

Red Hat corporate presentation

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Ansible Enablement
13.4.2021

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

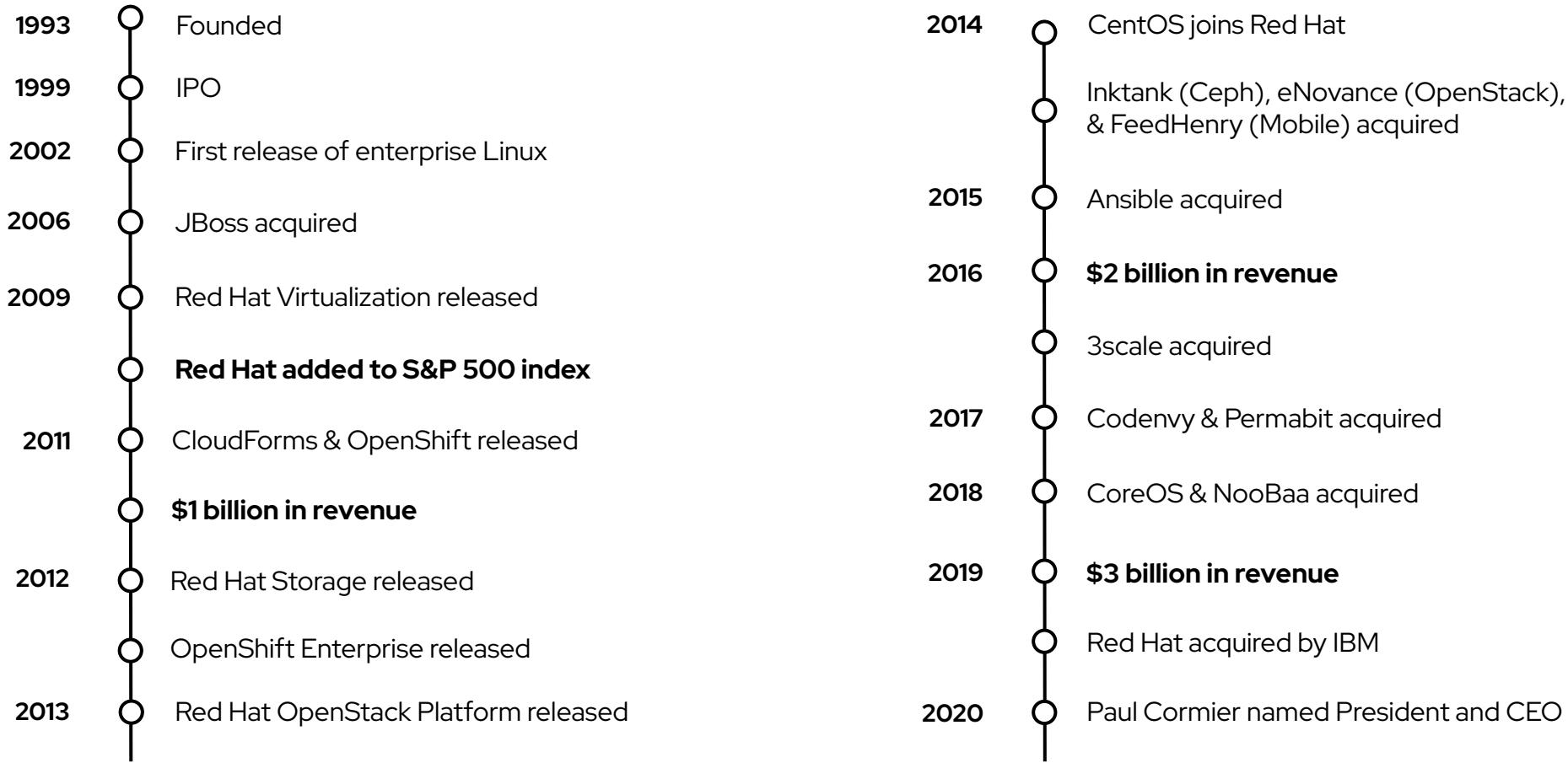
More than
90%
of the
Fortune
500
use
Red Hat
products and
solutions¹

