



# Red Hat Corporate Overview

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**Andreas Stolzenberger**

[astolzen@redhat.com](mailto:astolzen@redhat.com)

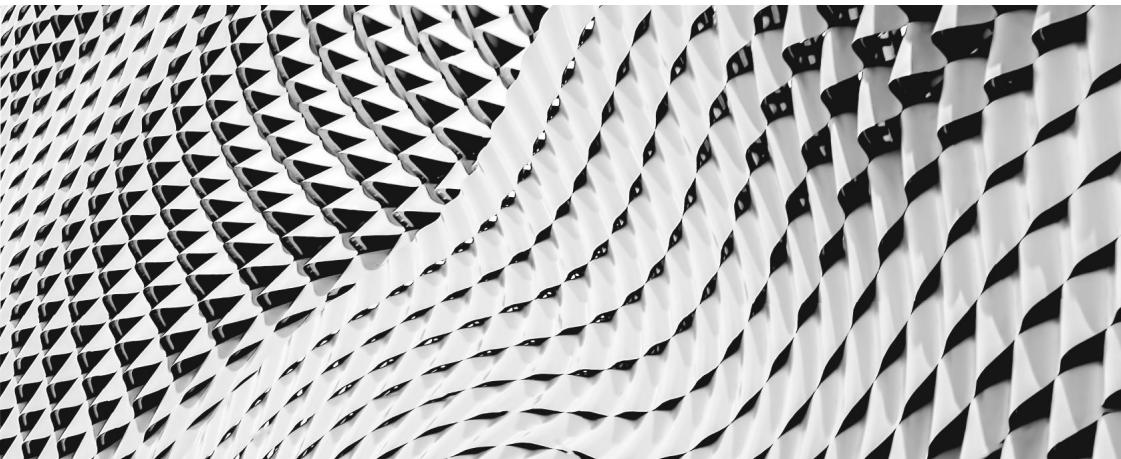
**Alfred Bach**

[abach@redhat.com](mailto:abach@redhat.com)

**Markus Koch**

[mkoch@redhat.com](mailto:mkoch@redhat.com)

# Company overview



We forged a new path to become the world's leading provider of enterprise open source solutions.

