“오픈스택 비즈니스란 ...”

🔗 OpenStack Business Opportunities



OpenStack Market Opportunities (2025)

Market Size	\$9B in 2025 and \$50B+ by 2030
Key Adoption Sectors	Telecommunications, Finance, Healthcare and Government
Key Value	Cost-efficiency and Customization
Use Cases	OpenStack with Kubernetes (48%), Edge Computing (39%), AI/ML Workloads (42%)
Regional Market Share	North America (43%), Asia Pacific (36%)
Challenges and Pain Points	Integration Complexity (47%), Skills Gaps (44%)
Opportunities for Growth	Specialized Consulting Services, Managed OpenStack Hosting, Training and Certification Programs Security and Compliance Solutions

“오픈스택 비즈니스란 ...”

🔗 OpenStack Business Opportunities



OpenStack Market Opportunities (2025)

Service-Based Opportunities	Product-Based Opportunities
<ul style="list-style-type: none">• Consulting & Integration• Managed Hosting and Cloud Operations• Private Cloud Deployment Service• Training and Certification• Technical Support and DevOps Services	<ul style="list-style-type: none">• Commercial Distributions & Platforms• Tools and Plugins• Dashboards and Management Consoles• Security & Compliance Solutions• Automation Modules & Integrations• Emerging Enhancements

“저의 오픈스택 제 1기 비즈니스는 ...”



ChatGPT ▾

↑ Share ...



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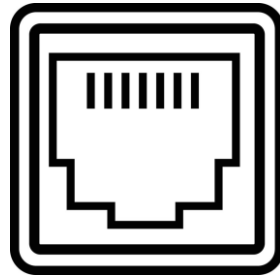


기존 사업의 확장을 위하여
서비스 중심으로 국내외 xSP 고객 대상

“기존 사업은 ...”

IXP (Internet eXchange Provider)

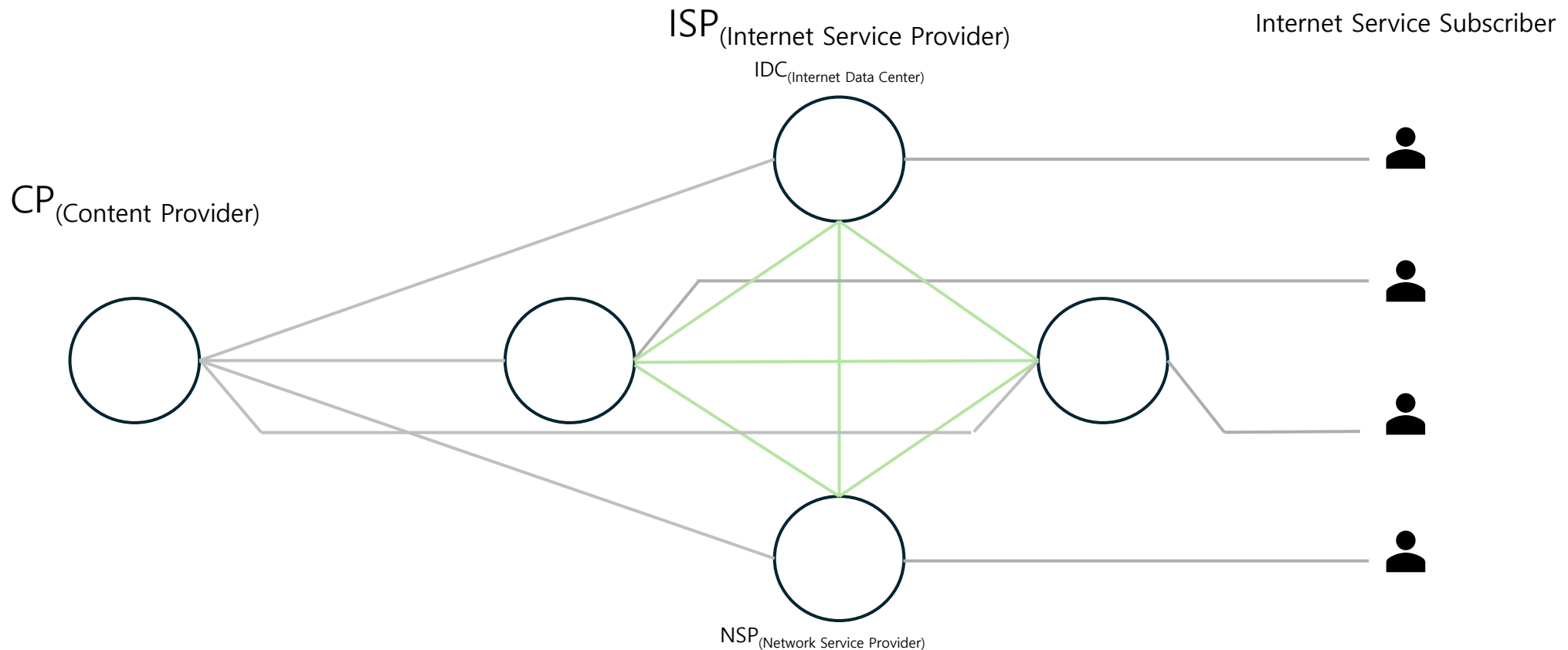
“Sell Switch Port”



“기존 사업은 ...”