~16,000
employees

105+ offices 40+ countries

The first
\$3
billion
open
source
company
in the world²

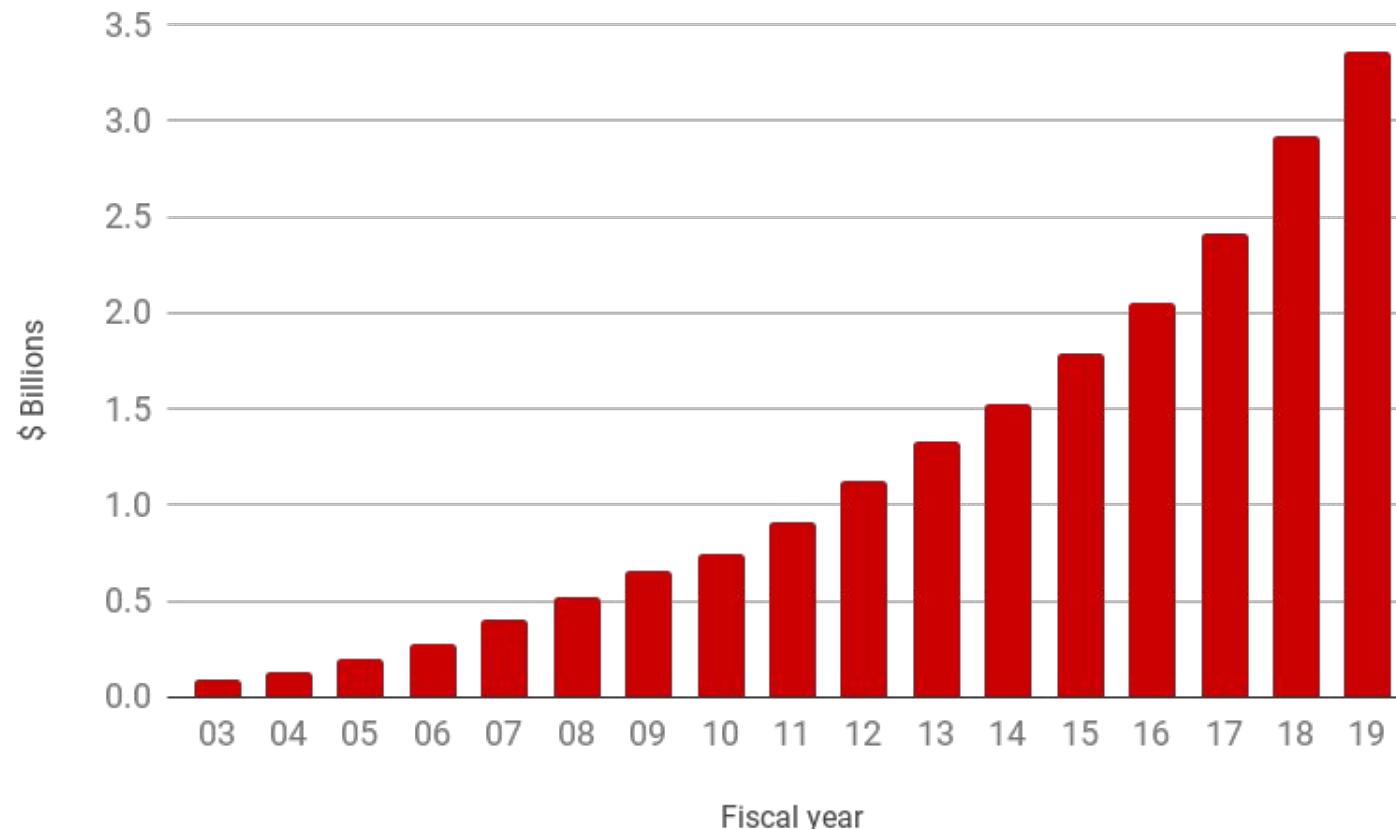
How we got here



Red Hat is *still* Red Hat

Red Hat company revenue

FY2003 - FY2019



Red Hat and IBM

\$1T hybrid cloud market opportunity

Clients see **2.5x more value** in a hybrid cloud approach versus public cloud alone

Expanding Red Hat reach and scale with IBM

- ▶ Red Hat delivered 16% normalized revenue growth in 3Q20¹
- ▶ Backlog was up 23% at \$4.7B¹
- ▶ IBM Global Business Services added another 60 Red Hat client engagements this quarter¹
- ▶ IBM operates in more than 175 countries across software, hardware, and services²
- ▶ Launched Red Hat Marketplace, operated by IBM
- ▶ IBM Cloud Paks run on Red Hat OpenShift

IBM and Red Hat hybrid cloud customer success



- DELFI, Schlumberger's exploration and production (E&P) cloud-based environment, uses Red Hat OpenShift and IBM's hybrid cloud technology to enable application deployment.
- Collaborating with IBM and Red Hat enables Schlumberger customers to use an extended range of cloud platforms, including in-country cloud solutions and hybrid infrastructures, to access applications and solutions in the digital environment.¹



- Vodafone Idea's Open Universal Hybrid Cloud is based on open technology and open standards from IBM and Red Hat, and serves nearly 300 million subscribers by simplifying and transforming IT and telecom network operations.
- Through collaboration with IBM and Red Hat, VI is leading the industry with highly automated, machine learning based hybrid cloud solutions supporting their most critical operations across network and IT systems, and B2B enterprise customer offerings.²



- Adobe Experience Manager 6.5, part of Adobe Experience Cloud, runs on Red Hat OpenShift and IBM Cloud for Financial Services.
- This enables companies in regulated industries to deliver more personalized experiences across the customer journey, driving improved engagement, profitability and loyalty.³

THE FORRESTER WAVE™

Multicloud Container Development Platforms

Q3 2020



157266

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“Red Hat-IBM offers the leading platform for both developers and operators.”

—
The Forrester Wave™: Multicloud Container Development Platforms, Q3 2020: The Eight Providers That Matter Most and How They Stack Up
Sep 2020



"[Red Hat] OpenShift is the most widely deployed multicloud container platform and boasts powerful development and unified operations experiences across many public and on-premises platforms. Red Hat pioneered the "operator" model for infrastructure and application management and provides a rich partner ecosystem and popular marketplace."

—

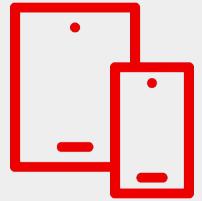
The Forrester Wave™: Multicloud Container Development Platforms, Q3 2020: The Eight Providers That Matter Most and How They Stack Up
Sep 2020

Trusted by leading companies around the world



100%

of airlines in the
Fortune Global 500
rely on Red Hat.



