



OPENSTACK DAYS KOREA – JULY 2017

Red Hat OpenStack Platform - Driving Enterprise Adoption of OpenStack

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Red Hat Asia Pacific

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

Red Hat

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

~10,500

EMPLOYEES

S&P
500
COMPANY

85

OFFICES

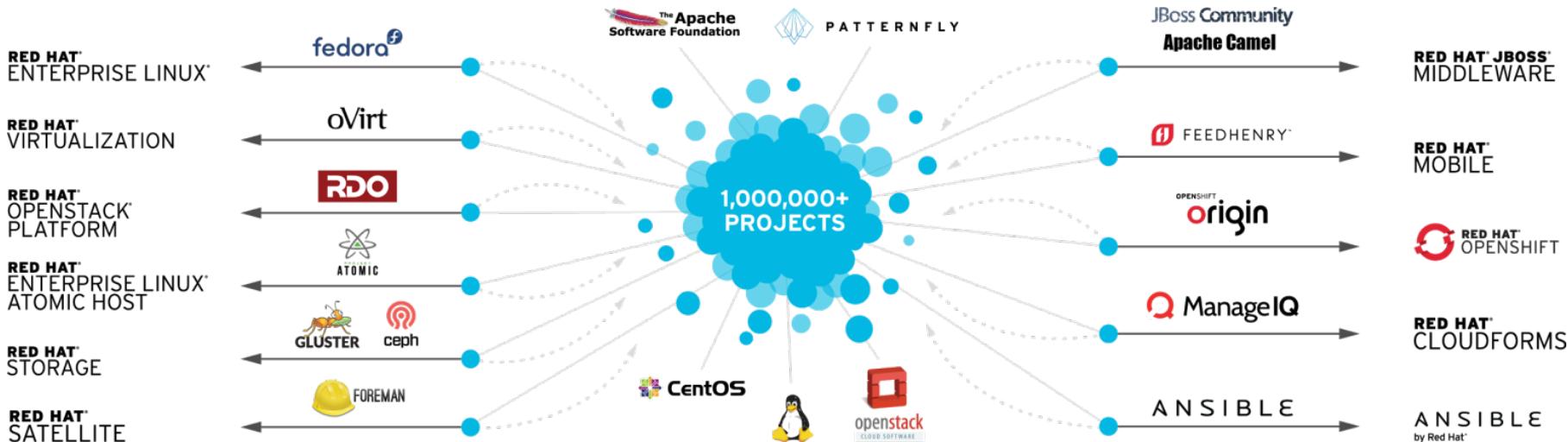
35

COUNTRIES

NYSE
RHT

THE FIRST
\$2
BILLION
OPEN
SOURCE
COMPANY
IN THE WORLD

FROM COMMUNITIES TO ENTERPRISE



SERVICES

RED HAT[®]
OPEN INNOVATION LABS

RED HAT[®]
CONSULTING

RED HAT[®]
TRAINING +
CERTIFICATION

RED HAT[®]
SERVICES

DEVELOPER TOOLS

RED HAT[®] JBOSS[®]
DEVELOPER STUDIO



RED HAT[®]
CONTAINER
DEVELOPMENT KIT

RED HAT[®]
APPLICATION
LIFECYCLE TOOLS

APPLICATIONS AND BUSINESS PROCESSES

MIDDLEWARE AND APPLICATION SERVICES



RED HAT[®] JBOSS[®]
BPM SUITE

RED HAT[®] JBOSS[®]
BRMS

RED HAT[®] JBOSS[®]
FUSE

RED HAT[®] JBOSS[®]
A-MQ

RED HAT[®] JBOSS[®]
DATA GRID

RED HAT[®] JBOSS[®]
DATA VIRTUALIZATION

RED HAT[®] JBOSS[®]
ENTERPRISE
APPLICATION PLATFORM

RED HAT[®]
MOBILE APPLICATION
PLATFORM

CONTAINER PLATFORMS



INFRASTRUCTURE SOFTWARE

RED HAT[®]
ENTERPRISE LINUX[®]

RED HAT[®]
ENTERPRISE LINUX[®]
ATOMIC HOST

RED HAT[®]
STORAGE

RED HAT[®]
OPENSTACK[®]
PLATFORM

RED HAT[®]
VIRTUALIZATION

PHYSICAL AND CLOUD INFRASTRUCTURE

SECURITY & MANAGEMENT

RED HAT[®] REGISTRY

RED HAT[®]
INSIGHTS

ANSIBLE[®]
by Red Hat[®]