Value Chain in ISP_(Internet Service Provider) Market

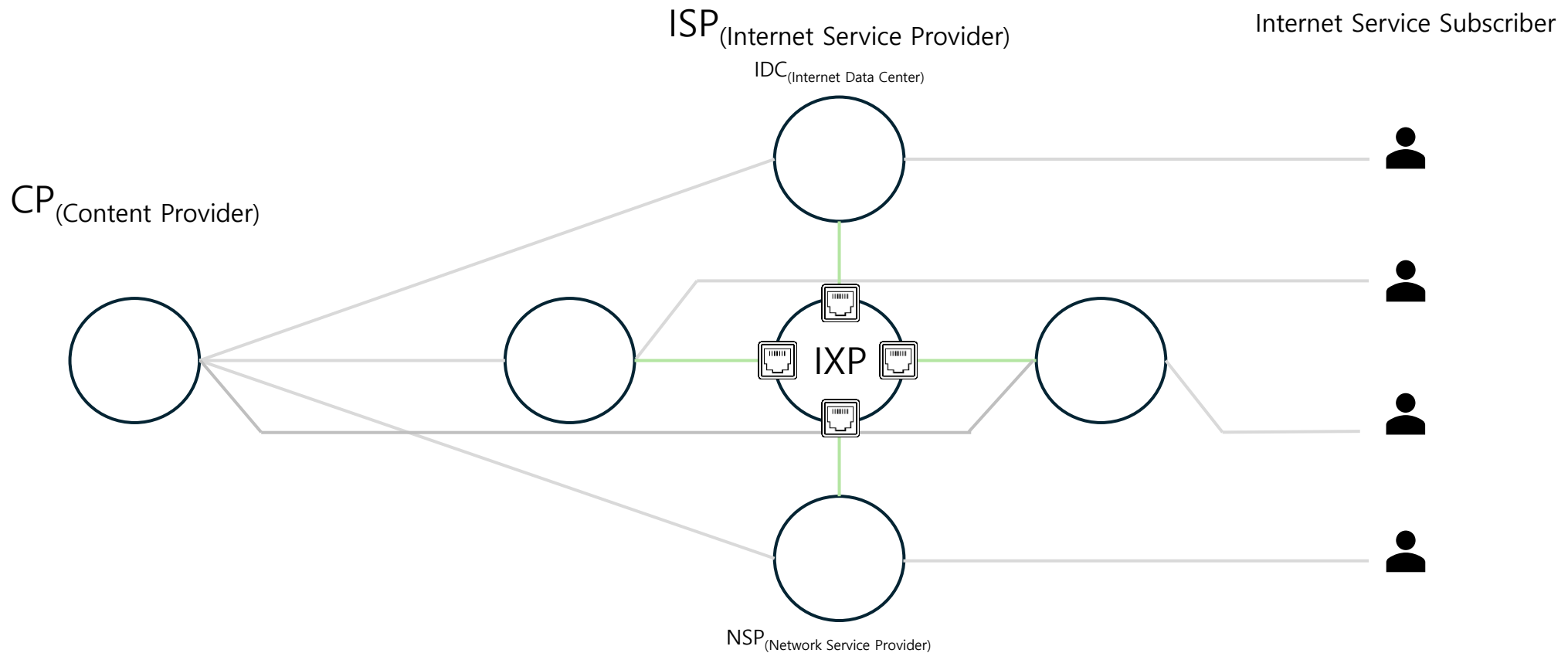
상호접속망



“기존 사업은 ...”

Value Chain in IXP_(Internet eXchange Provider) Market

상호접속망

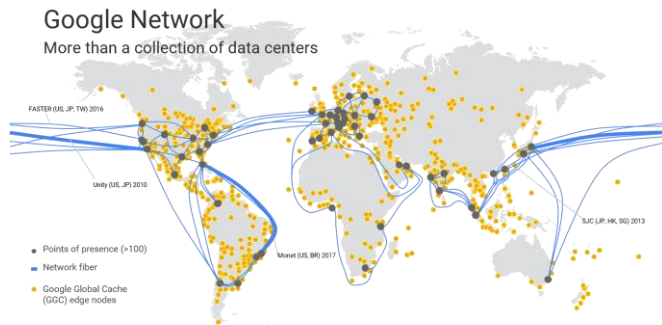


“어느 시장에 어떤 사업 모델로 ...”