# The world's leading provider of open source enterprise IT solutions

MORE THAN  
**90%**  
of the  
FORTUNE  
**500**  
use  
**RED HAT**  
PRODUCTS &  
SOLUTIONS\*

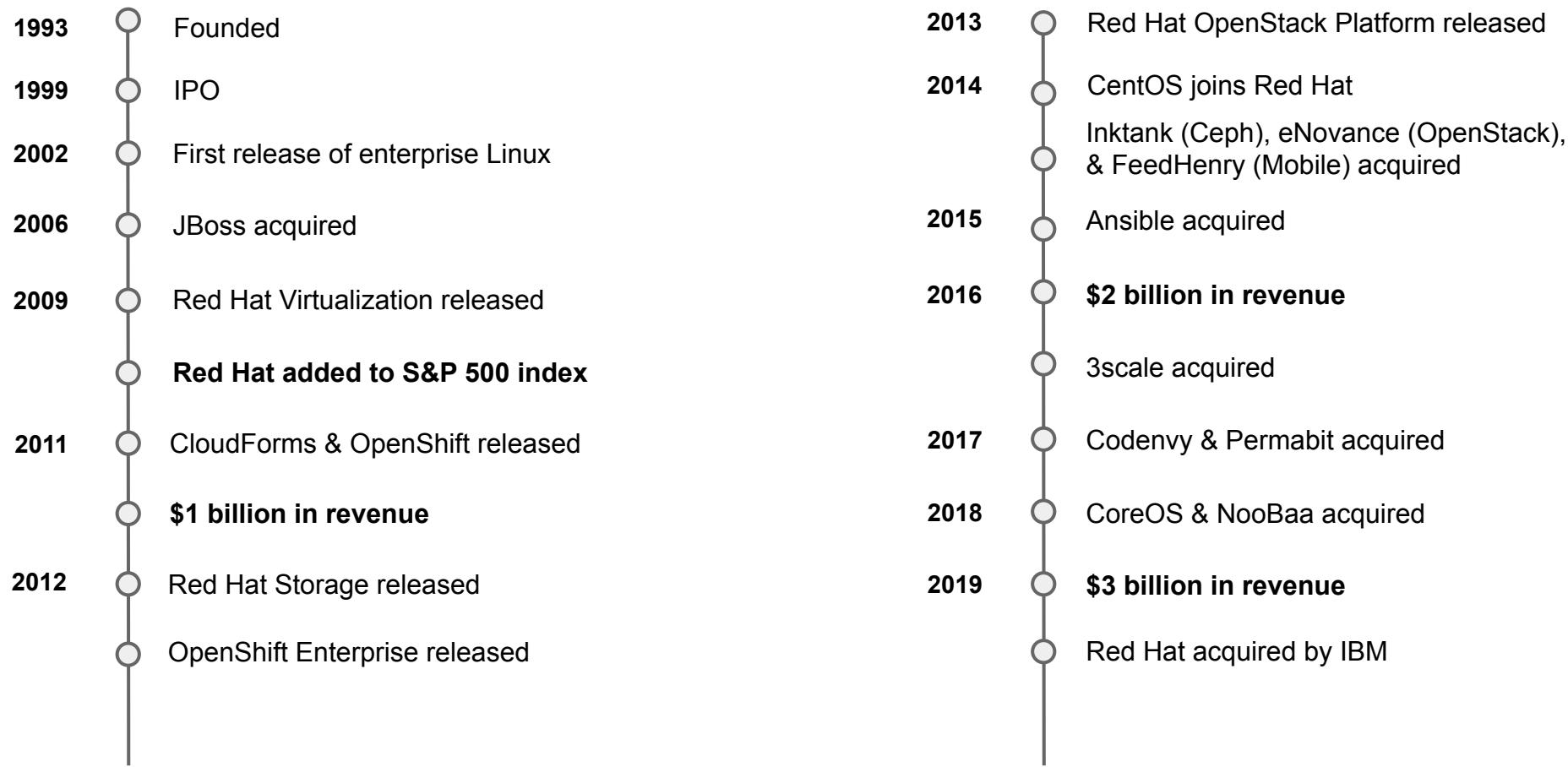
**~13,815**  
EMPLOYEES

**105+** OFFICES      **40+** COUNTRIES

THE FIRST  
**\$3**  
BILLION  
OPEN  
SOURCE  
COMPANY  
IN THE WORLD

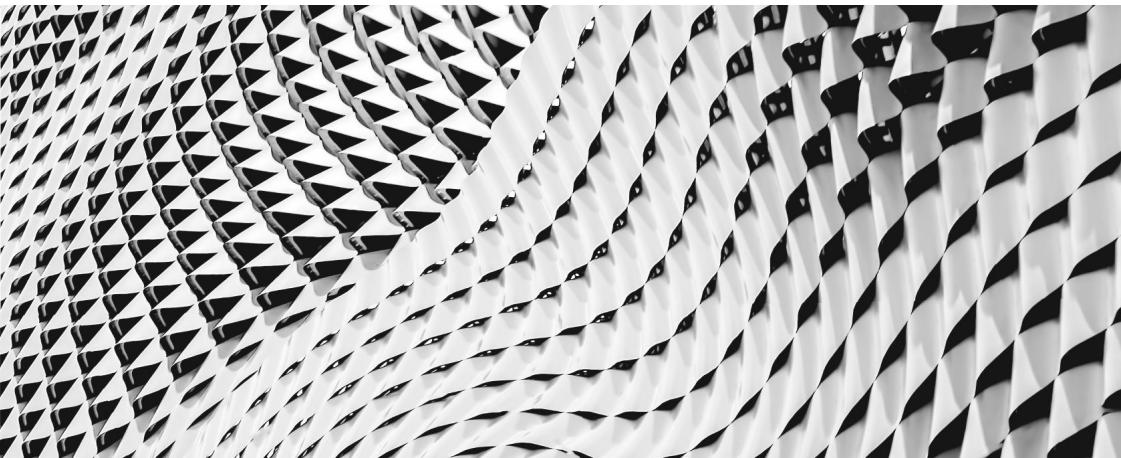
\*Red Hat client data and Fortune 500 list, June 2018.  
Note: Currency in U.S. dollars.

# How we got here



Red Hat is *still* Red Hat

# Open source

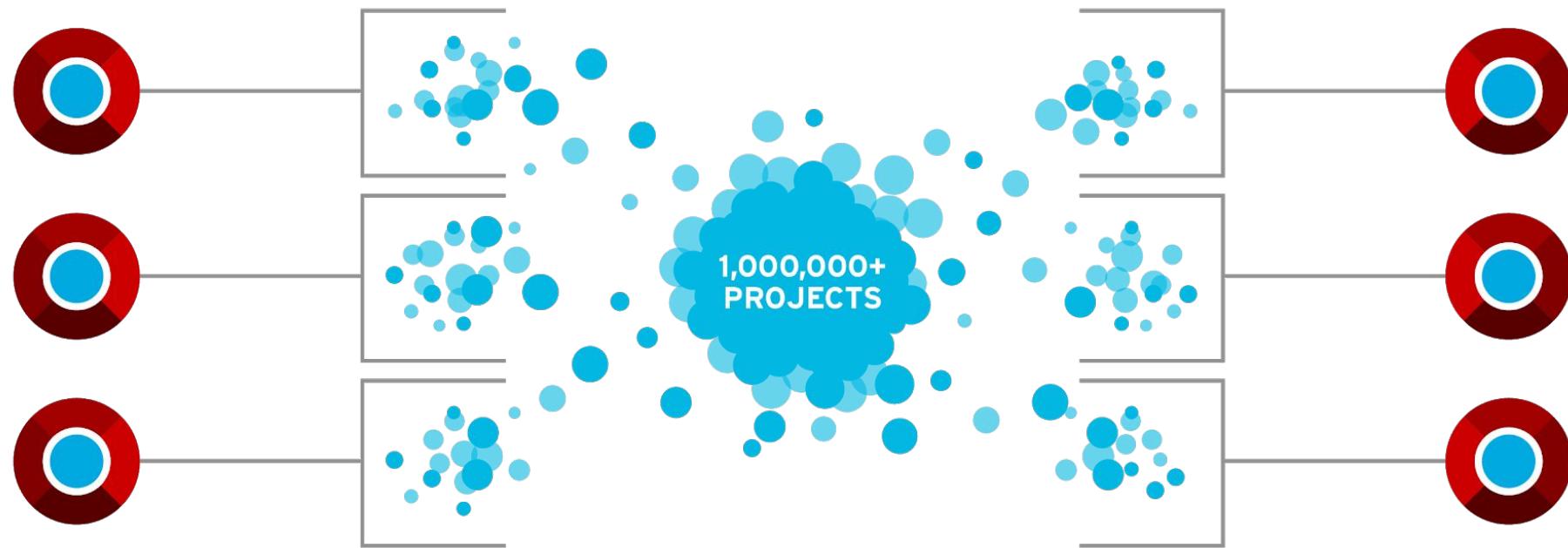


Open source is about  
more than developing  
software.