100%

of communication service
providers in the Fortune
Global 500 rely on Red Hat.



100%

of commercial banks in the
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of healthcare
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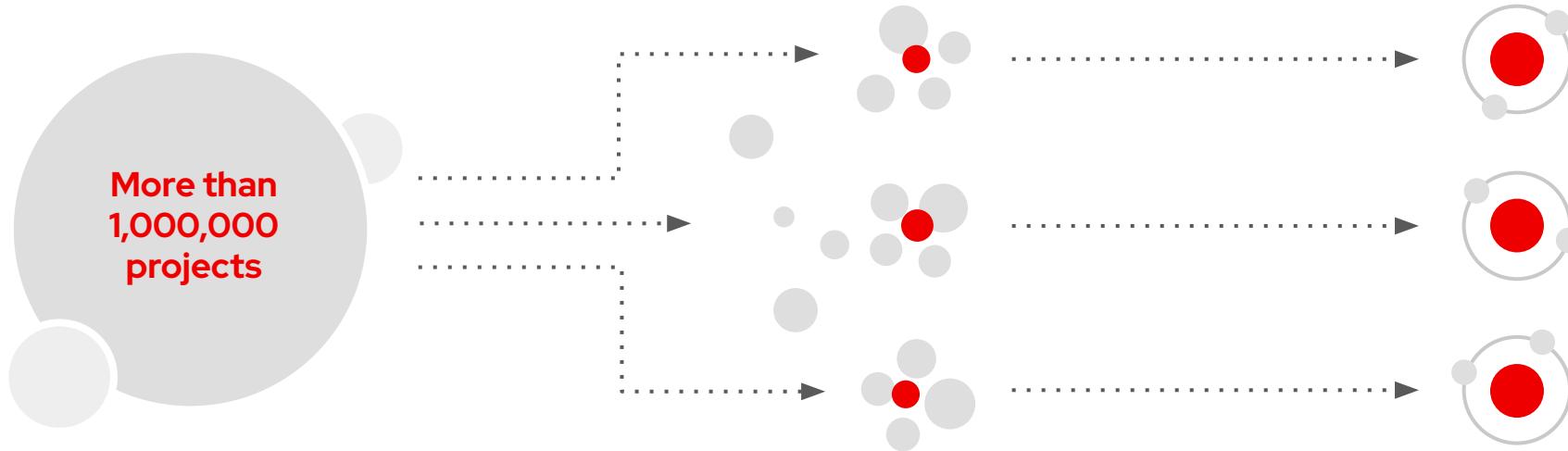
Open source

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.