1 단계 (2011年)

CDN Cache PoP Temporary storage of web content on geographically distributed servers.

웹하드 캐시



Google Global Cache
AWS CloudFront



“어느 시장에 어떤 사업 모델로 ...”

2 단계 (2012年)

Public Cloud Service for Hybrid Cloud Service


kakaogames

RIGHT SCALE[®]
FROM flexera

ixCloud



OpenStack + AWS

New instance operational: 'i-f08ab892' 



notifier@my.rightscale.com

Tue, Jan 17, 2012, 1:43 PM



to jsw 

Your instance i-f08ab892 created at 2012-01-16 20:43:23 PST is now available.
This instance was launched on 2012-01-16 20:43:23 PST and became operational at 2012-01-16 20:43:23 PST

It can be reached at ec2-204-236-209-203.compute-1.amazonaws.com or it can be managed in RightScale by logging in and going to: https://my.rightscale.com/acct/31840/clouds/1/ec2_instances/1178915001

notifier@my.rightscale.com
<http://my.rightscale.com>

Note: You are receiving this email because you are the account owner at RightScale.com and have registered under this address (jsw@kinx.net).
Return to RightScale.com to edit your communication preferences.

 Reply

 Reply all

 Forward



“어느 시장에 어떤 사업 모델로 ...”

3 단계 (2014年)

Cloud eXchange



Equinix Cloud Exchange API Specification

Version: 2.3
API Version: 1.1
Last Updated: 06 October 2015

Software Architecture and Engineering (SAE)

ECX-API-Onboarding@equinix.com

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IBX

Equinix Cloud Exchange
AWS Direct Connect
Azure Express Route
Google Interconnect



“저의 오픈스택 제 2 기 비즈니스는 ...”



ChatGPT ▾

↑ Share ...



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신규 사업의 추진을 위하여

제품 및 서비스 중심으로 국내외 기업 및 개인 고객 대상

“신규 사업은 ...”

① Commercial Distributions & Platforms

Private Cloud Deployment Services

② Dashboards and Management Consoles

CMP

③ Automation Modules & Integrations

AIOps

④ Emerging Enhancement

AI/ML (xPU)

Edge (5G, IIoT 4.0)

“어느 시장에 어떤 사업 모델로 ...”

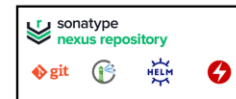
B2B

① Commercial Distributions & Platforms

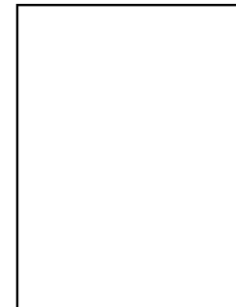
Private Cloud Deployment Services

- Multi-Region & Multi-Zone
- Virtual Machine and Container
- OpenStack on K8s
- IAM

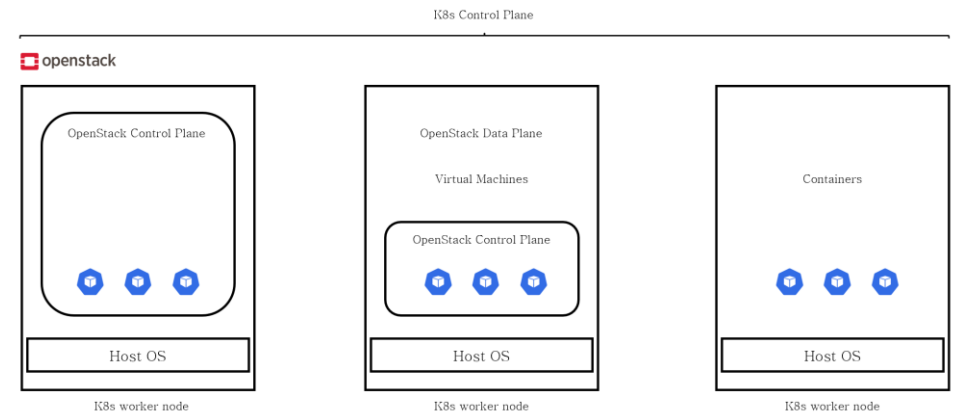
* MetaOps™



deployment node
K8s Control Plane



K8s master node



K8s worker node

K8s worker node

K8s worker node

“어느 시장에 어떤 사업 모델로 ...”

