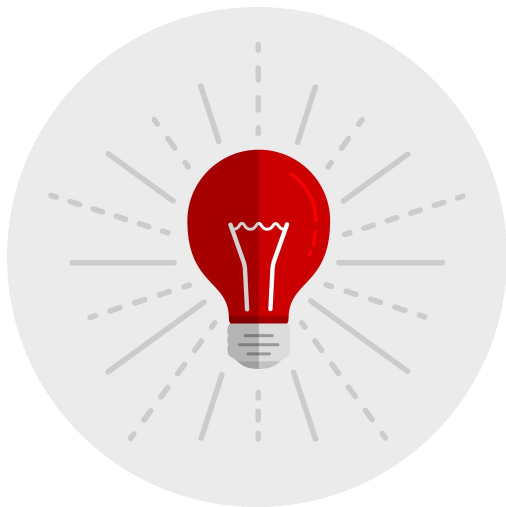


OpenShift 4.x Partner Introduction Day

Welcome and Intro

Sept 2019



Agenda

Welcome and Intro

OpenShift the Platform for Big Ideas

OpenShift 4 for Sales

LUNCHBREAK

OpenShift 4 Technical Overview

RoadMap

Company Overview

THE WORLD'S LEADING PROVIDER OF OPEN SOURCE, ENTERPRISE I.T. SOLUTIONS

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

~12,000
EMPLOYEES

S&P
500
COMPANY

THE FIRST
\$2
BILLION

95
OFFICES

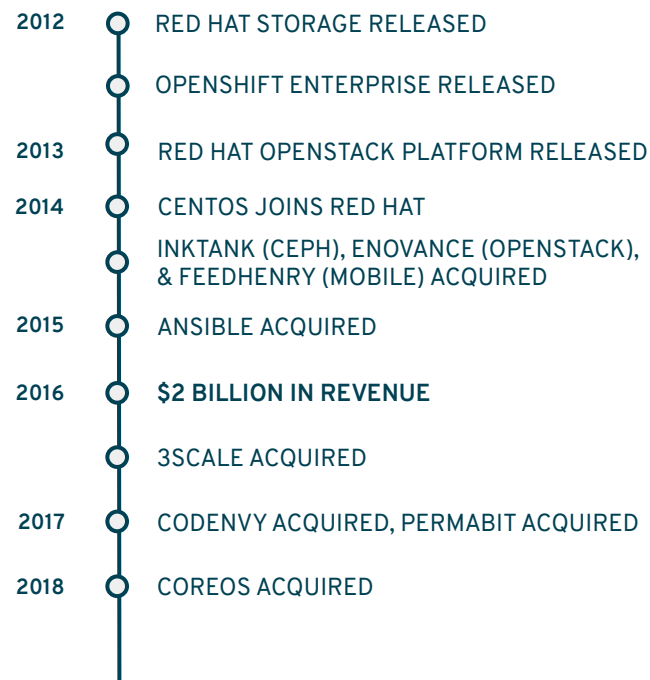
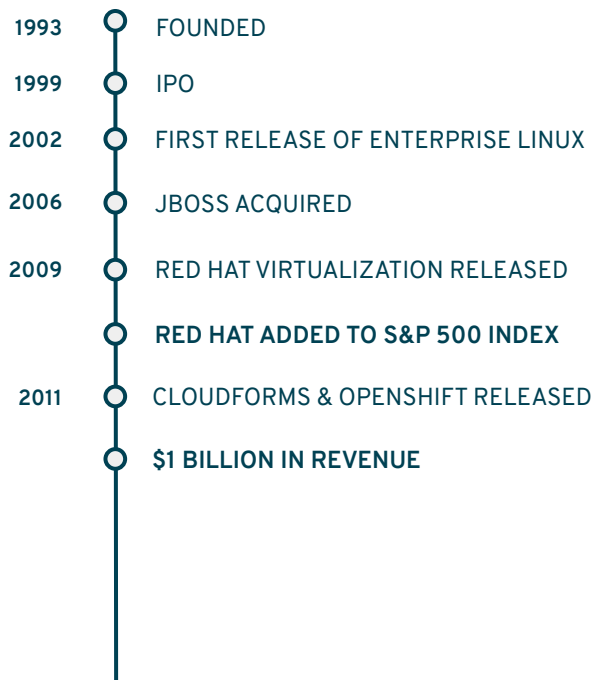
35
COUNTRIES