It's how we built our  
company.

And it's why we have  
been so successful.

# Product development model



## Participate

We participate in and create community-powered upstream projects.

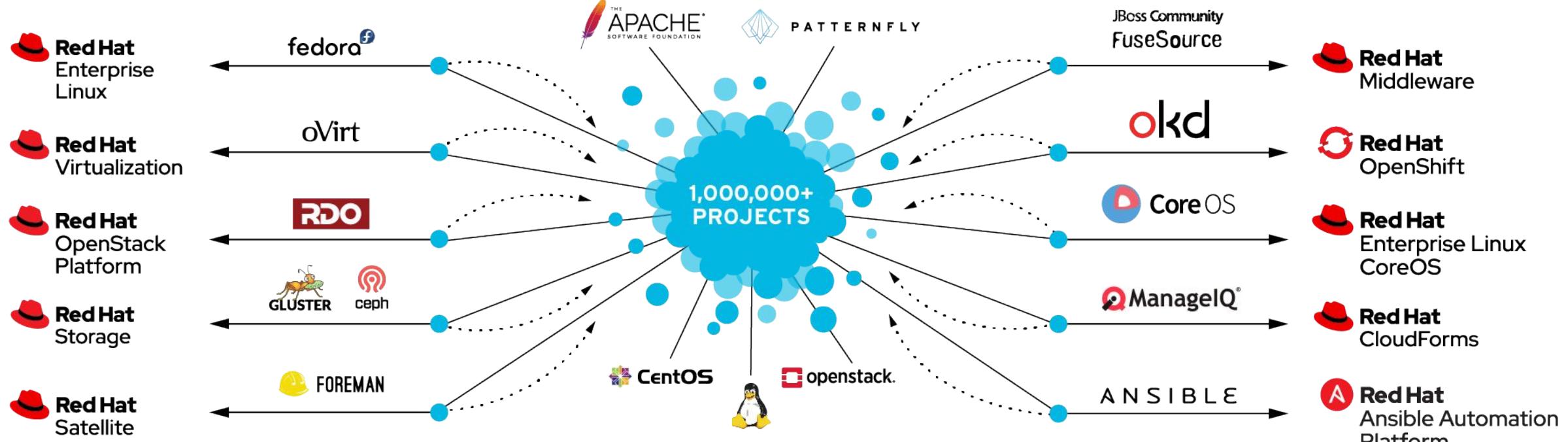
## Integrate

We integrate upstream projects, fostering open community platforms.

## Stabilize

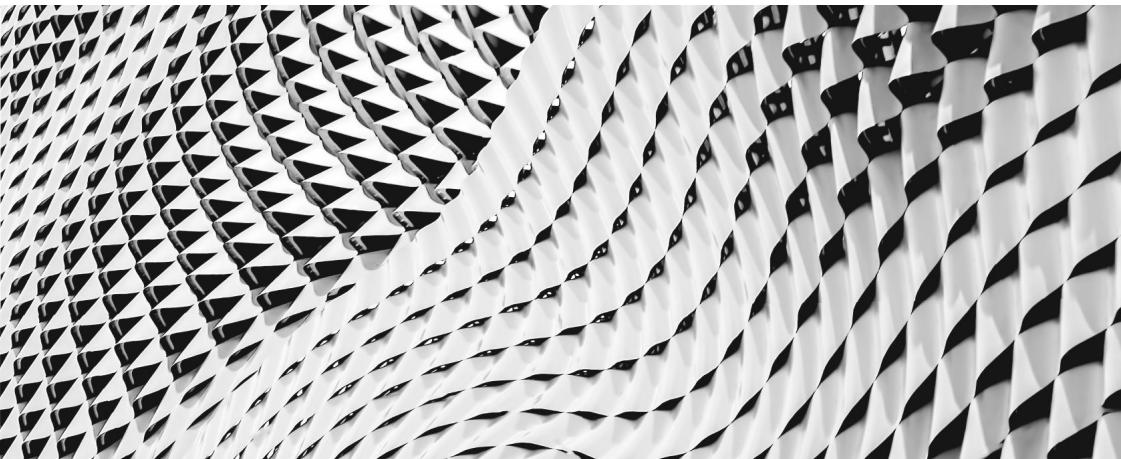
We commercialize these platforms together with a rich ecosystem of services and certifications.

