OpenShift 4.x Partner Introduction Day As Part of the OpenShift Curriculum

Welcome and Intro

Milan
Oktober 2019

About Me

Alfred Bach
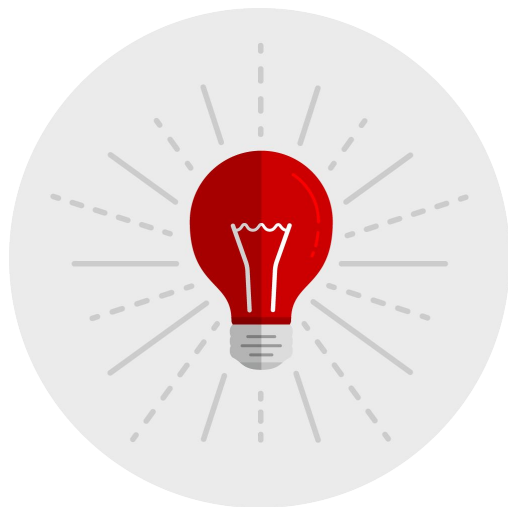Technical Partner Enablement Manager

Living in Austria near by Vienna

4 Years with Red Hat
Coming from CA and SUSE/NOVELL

abach@redhat.com

About you ?
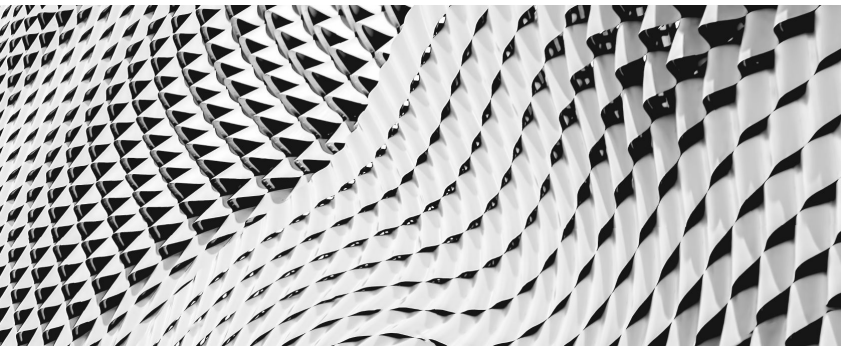
Agenda

Welcome and Intro

OpenShift the Platform for Big Ideas

LUNCHBREAK

OpenShift 4 What´s new for Sales

RoadMap

Company overview

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

Red Hat

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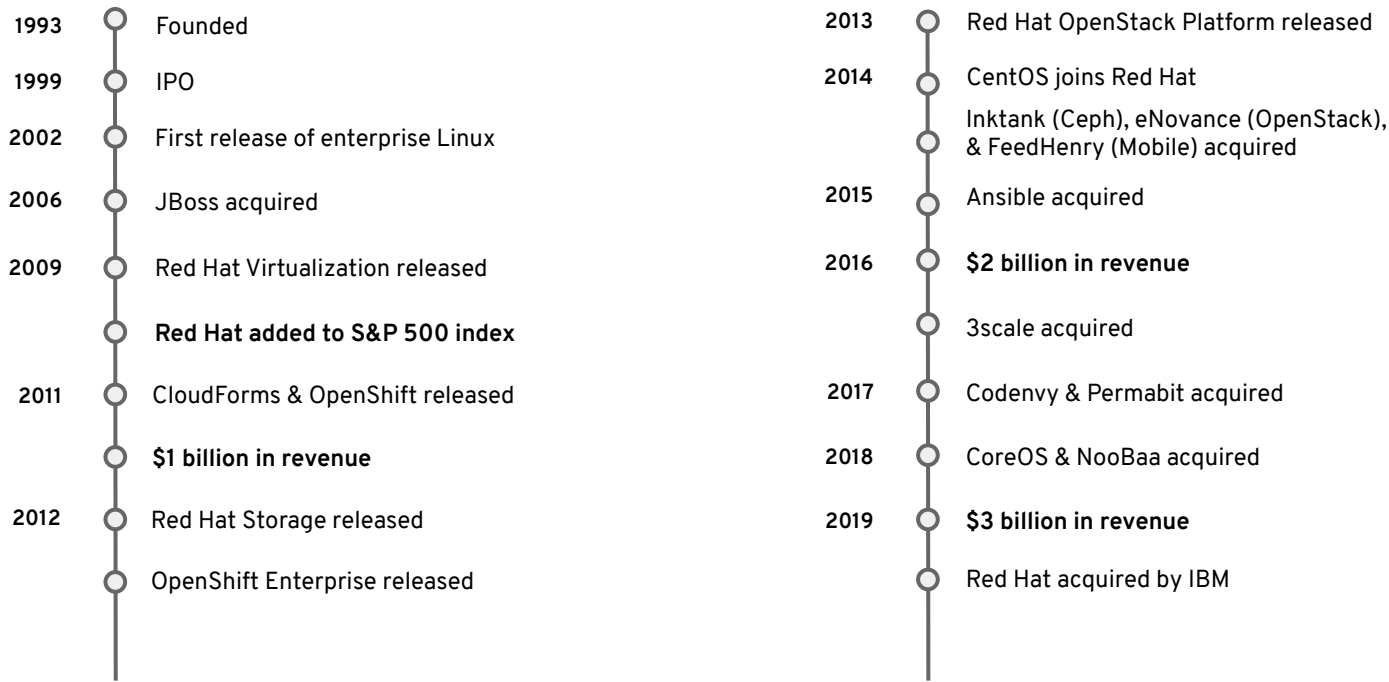# of open source enterprise IT solutions