NYSE
RHT

OPEN
SOURCE
COMPANY

IN THE WORLD

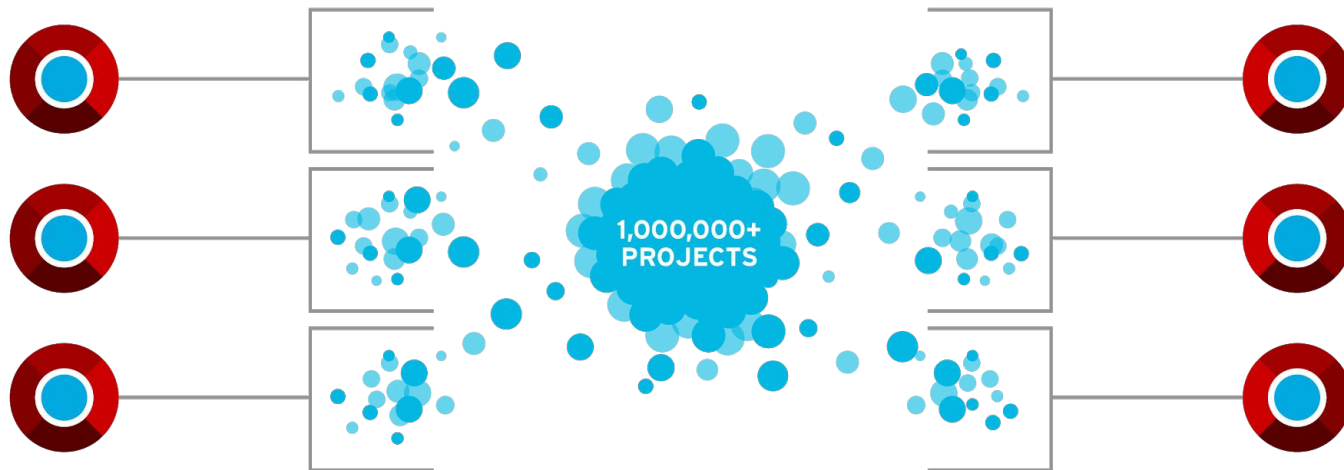
HOW WE GOT HERE



OpenSource

PRODUCT DEVELOPMENT MODEL

CONFIDENTIAL Designator



PARTICIPATE

We participate in and create community-powered upstream projects.

INTEGRATE

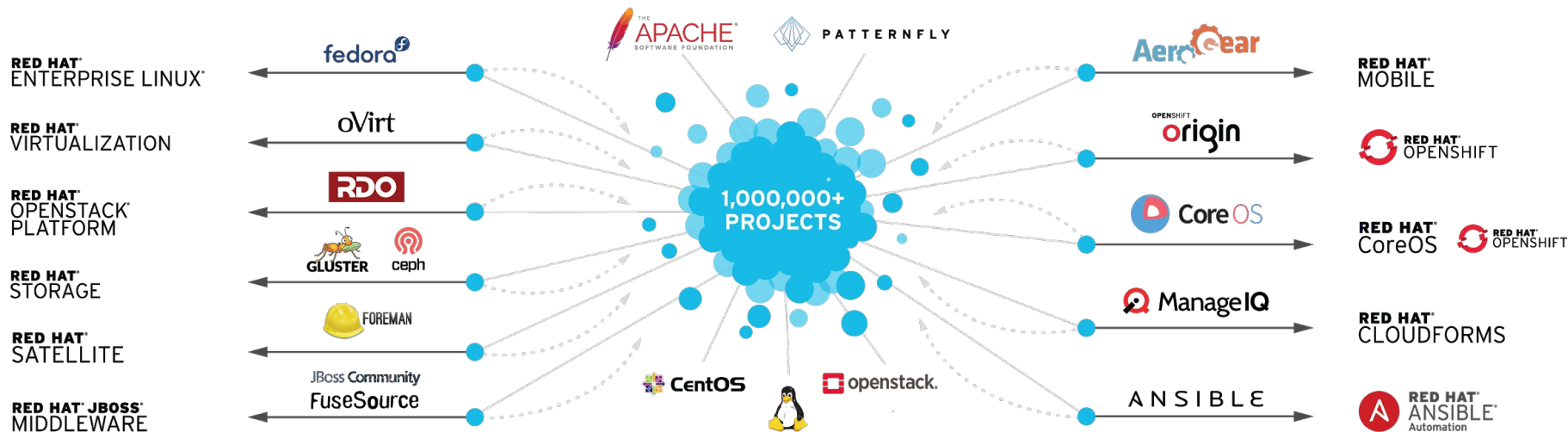
We integrate upstream projects, fostering open community platforms.