RED HAT[®]
SATELLITE

RED HAT[®]
CLOUDFORMS



OPENSTACK SURVEY APRIL 2017

From 78 Countries

1,300 Users took part



74% of Deployments outside of the USA

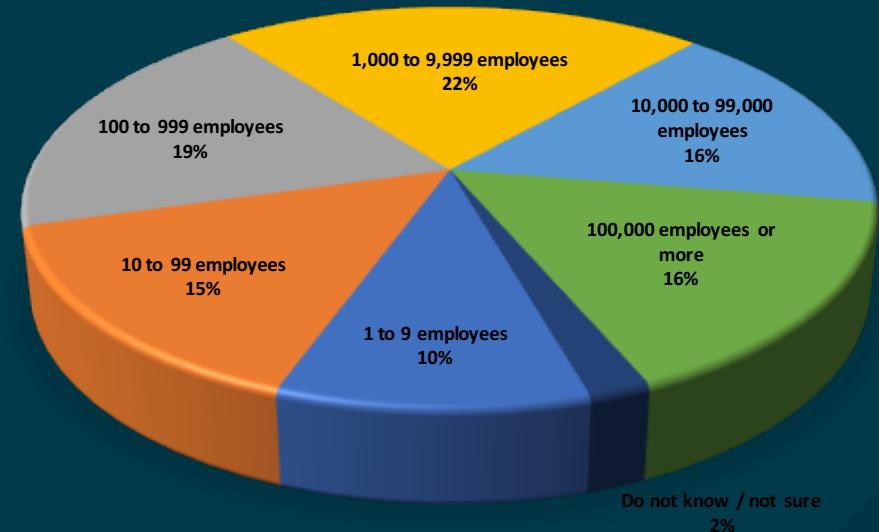
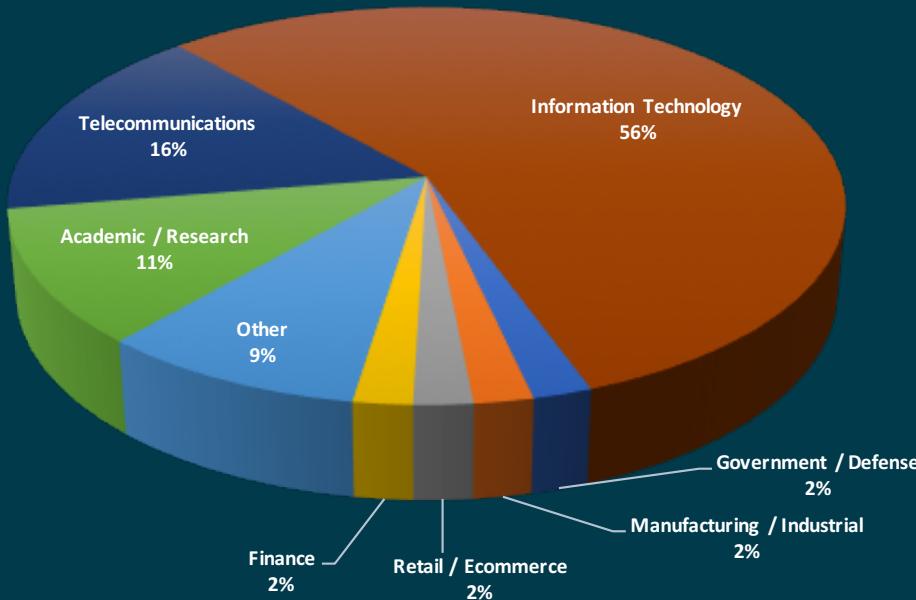
476 Cities across the globe



