

## RED HAT IBM ALLIANCE TECHNICAL UPDATE FOR NORTH AMERICA

JULY 2022

---

### NEWSLETTER PURPOSE

At Red Hat, a team of Solutions Architects are dedicated to supporting IBM technical sales activities. Our goal is to enable both IBM and Red Hat technical sellers to do what they do best and give them a point of contact for addressing common needs.

We thought a good way to establish partnership is via a regular newsletter (this one!) which we intend to send out twice a quarter.

Along with the newsletter we will be offering regular webinars, tech-talks and demos, based on the interests of our audience, which is you. So, please let us know your interests via this [form](#). The latest webinar recording from June 30th is now available. See below for the recording link.

The Red Hat IBM Alliance Team can be reached via this Google Request Form available at <https://red.ht/help4IBM>. Please bookmark this link for future reference.

**\*\*\*Note: The Red Hat IBM Alliance Team email address: [synergyoffice-na@redhat.com](mailto:synergyoffice-na@redhat.com) has been decommissioned. Do not use this email address to request for Red Hat Synergy Team assistance.\*\*\***

---

## Red Hat IBM Alliance - Tech Talk



**Webinar Topic:** Red Hat OpenShift vs. Competitors

**Date & Time:** June 30th at 1 PM ET / 10 AM PT (*Recording link below*)

**Presenters:** Jonathan Gershater

**Who should attend:** Account Executives, Technical Sellers, Solution

Architects and anyone interested in this topic.

**What you will learn:**

- Red Hat OpenShift versus Competitors D-I-Y VMware Tanzu SUSE Rancher Microsoft Azure AKS / Amazon AWS EKS / Google GKE&Anthos
- Latest competitive information
- Selling the value of OpenShift

**Watch Now**

---

## RED HAT PRODUCT UPDATE & INDUSTRY NEWS

### **Ansible Automation Platform 2 – Migration Resources & Tools**

Ansible Automation Platform 2 is built around re-imagined architecture that delivers the container-native experience customers need to automate at hybrid cloud scale that now also include additional [performance improvements](#). This next generation platform also adds significant automation capabilities while expanding more deeply into the application development life cycle. It integrates popular features such as [automation mesh](#) and [automation execution environments](#), along with an entire suite of tools and components that enable developers and operations teams to create, manage, and scale automation across any environment.

#### **Resources:**

[AAP 2 Homepage](#) in the Customer Portal. This Knowledgebase article continues to be the main landing page for onboarding and migration focused content for customers, and will be updated often as new resources and information are developed.

#### **Reference Architectures in the Customer Portal:**

- [Migration Reference Architecture](#)
- [Deployment Reference Architecture](#)
- [Ansible Automation Platform Upgrade Assistant](#) tool in the Customer Portal.

#### **Checklists:**

- [5 reasons to migrate to Ansible Automation Platform 2](#)
- [5 ways to preparing to migrate to Ansible Automation Platform 2](#)

#### **Posts on the Ansible Blog:**

- [AAP 2 Migration strategy](#) considerations
- [Migrating Python virtual environments to execution environments](#)

## **Red Hat's The State of Enterprise Open Source report: Highlights from the financial services industry**

<https://www.redhat.com/en/blog/red-hats-state-enterprise-open-source-report-highlights-financial-services-industry>

Red Hat's fourth annual [The State of Enterprise Open Source](#) report highlights how organizations have adapted to new ways of operating — whether due to external forces or proactive choices — and are selecting methods that provide better competitive advantage. When queried about the top uses of enterprise open source, financial services IT leaders cited the following top four reasons, with digital transformation efforts leading the way at 54%. Rather than solely replacing proprietary software and replacing it with open source implementations, newer usage categories are also present, including application integration and development, each at 49%

## **5G edge and security deployment evolution, trends and insights**

<https://www.redhat.com/en/blog/5g-edge-and-security-deployment-evolution-trends-and-insights>

In this post:

Learn about some of the factors that are driving 5G edge deployments

Learn about some of the key security concerns for 5G networks

Read about the barriers to an effective 5G security strategy

## **Futurum: A deep dive on edge and topologies**

<https://redhat-partner.highspot.com/items/625081c09181e2c608dad61f#2>

The need for the correct edge computing configuration for each edge site location — that correct specialized topology — is one of the many challenges in creating and maintaining edge computing environments across an enterprise. But within that challenge, organizations face a myriad of others.

