

Red Hat Sales Enablement for Fun and Profit

Laine Vyvyan
Channel SA, North Central





Hi! I'm Laine Vyvyan.

- I'm a Channel Solutions Architect at Red Hat. I cover all of the Great Lakes states.
- I live in Lansing, MI.
- My favorite color is *glitter*.

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AGENDA

Red Hat and Our Development Model
 questions

Product Portfolio Overview

questions


Ansible

OpenShift
 questions

Note: all of the product info is up to date as of the Summit announcements from two weeks ago!

Red Hat and Our Development Model

The world's leading provider of open source enterprise IT solutions

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

~13,815
EMPLOYEES

105+ OFFICES 40+ COUNTRIES

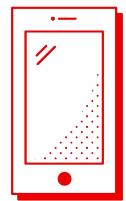
THE FIRST
\$3
BILLION
OPEN
SOURCE
COMPANY
IN THE WORLD

Tried. Tested. Trusted.



100%

of U.S. airlines
rely on Red Hat



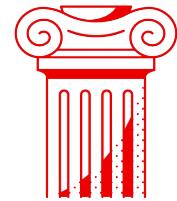
100%

of U.S.
communication
service providers
rely on Red Hat



100%

of U.S. commercial
banks rely on Red
Hat



100%

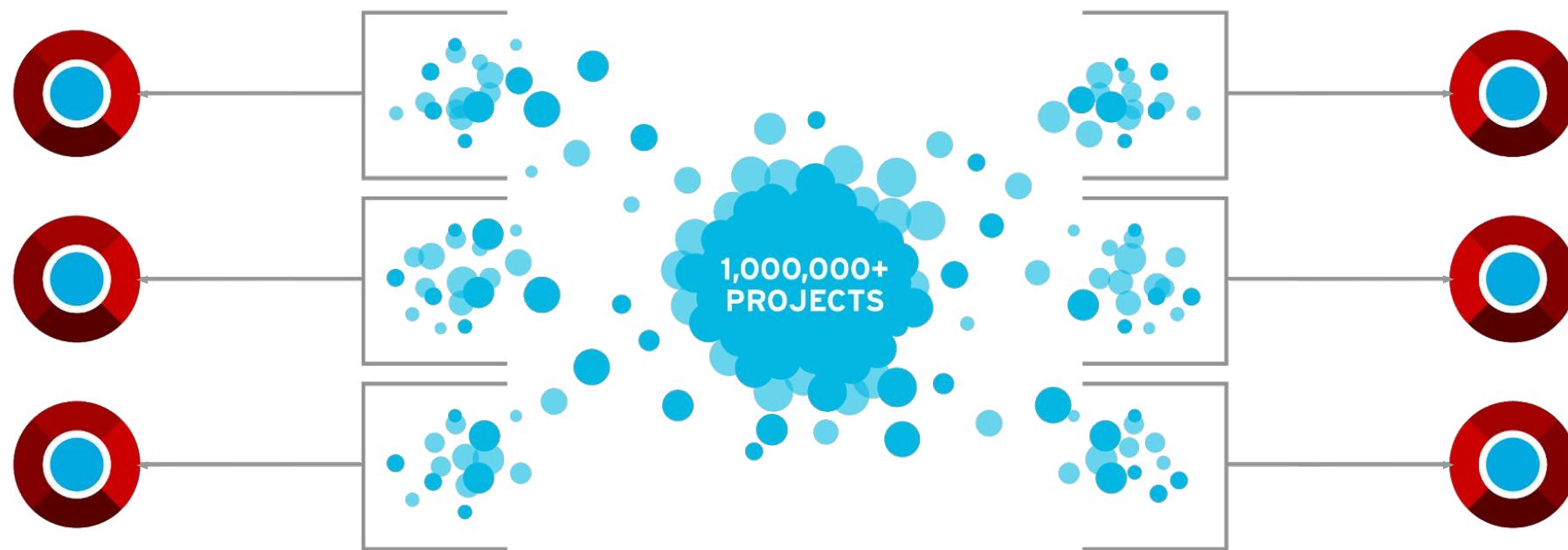
of U.S. executive
departments rely on
Red Hat



100%

of U.S. healthcare
companies rely on
Red Hat

THE RED HAT PRODUCT DEVELOPMENT MODEL: FROM OPEN SOURCE TO ENTERPRISE



THE OPEN SOURCE COMMUNITY AND DEVELOPMENT MODEL BRING:

Brilliant innovation

Rapid iteration

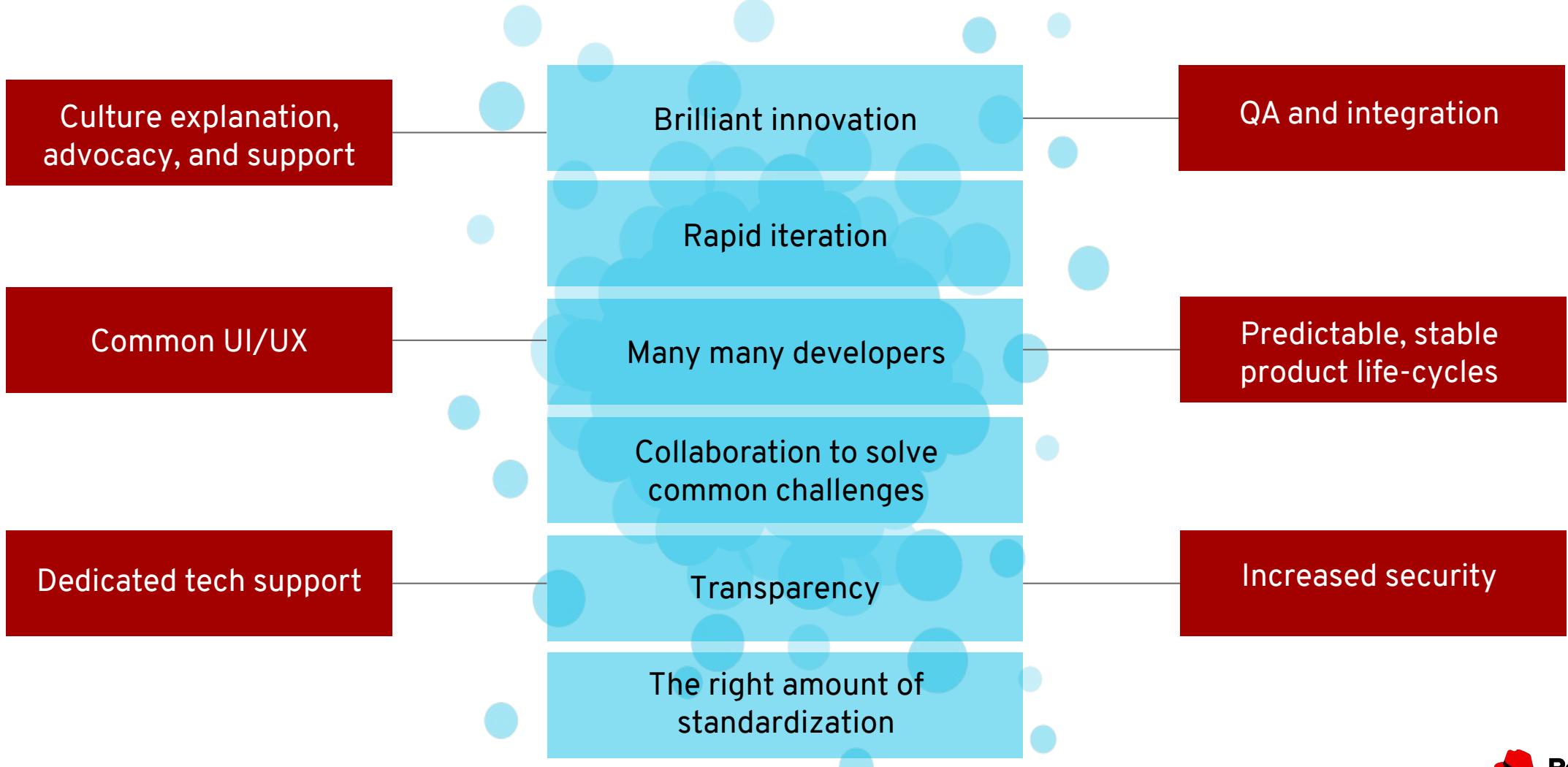
Many many developers

Collaboration to solve
common challenges

Transparency

The right amount of
standardization

...AND RED HAT BRINGS:



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

Product Portfolio Overview

		Services			
		Red Hat Training	Red Hat Consulting	Red Hat Certification	
Security					
Developer tools		Applications & business processes			
		Middleware & application services			
		Red Hat Runtimes	Red Hat Integration	Red Hat Process Automation	Automation & management
		Container platforms			
				Red Hat OpenShift Container Platform	
		Infrastructure software			
		Red Hat Enterprise Linux	Red Hat Enterprise Linux CoreOS	Red Hat Enterprise Linux Atomic Host	Red Hat OpenStack Platform
		Red Hat Gluster Storage	Red Hat Ceph Storage	Red Hat Certificate System	Red Hat Directory Server
				Red Hat Cloud Infrastructure	
				Red Hat Cloud Suite	
		Physical hardware & cloud infrastructure			

Customer challenges



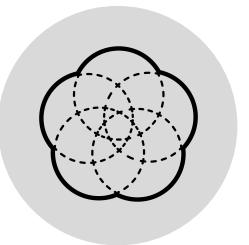
IT optimization
**Transform your
existing IT
infrastructure**



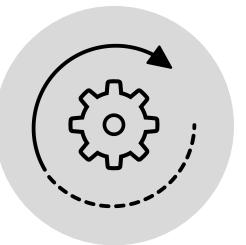
Hybrid cloud infrastructure
Improve & accelerate
IT service delivery