B2B

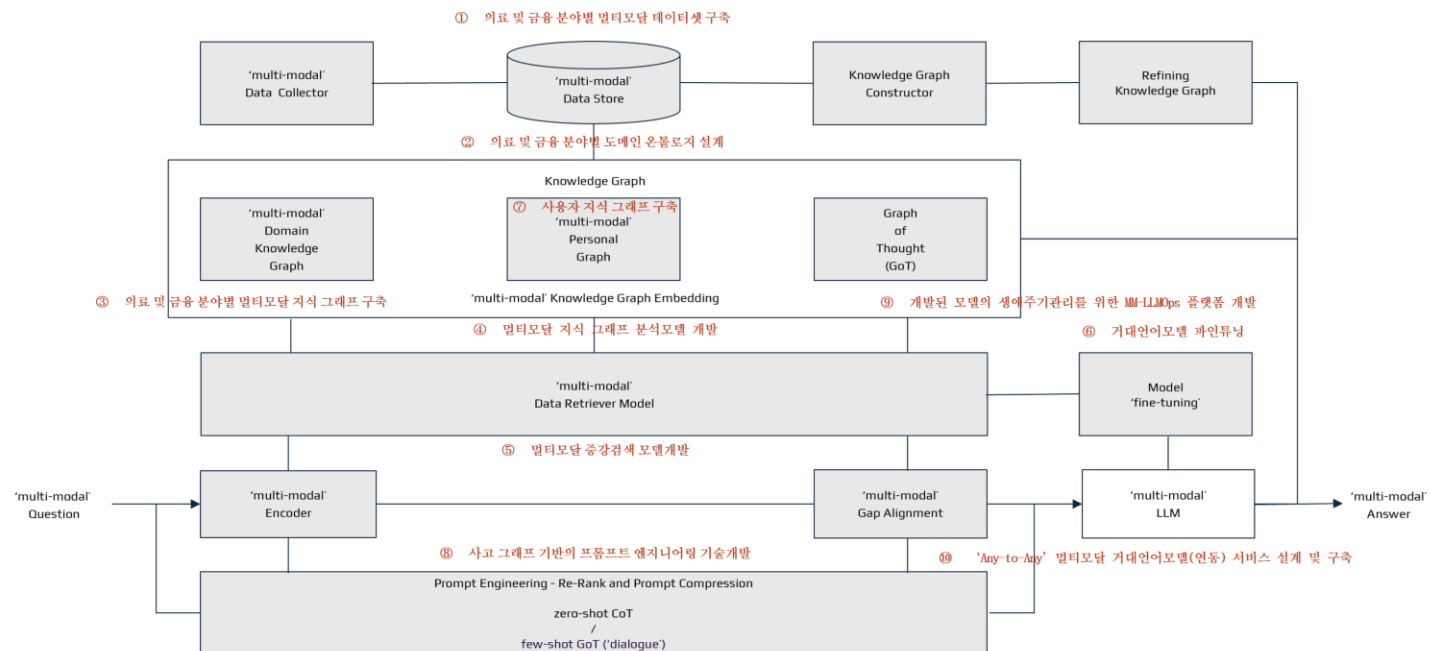
① Commercial Distributions & Platforms

Private Cloud Deployment Services

BioInformatics for Drug Discovery for AD & PD

- KnowGraph
- LLM
- RAG

* MetaOps™ Bio



“어느 시장에 어떤 사업 모델로 ...”

B2C

① Commercial Distributions & Platforms

Private Cloud Deployment Services

- User Agent for Automatic Trading

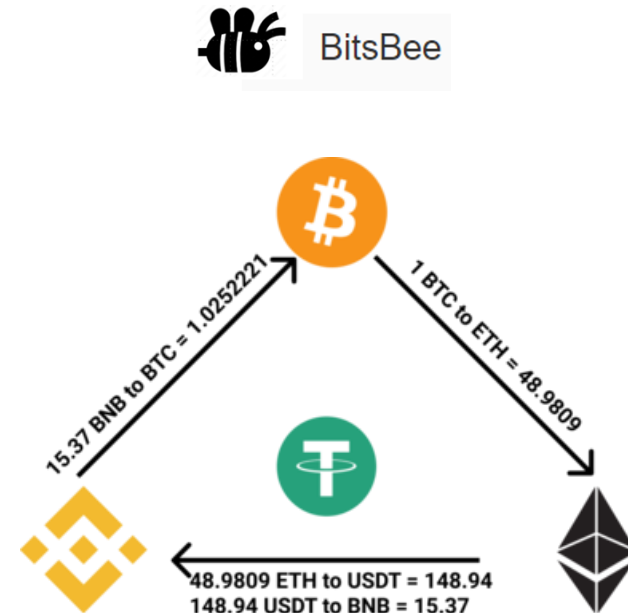
Cryptocurrency Exchange

Market Price Discrepancy

nth Arbitrage Transaction

Sell at Low Price Market and Buy at High Price Market simultaneously

Leverage max. x125



“어느 시장에 어떤 사업 모델로 ...”

