



**Red Hat**

Ansible Automation  
Platform

## Overview of Ansible Automation Platform



**Red Hat**



Hi! I'm Laine Vyvyan.

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- My favorite color is *glitter*.

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Ansible Automation  
Platform

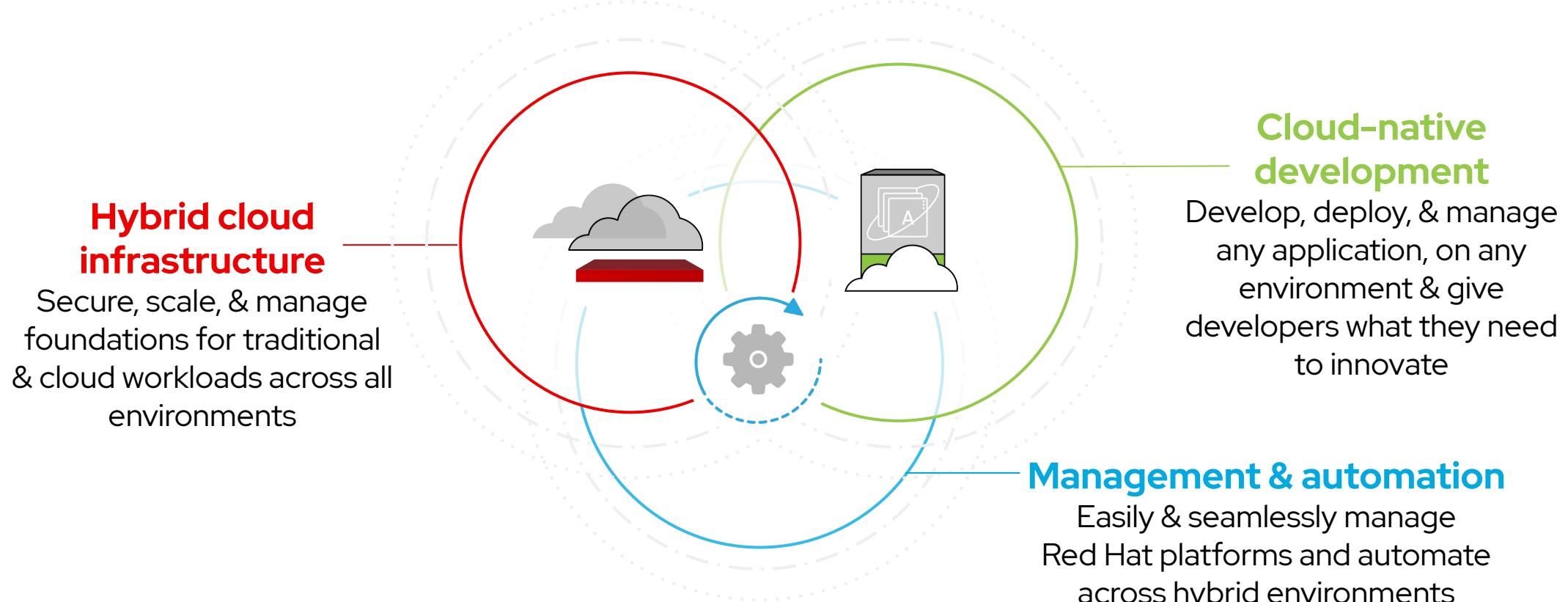
# Agenda

- Sales Conversations
- Customers and Use Cases
- Extra Value Adds
- Subscriptions

# The three pillars of our business

## Open hybrid cloud

Red Hat's strategy and vision for its portfolio of software, tools, and services built in the open source development model and designed for future architectures that are open, secure, and agile across hybrid, multicloud.





# **Red Hat** Ansible Automation Platform

## **Improve efficiency**

Maximize current resources while investing and involving your entire IT organization.

