

The background of the slide is a dark, abstract image. It features a central square area with a lighter blue, cloudy texture. This central area is surrounded by a series of concentric, slightly curved lines that create a sense of depth and movement, resembling a stylized architectural or technological design.

**CREATING BETTER TECHNOLOGY
THE OPEN SOURCE WAY**

Default to open: The story of open source and Red Hat



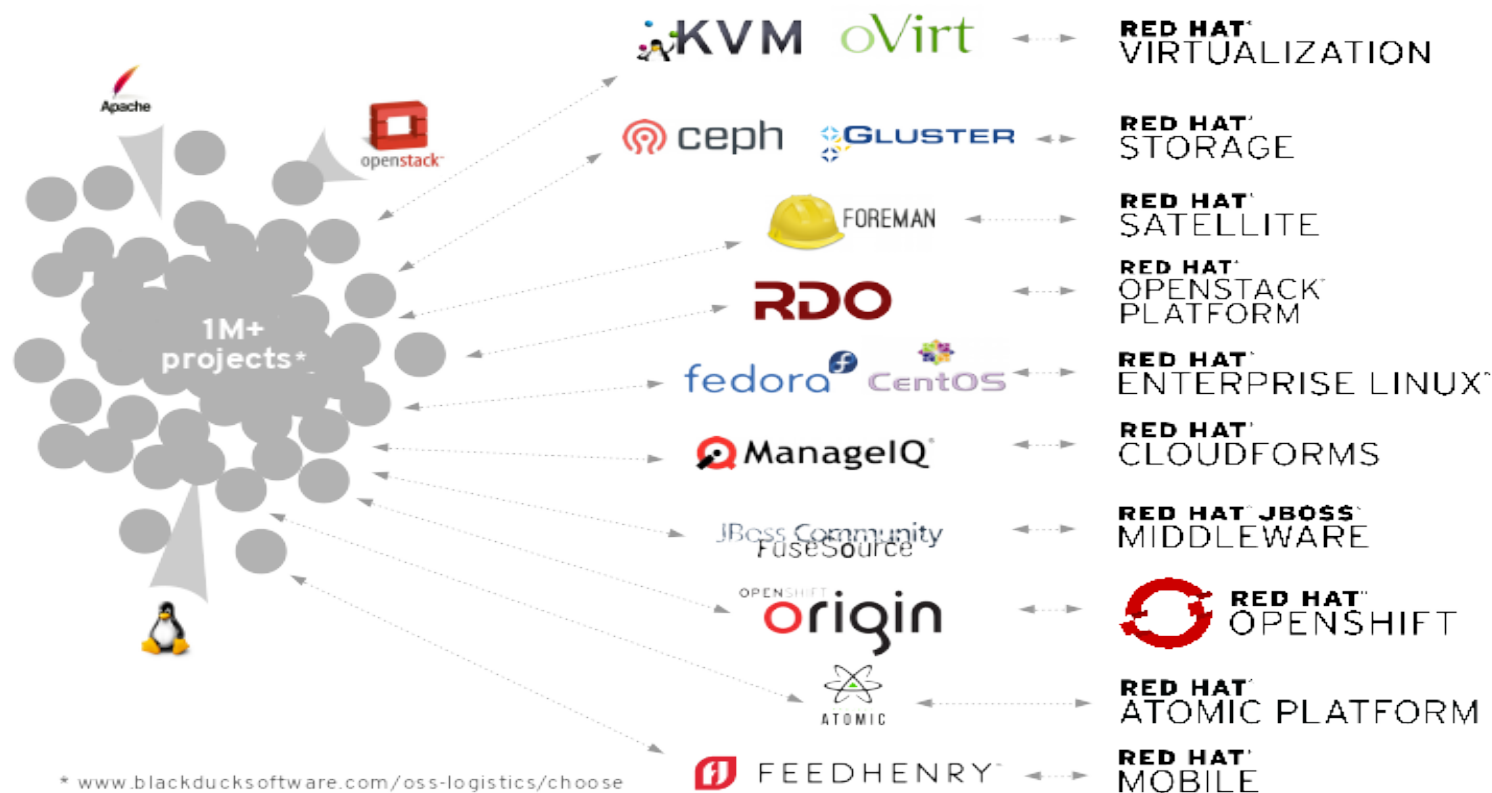
oVirt



Red Hat has a solution for every technology

Operating system	Red Hat Enterprise Linux
PaaS and CaaS	Red Hat OpenShift
Cloud orchestration	Red Hat CloudForms
Infrastructure-as-a-Service (IaaS)	Red Hat Cloud Infrastructure, Red Hat OpenStack Platform, Red Hat Satellite
Virtualization	Red Hat Virtualization
Storage	Red Hat Gluster Storage, Red Hat Ceph Storage
Application server	Red Hat JBoss Enterprise Application Platform, Red Hat JBoss Web Server
In-memory data grid	Red Hat JBoss Data Grid
ESB and application integration	Red Hat JBoss Fuse
Data virtualization and data services	Red Hat JBoss Data Virtualization
Business rules and process automation	Red Hat JBoss BRMS, Red Hat JBoss BPM Suite