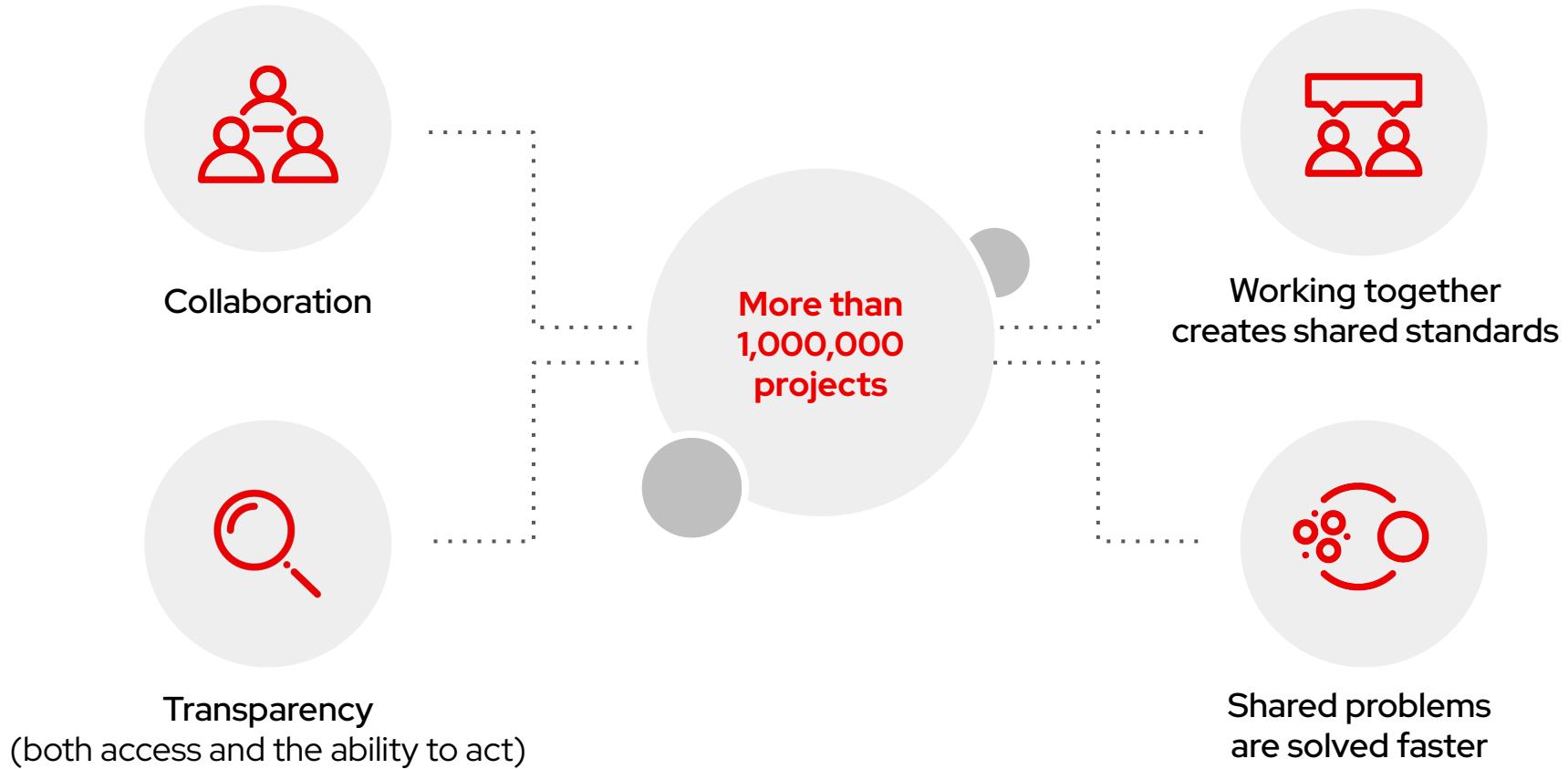
Integrate

We integrate upstream projects, fostering open community platforms.