Cloud-native development
Build innovative
applications faster

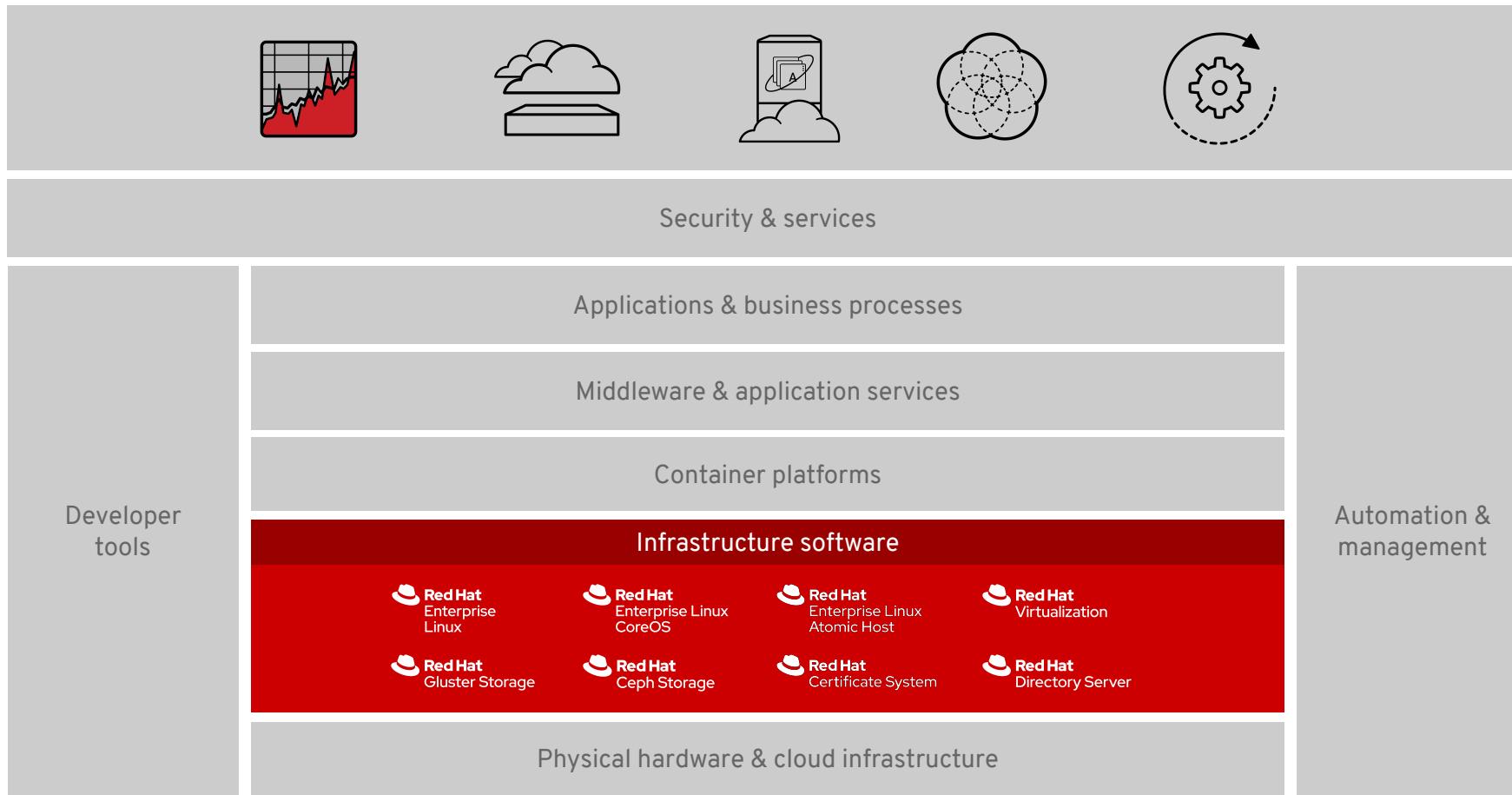


Agile integration
Integrate your
applications & services



Automation
Automate infrastructure &
applications

Transform your existing IT infrastructure



RH0075-02

Customer challenges



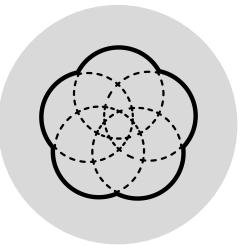
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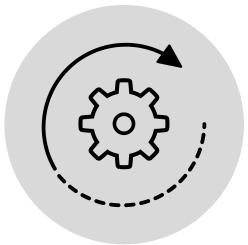
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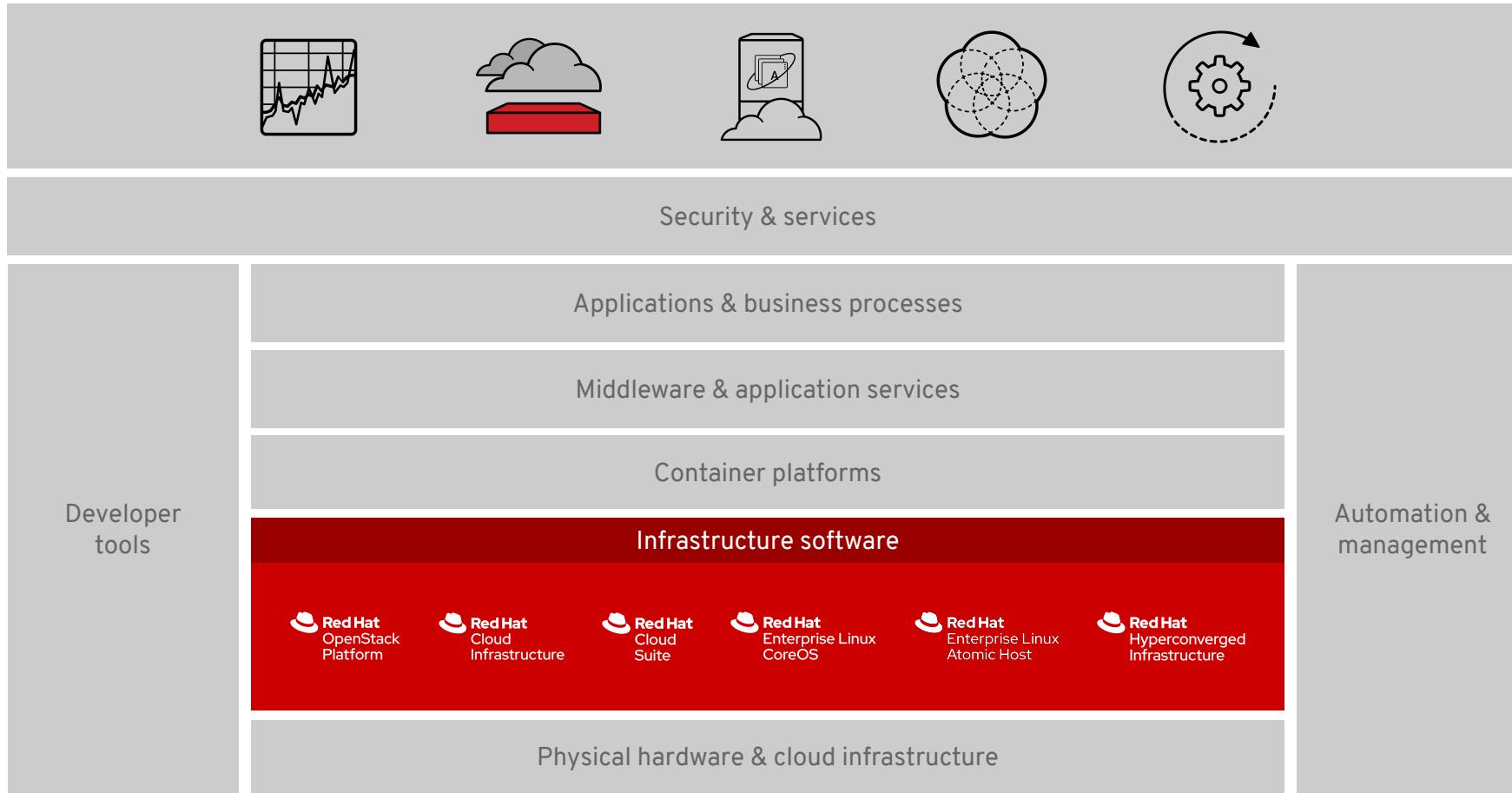