# From communities to enterprise



communities-to-enterprise-full-201906rm

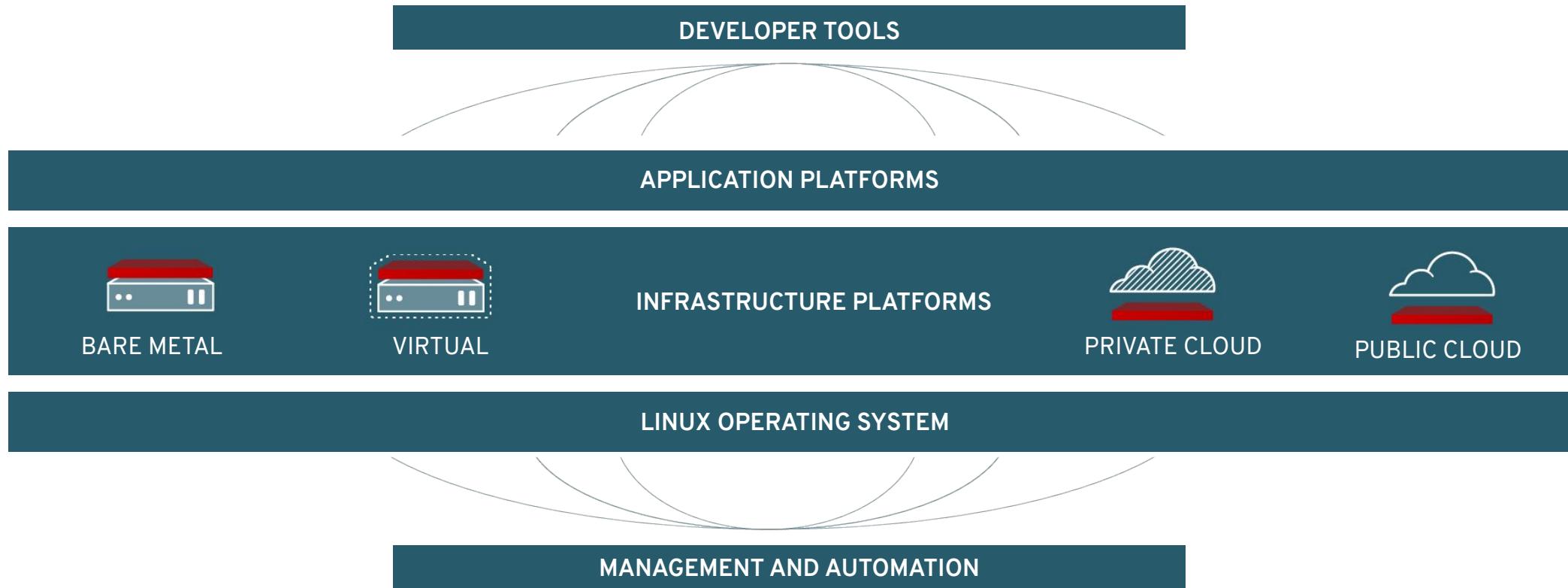
# Red Hat portfolio



Red Hat's open source solutions work on bare metal and the public cloud—and everything in between.