Stabilize

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

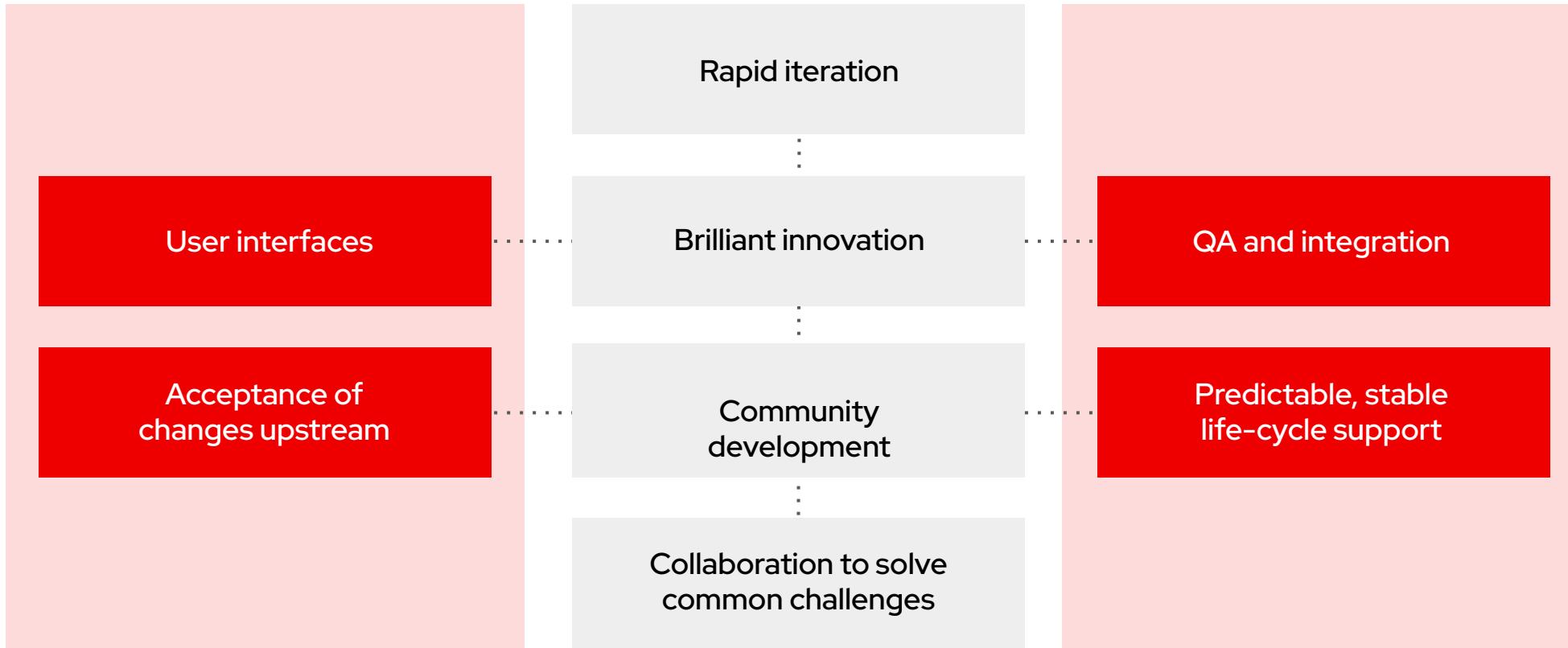
Open source culture



Open source fuels rapid innovation



Enterprise + community

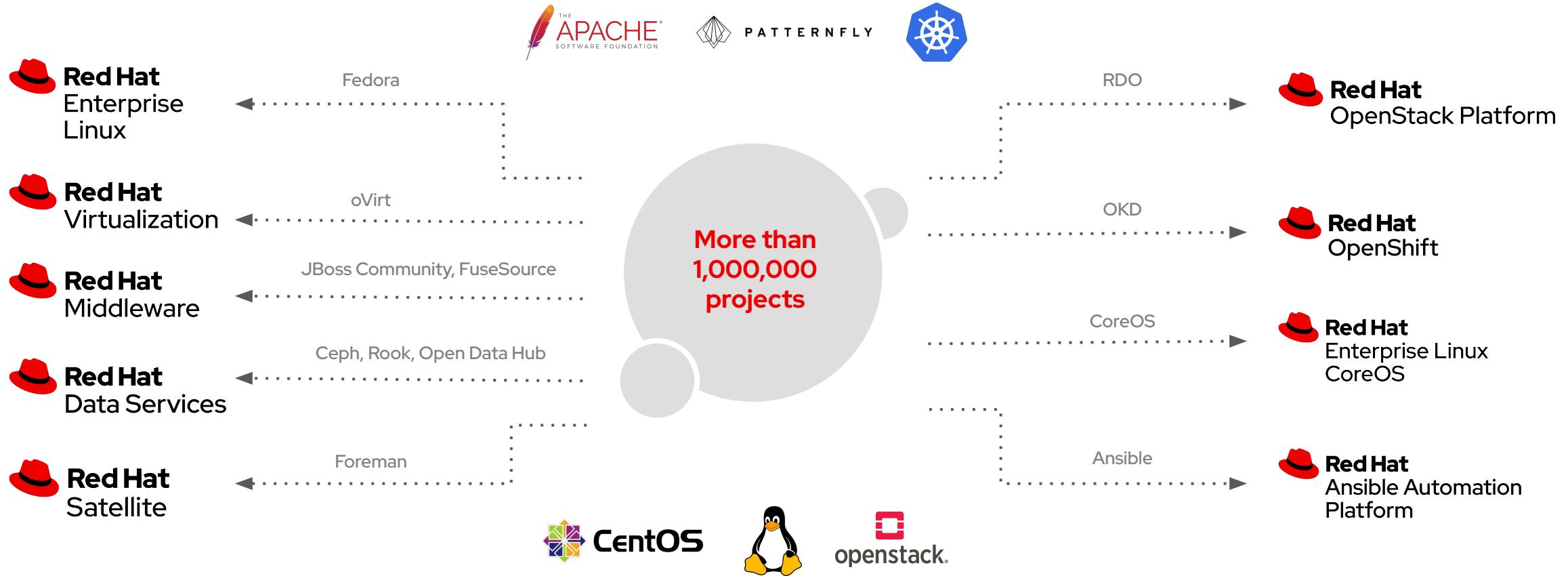


Strengths of
Red Hat

Strengths of
communities

Strengths of
Red Hat

From communities to enterprise



Customers and partners

Customers, partners, and communities working together help make Red Hat solutions ready for enterprise deployments.

We could not do this alone.

Our customers around the world

North America



Europe / Middle East / Africa



Asia Pacific



Latin America



Ministerio de Salud
Presidencia
de la Nación



Our customers by industry

Financial services

Telecommunications

Oil & gas



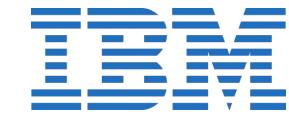
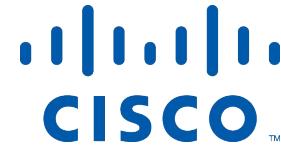
Government

Healthcare

Transportation



Strategic alliance partners



Global strategic independent software vendors (ISVs)



CLOUDERA



SYNOPSYS®



Red Hat portfolio

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

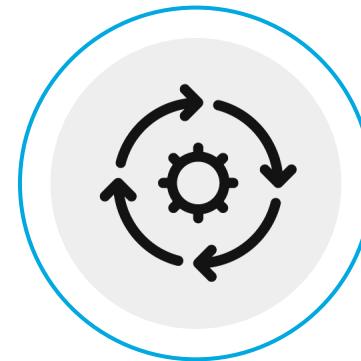
Red Hat customers have common needs & challenges



Hybrid cloud infrastructure
Build the foundation for the future, while managing costs to speed progress