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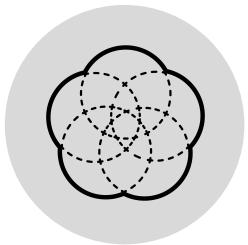
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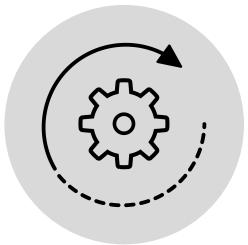
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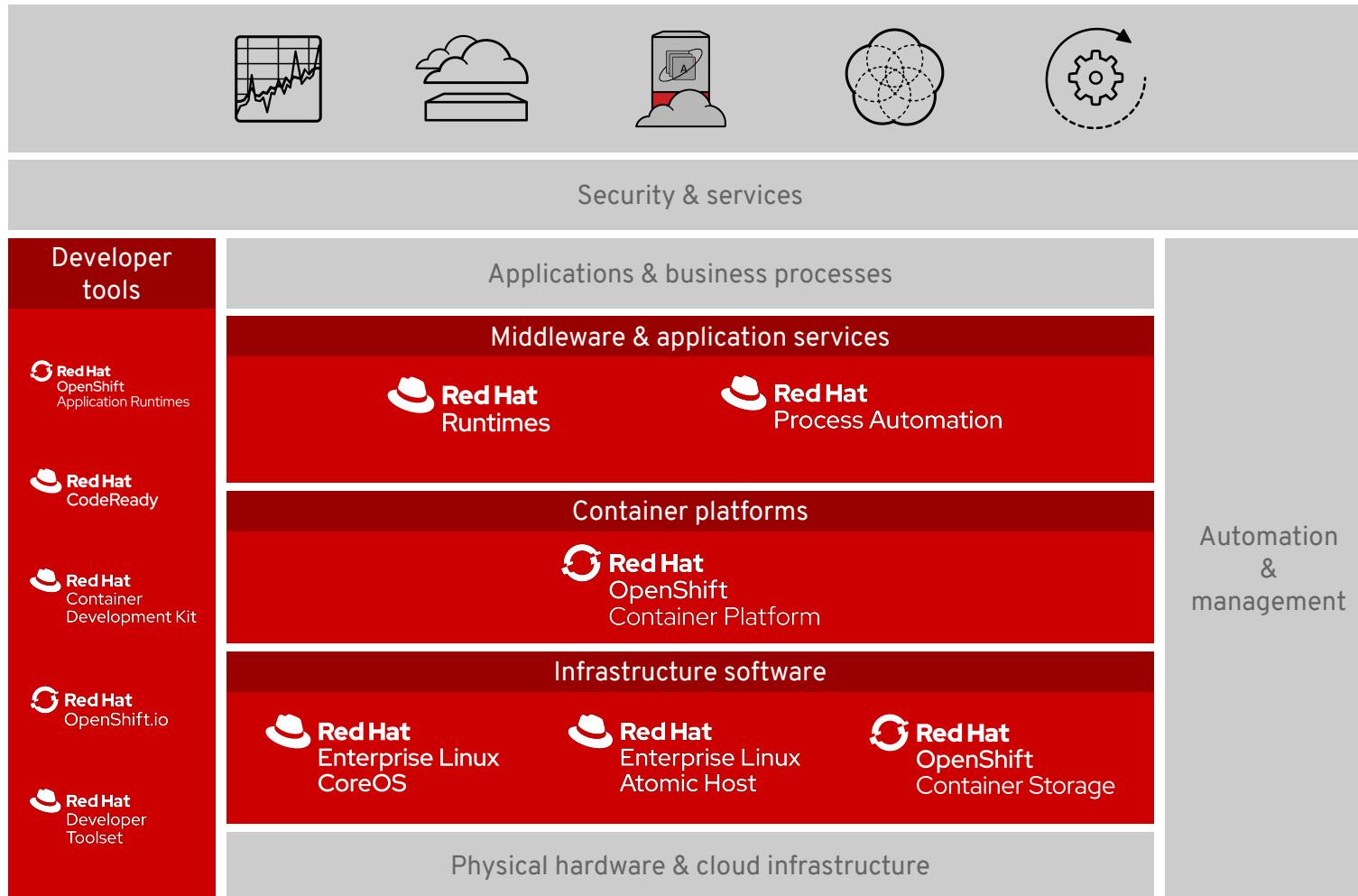