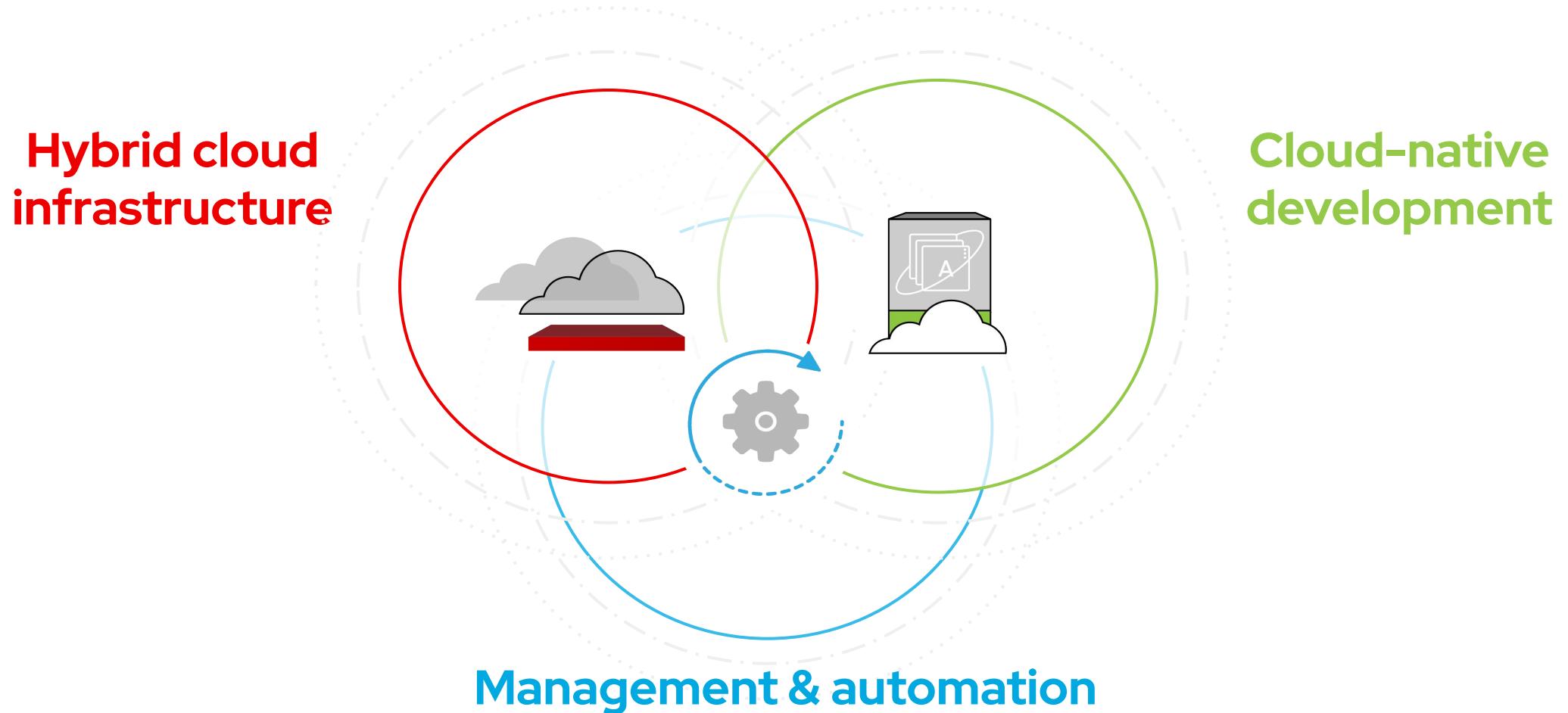
# Red Hat's Vision is Open Hybrid Cloud

To help customers achieve the architecture of the future



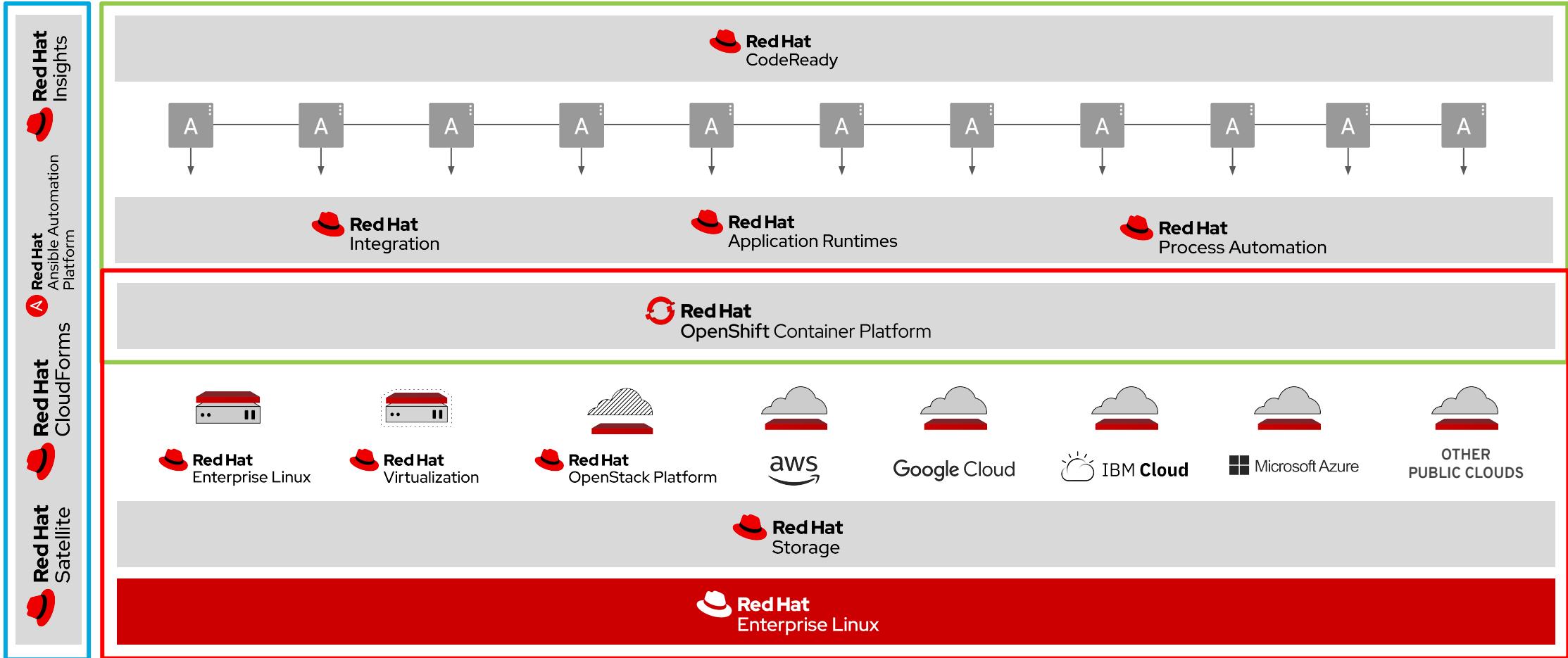
# The three pillars of our portfolio

## Open hybrid cloud

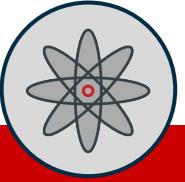


# Red Hat's Comprehensive Product Portfolio

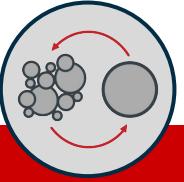
Delivers the open hybrid cloud promise to the market