B2B

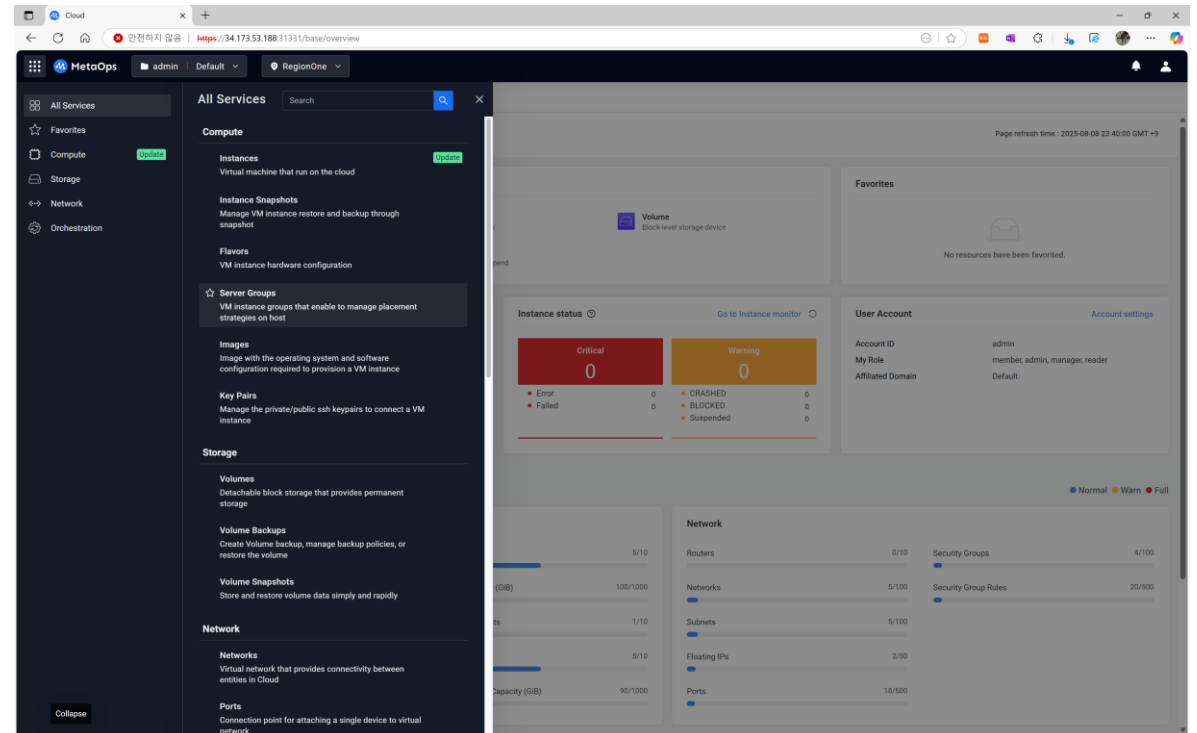
② Dashboards and Management Consoles

CMP

* MetaOps™ CMP

- AWS like UI / UX

Can't be “Off-the-Shelf Product”



“어느 시장에 어떤 사업 모델로 ...”