Messaging	Red Hat JBoss A-MQ
System management	Red Hat Satellite
Mobile	Red Hat Mobile Application Platform
IT automation	Ansible Tower by Red Hat
API management	3scale API Management Platform by Red Hat

OPEN SOURCE TO THE ENTERPRISE



RED HAT & YOUR BUSINESS: SUBSCRIPTION MODEL redhat

TECHNICAL SUPPORT

- 24 HOURS / 7 DAYS A WEEK
- UNLIMITED INCIDENTS
- MULTI-LINGUAL
- MULTI-VENDOR CASE OWNERSHIP
- MULTI-CHANNEL

ONGOING DELIVERY

- STABILITY WITH A PRODUCT LIFE CYCLE OF UP TO 10 YEARS
- PATCHES
- UPDATES
- UPGRADES
- SECURITY RESPONSE TEAM

EXPERTISE

- CUSTOMER PORTAL & FORUMS
- KNOWLEDGEBASE
- ACCESS LABS
- TRAINING CURRICULA (OPTIONAL)

COMMITMENTS

- HARDWARE CERTIFICATION
- SOFTWARE CERTIFICATION
- CLOUD PROVIDER CERTIFICATION
- SOFTWARE ASSURANCE

AWARD-WINNING
SUPPORT



YEARS AWARDED:
2011 2013 2015
2012 2014



“ If we had used proprietary, licensed products from Red Hat competitors, we would have to shell out up to five times the current subscription costs toward one-time licensing in every deployment.
— VINAY ANAND, chief operating officer, Enhancesys Innovations