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.

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Red Hat

How we got here

Year	Event
1993	Founded
1999	IPO
2002	First release of enterprise Linux
2006	JBoss acquired
2009	Red Hat Virtualization released
	Red Hat added to S&P 500 index
2011	CloudForms & OpenShift released
	$1 billion in revenue
2012	Red Hat Storage released
	OpenShift Enterprise released

Year	Event
2013	Red Hat OpenStack Platform released
2014	CentOS joins Red Hat
	Inktank (Ceph), eNovance (OpenStack), & FeedHenry (Mobile) acquired
2015	Ansible acquired
2016	**$2 billion in revenue**
	3scale acquired
2017	Codenvy & Permabit acquired
2018	CoreOS & NooBaa acquired
2019	**$3 billion in revenue**
	Red Hat acquired by IBM

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Red Hat

Red Hat is *still* Red Hat

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IBM is an ideal teammate to scale and accelerate Red Hat's future

~381,000
Employees worldwide

$78.8B
In '18 revenues

$19.2B
In '18 cloud revenues
+12% YOY

- IBM is one of the most storied technology companies in the world with an unparalleled track record of innovation and vast expertise across industries

- As a Red Hat partner for more than 20 years, IBM offers complementary hardware and serves as a champion of open source technology

- IBM and Red Hat will continue to collaborate for the success of thousands of customers

IBM has been a longtime supporter of Linux with

$2 billion

in Linux investments across its platform over the past 2 decades

The opportunity ahead

In the coming weeks and months, these are some of the ways we plan to work together

Bring Red Hat solutions everywhere IBM is

Today, Red Hat operates in more than 40 countries; IBM operates in more than 175 countries. We'll explore how to expand availability of Red Hat's open hybrid cloud portfolio in more places.

### Optimize IBM's technologies for the Red Hat portfolio

Through our existing partnership, many IBM technologies are already certified for Red Hat Enterprise Linux and Red Hat OpenShift. IBM will work to optimize its technologies for the Red Hat portfolio and to enable customers to use them everywhere Red Hat runs, including multiple public clouds.