B2B

③ Automation Modules & Integrations

AIOps

* OpenStack OSProfiler

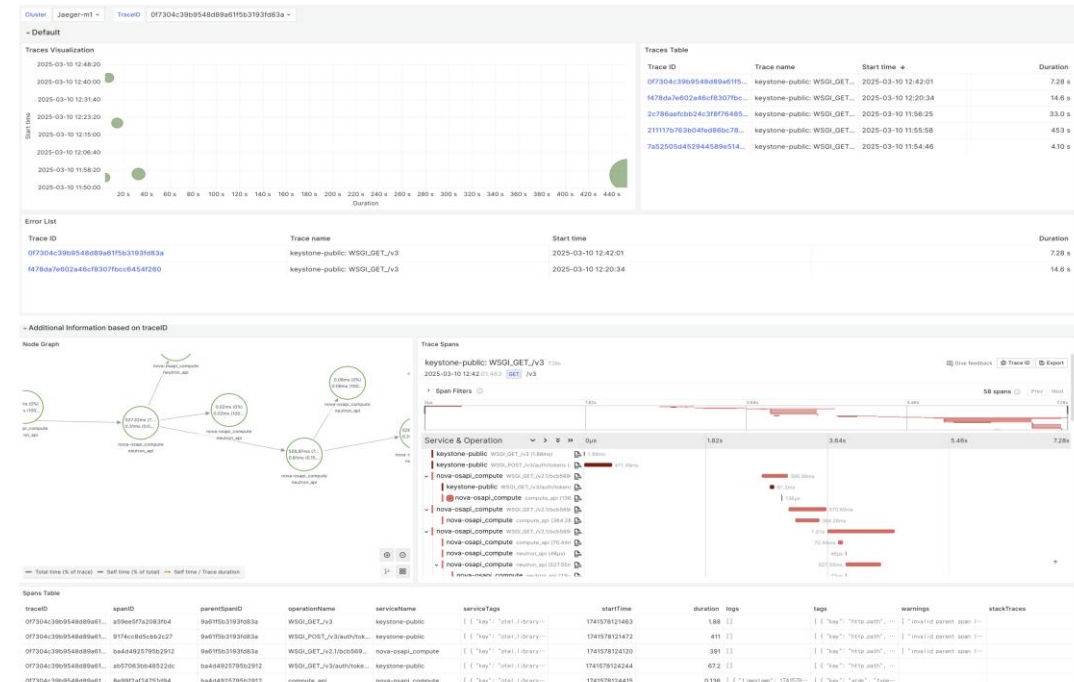
- Beyond OpenStack Vitrage

MLT (Metric, Log, Trace)

RAG (Retrieval Augmented Generation)



LLM



“어느 시장에 어떤 사업 모델로 ...”

B2B

④ Emerging Enhancement

AI/ML (xPU)

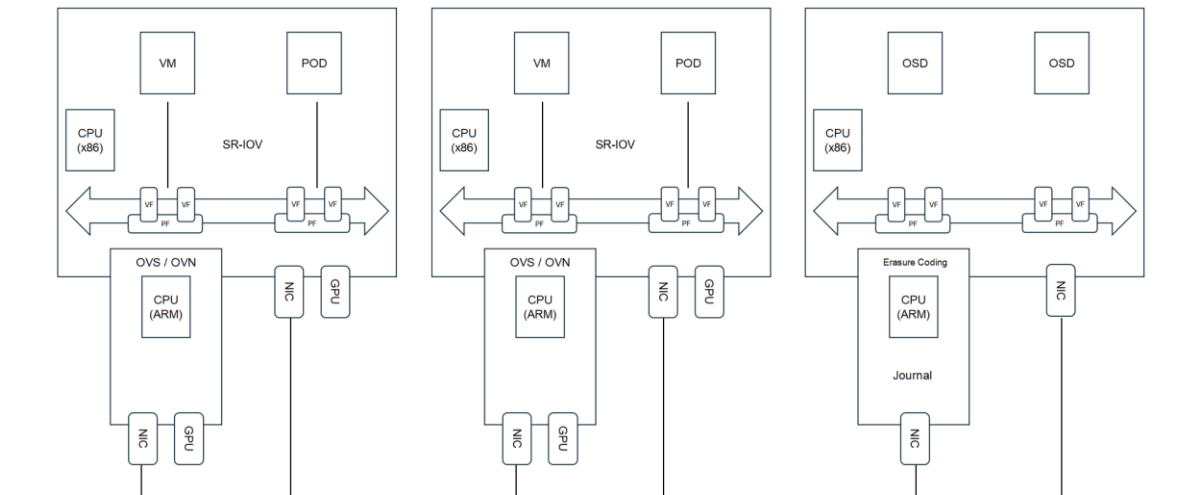
Edge (5G, IIoT 4.0)

- xPU: GPU, DPU, NPU
- 5G: NFV
- IIoT 4.0

GE Predix

Databricks Data Lakehouse

* DPU for OVS & OVN



“제가 생각하는 오픈스택 제품 및 서비스 개발은 ...”

Dictionary

Definitions from [Oxford Languages](#) · [Learn more](#)