enhancesys™

#1 OPEN SOURCE LEADER



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

~9,300
EMPLOYEES

85
OFFICES

 **35**
COUNTRIES

S&P
500
COMPANY

NYSE:
RHT



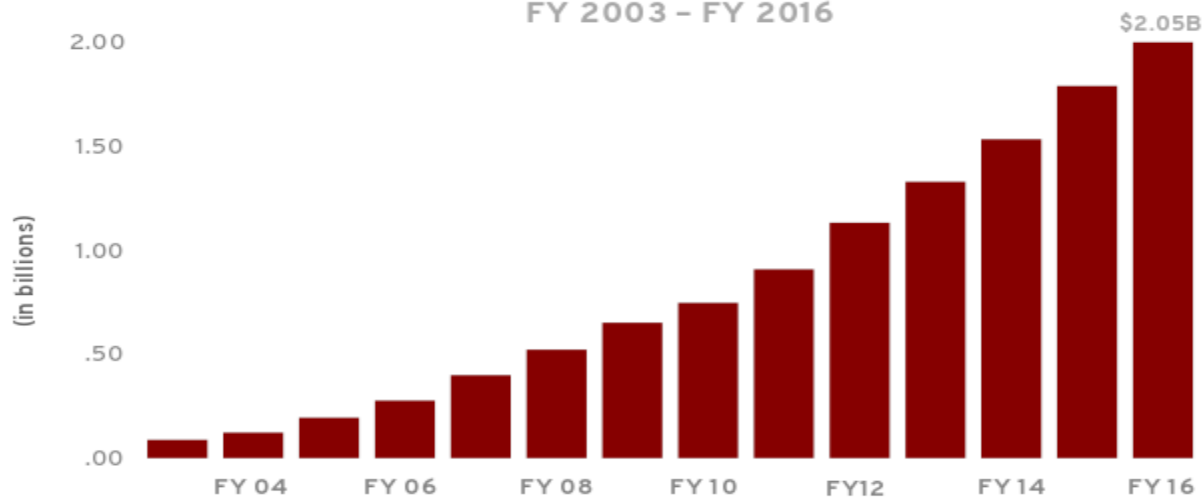
AWARD-WINNING
SOLUTIONS



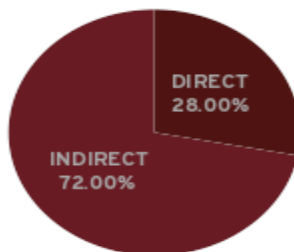
* Red Hat client data, 2015

the **FIRST**
\$2 BILLION
DOLLAR
OPEN
SOURCE
COMPANY
 in the
WORLD

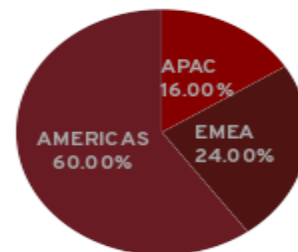
COMPANY REVENUE
 FY 2003 – FY 2016



BOOKINGS BY CHANNEL FY2016



GLOBAL BOOKINGS FY2016



Source: Red Hat, Inc.

“ By running tests and executing numerous examples for specific teams, we were able to prove [...] not only would the solution work, but it will perform better & at a fraction of the costs.

—MICHAEL BLAKE, Director, Systems & Architecture, Verizon



OUR CUSTOMERS - VERTICAL MARKETS

FINANCIAL SERVICES

“In addition to reduced licensing costs, Red Hat JBoss A-MQ delivered stability, scalability, and performance improvement.”

– Duc Doan, director, System Engineering, E*TRADE



HEALTHCARE



“Healthcare is a 24-hours-a-day, 365-days-a-year industry... Stability is essential for us, and Red Hat Enterprise Linux provides that.”

– Tim Erdel, senior director, Technology Services, Cerner

ENTERTAINMENT & MEDIA



“Red Hat has impressed us with its outstanding engineering capabilities and commitment to our strategic alliance.”

– Lans Carstensen, principal engineer, DreamWorks

GOVERNMENT

Booz | Allen | Hamilton

TELECOMMUNICATIONS

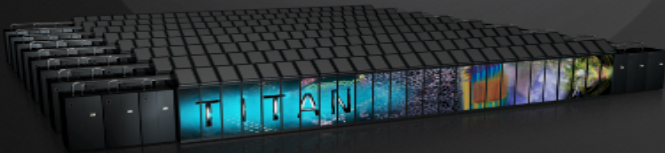
“Since the environment we've created is rooted in open source standards, it will allow us to grow our middleware platform at a rational cost and allow us to focus on delivering applications to our business.”

–Jamie Williams, IT director, Sprint



“[The Red Hat] capabilities are streamlining availability of the organization's services to a bigger set of users, while achieving better response times and delivering a better user experience.”