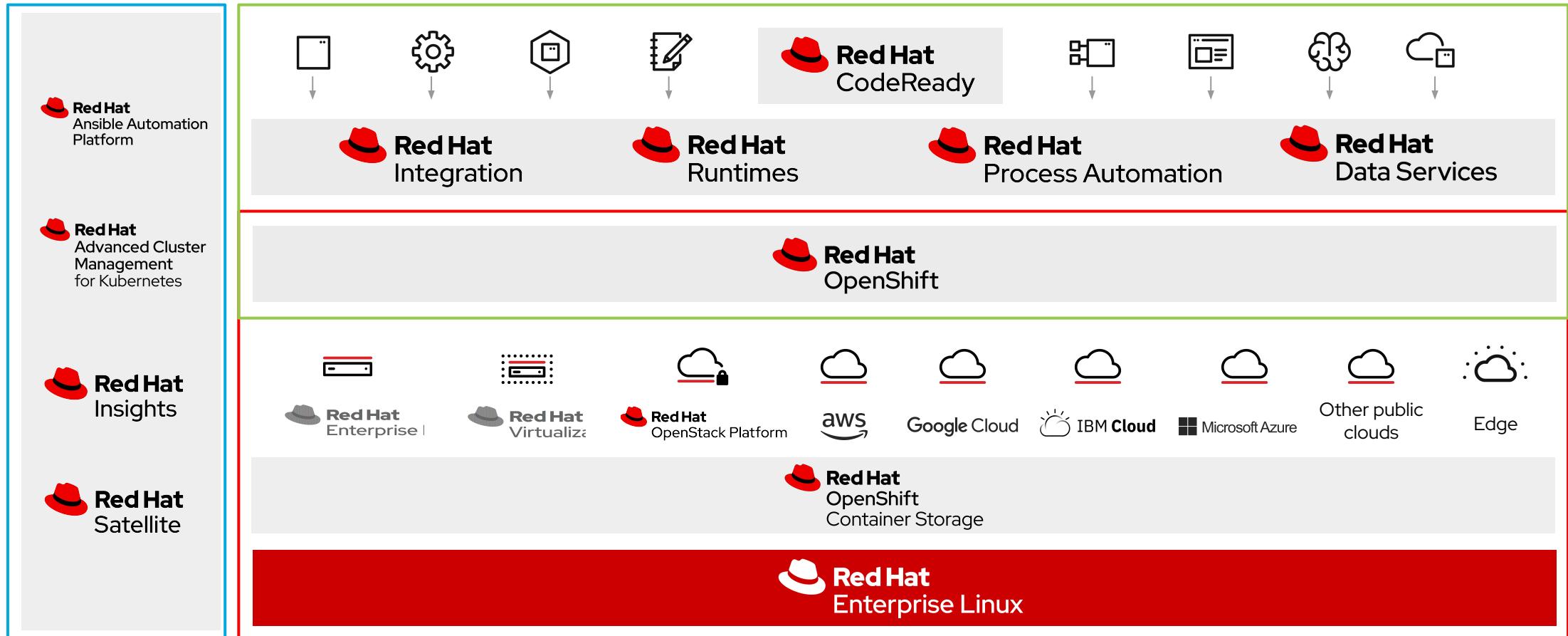


Cloud-native development
Accelerate application development, innovation, & delivery



IT automation & management
Automate infrastructure & applications so you can do more without sacrificing stability

Addressing these challenges with a broad portfolio





Hybrid cloud infrastructure

Build the foundation for the future, while managing costs to speed progress



Cloud-native development

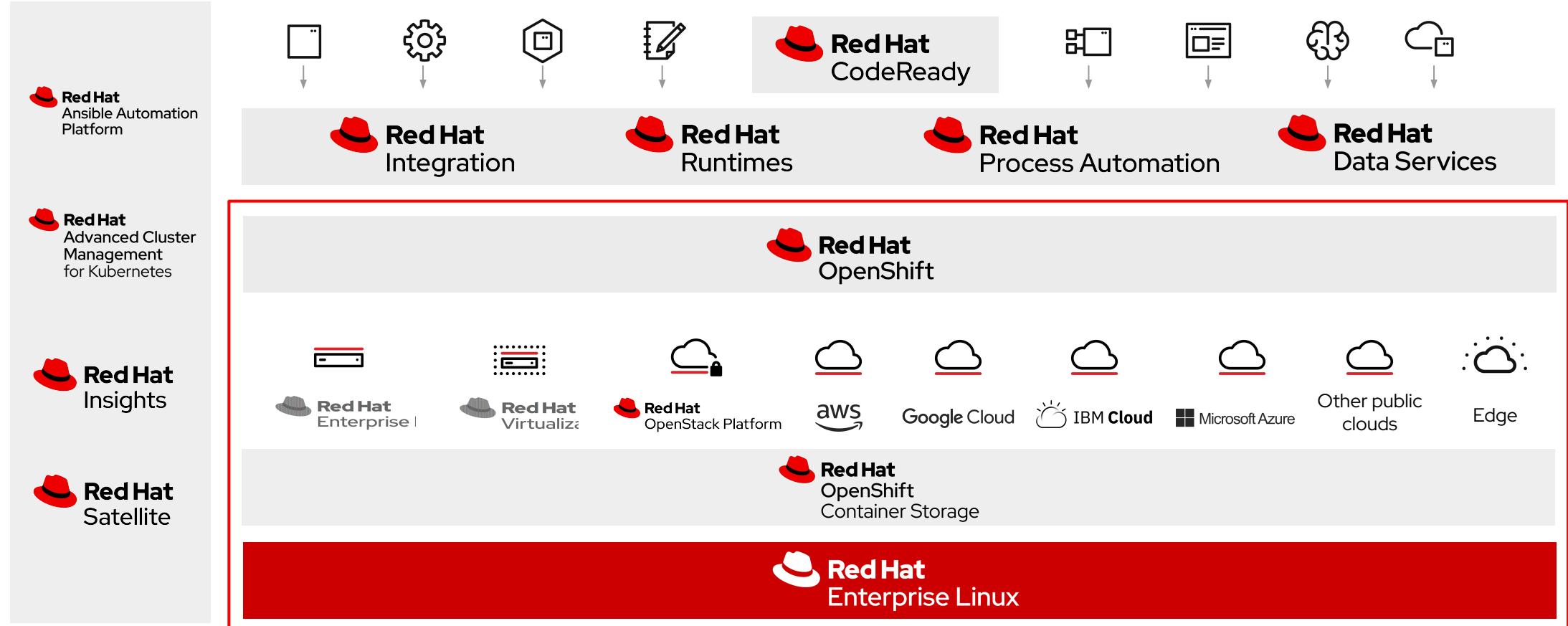
Accelerate application development, innovation, & delivery



IT automation & management

Automate infrastructure & applications so you can do more without sacrificing stability

Build the foundation for the future



Customer success

Transform your existing IT infrastructure



"Red Hat's user interface gives us a single source for total visibility of all of our physical and virtual servers, providing an accurate picture of trends and issues so we can predict problems before they happen."