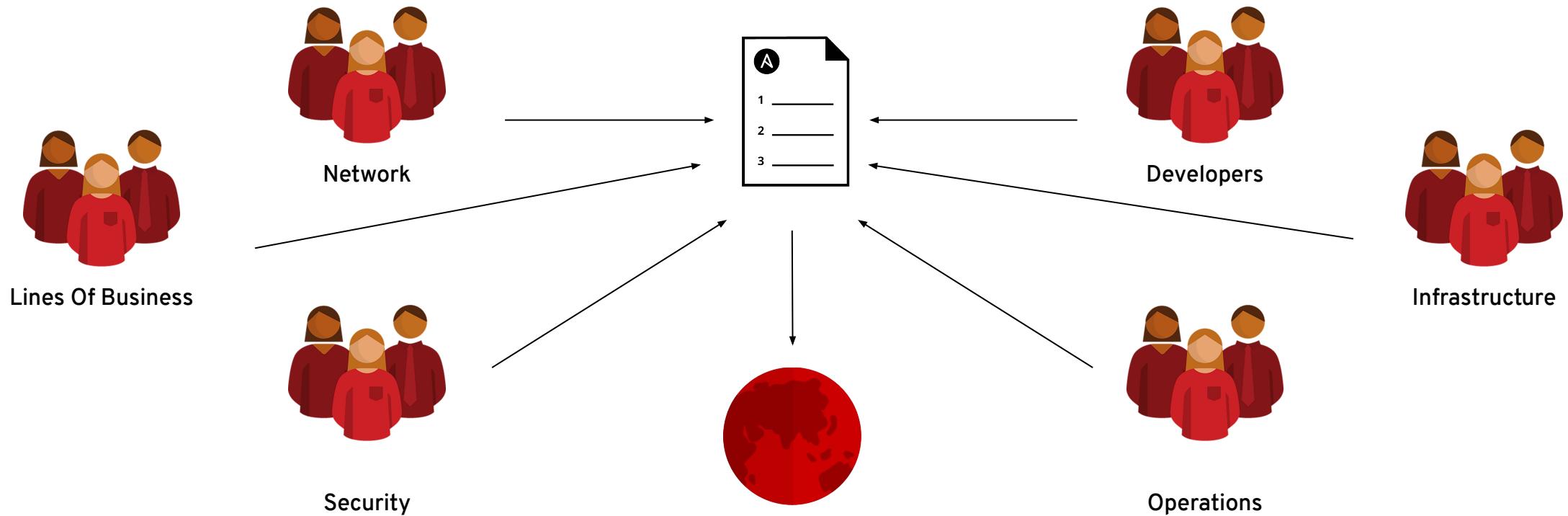
## **Increase productivity**

Accelerate business outcomes and consolidate tools across entire hybrid-cloud infrastructure.

## **Control risk and expenses**

Increase compliance while minimizing errors and reducing the cost of production.