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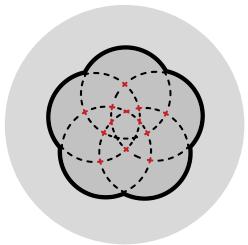
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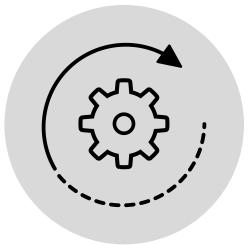
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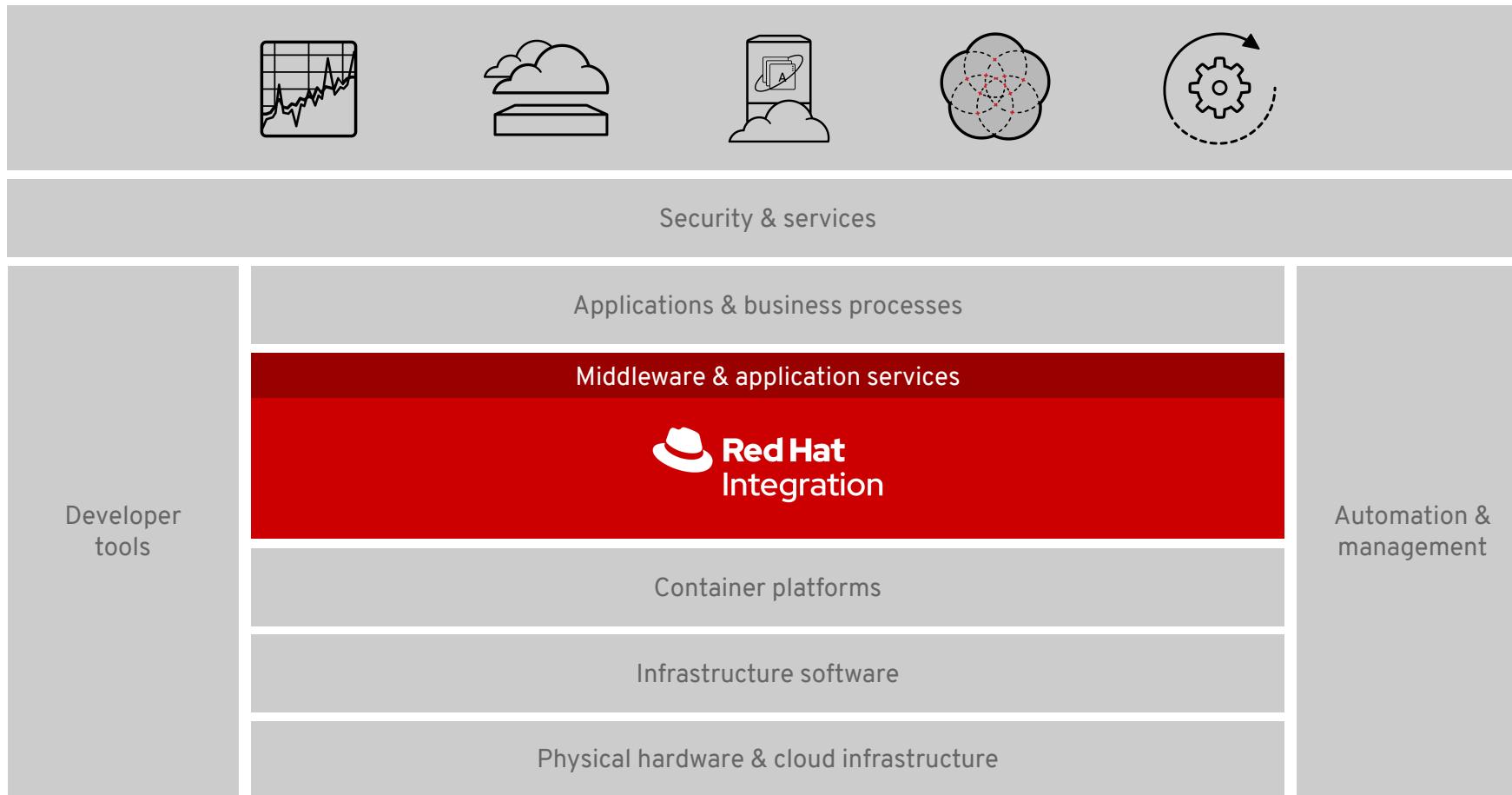