mix and match



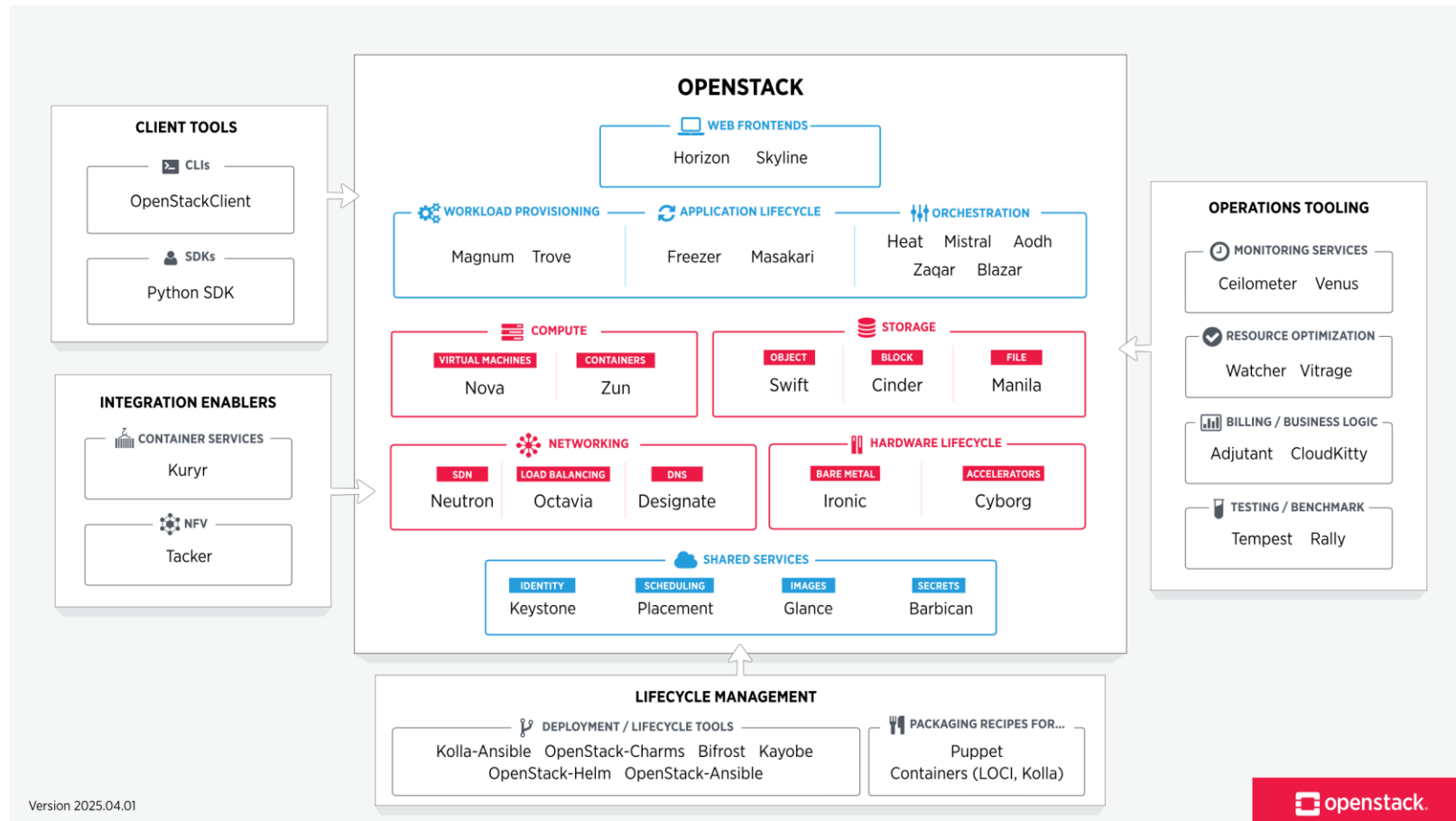
phrase of [mix](#)

select and combine different but complementary items, such as clothing or pieces of equipment, to form a [coordinated](#) set.

“제가 생각하는 오픈스택 제품 및 서비스 개발은 ...”

To-Be “mix and match”

- **OpenStack Projects**








“제가 생각하는 오픈스택 제품 및 서비스 개발은 ...”

To-Be “mix and match”

- **OpenStack 외 Openinfra Foundation Projects**



	AIRSHIP Making lifecycle management for open infrastructure simple, repeatable & resilient. Airship is a collection of interoperable and loosely coupled open source tools that provide for automated cloud provisioning and life cycle management in a completely declarative and predictable way. The focus of this project is the implementation of a declarative platform to introduce Openstack on Kubernetes, and the lifecycle management of the resulting cloud. <div>Mailing Lists Documentation</div> <div>Code User Survey</div>	airshipit.org →
	KATA CONTAINERS Secure, lightweight CRI compatible virtualized containers. Kata Containers is an open source project delivering increased container security and workload isolation through an implementation of lightweight virtual machines. <div>Mailing Lists Documentation</div> <div>Releases Blog</div> <div>Code User Survey</div>	katacontainers.io →
	OPENSTACK Programmable infrastructure for VMs, containers and bare metal. OpenStack is an open source software project for creating private and public clouds, powering 75 public cloud data centers and thousands of private clouds at a scale of more than 15 million physical cores worldwide. Since launching in 2012, OpenStack has become one of the top 3 most active open source projects in addition to Linux and Chromium. <div>Mailing Lists Documentation</div> <div>Getting Started Technical Committee</div> <div>User Survey</div>	openstack.org →
	STARLINGX Edge cloud computing infrastructure for high performance, ultra-low latency applications. StarlingX is a complete cloud infrastructure software stack for the edge used by the most demanding applications in industrial IoT, telecom, and other use cases. Based on mature production software deployed in mission critical applications, newly open sourced StarlingX code is the base for edge implementations in scalable solutions that can be produced now. <div>Mailing Lists Documentation</div> <div>Releases Standing Meetings</div> <div>Code User Survey</div>	starlingx.io →
	ZUUL CI/CD platform for gating changes across multiple systems/repos. Zuul is an open source CI/CD platform specializing in gating changes across multiple systems and applications before landing on a single patch. <div>Mailing Lists Documentation</div> <div>Install Guide Users</div> <div>Code User Survey</div>	zuul-ci.org →