– Cameron Mayer, senior associate, Booz Allen Hamilton



**Titan at Oak Ridge
National Laboratory**

**As of June 2014,
more than 97% of
the world's 500 fastest
supercomputers
run some variant of
Linux, including
all of the 44 fastest.**

Source: Top500 Project,
June 2014 Report (top500.org)

RED HAT ENTERPRISE LINUX

FLEXIBILITY
to quickly adapt to
demands for business
agility

CERTAINTY
of mission-critical
reliability and
military-class
security*

STABILITY
to efficiently meet
current challenges of
datacenter virtualization
and cloud

* www.redhat.com/solutions/industry/government/certifications.html

“ Red Hat OpenStack Platform enables us to react faster to customer demands, and is instrumental for our own internal cloud development needs.

—YOSHI TAMURA, product manager, Midokura



RED HAT CONSULTING

Takes a big-picture view of your organization, analyzes your challenges, and helps you solve them with comprehensive, cost-effective solutions.

Integrate your enterprise to make your business more automated, flexible, and responsive.

Modernize your systems and applications to save money and time—so you can focus on new areas of innovation.

Harness the power of the cloud by establishing an intelligent, open cloud infrastructure.

Provide better efficiency through standardization, repeatability, and finely tuned processes.

RED HAT TRAINING

Arms your IT organization with knowledge and hands-on skills to optimize your Red Hat deployments—enhancing productivity and mitigating risk.

- ✓ **Employees gain skills, promoting IT success**
- ✓ **40+ courses on Red Hat technologies**
- ✓ **Hands-on certification programs to prove knowledge and skills**
- ✓ **More than 1 million Red Hat Training attendees**



“ The solution architect from Red Hat Consulting played a key part in the solution, offering guidance and explaining the various functionalities of the tool.

—GUSTAVO MARTÍN, technician, Operations and Telecommunications Systems, Metro de Madrid