—
Jason King
Systems Manager, Questas



Customer success

Build the foundation for the future



"Red Hat OpenStack Platform makes us more flexible as a business. We can adjust to the market and customer demands much more quickly."

—
Štefan Kollár

Senior Network Architect at O2 Slovakia



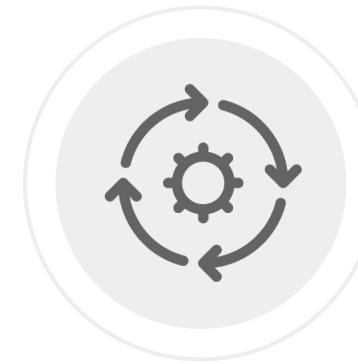
Red Hat customer challenges



Hybrid cloud infrastructure
Build the foundation for the future, while managing costs to speed progress

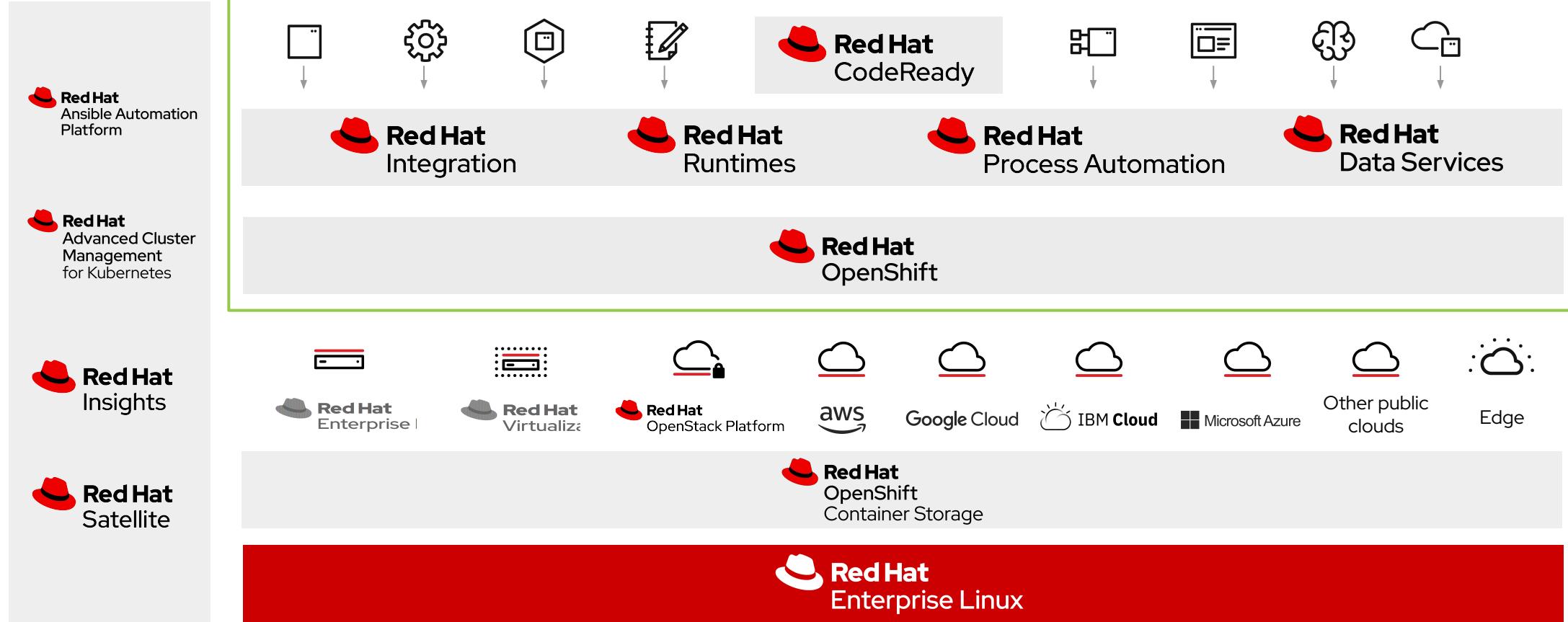


Cloud-native development
Accelerate application development, innovation, & delivery



IT automation & management
Automate infrastructure & applications so you can do more without sacrificing stability

Build innovative applications faster



Customer success

Build innovative applications faster



"Without this solution, achieving the right level of analysis and efficiency would take literally millions of years of effort. Red Hat OpenShift makes the deployment of new applications as easy as possible for the entire DevOps team."

—

Dr. Jochen Thaeder

Chief Architect, High-Performance Data-Driven Development
(D3) Platform, DXC Technology

**BMW
GROUP**



ExxonMobil

Customer success

Build innovative applications faster



"Red Hat offered us the technology to create a reliable platform that could solve our integration challenges in a way that was unmatched by other providers, and the experience to help us learn new ways of working, like DevOps, to simultaneously transform our culture."