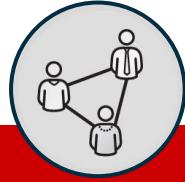
# RED HAT: The Open Hybrid Cloud Leader



PORTFOLIO  
BUILT ON LINUX



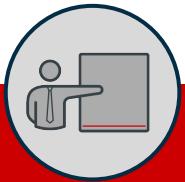
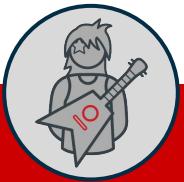
OPEN SOURCE  
LEADERSHIP



PARTNER  
ECOSYSTEM



ENTERPRISE  
SECURITY



OUR PEOPLE & CULTURE

# Customer challenges



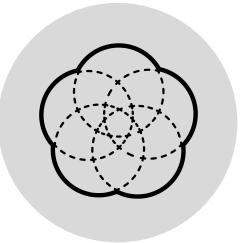
**IT optimization**  
Transform your existing  
IT infrastructure



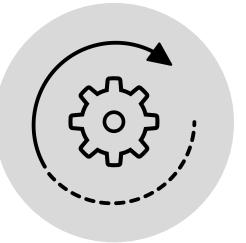
**Hybrid cloud infrastructure**  
Improve & accelerate  
IT service delivery



**Cloud-native development**  
Build innovative  
applications faster



**Agile integration**  
Integrate your  
applications & services



**Automation**  
Automate infrastructure &  
applications

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The future of  
infrastructure is hybrid,  
multicloud