# When automation crosses teams, you need an automation *platform*



# Why Ansible?



## Simple

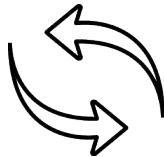
Human readable automation

No special coding skills needed

Tasks executed in order

Usable by every team

**Get productive quickly**



## Powerful

App deployment

Configuration management

Workflow orchestration

Network automation

**Orchestrate the app lifecycle**



## Agentless

Agentless architecture

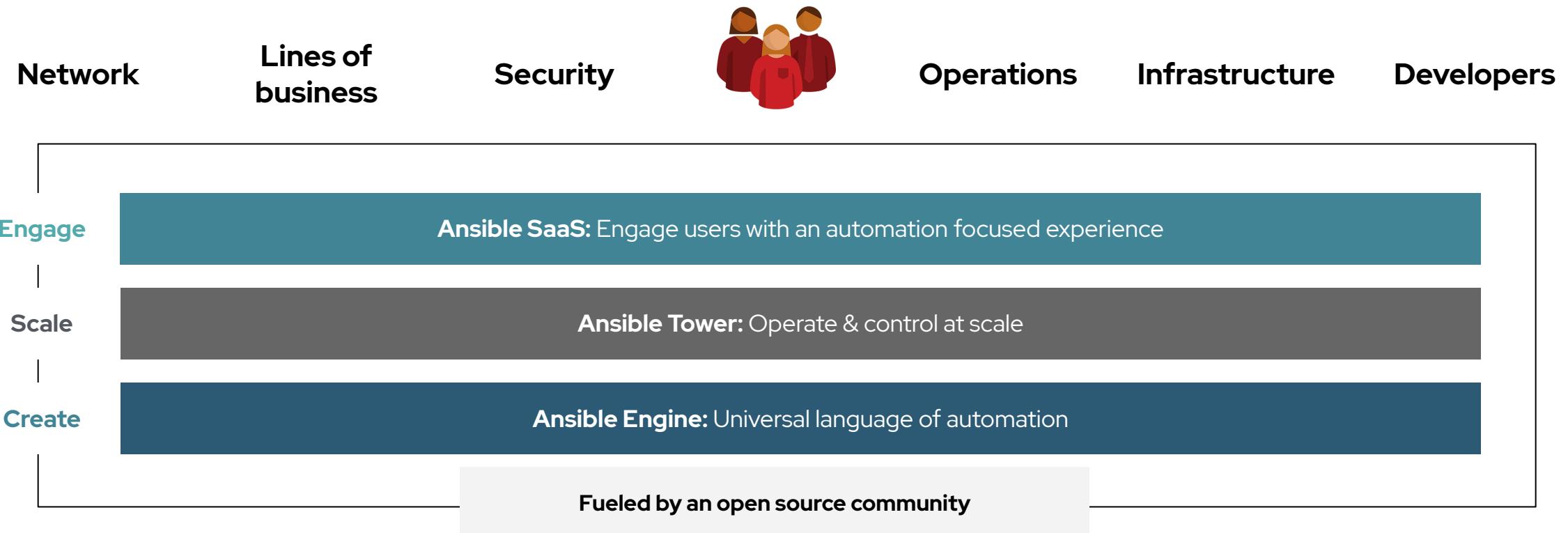
Uses OpenSSH & WinRM

No agents to exploit or update

Get started immediately

**More efficient & more secure**

# Red Hat Ansible Automation Platform



## THE FORRESTER WAVE™

Infrastructure Automation Platforms

Q3 2019



146715

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## Red Hat named a Leader in The Forrester Wave (™): Infrastructure Automation Platforms, Q3 2019

- “Reference customers said they were **replacing other tools** mentioned in this Forrester Wave with Ansible and praised the solution’s ability to bridge operations and development.”
- Received **highest possible score** in the criteria of planned enhancements, vision, consulting, training and support, community support, and market approach.
- “Red Hat’s solution is best for customers that want a **holistic infrastructure automation solution** and could stand to rationalize a few unneeded tools out of their portfolios.”

"The Forrester Wave™ is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave™ are trademarks of Forrester Research, Inc. The Forrester Wave™ is a graphical representation of Forrester's call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave™. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change."

## Growth by the numbers:

**2M**

downloads per month

**1.5K**

customers

**4K**

modules

**7TH**

of 96M projects on  
GitHub by contributors

**>4M**

systems managed  
by Red Hat®

# Red Hat Ansible Tower

by the numbers:

**94%**

Reduction in recovery time following  
a security incident

**84%**

Savings by deploying workloads  
to generic systems appliances  
using Ansible Tower

**67%**

Reduction in man hours required  
for customer deliveries

Financial summary:

**146%**

**ROI on Ansible Tower**

**<3 MONTHS**

**Payback on Ansible Tower**

**SOURCE:** "The Total Economic Impact™ Of Red Hat Ansible Tower, a June 2018 commissioned study conducted by Forrester Consulting on behalf of Red Hat."  
[redhat.com/en/engage/total-economic-impact-ansible-tower-20180710](http://redhat.com/en/engage/total-economic-impact-ansible-tower-20180710)



# Customers and Use Cases



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# Red Hat Ansible Automation Platform customers:

Healthcare



Financial Services



Oil & Gas



High Tech



Government



Other



**DATA COM**

**NetApp®**

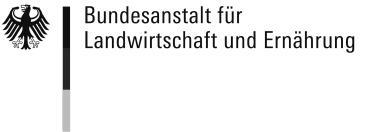
**dipolus®**

**enso**

**omnitracs**



**Deutsche Bank**



**COMCAST**

**SoftBank**

# What can I do using Ansible?

Automate your *entire* IT footprint.

The most common use cases are...

Orchestration

Configuration  
Management

Application  
Deployment

Provisioning

Continuous  
Delivery

Security and  
Compliance

# What can I do using Ansible?

Automate your *entire* IT footprint.

