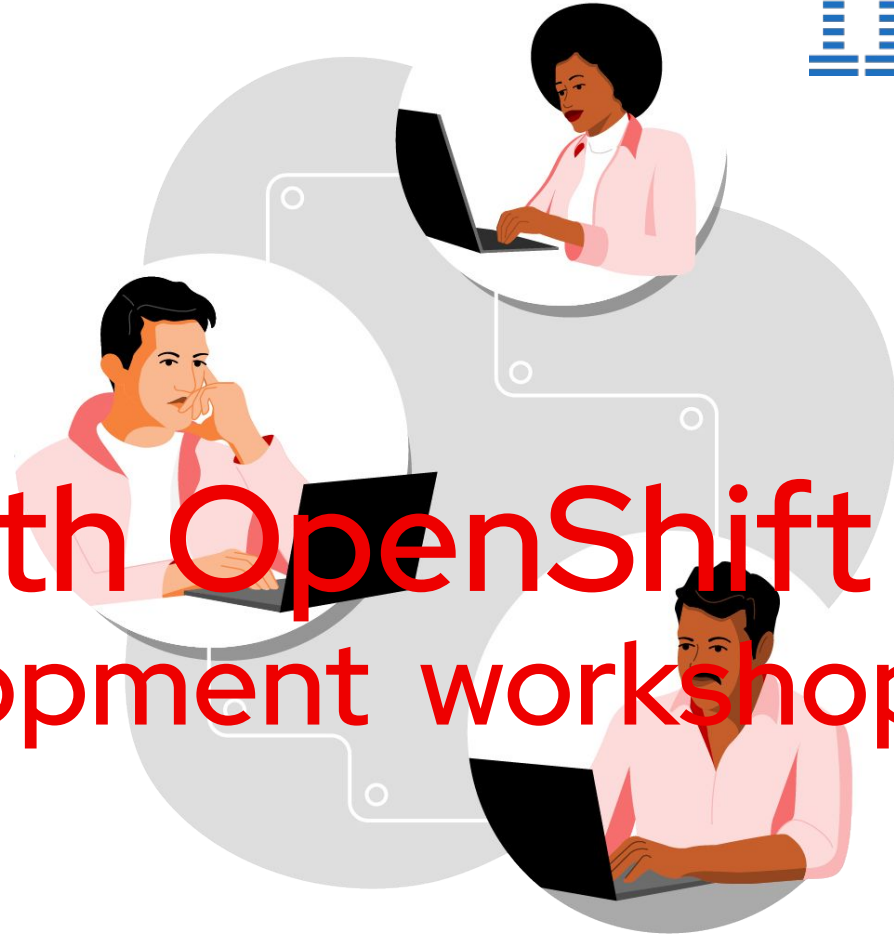




# Hybrid Cloud with OpenShift - Scenario PoV development workshop



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IBM Rome  
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**What do you expect from this day ?**

A group of hands of various skin tones are holding up large, colorful letters that spell out the word "EXPECTATIONS". The letters are in different colors: E (purple), X (dark blue), P (brown), E (purple), C (light green), T (grey), A (red), T (grey), I (tan), O (green), N (green), and S (teal). The background is a bright blue sky with wispy white clouds.

**EXPECTATIONS**



# Workshop agenda

- 09:30-09:45 Welcome & Introductions
- 09:45-11:00 Why OpenShift - Value Prop.
- 11:00-11:15 Break
- 11:15-12:00 OpenShift Virtualisation
- 12:00-12:30 Device EDGE and HCP
- 12:30-13:15 Lunch Break
- 13:15-14:45 Group Activity - Part 1
- 14:45-15:15 OpenShift Plus
- 15:15-15:35 OpenShift AI
- 15:35-16:00 Automation
- 16:00-16:15 Break
- 16:15-17:00 Group Activity - Part 2
- 17:00-17:30 Q&A



# Why Red Hat OpenShift?





# Break

11:00-11:15





# Device EDGE and Hostet Control Plane

11:15 - 12:00





# OpenShift Virtualisation

12:00 - 12:30





# Lunch

12:30 13:15







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# Group activity 1

13:00 - 14:15



# Group activity 1

Now we know what it is, but  
how do we position this to  
our client

## Pitch the 3 most valuable benefits of OCP for your client and discuss with the group!

### C-Level



- Increase overall Efficiency
- Reduce operating expense
- Increase productivity
- Decrease dependency
- Portability/dependency reduction
- Governance
- Compliances

### LOB

- Self service
- simplicity/efficiency/time to solution
- Speed
- Reduce dependency
- Increase productivity
- No borders to run
- Dev2ops with sec



### Operations



- Reduce complexity
- Reduce manual labour
- Increase productivity
- Compliance
- Governance
- Control and protect

## Group exercise



### **Discuss about what drives you client's leadership and how to position OCP vs DYI vs xKS**

- C-Level, LOB,OPS point of view.
- Make the story flow from C-Level to operation.
- Paint a picture you can tell i a room with all 3 represented.
- Draw on a whiteboard with your group and present this to the group.

## C-Level positioning

### Strategic choice

- What is gaining?
- What do they win?

Interested in Risk, Cost and Efficiency?





## LOB Positioning

### What are they gaining

Interested in

- Speed of deliverable

- Ease of use

- Reduce complexity

- Self Service





## Ops Positioning

### What are they gaining

Interested in

- Reduce complexity
- Hybrid Compatibility
- Reduce in operational labour
- Automation
- Compliance
- Policies
- Increase control







What do we expect

## Presentation or white board for max 3 slides

- Story flow over all the levels
- Objection statements
- Value prop of YOUR app on OCP



# Group activity 1 presentation

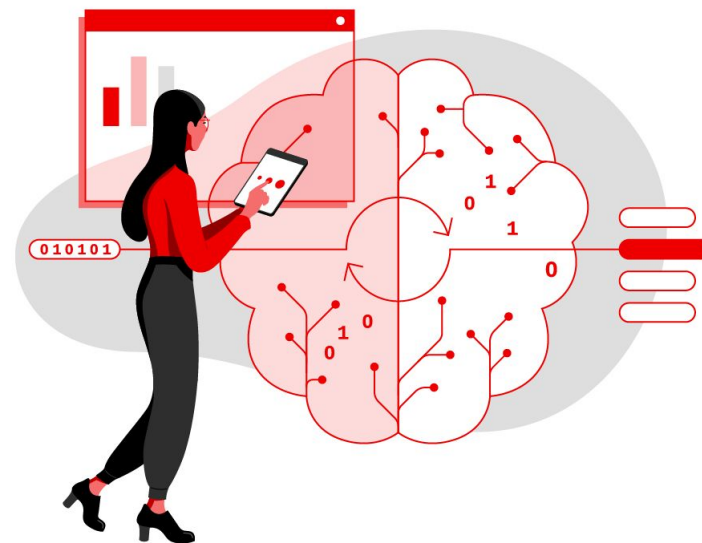
14:15 - 14:30



# OpenShift Plus

14:45 - 15:15





# OpenShift AI

15:15 – 15:35

# Automation

15:35 - 16:00



# Group activity 2

16:15 - 16:45

Find another opportunities to  
drive more IBM-C and RH  
business in your account, based  
on the afternoon sessions





# Group activity 2 presentation

16:45 - 17:00







# Ask us Anything

17:00 - ??:00






# Thank you.

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