---

## **RED HAT AND IBM JOINT CUSTOMER WINS**

### **Telefónica Tech: SDxCentral - IBM, Red Hat expand Telefónica's cloud push**

Telefónica Tech signed a deal with IBM and Red Hat to integrate Red Hat OpenShift into a new cloud service marketed at enterprises across Telefónica's footprint in Europe and Latin America. The integration will be marketed as the Telefónica Red Hat OpenShift Service

(TROS), which will tap into the use of containers to help organizations modernize their cloud applications and drive their digital transformation. It will allow those organizations to migrate applications to hybrid cloud or multi-cloud environments using either private or public clouds from hyperscalers like Amazon Web Services (AWS), Microsoft Azure, or Google Cloud Platform (GCP). IBM is providing its Cloud Pak containerized software products, Spectrum Fusion storage, Power hardware, and professional services to the offering.

Various articles below about this joint collaboration:

[Telefónica Tech launches 'Telefónica Red Hat OpenShift Service' with Red Hat and IBM to drive customers' transformation to the cloud](#)

[IBM, Red Hat Expand Telefónica's Cloud Push](#)

[Telefónica evolves Cloud Garden to become Red Hat OpenShift Service platform](#)

[Telefónica Tech launches 'Telefónica Red Hat OpenShift Service' with Red Hat and IBM](#)

---

## RED HAT ANNOUNCEMENTS

### Red Hat Enterprise Linux 9.0 Released

[Press Release](#)

Highlights:

- The world's leading enterprise Linux platform pairs hardened, trusted code with cloud-based services, powering traditional and next-generation production workloads
- Designed for edge and multicloud computing, Red Hat Enterprise Linux 9 drives consistent, manageable innovation everywhere it runs, from datacenter to cloud to edge
- Red Hat Enterprise Linux remains an economic driver, with the overall Red Hat Enterprise Linux footprint forecast to touch more than \$13 trillion of the global economy in 2022

### Red Hat Partners Deliver Hybrid Cloud Innovation From the Datacenter to the Edge on Red Hat Enterprise Linux [Article](#)

The industry's largest commercial open source ecosystem brings certified expertise and support for nearly every enterprise use case to Red Hat Enterprise Linux 9

---

## RED HAT PARTNER RESOURCES

**Check out the new and improved Red Hat Partner Training Portal**

## (previously OPEN)

Besides free training the benefits we offer partners through the Red Hat Partner Training Portal is access to [Joint Solutions channels](#) — channels containing resources on joint technology solutions with Red Hat alliance partners — and [Partner OneStops](#), which are the go-to source to locate all relevant information on featured Red Hat products.

[Get Trained for free](#)

As a Red Hat partner, you have access to free sales and technical training. See [How to join an existing partner](#) for instructions on how to register for, and gain access to, the OPEN training.

And then access the [Partner Training catalog](#).

## Red Hat Partner Content Hub

Access [Red Hat Partner Content Hub](#) for the latest technical, competitive and sales enablement content for Red Hat products. New partner content added daily. See [what's new in the last 7 days](#).

## Red Hat Product Demo System (RHPDS)

Access [Red Hat Product Demo System](#)

---

## RED HAT PARTNERS PODCAST

Find the podcast home page here: [LINK](#)

Recent podcasts in this series:

[Episode 131 - June 23, 2022](#)

Getting Ready For The Next Log4Shell Vulnerability

[Episode 130 - June 21, 2022](#)

How Spotify ships developer happiness through Backstage

[Episode 129 - June 14, 2022](#)

Red Hat X Tech Talk: LINBIT SDS and OpenShift

[Episode 128 - June 7, 2022](#)

[Episode 127 - May 24, 2022](#)

Why World Renown Brands turn to Akka for Building their Most Business-Critical Apps

[Episode 126 - May 17, 2022](#)

Demanding Answers from Production Systems

[Episode 125 - May 10, 2022](#)

Tech Talk Tuesday with Aronetics: How to Retain and Control your Security System

---

## LATEST OPEN SOURCE ARTICLES & BLOGS

[Hot off the presses: Red Hat Enterprise Linux 9](#)

[Customer success stories: Red Hat helps scale automation efforts, 2022 Red Hat Innovation Awards, and more](#)

[What's new in Red Hat Enterprise Linux 9 for edge computing](#)

[Using convert2rhel with Red Hat Satellite: walking through a migration](#)

[Why Red Hat is joining the Open Programmable Infrastructure Project](#)

[Deploy enterprise applications on Red Hat Enterprise Linux in Microsoft Azure](#)

[Post-quantum cryptography, an introduction](#)

[Save time and money with Red Hat Insights Compliance reporting](#)

...and more.