Luis Lenkiewicz

Chief Information Officer, Edenor

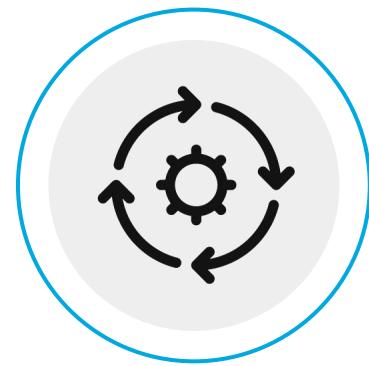




Hybrid cloud infrastructure
Build the foundation for the future, while managing costs to speed progress

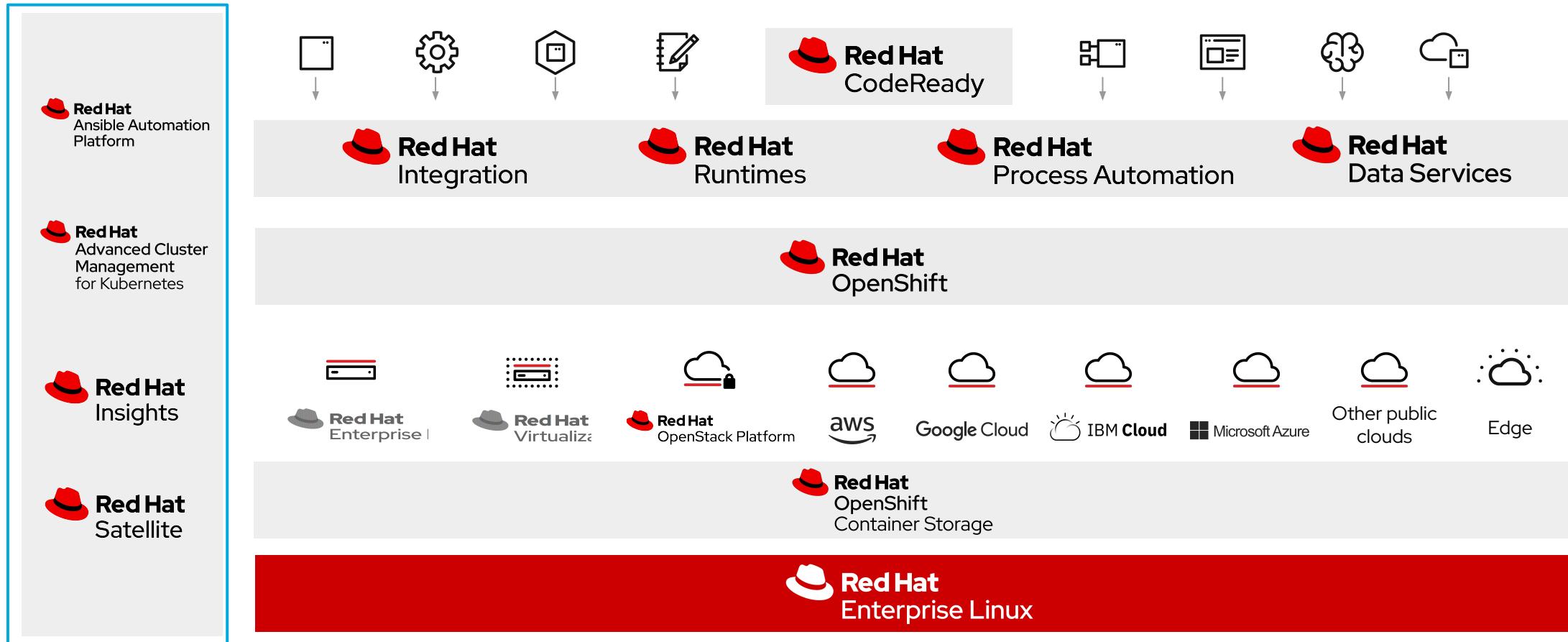


Cloud-native development
Accelerate application development, innovation, & delivery



IT automation & management
Automate infrastructure & applications so you can do more without sacrificing stability

Automate infrastructure & applications



Customer success

Automate infrastructure & applications



"The possibilities are limitless because we can easily manage all of these connections and continue supporting all of our devices with Red Hat Ansible Automation."

—

Sascha Berger

Systems engineer, Swiss Federal Railway (SBB)



Working with Red Hat

What can we do together?

What we bring to your business



Technology

Security, stability, reliability



Assurance

Enterprise-grade certainty



Expertise

Experience you can trust



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

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.

 [linkedin.com/company/red-hat](https://www.linkedin.com/company/red-hat)

 [youtube.com/user/RedHatVideos](https://www.youtube.com/user/RedHatVideos)

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 twitter.com/RedHat

Appendix

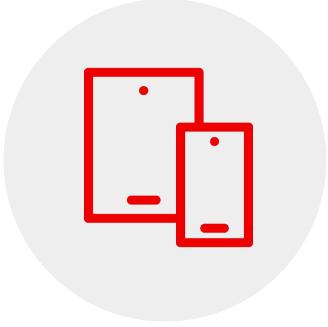
A few extra slides and alternative or regional versions of material from the corporate deck.

Still missing something?
See the the instructions slide at the top of the deck.



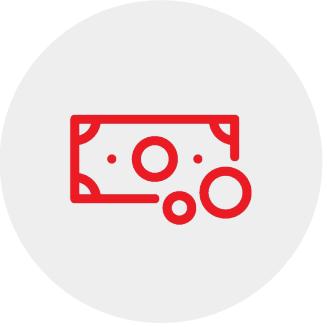
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100%

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banks in the Fortune
500 rely on Red Hat¹



100%

of executive
departments in the
Fortune 500 rely on
Red Hat²

Additional resources

These external-facing resources (from redhat.com) also might be helpful to review and share.

- [The CIO's alternative brochure](#)
- [Who relies on Red Hat? brochure](#)
- [Company brochure](#)
- [Company info page](#)
- [Open source topic page](#)
- [Security topic page](#)
- [Customer success stories](#)