

# Innovate with Red Hat:

## *Driving Customer Value and Revenue*

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# Overview

## Red Hat:

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

More than  
**90%**  
of the  
Fortune  
**500**  
use  
**Red Hat**  
products and  
solutions<sup>1</sup>

The first  
**\$3**  
**billion**  
open  
source  
company  
in the world <sup>2</sup>

## Red Hat and IBM

**Expanding** Red Hat reach and **scale** with IBM

- ▶ IBM operates in more than 175 countries<sup>2</sup>
- ▶ Launched Red Hat Marketplace, operated by IBM
- ▶ IBM Cloud Paks run on Red Hat OpenShift
- ▶ IBM Global Business Services added another 60 Red Hat client engagements this quarter <sup>1</sup>

# \$1T hybrid cloud market opportunity

## One Kind of Cloud...



How do you develop the right solution?

## Customer Profile

- Have a hybrid environment
- Grew up with Linux
- Value solutions that are secure, agile and seamlessly work everywhere

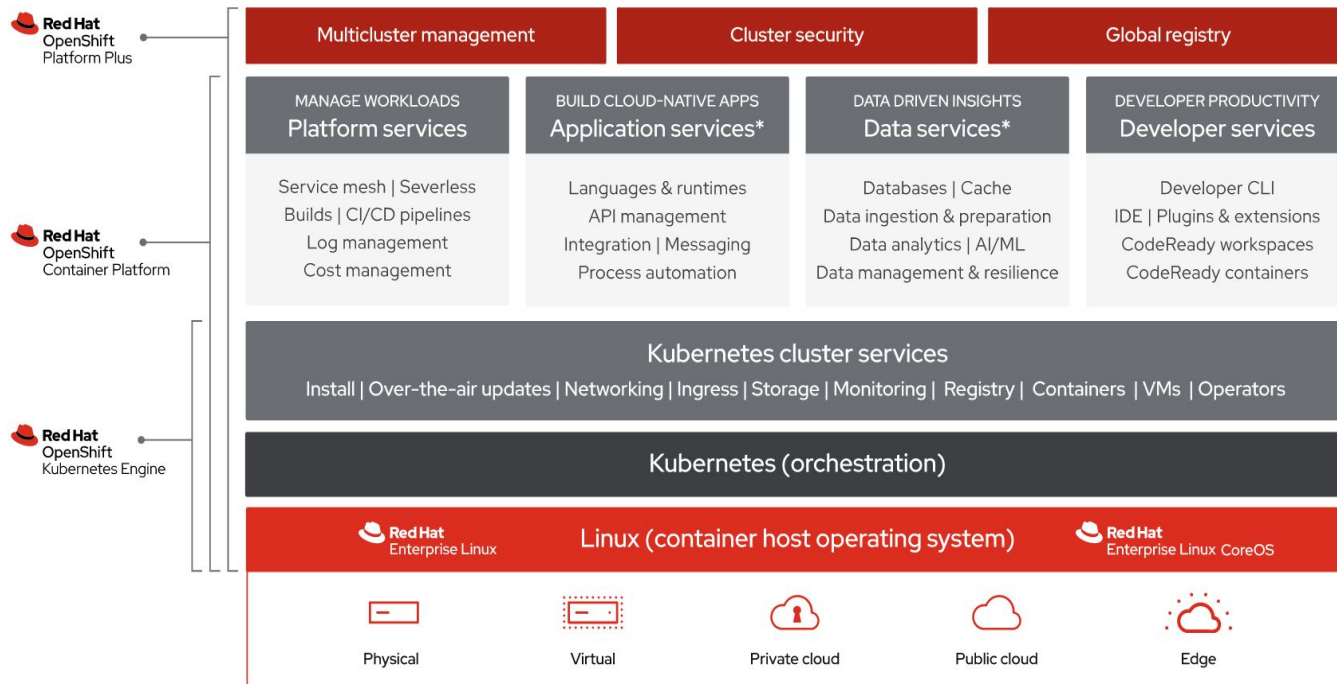
Customers must have a **smart** approach to technology acquisition

## Build Applications that:

- Are abstracted from the underlying infrastructure
- Have a consistent operating environment
- Can be orchestrated and managed across distributed environments

**Develop Once, Deploy Everywhere**

# Red Hat OpenShift Container Platform

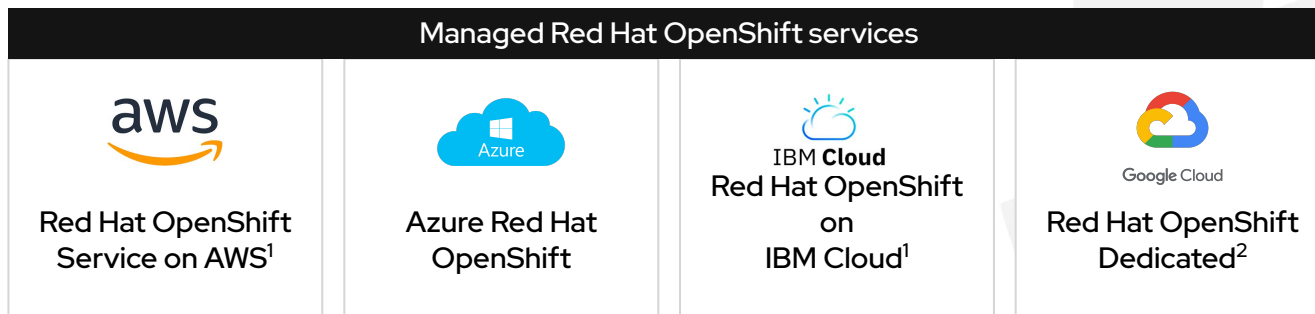


\*Red Hat OpenShift® includes supported runtimes for popular languages/frameworks/databases. Additional capabilities listed are from the Red Hat Application and Data Services portfolio.