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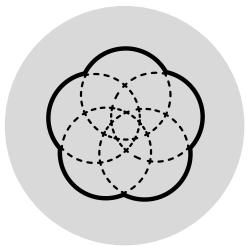
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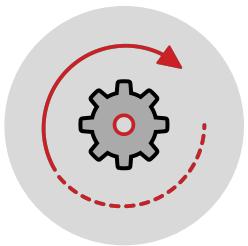
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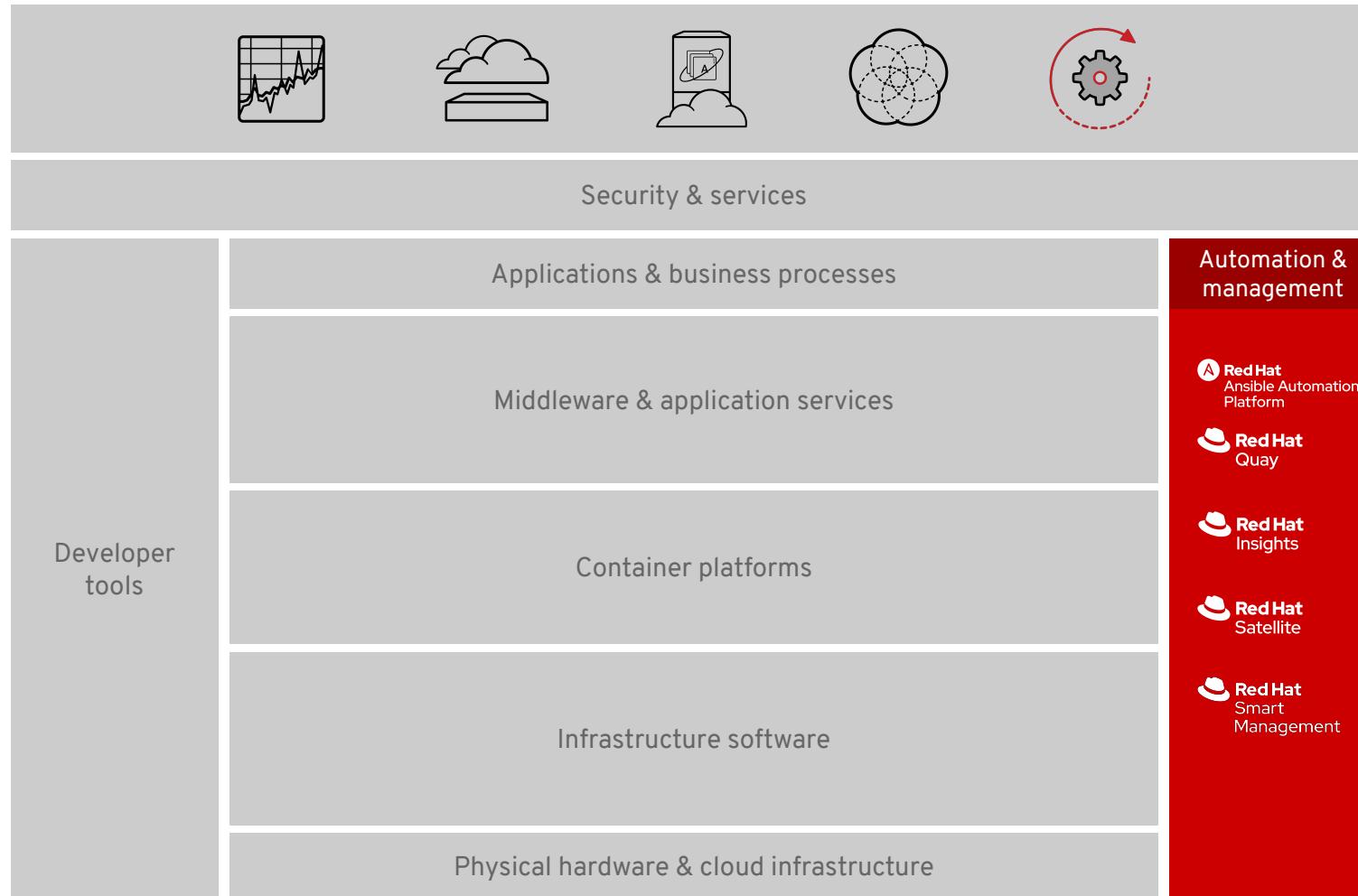


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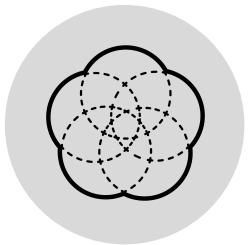
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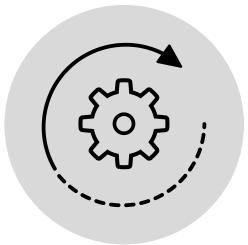
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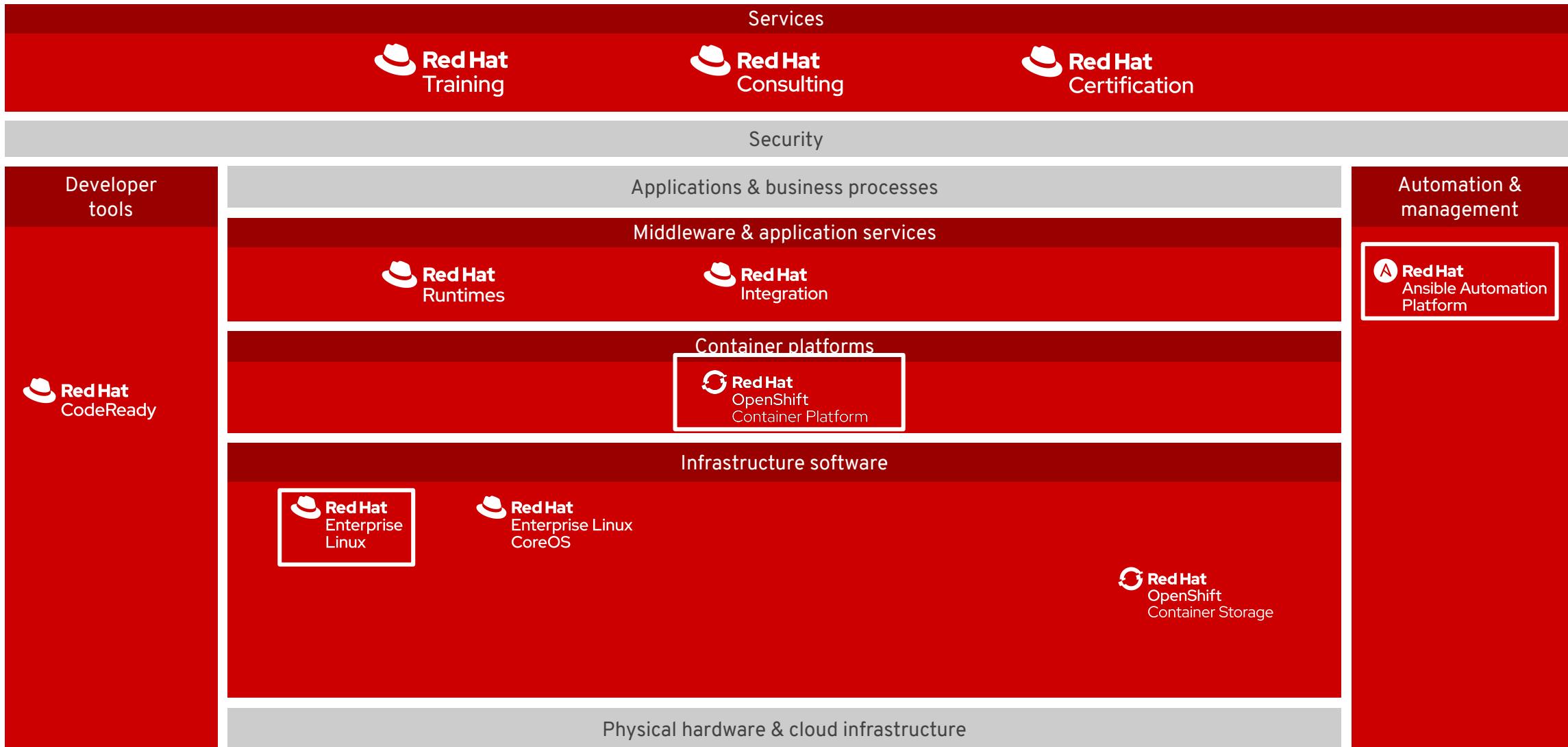


