

Red Hat Battlecard: Satellite

What is Red Hat Satellite?

Red Hat Satellite is a tool that makes it easier for system administrators to manage RHEL at scale.

Satellite provides system administrators with the tools they need to automate tasks and be more efficient in the work that they do.

This includes giving them tools to manage:

- Patching & Lifecycle Management
- Provisioning of new machines
- Configuration
- Security Compliance
- Red Hat Subscription Management

Commercial Value Proposition

Reduce Risk by reducing human error through automation

Maintain Compliance by enforcing standards or gaining greater visibility of problem areas.

Reduce Costs & Improve Productivity by giving administrators the tools to manage more servers per person

Technical Value Proposition

Red Hat Satellite acts as a central point of communication between your network and Red Hats Network.

Provision Machines as either bare metal or virtual devices.

Manage Configuration by utilising the built in capability to execute Ansible roles.

Manage Compliance with integrations to the security reporting tool OpenSCAP, automate reporting and compliance with standards such as PCI DSS, CIS benchmarks, HIPAA etc.

Manage Software Lifecycle by gaining granular control over which software is made available to different groups of machines. Then apply any patches at the push of a button.

Manage Subscriptions with the built in tools to monitor subscription usage and remove the need to subscribe every machine individually.

Integrate with Red Hat Hybrid Cloud Console to include performance, reliability and security recommendations from Red Hat Insights

Business Value of Red Hat Satellite

416% 5 year ROI

28% Reduced cost of operations

56% Improved patching performance

47% Improved security management

30% Improved infrastructure provisioning

31% Improved change / configuration management

****from the IDC Business Value of Red Hat Satellite Report**

Red Hat Recommend Satellite for any
customer with more than 10 RHEL
subscriptions

Key Use Cases

Red Hat recommend that any customer with more than 10 RHEL subscriptions should be using Satellite. Satellite can be used for:

- Patching at Scale
- Configuration Management of RHEL servers
- Provisioning of new servers
- Compliance with Security standards or benchmarks

Conversation Starters

How scalable is your approach to manage your RHEL machines?

How do you currently manage patching of your RHEL estate? How long does that typically take?

Do you have a requirement to adhere to any security benchmarks or standards? How do you currently ensure compliance with your RHEL machines?

Customer Success Story

SQUARE ENIX

Square Enix are a gaming company. They were using CentOS (a Red Hat Enterprise Linux clone) to run an online game called Dragon Quest X.

The administrators managing the servers running CentOS would frequently discover bugs or security issues and would spend a long time trying to diagnose and fix the root problem.

They migrated to using Red Hat Enterprise Linux and Red Hat Satellite.

This helped them to gain greater visibility of their server status to understand where there were outstanding issues and gave them the tools to properly prioritize. Typically customers like Square Enix see a 56% improve in tasks like the speed of patching.

What to send your Customer & How to Get Help!

A good overview video can be found [here](#). This is a great first piece of information to share with your customers, eg:

"Hope you're doing well? I came across this video about Red Hat Satellite and immediately thought of you.

Here's the link to the video: [here](#).

I know you're all about optimizing operations, and this tool seems like it could be a game-changer. Give it a watch when you've got a minute, and let me know what you think. I'm curious to hear your take!"

TD Synnex can support you with qualifying calls or conversations with your customers. If required this can also include a remotely administered demo.

Please engage with your TDSynnex aligned Red Hat contact or reach out to RedHat.UK@TDSynnex.com if you are unsure who to speak with.

Contact your Red Hat TD Synnex team at RedHat.UK@TDSynnex.com or ask your aligned Field Sales Executive to facilitate an introduction to the Red Hat team at TD Synnex.

(+44)1344 356154

TD Synnex UK Limited
Maplewood,
Crockford Ln,
Chineham,
Basingstoke
RG24 8YB