Cloud	Virt & Container	Windows	Network	Security	Monitoring
AWS	Docker	ACLs	A10	Checkpoint	Dynatrace
Azure	VMware	Files	Arista	Cisco	Datadog
Digital Ocean	RHV	Packages	Aruba	CyberArk	LogicMonitor
Google	OpenStack	IIS	Cumulus	F5	New Relic
OpenStack	OpenShift	Regedits	Bigswitch	Fortinet	Sensu
Rackspace	+more	Shares	Cisco	Juniper	+more
+more		Services	Dell	IBM	
<b>Operating Systems</b>	<b>Storage</b>	Configs	Extreme	Palo Alto	<b>Devops</b>
RHEL	Netapp	Users	F5	Snort	Jira
Linux	Red Hat Storage	Domains	Lenovo	+more	GitHub
Windows	Infinidat	+more	MikroTik		Vagrant
+more	+more		Juniper		Jenkins
			OpenSwitch		Slack
			+more		+more



# What can I do using Ansible?

All of the pieces necessary to solve *all* of these use cases on *all* of those things are included **without any additional charge**.

Orchestration

Configuration  
Management

Application  
Deployment

Provisioning

Continuous  
Delivery

Security and  
Compliance

# Extra Value Adds in Ansible Automation Platform

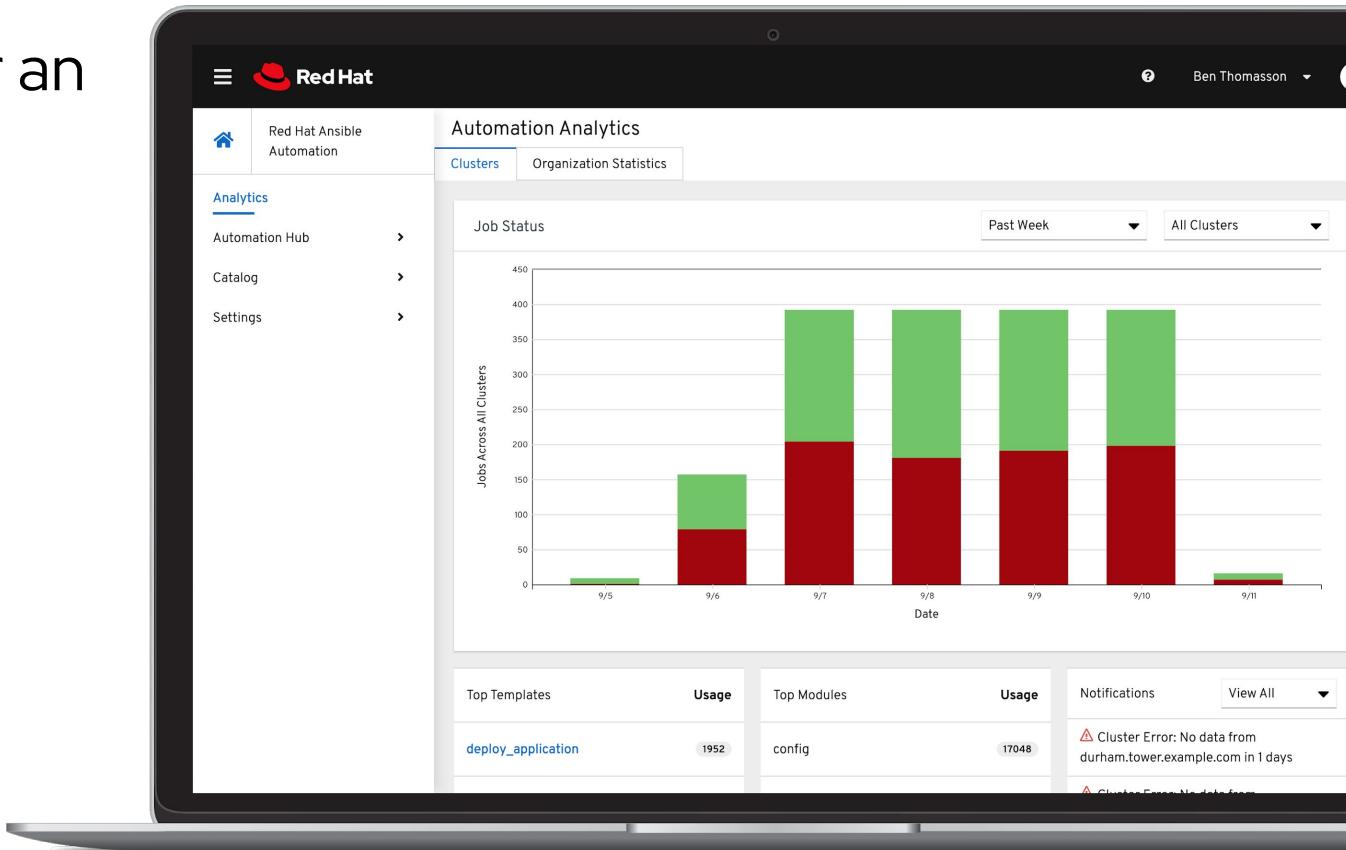


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# Analytics dashboard

Information across all clusters for an enterprise:

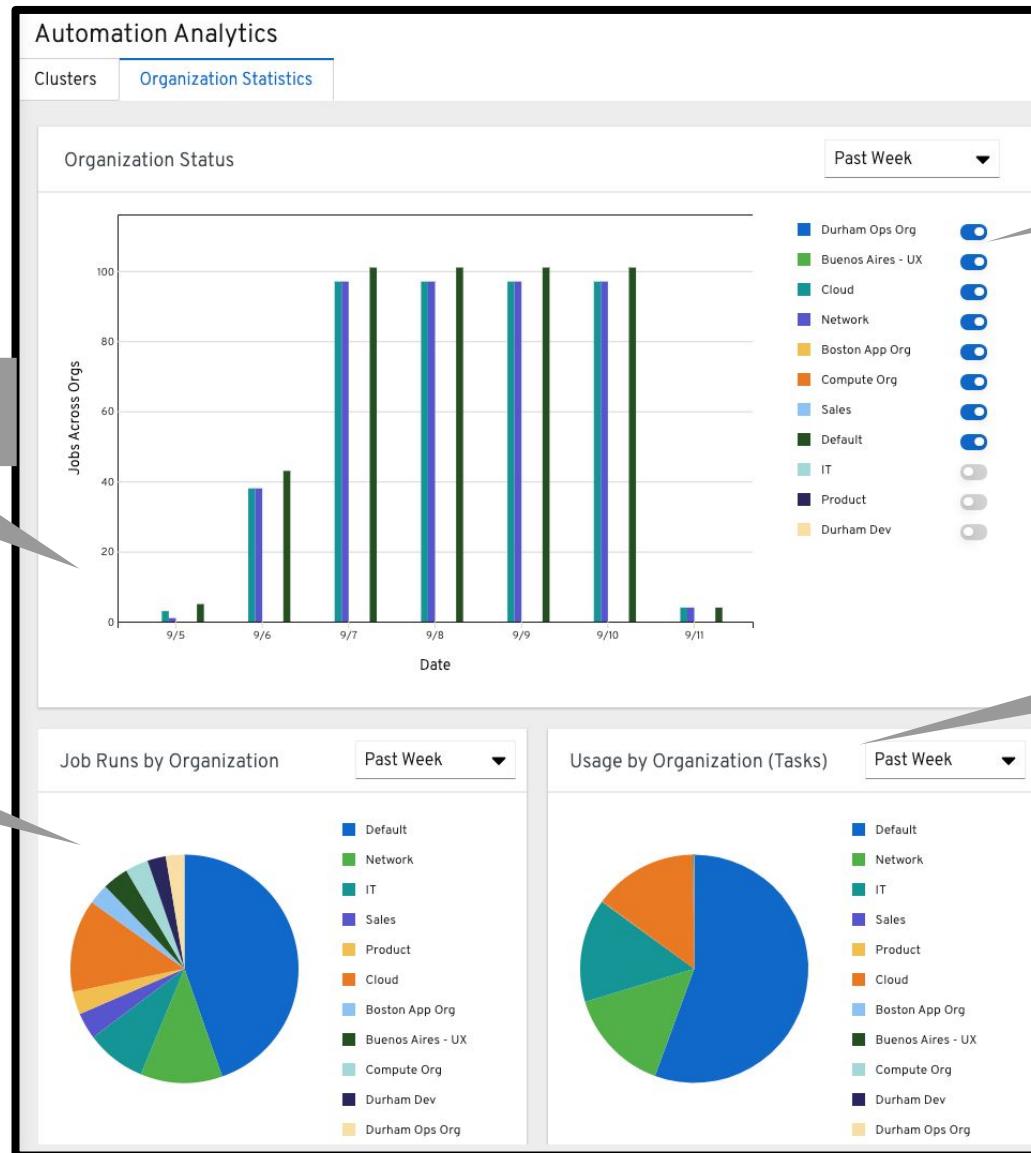
- Job Status graph
- Top Job Templates
- Top Modules