Expanded corporate social responsibility + STEM initiatives

Our aim is not only to be the best hybrid cloud company, but also to be the best company for the world. Red Hat already champions STEM initiatives like CO.LAB and skills-building programs like Red Hat Academy. IBM has been a powerful force in STEM and gives back to communities around the world through initiatives like P-TECH, Corporate Services Corps, and Call for Code. We'll work to see how we can expand these efforts to do more together.
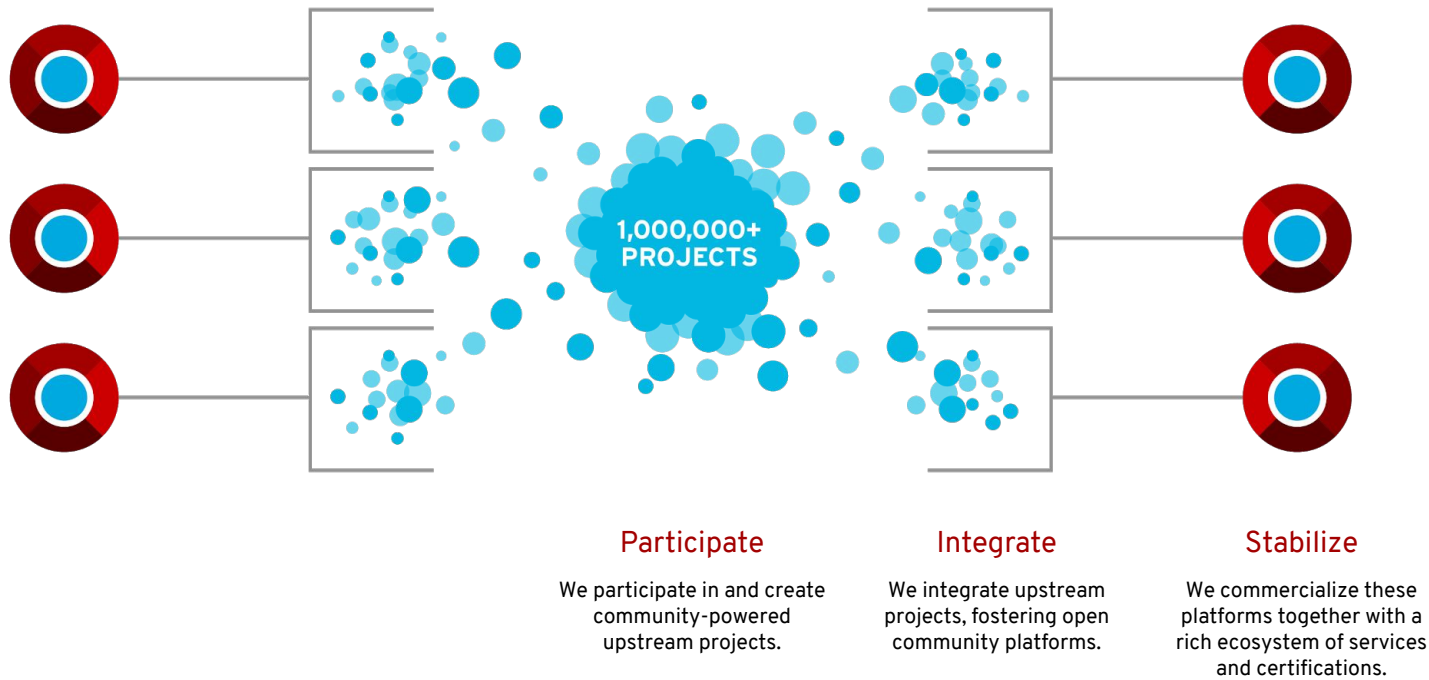
Open source
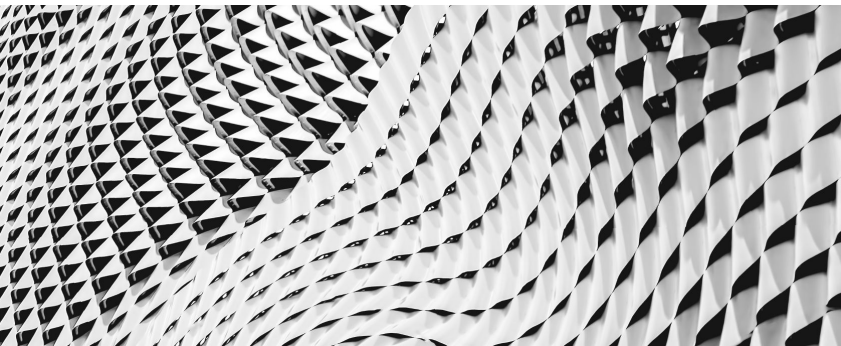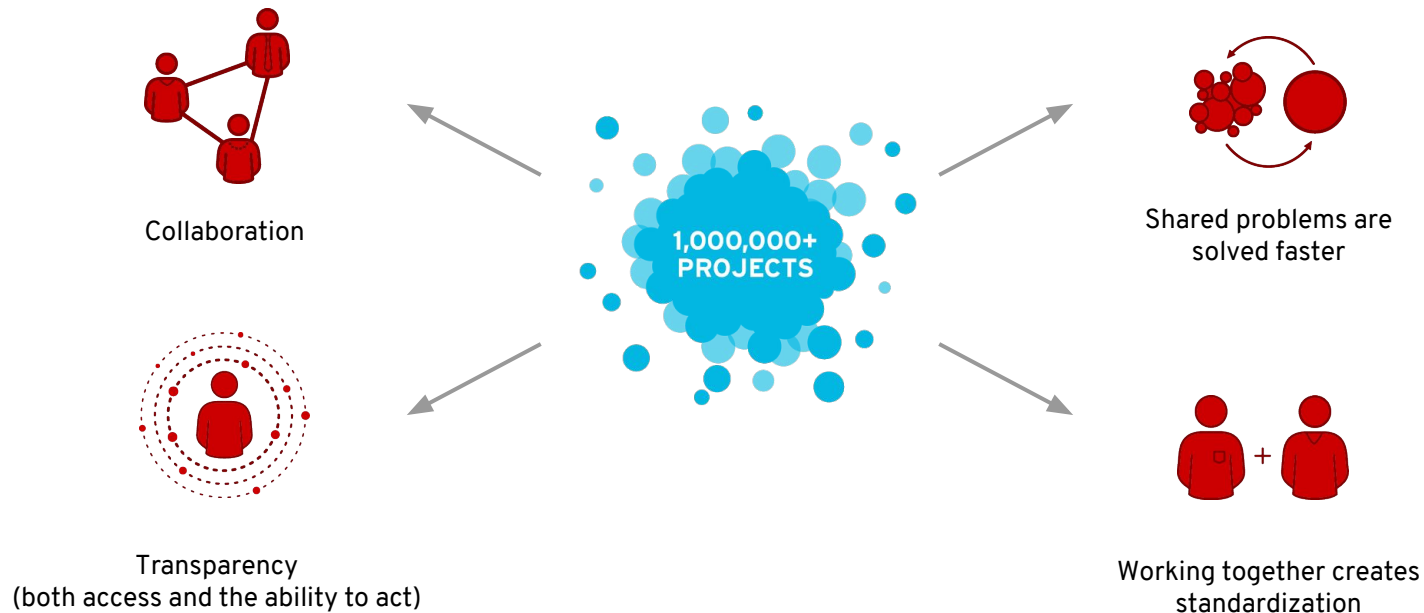
Open source is about more than developing software.