9th Semi-annual Survey

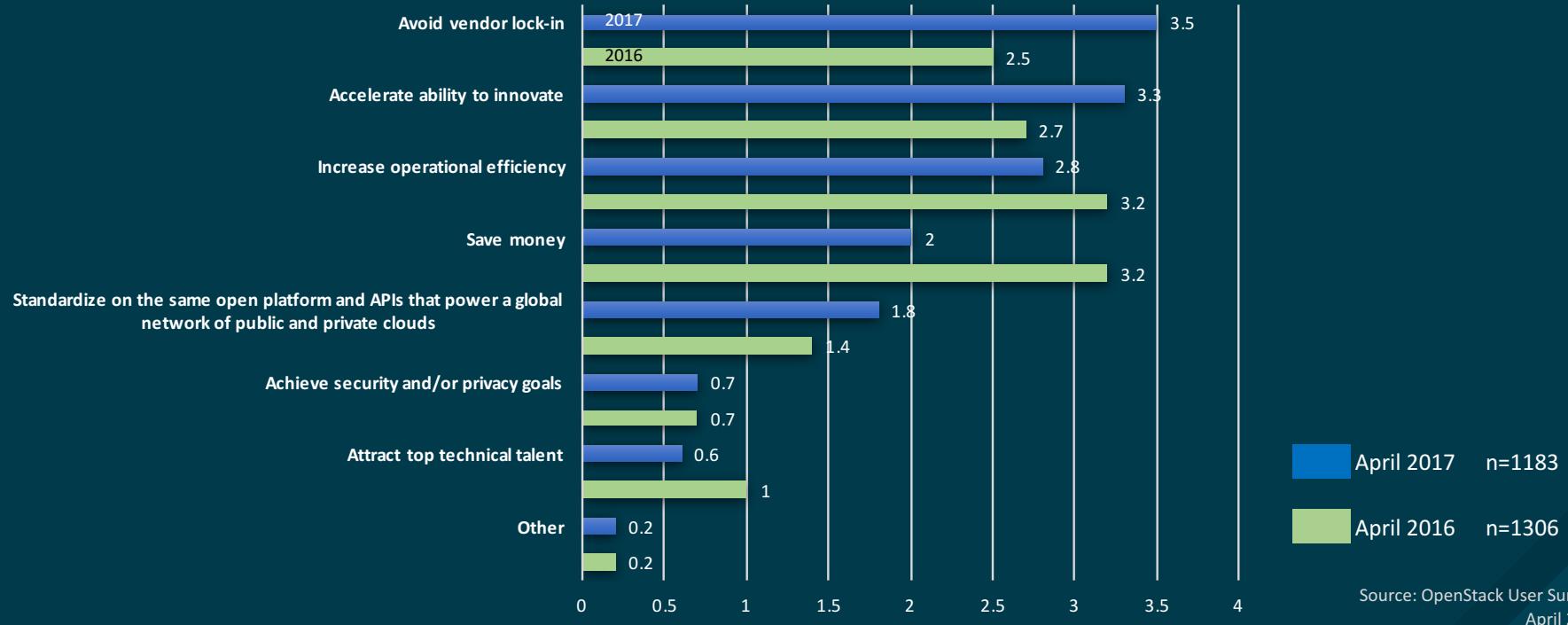
WHICH INDUSTRIES USE OPENSTACK?

And What Size are They?



Source: OpenStack User Survey,
April 2017

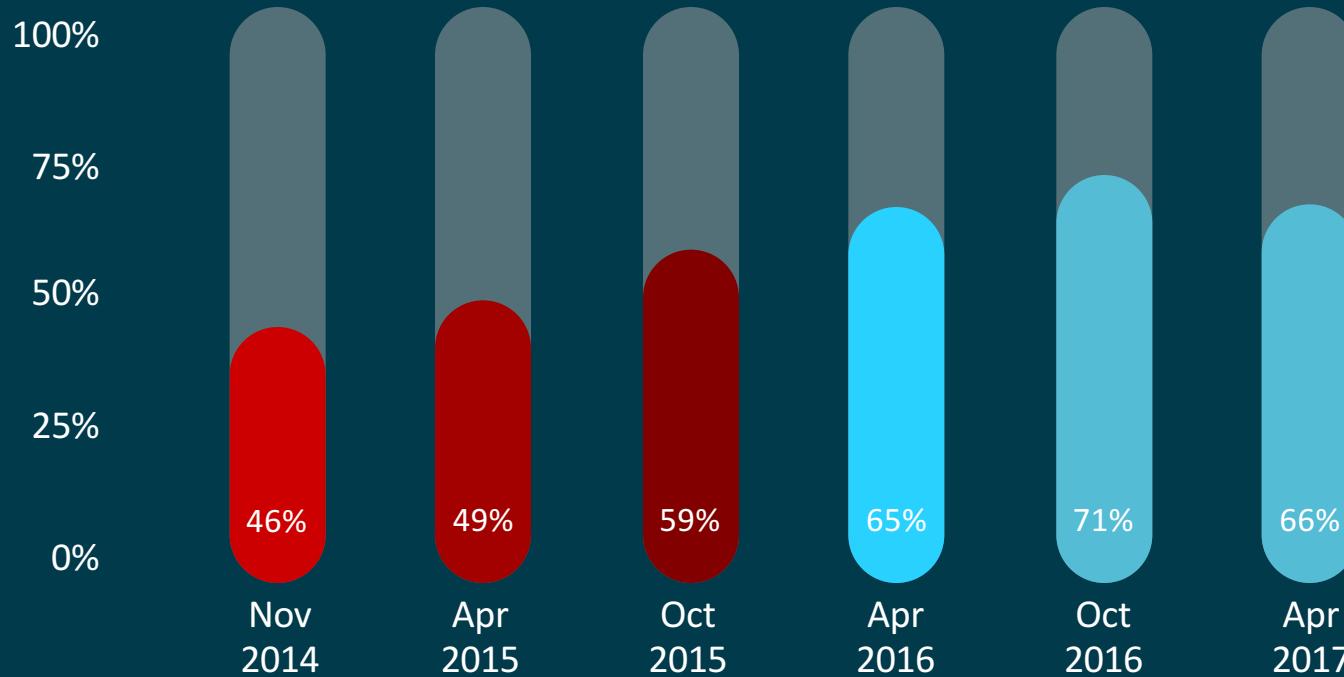
WHY DO ORGANIZATIONS CHOOSE OPENSTACK?