# Organizational statistics

Job Status by Organization

Job Runs by Organization



Filter by Organization

Usage by Organization

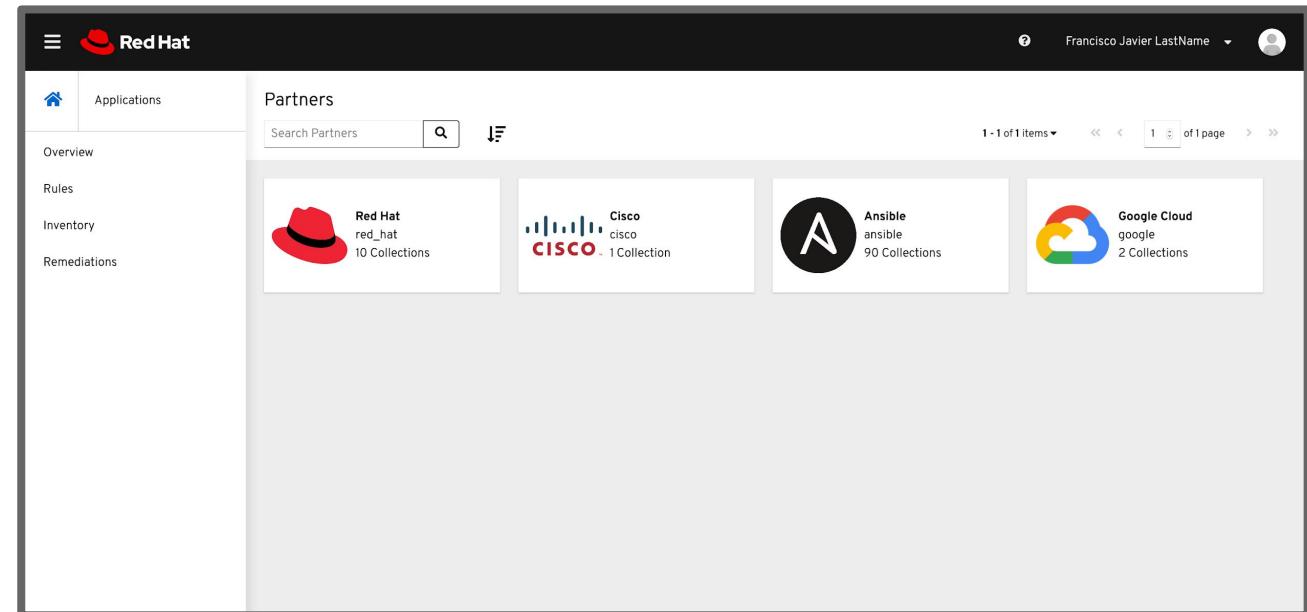
# Automation Hub

## Discover, publish, and manage Collections

Quickly discover available Red Hat and certified content through Collections.

Manage and test your organization's view of available content.\*

Manage your locally available automation via on-premise.\*



# Ansible Automation Platform Subscriptions



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# Red Hat's businesses model is subscription-based - because of the value it brings.