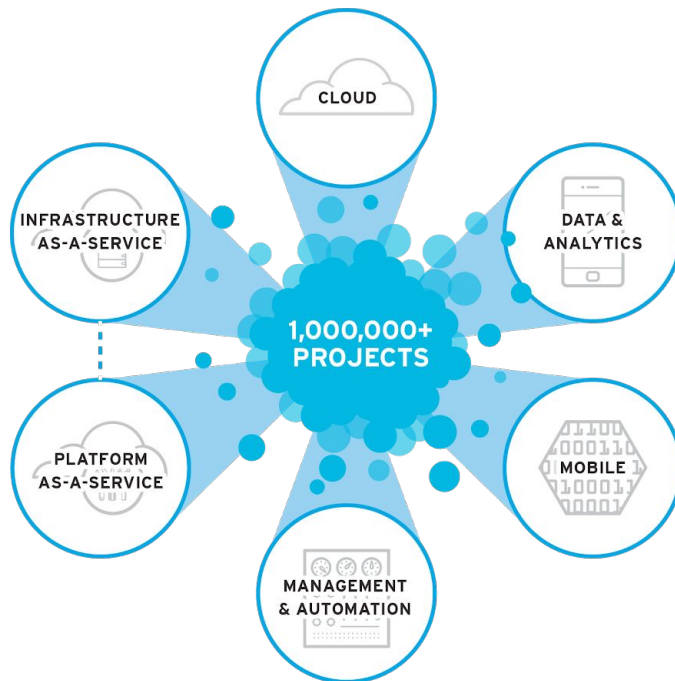It's how we built our company.