# Deployment Options

A consistent platform no matter how or where you run

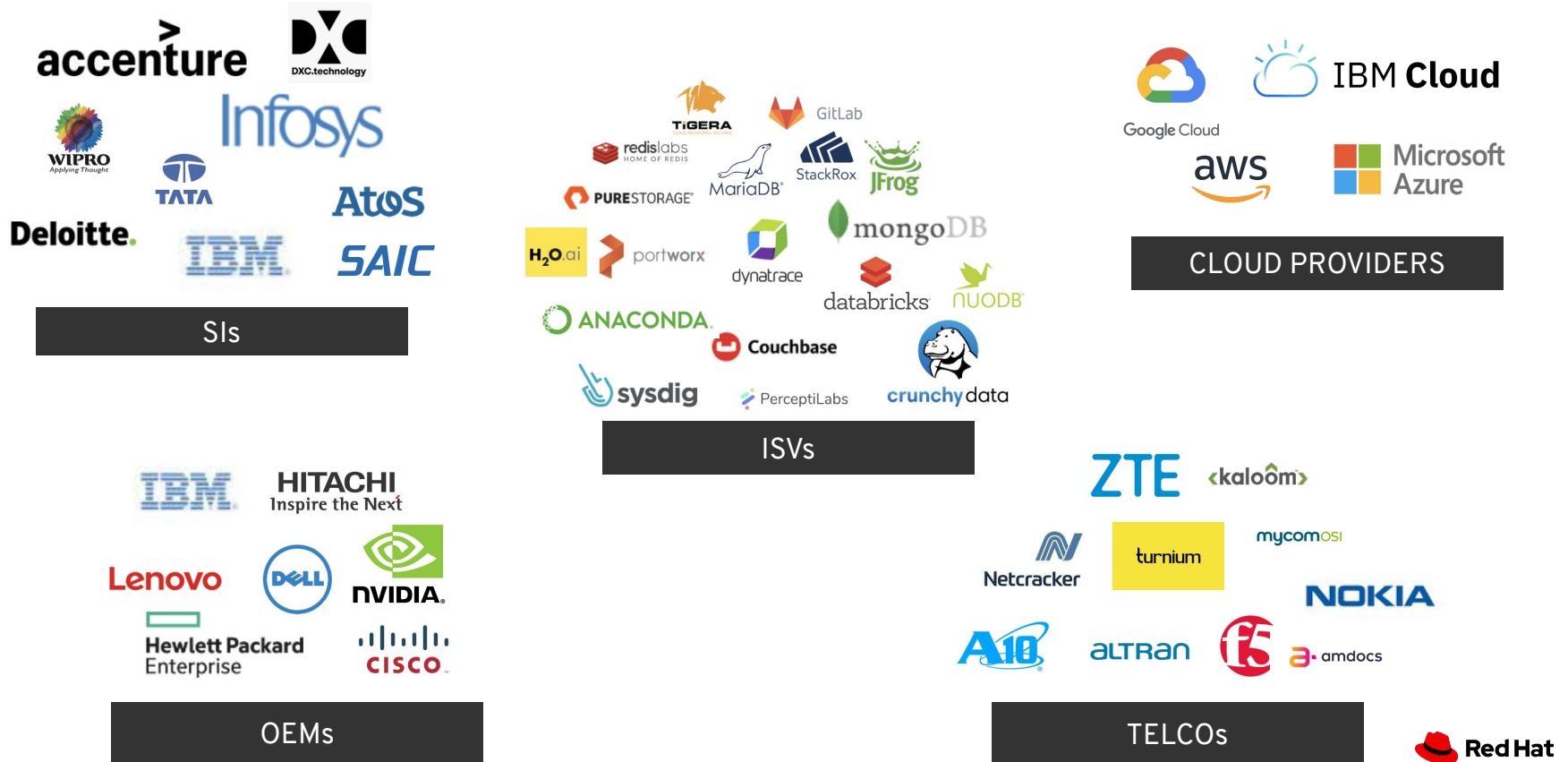
Start quickly, we manage it for you



You manage it, for control and flexibility



# OpenShift Partner Ecosystem





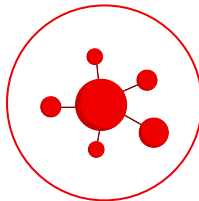
# CALL TO ACTION

- Set up a time to talk to us: contact [sgorman@redhat.com](mailto:sgorman@redhat.com)
- Build **on** Red Hat OpenShift
  - [Red Hat Product Trial Center](#)
- Build **with** Red Hat OpenShift: Write an operator  
<https://catalog.redhat.com/software/operators/explore>
- Certify your operator, join Red Hat Connect [connect.redhat.com](https://connect.redhat.com)
- Join OpenShift Commons: [openshift.com](https://openshift.com) [cloud.redhat.com](https://cloud.redhat.com)
- GTM- build a joint use cases, target customers and drive revenue

Grow your business



Modernize the IT stack



Expand your abilities



# Thank you