Find articles at [opensource.com](#) and [Hybrid Cloud Blog](#) and [Hybrid Cloud Resources](#)

### Red Hat OpenShift Database Access (RHODA) Integration with Jupyter Notebook

<https://cloud.redhat.com/blog/red-hat-openshift-database-access-rhoda-integration-with-jupyter-notebook>

Integrating Jupyter notebooks with OpenShift cloud services allows data scientists to get started quickly, without having to understand or manage any of the OpenShift infrastructure details.

### OpenShift Virtualization: Why Bring Your Virtual Machines to Kubernetes?

<https://cloud.redhat.com/blog/openshift-virtualization-why-bring-your-virtual-machines-to-kubernetes>

This blog is an update to [this earlier guide](#).

Open hybrid cloud is Red Hat's recommended strategy for architecting, developing, and operating a hybrid mix of applications, delivering a truly flexible cloud experience with the

speed, stability, and scale required for digital business transformation. Hybrid done right is not just for new projects or for your future requirements. It should allow you to meet your current challenges and opportunities head-on, while positioning you for the future.

### **How to Deploy RHCS Using Minimum Hardware and Making it Work for Multiple OCP Clusters via ODF**

<https://cloud.redhat.com/blog/how-to-deploy-rhcs-using-minimum-hardware-and-making-it-work-for-multiple-ocp-clusters-via-odf>

This blog highlights how using Red Hat Ceph Storage (RHCS) in External Mode and OpenShift Data Foundation (ODF) together can achieve the desired flexibility for our storage needs. We will demonstrate this by deploying multiple OpenShift clusters and Red Hat Ceph Storage (RHCS) on top of 3 physical distinct servers with available NVMe drives.

### **A Guide to Going From Zero to OpenShift Cluster with GitOps**

<https://cloud.redhat.com/blog/a-guide-to-going-from-zero-to-openshift-cluster-with-gitops>

... many cluster admins have been asking how to reduce the steps required for this purpose and go from no cluster to an OpenShift cluster that is installed and brought up to a baseline configuration with apps deployed on top in accordance to the declared configuration in a Git repository. In this blog post, we will be examining this subject and explore two ways that an admin can go from zero to a baseline OpenShift cluster using the GitOps workflow.

### **How to Build Ansible Execution Environments with OpenShift Pipelines**

<https://cloud.redhat.com/blog/how-to-build-ansible-execution-environments-with-openshift-pipelines>

In this article we are going to explain how to build [Ansible automation execution environments \(EEs\)](#) automatically, based on different practices such as [everything as code](#) and [continuous integration](#) on top of OpenShift.

Join us: [Red Hat Blog](#)

---

## **RED HAT LIVE STREAMING, OPEN DEMOS, EVENTS AND MORE**

Red Hat is always on with **Live Streaming**. Checkout what is streaming today at

<https://red.ht/livestreaming>

Visit **Red Hat Open Demos** for upcoming demos on your favorite topics and attend the virtual online session. <https://redhatdemos.com/>

Visit <https://www.redhat.com/events> to sign up for **Red Hat hosted events** in your city, online

or on-demand.

Visit **Red Hat Twitch.tv** for deep dive topics and presentations from OpenShift experts at

<https://www.twitch.tv/redhatopenshift>

---

## RED HAT E-BOOKS

[Getting GitOps: A practical platform with OpenShift, Argo CD, and Tekton](#)

[Red Hat Universal Base Images](#)

[\(UBI\)OpenShift for Developers, Second Edition](#)

Join the Red Hat Developer Community for free [Red Hat e-books](#).

---

## RED HAT: PARTNER SOCIAL MEDIA CHANNELS

You can follow and keep up with the latest news we share with Red Hat partners in real time on the Red Hat Partners global social media channels:

LinkedIn: [Red Hat Partners](#)

Twitter: [@RedHatPartners](#)

---

[view web version](#) | [contact our sales team](#)  
[manage your newsletter preferences](#) | [read our privacy policy](#)

"Red Hat" and the "Red Hat logo" are trademarks or registered trademarks of Red Hat, Inc.  
Linux is a registered trademark of Linus Torvalds.

© 2022 Red Hat, Inc. All rights reserved.

100 East Davie Street  
Raleigh, NC 27601  
1-888-RED-HAT1

[Unsubscribe from all Red Hat emails](#)





[Read our privacy policy](#)

[Unsubscribe from future Red Hat partner emails](#)



"Red Hat" and the "Red Hat logo" are trademarks or registered trademarks of Red Hat, Inc.



Linux is a registered trademark of Linus Torvalds.

© 2022 Red Hat, Inc. All rights reserved.

100 East Davie Street

Raleigh, NC 27601