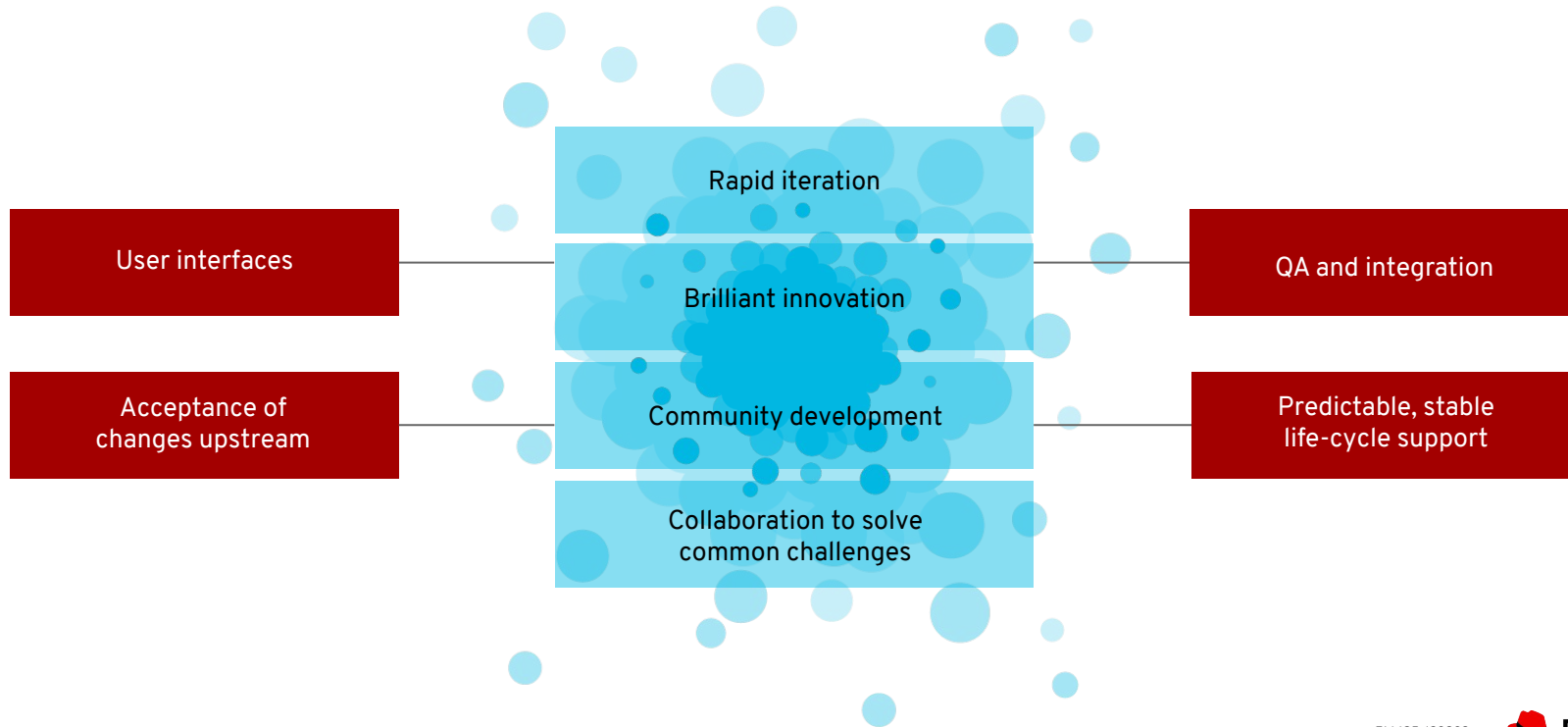And it's why we have been so successful.

Red Hat

Product development model

1,000,000+
PROJECTS

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.

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Open source culture

Collaboration

1,000,000+ PROJECTS

Shared problems are
solved faster

Transparency
(both access and the ability to act)

Working together creates
standardization

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Red Hat

Open source fuels rapid innovation

Open source enterprise solutions

User interfaces	Rapid iteration	QA and integration
Acceptance of changes upstream	Brilliant innovation	Predictable, stable life-cycle support
	Community development	
	Collaboration to solve common challenges	

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🎩 **Red Hat**

From communities to enterprise

1,000,000+ PROJECTS

Red Hat Enterprise Linux
Red Hat Virtualization
Red Hat OpenStack Platform
Red Hat Storage
Red Hat Satellite

fedora
oVirt
RDO
GLUSTER   ceph
FOREMAN

THE APACHE SOFTWARE FOUNDATION
PATTERNFLY
CentOS
openstack

JBoss Community FuseSource
okd
Core OS
ManageIQ
ANSIBLE

Red Hat Middleware
Red Hat OpenShift
Red Hat Enterprise Linux CoreOS
Red Hat CloudForms
Red Hat Ansible Automation