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Red Hat Ansible Automation Platform

Red Hat Ansible Automation Platform

Combining the universal automation language with cloud services and certified content for automating, deploying and operating applications, infrastructure and services securely at enterprise scale.



ANSIBLE AUTOMATION

Providing scalable, secure implementation for describing, building and managing the deployment of enterprise IT applications across diverse **ENTERPRISE** architectures.

Tower, Runner, Engine, Receptor



CLOUD SERVICES

Cloud services that facilitate team **COLLABORATION** and provide operational analytics for automating heterogeneous, hybrid environments.

Automation Hub, Analytics, Catalog



CERTIFIED CONTENT

Extends native platform capabilities with certified, supported **CONTENT** designed to expand the automation domain and accelerate adoption for enterprise customers.

Network, Security, Cloud, Windows, Linux

The Red Hat Ansible Automation Platform

Ansible Automation

Ansible technologies combined into a product delivered to customers

Ansible Cloud Services

Ansible hosted platform services provided via cloud.redhat.com

Ansible Content

Ansible Technology Use Cases Delivered via Automation Hub

Powered by Ansible - The Universal Automation Language fuelled by the Open Source Community



Why Ansible?



Simple

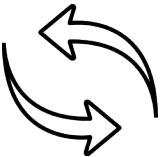
Human readable automation

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

What can I do using Ansible?

Automate the deployment and management of your entire IT footprint.

Do this...

Orchestration

Configuration Management

Application Deployment

Provisioning

Continuous Delivery

Security and Compliance

On these...

Firewalls

Load Balancers

Applications

Containers

Clouds

Servers

Infrastructure

Storage

Network Devices

And more...

Red Hat OpenShift

What is a container?

A container is an application, the application's dependencies/libraries/other binaries, and the configuration files that the application needs to run, all bundled into **one portable unit**.



Why Containers?

INFRASTRUCTURE

APPLICATIONS



- Application processes on a shared kernel
- Simpler, lighter, and denser than VMs
- **Portable** across different environments
- Dynamic **scalability** on demand
- Package apps with all dependencies
- Deploy to any environment in **seconds**
- Cloud-native application development
- **Flexibility** with language & runtime

What is Kubernetes?

Kubernetes is open source container orchestration
- it automates *deployment, scaling, and management* of containers.



Red Hat OpenShift is a Kubernetes-based,
enterprise-ready platform for running containerized
applications.

Advanced Cluster Management

Multi-cluster Management

Discovery : Policy : Compliance : Configuration : Workloads

OpenShift Container Platform

Manage Workloads

Platform Services

Service Mesh : Serverless
Builds : CI/CD Pipelines
Full Stack Logging
Chargeback

Build Cloud-Native Apps

Application Services

Databases : Languages
Runtimes : Integration
Business Automation
100+ ISV Services

Developer Productivity

Developer Services

Developer CLI : VS Code extensions : IDE Plugins
Code Ready Workspaces
CodeReady Containers

OpenShift Kubernetes Engine

Cluster Services

Automated Ops : Over-The-Air Updates : Monitoring : Registry : Networking : Router : KubeVirt : OLM : Helm