STABILIZE

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

FROM COMMUNITIES TO ENTERPRISE

CONFIDENTIAL Designator



We take this massive innovation happening in open communities and deliver it in a **safe, secure, reliable** way so enterprises can consume it in their traditional infrastructure.

JIM WHITEHURST

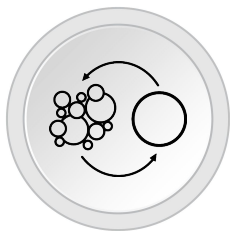
President & CEO, Red
Hat



The value of subscriptions

A RED HAT SUBSCRIPTION

DELIVERS CONTINUOUS VALUE EVERY DAY



CUSTOMER PORTAL



KNOWLEDGE



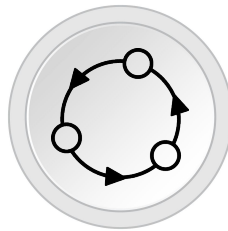
SECURITY



CERTIFICATIONS



SUPPORT



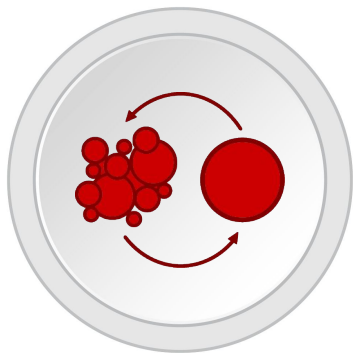
LIFE CYCLE



ASSURANCE

access.redhat.com/subscription-value

RED HAT CUSTOMER PORTAL



The Year's Ten Best
Web Support Sites

Your one place for subscription resources—from product documentation and upgrades to intelligent tools, security updates, and technical support.



**PRODUCT
DOCUMENTATION**



**TOOLS AND
SOLUTIONS**



**SECURITY
UPDATES**



**SUPPORT
SERVICES**



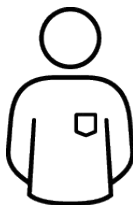
**SUBSCRIPTION
MANAGEMENT**

access.redhat.com

KNOWLEDGEBASE

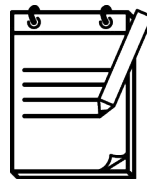


We've published thousands of solutions in our community-driven knowledgebase so you can learn from others, resolve issues yourself, and proactively manage your systems.



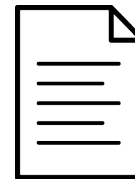
EXPERTISE

Red Hat Certified Engineers



EXPERIENCE

1,000,000+ resolved issues



GUIDANCE

60,000+ technical solutions

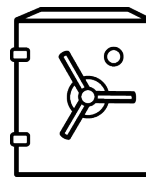
access.redhat.com/search/#/knowledgebase

PRODUCT SECURITY

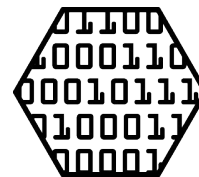
Red Hat's stable code is backed by a dedicated team of engineers who monitor, identify, and address risks to protect you and your customers' data from meaningful security concerns.



SECURITY TOOLS



**VULNERABILITY
RESPONSES**



CVE DATABASE

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SUPPORT

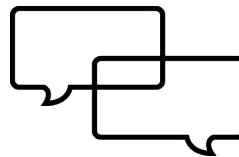


If you need to open a support case, it will be routed to a product specialist. Resolutions enable future updates to our products, making you an active participant in improving open source technology.