Open source



OPEN SOURCE IS EVERYWHERE

RED HAT SOLUTIONS POWER LEADING ORGANIZATIONS

100%

of airlines in the
Fortune Global 500
rely on Red Hat



100%

of telcos in the
Fortune Global 500
rely on Red Hat



100%

of healthcare
companies in the
Fortune Global 500
rely on Red Hat



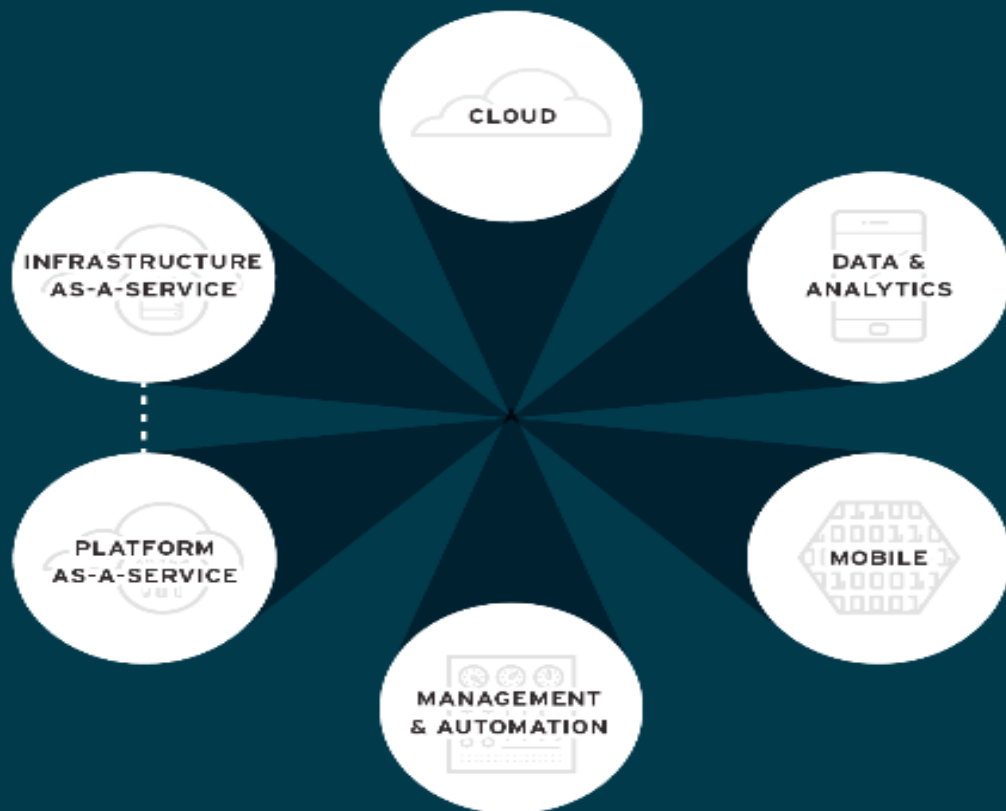
100%

of commercial
banks in the
Fortune 500 rely
on Red Hat



TECHNOLOGY IS MAKING A DIFFERENCE

BUSINESS TRENDS ARE MAKING I.T. MORE RELEVANT THAN EVER



BALANCING INNOVATION AND OPTIMIZATION

YOUR PEERS SAY THESE ARE THEIR TOP PRIORITIES AND CHALLENGES



Optimize the IT
you have



Integrate apps, data,
and processes

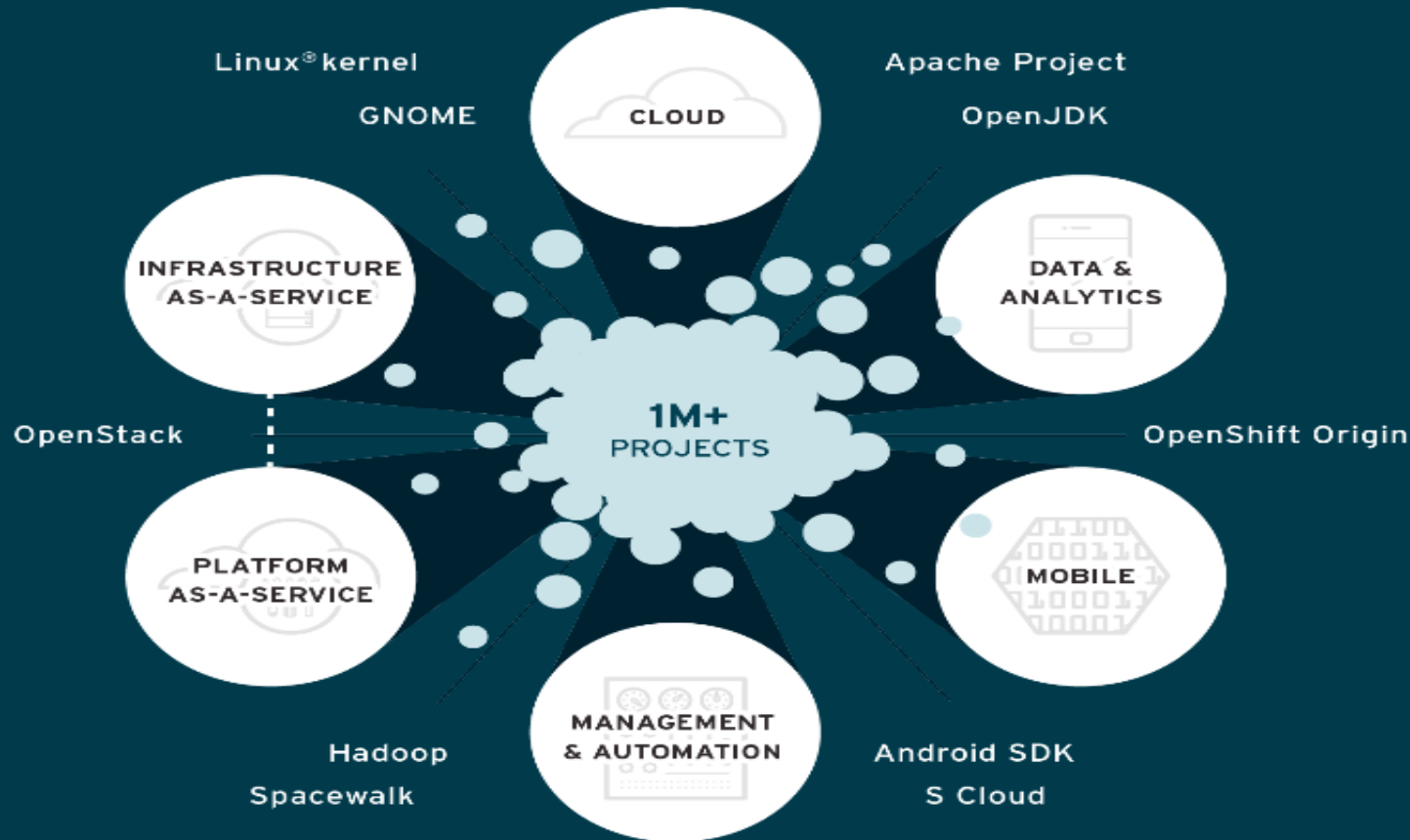


Add and manage cloud
infrastructure

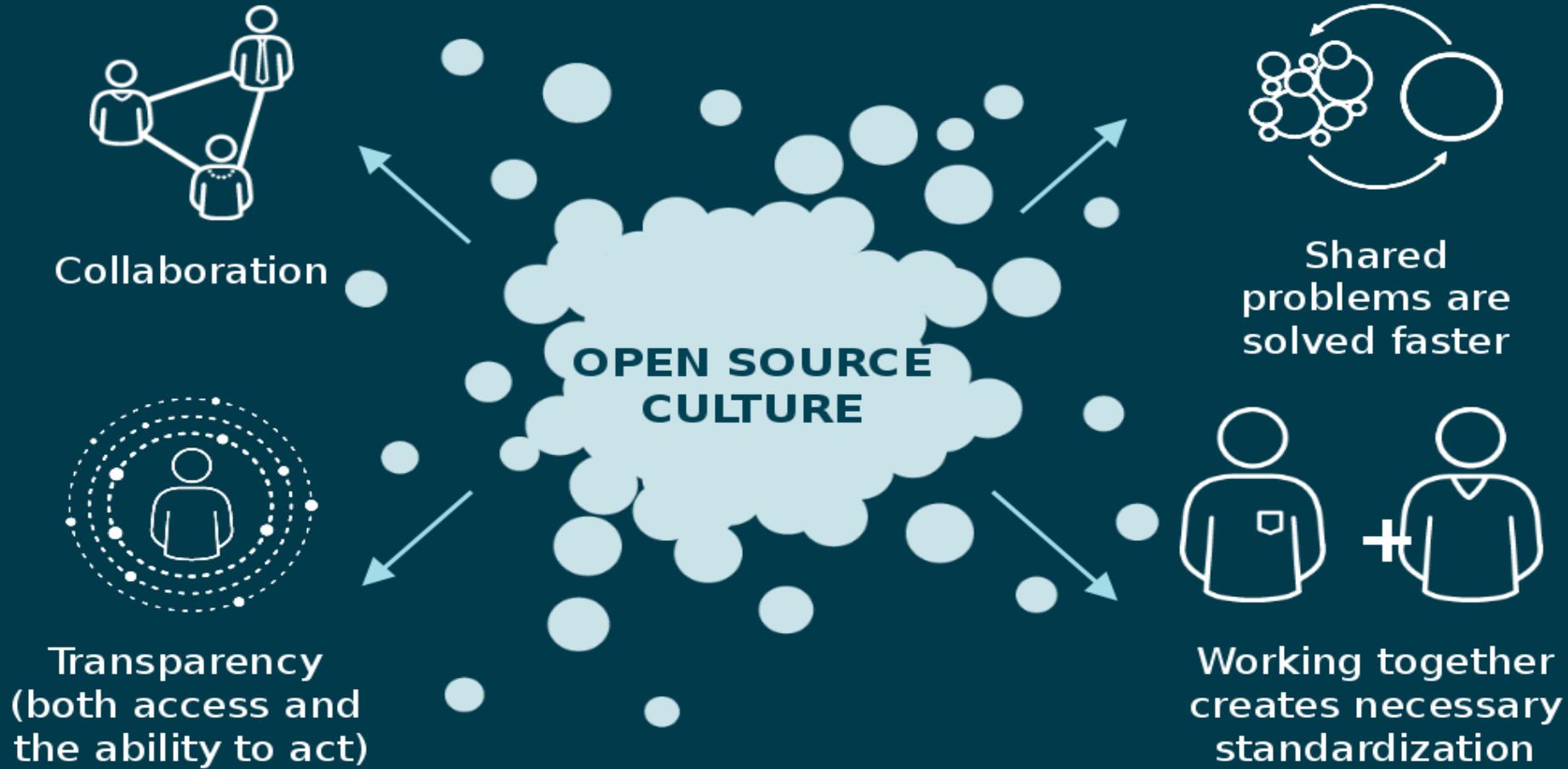