communities-to-enterprise-full-201906rm

Red Hat

THE VALUE OF A SUBSCRIPTION

THE VALUE OF A RED HAT SUBSCRIPTION

2 KEY WAYS SUBSCRIPTIONS BENEFIT CUSTOMERS

ACCESS

ADVOCACY

Red Hat

THE VALUE OF A RED HAT SUBSCRIPTION

ACCESS TO & ADVOCACY FOR THE THINGS YOU NEED

ACCESS	ADVOCACY
Open source enterprise software	Visibility & influence over Red Hat® Enterprise Linux® roadmap
Emerging open source technologies	
Proactive analytics with remediation	Customer needs in Open source projects
10+ years supported life cycle	Hardware, software, & cloud provider partnership
Support & expertise	
Security resources	**Security needs**

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ACCESS

ACCESS TO OPEN SOURCE ENTERPRISE SOFTWARE

INNOVATION FROM A SECURE SUPPLY CHAIN
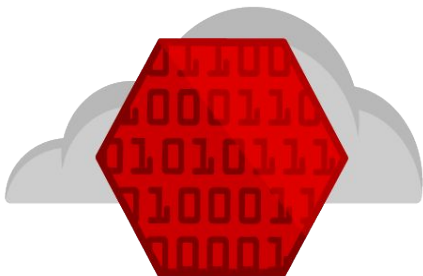
- Receive **direct access** to the latest enterprise-ready Linux innovation.

- Use Red Hat Enterprise Linux to **avoid the risk & cost** of "free" untested, uncertified solutions.

- Choose a Red Hat Enterprise Linux subscription to get **access, automation, & management benefits** from the rest of the Red Hat portfolio.

ACCESS TO EMERGING OPEN SOURCE TECHNOLOGIES

RED HAT TURNS PROJECTS INTO ENTERPRISE PRODUCTS
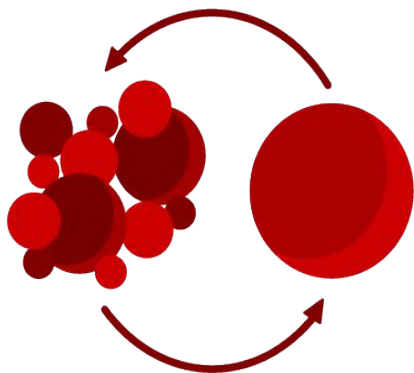
- Because Red Hat is a **trusted advisor** and **leading contributor** to the open source communities, we have the i**nsight to identify** emerging technologies and the **resources to evolve** them into enterprise-ready solutions to meet future IT needs.

- Gain **early access** to emerging open source technology and **be part of the the effort** to bring it to market with Red Hat.

PROACTIVE ANALYTICS & REMEDIATION

ASSESS YOU RED HAT ENTERPRISE LINUX ENVIRONMENT WITH RED HAT INSIGHTS

- A Red Hat Enterprise Linux subscription includes access to **Red Hat Insights**.

- It is a SaaS offering, that helps IT teams **proactively identify** and **remediate threats** to security, performance, availability and stability to avoid issues, outages, and unplanned downtime.

- No other Linux provider offers this proactive, automated, and targeted resolution.

ACCESS TO SUPPORTED LIFE-CYCLE

FLEXIBILITY, STABILITY, & CHOICE FOR 10 YEARS OR MORE
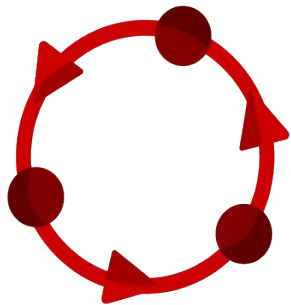
- Adopt the version that **fits your requirements & upgrade on your schedule.**

- Make long-term plans with confidence because Red Hat **maintains application & kernel interface compatibility** with every minor update.

Red Hat

ACCESS TO SUPPORT & EXPERTISE
CRITICAL SECURITY INFORMATION, SUPPORT, & LEARNING
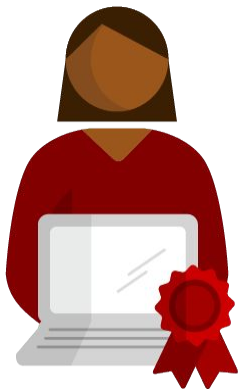
- **Connect with our global support team** online or on the phone for incident support & diagnostic expertise.