“제가 생각하는 오픈스택 제품 및 서비스 개발은 ...”

To-Be “mix and match”

- **Cloud Native Computing Foundation**
- **Linux Foundation**
- **Apache Software Foundation**
- **Vendor Plugins**



“사업화 경험의 교훈은 ...”

“시장 및 기술 변곡점에 능동적 대응”

Second presidency of Donald Trump



ChatGPT



시장 변곡점

“内外部 相互作用”

기술 변곡점

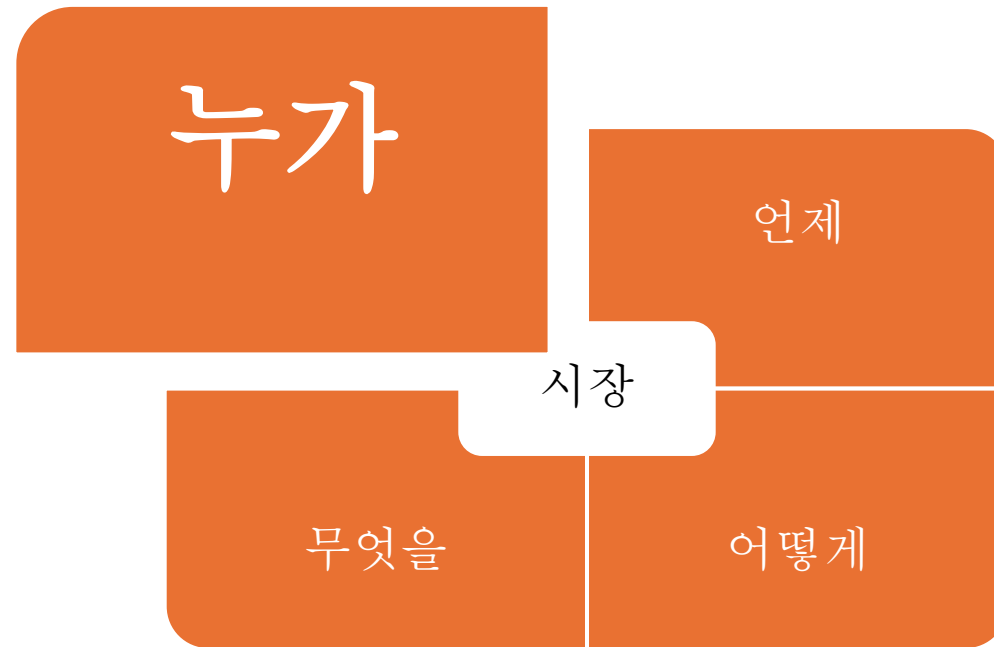


Second presidency of Donald Trump



xPU

“사업이 성공하려면 ...”



“저는 아직 이상주의 사업가라 ...”

The “Idealist” Entrepreneur (INFJ)

These entrepreneurs are dreamers as well as doers. They have big plans for their businesses and thrive in independent environments where they can freely pursue their visions. They also have strong written and verbal communication skills and are great at reading people and situations.

While their strong beliefs make them determined and confident, they can also be a bit stubborn. They may hesitate to back away from an idea until they've confirmed it won't work.

- **Strengths:** Planning, strategy, logistics
- **Challenges:** Adjusting plans, tense confrontations
- **Famous “Idealist” Entrepreneurs:** Eleanor Roosevelt, Nicole Kidman

“내일도 ...”

“지적 호기심과 원칙을 지키는 자세로 문제해결 능력 기반의 사업 추진”

3Is

Inquisitiveness

A strong desire to learn and seek knowledge.

Integrity

Adherence to moral and ethical principles, honesty, and trustworthiness.

Intelligence

The capacity for learning, reasoning, problem-solving, and understanding.

“감사합니다”