Build more modern
applications

OPEN SOURCE DEVELOPMENT DRIVES RAPID INNOVATION



IT'S NOT JUST CODE; IT'S CULTURE



OPEN SOURCE ADOPTION

A donut chart with a blue outer ring and a white inner circle. The blue ring represents 78% of the total, while the white circle represents the remaining 22%.

78
%

of enterprises run open source.^[21]

A donut chart with a blue outer ring and a white inner circle. The blue ring represents 65% of the total, while the white circle represents the remaining 35%.

65
%

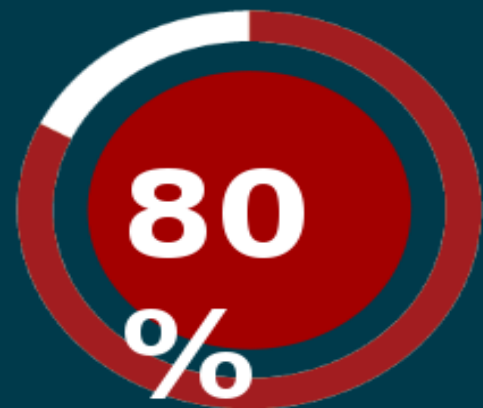
of companies are
contributing to open
software.^[22]

OPEN SOURCE ADOPTION

"Open-source software (OSS) industry saturation is complete: Today, 95% of mainstream IT organizations leverage nontrivial open-source software assets within their mission-critical IT portfolios — whether they know it or not."

Gartner, Hype Cycle for Open Source Software 2016

OPEN SOURCE ADOPTION



prefer **vendor-supported** open source for DevOps.

IT'S ABOUT MORE THAN OPEN SOURCE



A ROBUST PARTNER ECOSYSTEM

CLOUD PARTNERS



TECH PARTNERS



SI PARTNERS



COMPREHENSIVE SERVICES



TRAINING & CERTIFICATION

- 40+ courses
- Hands-on certifications and exams
- Automation with Ansible courses
- Container-based app dev courses
- Red Hat Learning Subscription

SUPPORT

- Award-winning Customer Portal
- Technical support, available 24x7
- Automated, proactive support tools
- Strategic and technical roadmap planning
- Emerging technology support and