- Learn from reference architectures, documentation, videos, collaborative discussion, labs, & tools **through the <u>award-winning</u> Red Hat Customer Portal.**

- Access **best practices documentation & ongoing security information, as well as source code** for Red Hat products & patches.

ACCESS TO SECURITY RESOURCES
ADOPT A CONTINUOUS SECURITY STRATEGY

- Address security concerns with Red Hat's dedicated security response team that **monitors, identifies, & addresses risks quickly.**

- Invest in the engineering required to certify products like Red Hat Enterprise Linux to **meet government & commercial security standards.**

- Receive **security patches (that Red Hat has created, tested, & delivered)** for all versions of Red Hat Enterprise Linux in their supported life cycles.

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ADVOCACY

Red Hat

ADVOCACY FOR VISIBILITY & INFLUENCE
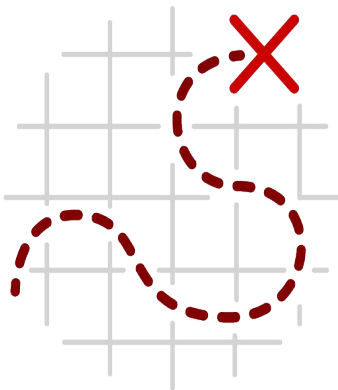
- Prepare for the future with confidence because you have **visibility into & influence over the Red Hat Enterprise Linux roadmap.**

- Collaborate with Red Hat on **feature requests.**
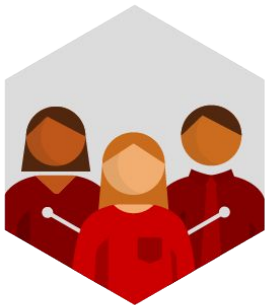
ADVOCACY IN OPEN SOURCE PROJECTS

RED HAT GETS INVOLVED IN THE COMMUNITY ON YOUR BEHALF

- Trust Red Hat to **advocate for your needs,** through leadership & major contributions to the open source community.

Red Hat

ADVOCACY WITH TECHNOLOGY PARTNERS
HARDWARE, SOFTWARE, & CLOUD PARTNERSHIPS YOU RELY ON

- Use **your preferred hardware, software, & cloud vendors**.

- Invest in Red Hat Enterprise Linux engineering so we can:

  - Do the work of integrating & certifying with **major hardware & commercial software providers.**

  - Integrate with & certify on **popular public cloud infrastructure providers.**

ADVOCACY FOR SECURITY NEEDS

## RED HAT IS TRUSTED BY SECURITY STANDARDS BODIES

- Let Red Hat be **your voice in community, government, & industry associations** that focus on security standards & implementations.

- Rely on Red Hat to **partner with security teams from other vendors, agencies, & working groups.** This includes access to vulnerability information before it is public.

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Working with Red Hat

What can we do together?

Red Hat
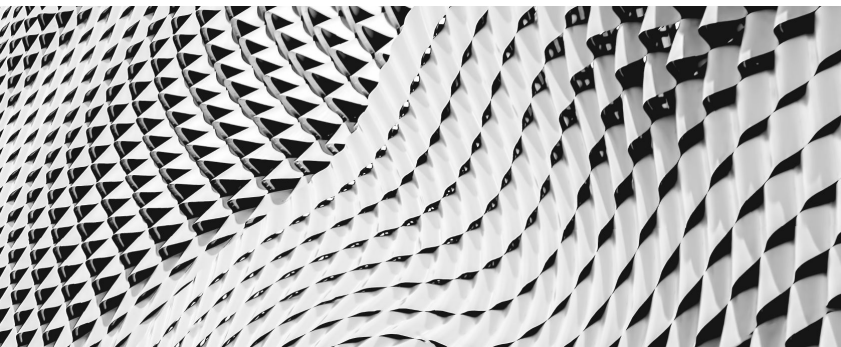
What we bring to your business
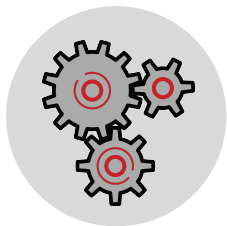
Technology

Security, stability, reliability

Assurance

Enterprise-grade certainty

Expertise

Experience you can trust

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The world's leading developer and supplier of

open source software

for enterprise IT

A high-growth

multibillion-dollar company

Offering a comprehensive portfolio of

products and services

Globally active

in all vertical markets,
with strong channel and direct delivery models

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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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