# Faster and more consistent delivery in any deployment

## **Improve automation**

Automation expertise from the engineers who wrote the platform

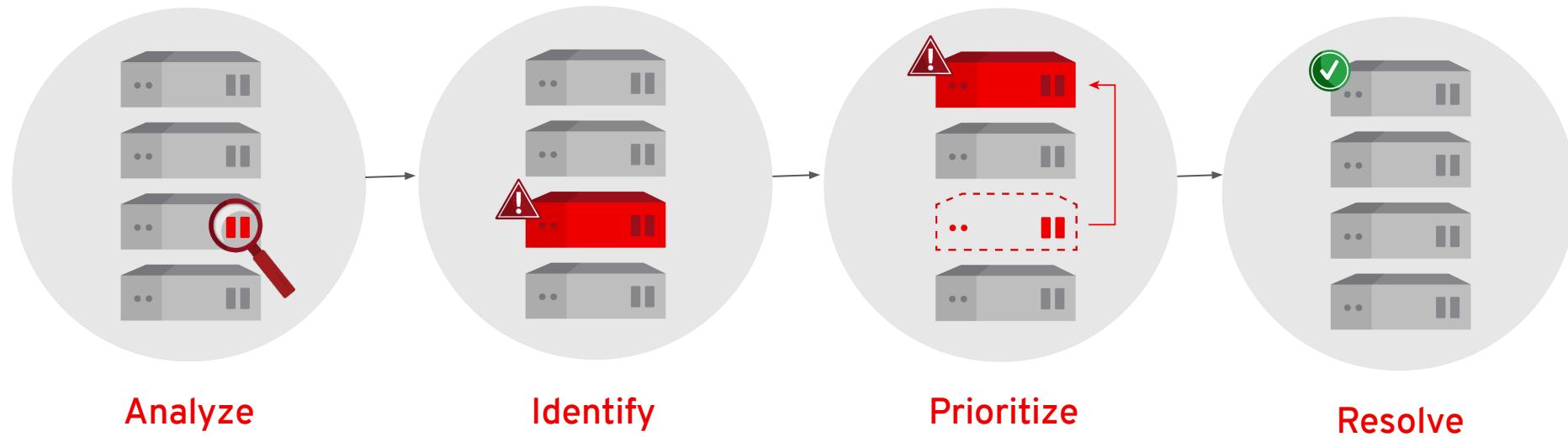
## **Gain rapid intelligence**

Information that helps you focus on business initiatives, not fighting fires

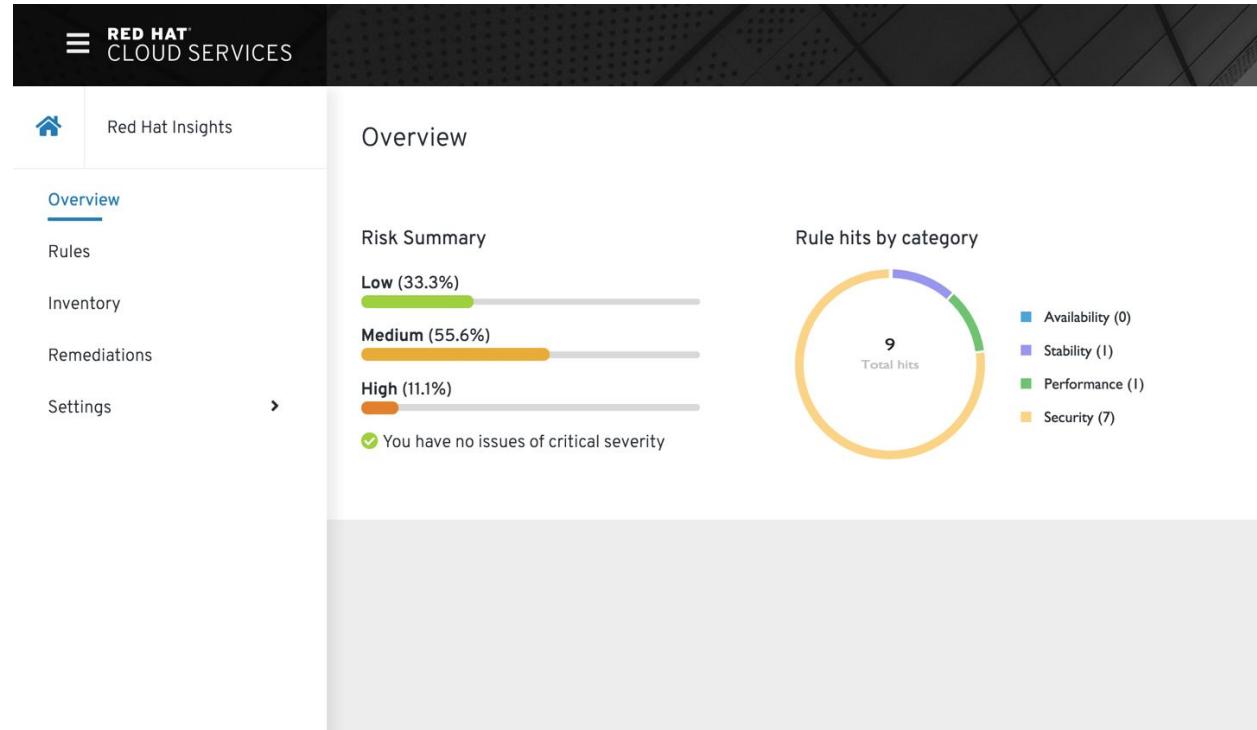
## **Maintain standards**

Simple common machine images for any environment

# Gain operating intelligence



# Detect and fix issues with Red Hat Insights



## Proactive advice

Identification of issues before they become problems

## Continuous assessment

Real-world results to help find new risks

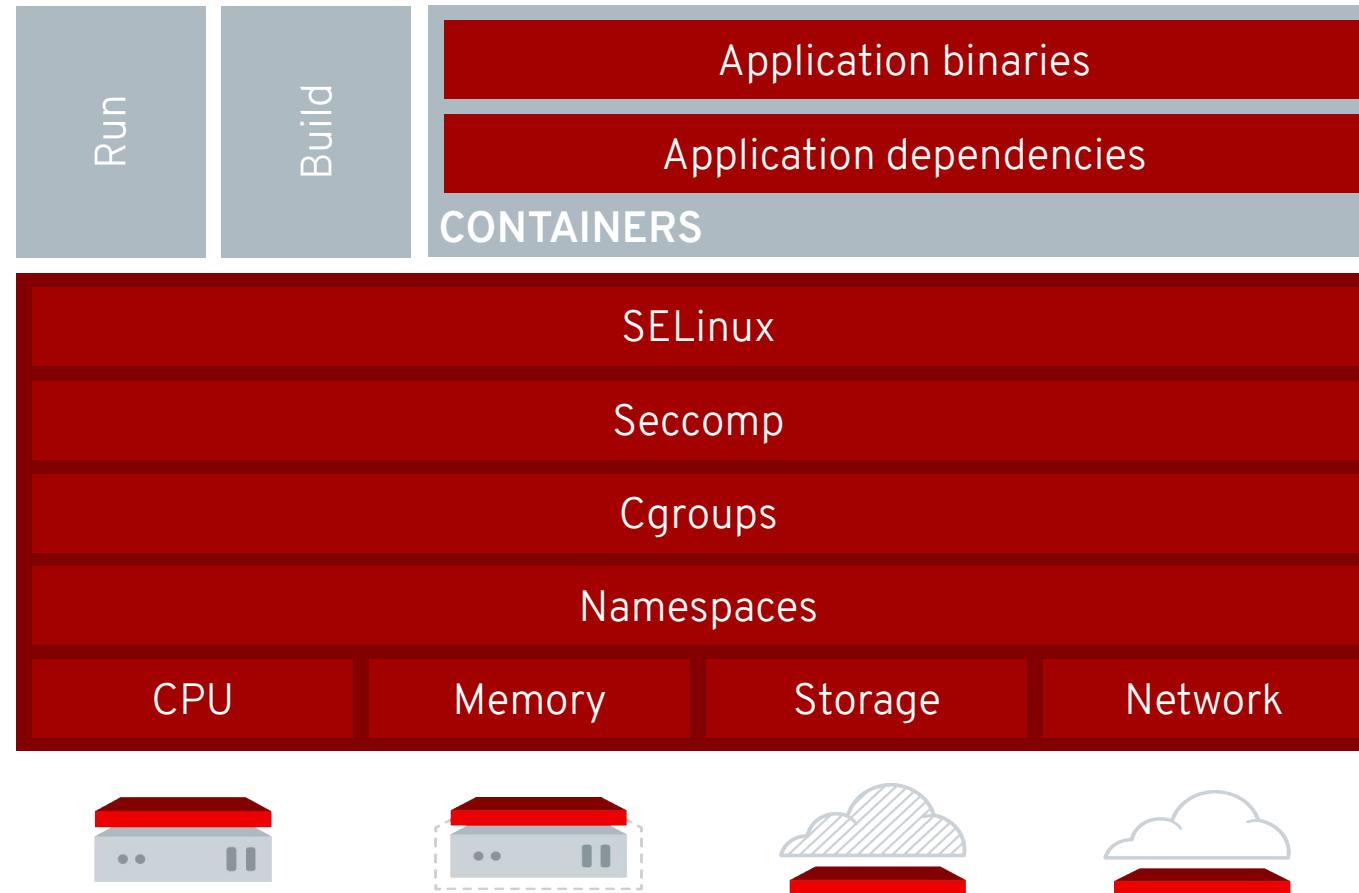
## Simpler remediations

Tailored results at the host level

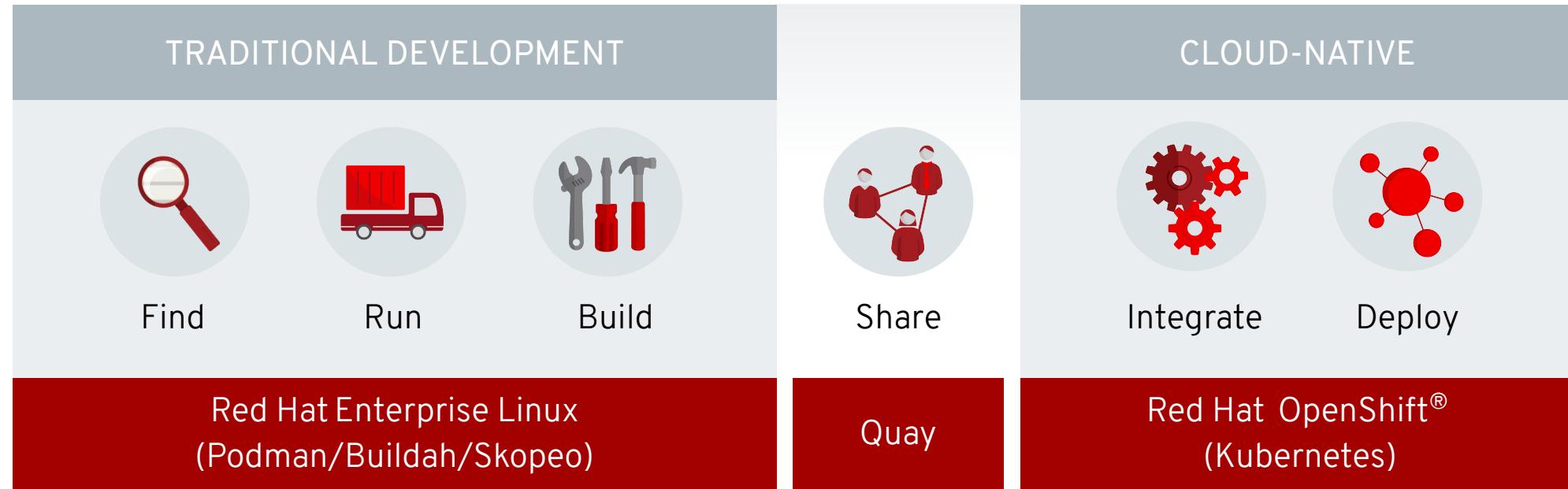
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Power the adoption  
of containers

# Containers are Linux



# Powering the adoption of containerized workloads



		Services					
		Red Hat Training	Red Hat Consulting	Red Hat Certification			
Security							
Developer tools	Applications & business processes		Middleware & application services				
	 Red Hat Runtimes		 Red Hat Integration	 Red Hat Process Automation	Automation & management		
			Container platforms				
			 Red Hat OpenShift Container Platform				
			Infrastructure software				
 Red Hat OpenShift Application Runtimes	 Red Hat Enterprise Linux	 Red Hat Enterprise Linux CoreOS	 Red Hat Enterprise Linux Atomic Host	 Red Hat Virtualization	 Red Hat OpenStack Platform	 Red Hat Ansible Automation Platform	
 Red Hat CodeReady	 Red Hat Container Development Kit	 Red Hat Gluster Storage	 Red Hat Ceph Storage	 Red Hat Certificate System	 Red Hat Directory Server	 Red Hat CloudForms	
 Red Hat Developer Toolset		 Red Hat Cloud Infrastructure	 Red Hat Cloud Suite	 Red Hat Hyperconverged Infrastructure	 Red Hat OpenShift Container Storage	 Red Hat Quay	
Physical hardware & cloud infrastructure							

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Enterprise workloads  
require a trusted set of  
partners



## Trusted partner

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### **Speed integration with common platforms**

Ease management and integration of your business applications

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### **Focus on your business**

We focus on support and engineering so you don't have to

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### **Innovate faster**

Get to your next big thing without building ours

# Optimized experiences for mission-critical databases

## Microsoft SQL Server

- Red Hat Enterprise Linux is the reference platform for SQL Server on Linux
- Benchmark-breaking performance
- Fast deployment and portability via containers



- Red Hat Enterprise Linux is 1 of only 2 certified Linux distributions
- More than 20 years of Red Hat and SAP joint engineering collaboration
- Exceptional performance and scalability –the largest SAP install in the world runs on Red Hat Enterprise Linux

# Hardware partner ecosystem



# Red Hat Certified Cloud and Service Providers



Google Cloud



Microsoft  
Azure

# Thank you

Red Hat is the world's leading provider of enterprise open source software solutions. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500.



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