## Support

Access to technical support, documentation, tools, guidance, and expertise - all with a simple model that doesn't hinder success



## Security and Accountability

From a trusted advisor, dedicated to tailoring products to the needs of an enterprise



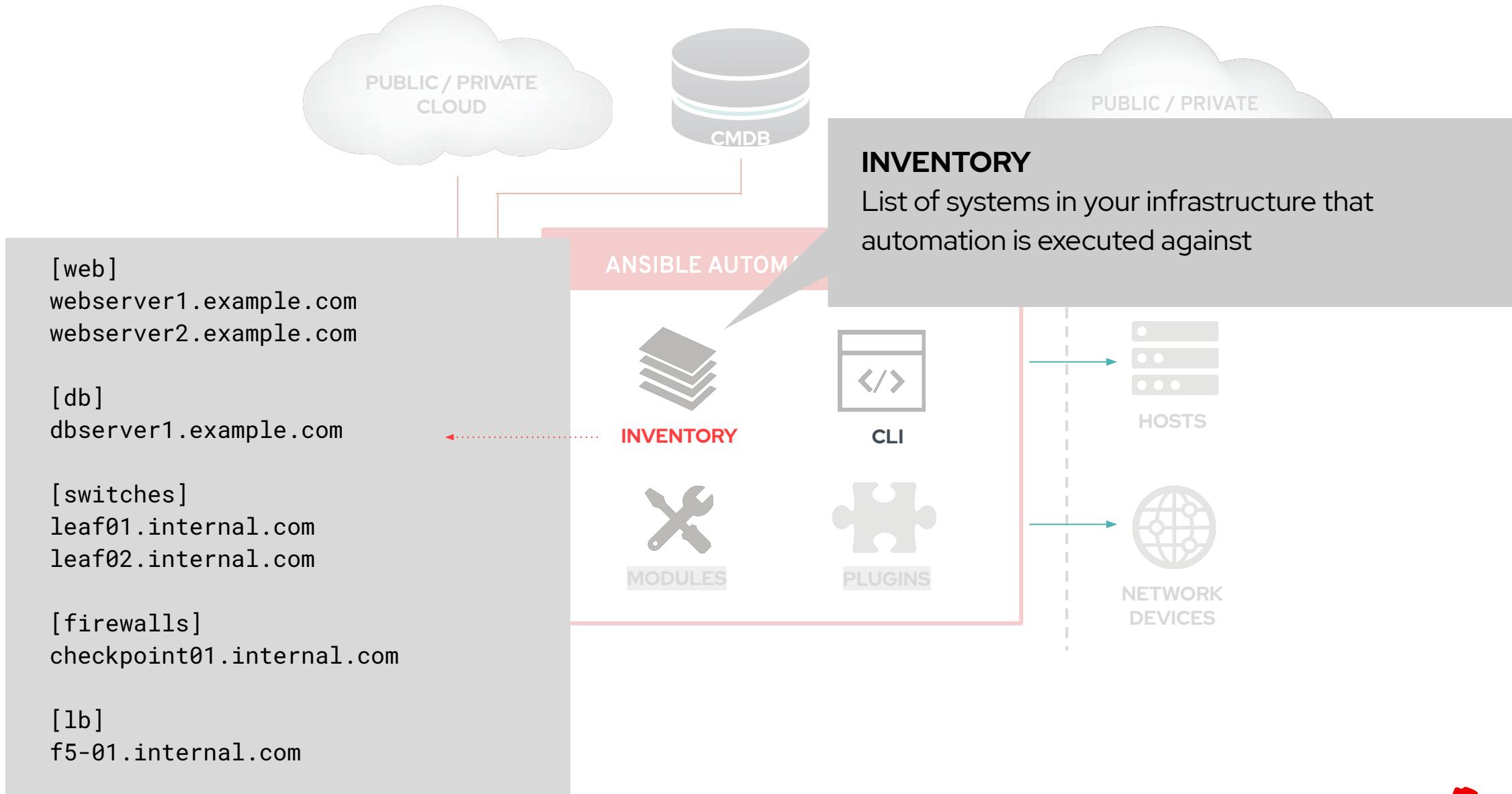
## Stable open source technology

The magic, speed, and innovation of open source, optimized and supported for enterprise use



## Community

Knowledge and influence in the open source communities to help enable and pursue innovation and development



# Ansible Automation Platform Subscriptions

**Ansible is subscribed based on the number of *nodes*.**

We have Standard and Premium subscriptions, the difference is 8X5 support (Standard) vs 24x7 support (Premium).

A “node” is defined as something specified in an inventory file - which translates to “a thing Ansible automates.” Subscriptions are for 100, 5000, and 10,000 nodes.



# Thank you!



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