CONSULTING

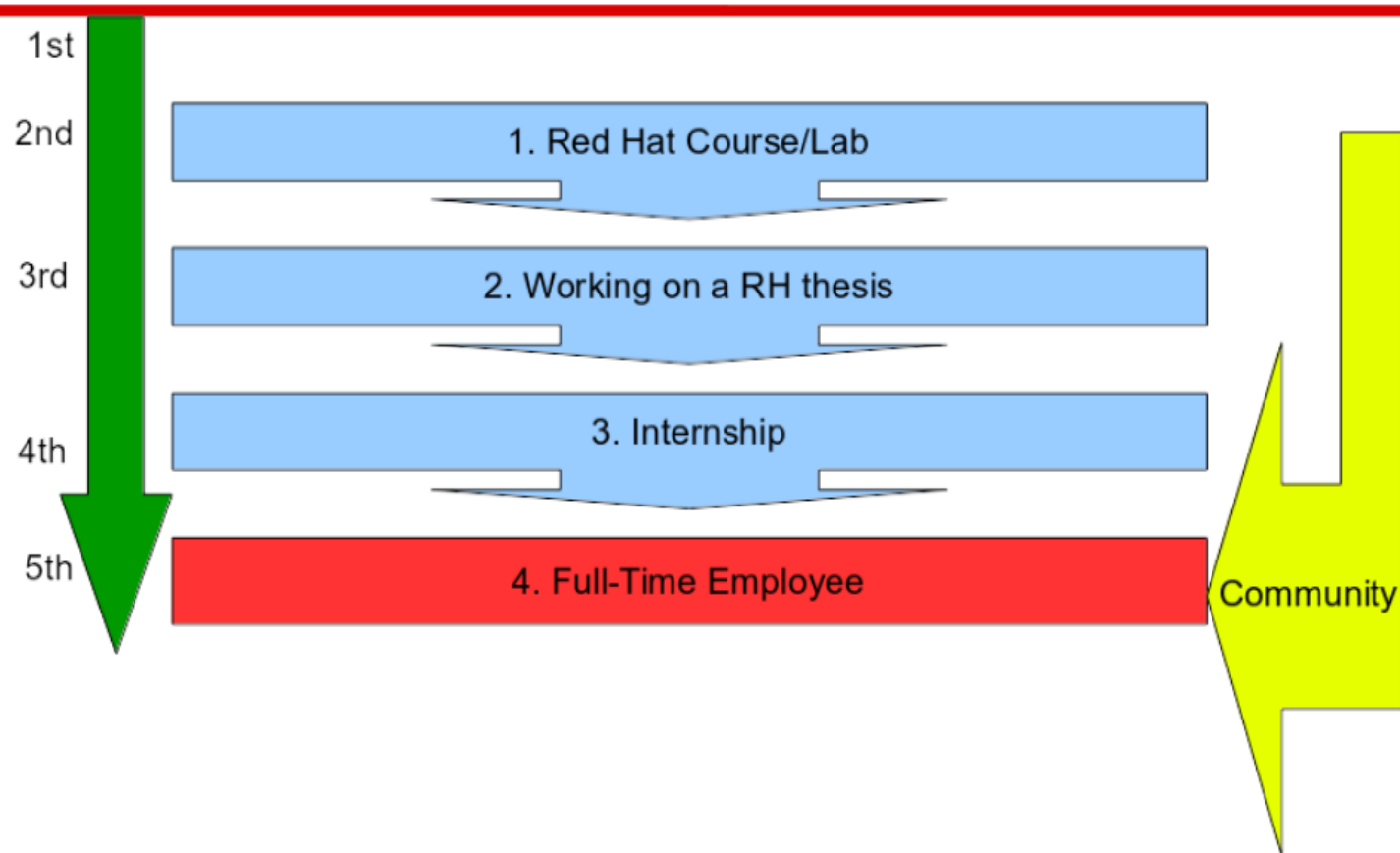
- Open solutions using Red Hat products
- Architect, consultant, PM expertise
- Both process and IT alignment
- On-site or remote delivery
- Hands-on mentoring

HARDWARE, SOFTWARE, AND CLOUD CERTIFICATION

- Hundreds of public cloud providers
- Thousands of hardware platforms
- Tens of thousands of applications
- Red Hat Container Certification



Typical Path for Students



Thanks for listening!
Any questions?