Kubernetes

Red Hat Enterprise Linux & RHEL CoreOS



Physical



Virtual



Private cloud

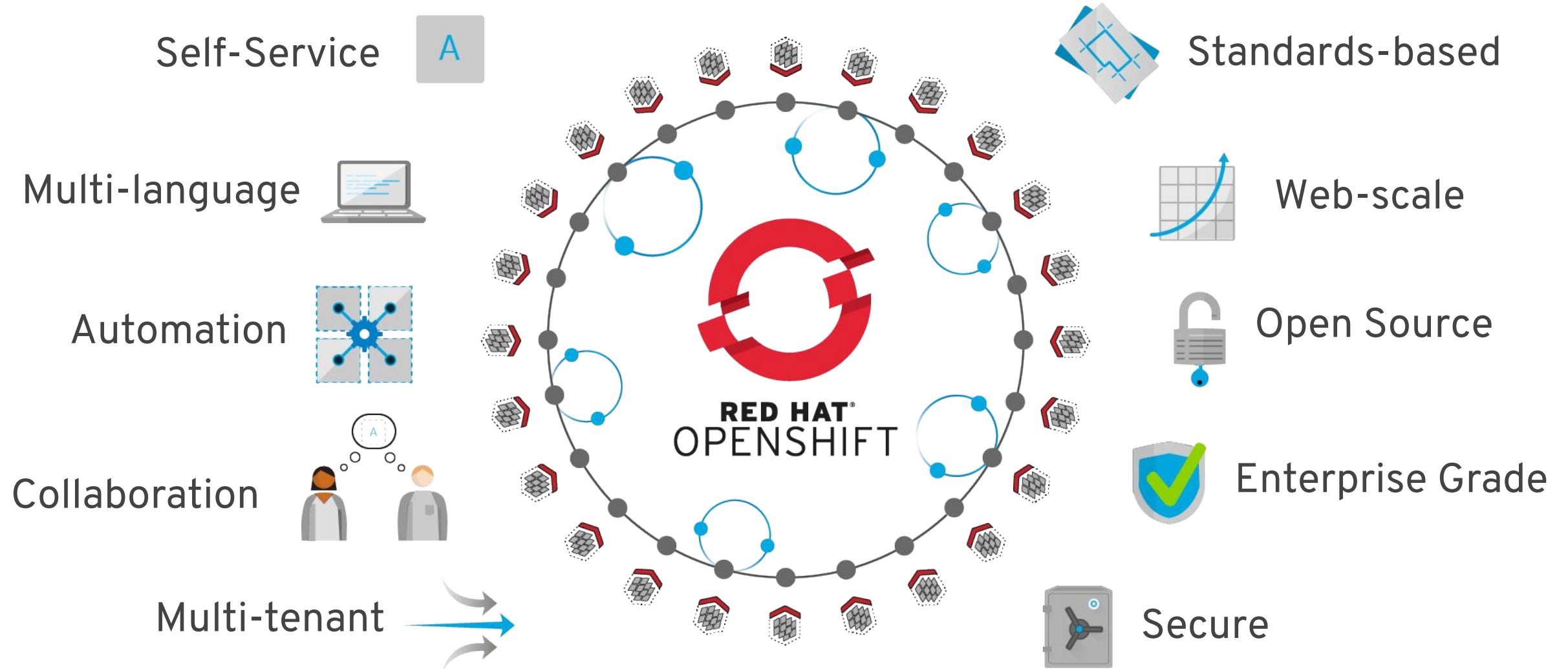


Public cloud



Managed cloud

(Azure, AWS, IBM, Red Hat)



OpenShift Roadmap

Q2 2020 OpenShift 4.4		H2 2020 OpenShift 4.5/4.6		2021 OpenShift 4.7+	
HOSTED	PLATFORM	HOSTED	PLATFORM	HOSTED	PLATFORM
HOSTED	PLATFORM	HOSTED	APP	HOSTED	APP
<ul style="list-style-type: none">• OpenShift Serverless (Knative) GA• Guided application creation• OpenShift Pipelines (Tekton) TP• OpenShift Builds (v2) DP• Jenkins Operator DP• Helm 3 GA	<ul style="list-style-type: none">• Improved Dev Console for monitoring• Helm Charts in Developer Catalog	<ul style="list-style-type: none">• OpenShift Serverless Eventing GA• OpenShift Pipelines (Tekton) GA• OpenShift Builds (v2) TP• Jenkins Operator TP• Simplify Operator Lifecycle interactions• Build Operator catalogs in container images• Helm workflows in Console• Monitor application workloads	<ul style="list-style-type: none">• VMware vSphere (IPI), RHV (UPI)• AWS & Azure custom regions & endpoints• Node Terminal Access in the Console• Log forwarding GA• OVN GA, OVN Egress Firewall/Router/IP• Edge: 3-node clusters, remote workers• Compliance Operator• IPv6 (single/dual stack on control plane)• HTTP/2 and gRPC Support for Router• RHCOS installer, static networking UX• Graceful shutdown and recovery procedure• Logging: Elasticsearch v6• AWS Spot instance support & IAM Identity• Windows Containers	<ul style="list-style-type: none">• OpenShift Builds (v2) GA• Jenkins Operator GA• Improvements to GitOps experience• Improvements to Operator management• Hybrid Operators with Operator-SDK	<ul style="list-style-type: none">• Microsoft Hyper-V (UPI)• Single node cluster• Enable user namespaces• Utilize cgroups v2• Keycloak/External IdP integration• Priority and Fairness for APIserver• Azure Hub and HCI plus other public clouds• Network Enhancements derived from OVN
<ul style="list-style-type: none">• OSD SOC2 Type 1 Certification• OSD on GCP• OSD private clusters• Cost management GA	<ul style="list-style-type: none">• Multi-cluster summary dashboards• Centralized cluster updates• OpenShift for IBM Power• RHV (IPI), RHOSP (UPI), Azure (UPI)• Native Metric Dashboards in the Console• Descheduler (TP)• HA Proxy 2.0• SCTP support• CSI snapshot/restore (TP)• DNS Forwarding• Cluster etcd managed by Operator• Automated image pruning	<ul style="list-style-type: none">• OSD SOC & ISO Certifications• OSD RWX storage• OSD log forwarding		<ul style="list-style-type: none">• OSD enhanced consumption billing	

More Questions?

Red Hat is the world's leading provider of enterprise open source software solutions. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500.



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