SUPPORT CASES

Get answers quickly



LIVE CHAT

With support engineers



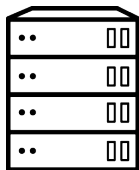
CALL OR EMAIL

With a support expert

access.redhat.com/support

CERTIFICATIONS

Red Hat® engineers collaborate with a large ecosystem of partners to ensure your third-party solutions are tested, supported, and certified to perform with Red Hat technologies.



**CERTIFIED
HARDWARE**



**CERTIFIED
SOFTWARE**



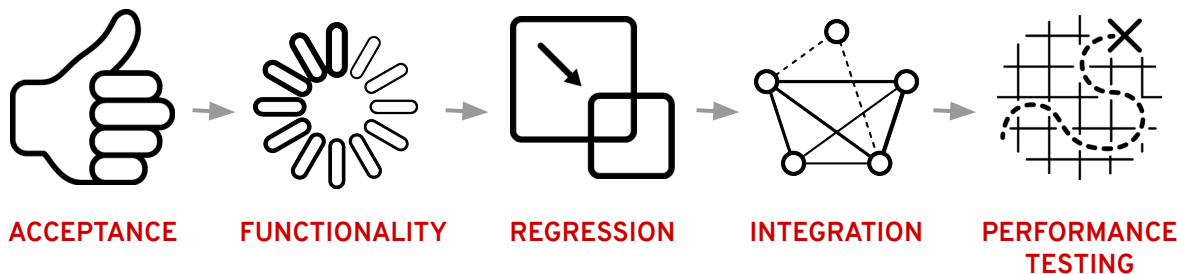
**CERTIFIED
CLOUD PROVIDERS**

access.redhat.com/ecosystem

ASSURANCES



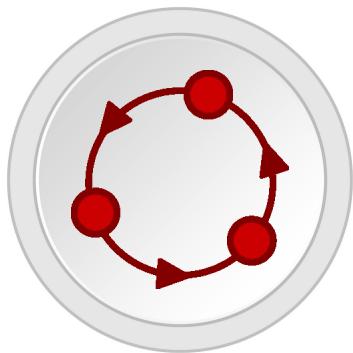
Red Hat's Quality Assurance team works closely with our product development teams and provides the final engineering check before our open source products are released to customers and partners.



red.ht/open-source-assurance-agreement

LIFE CYCLE

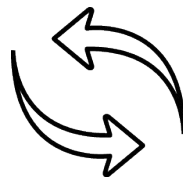
CONFIDENTIAL Designator



Red Hat subscriptions are not tied to a specific version, but cover the entire life cycle of the product. Our longer life cycles mean more choice, flexibility, and ease of planning.



NO LOCK IN



FLEXIBILITY



REDUCED COSTS

access.redhat.com/support/policy/update_policies/

THE VALUE OF A RED HAT SUBSCRIPTION

ACCESS TO & ADVOCACY FOR THE THINGS YOU NEED

ACCESS

Open source enterprise software

Emerging open source technologies

10+ years supported life cycle

Support & expertise

Security resources

ADVOCACY

Visibility & influence over
Red Hat® Enterprise Linux® roadmap

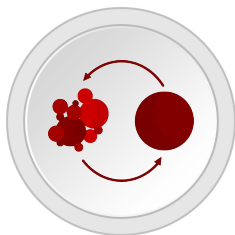
Open source community leadership

Hardware, software, &
cloud provider partnership

Security needs

Working with Red Hat

WHAT WE BRING TO YOUR BUSINESS



Technology

Secure. Stable. Reliable.



Assurance

Enterprise-grade certainty.



Expertise

Experience you can trust.

THE WORLD'S LEADING DEVELOPER AND SUPPLIER OF
OPEN SOURCE SOFTWARE
FOR ENTERPRISE I.T.

A HIGH-GROWTH, MULTIBILLION-DOLLAR
S&P 500 INDEX COMPANY

OFFERING A COMPREHENSIVE PORTFOLIO OF
PRODUCTS AND SERVICES

GLOBALLY ACTIVE
IN ALL VERTICAL MARKETS, WITH
STRONG CHANNEL AND DIRECT DELIVERY MODELS

Thank you !