Source: OpenStack User Survey,
April 2017

OPENSTACK MATURING TO PRODUCTION

Two Thirds of Deployments are in Production or Full Operational Use

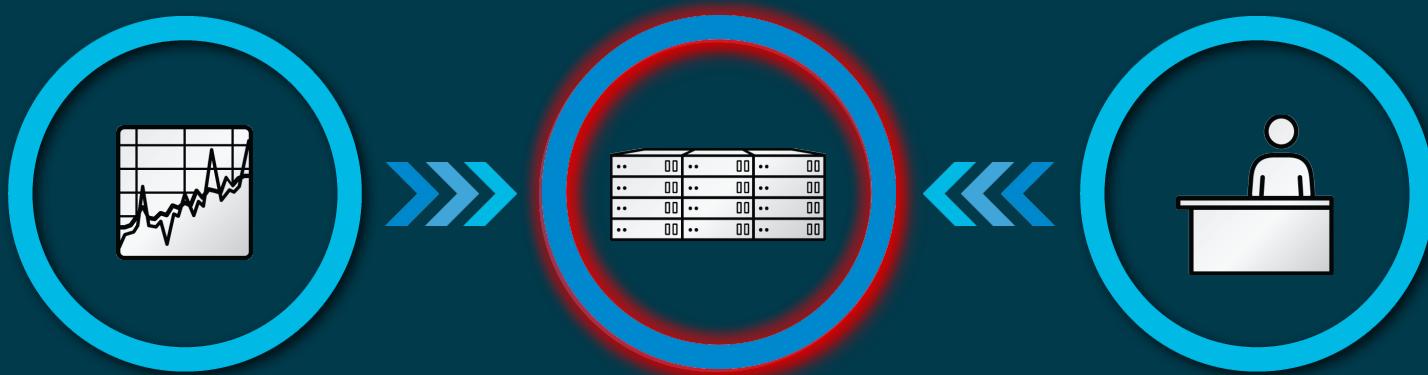


Source: OpenStack User Survey,
April 2017



RED HAT AND OPENSTACK

I.T. OPERATIONS IS BEING CHALLENGED

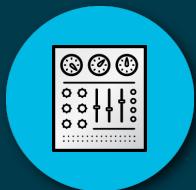


INTERNAL
BUSINESS

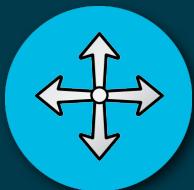
I.T.
OPERATION
CHALLENGES

DEVELOPERS

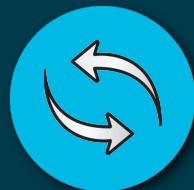
THEY MUST EVOLVE TO A DIGITAL BUSINESS



Streamlined
and automated



Elastic
and scalable



Agile
and responsive



Utility-like



Orchestration
configuration
management



Massive, fault-tolerant
infrastructure

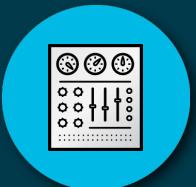


Rapid deployment

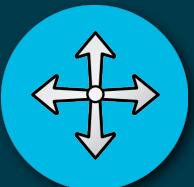


Managed, policy driven
& always on

MODERN APPS & IAAS ENABLE THE DIGITAL BUSINESS



Streamlined
and automated



Elastic
and scalable



Agile
and responsive



Utility-like



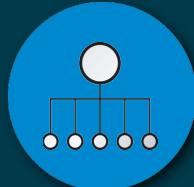
Orchestration



Massive, fault-tolerant
infrastructure



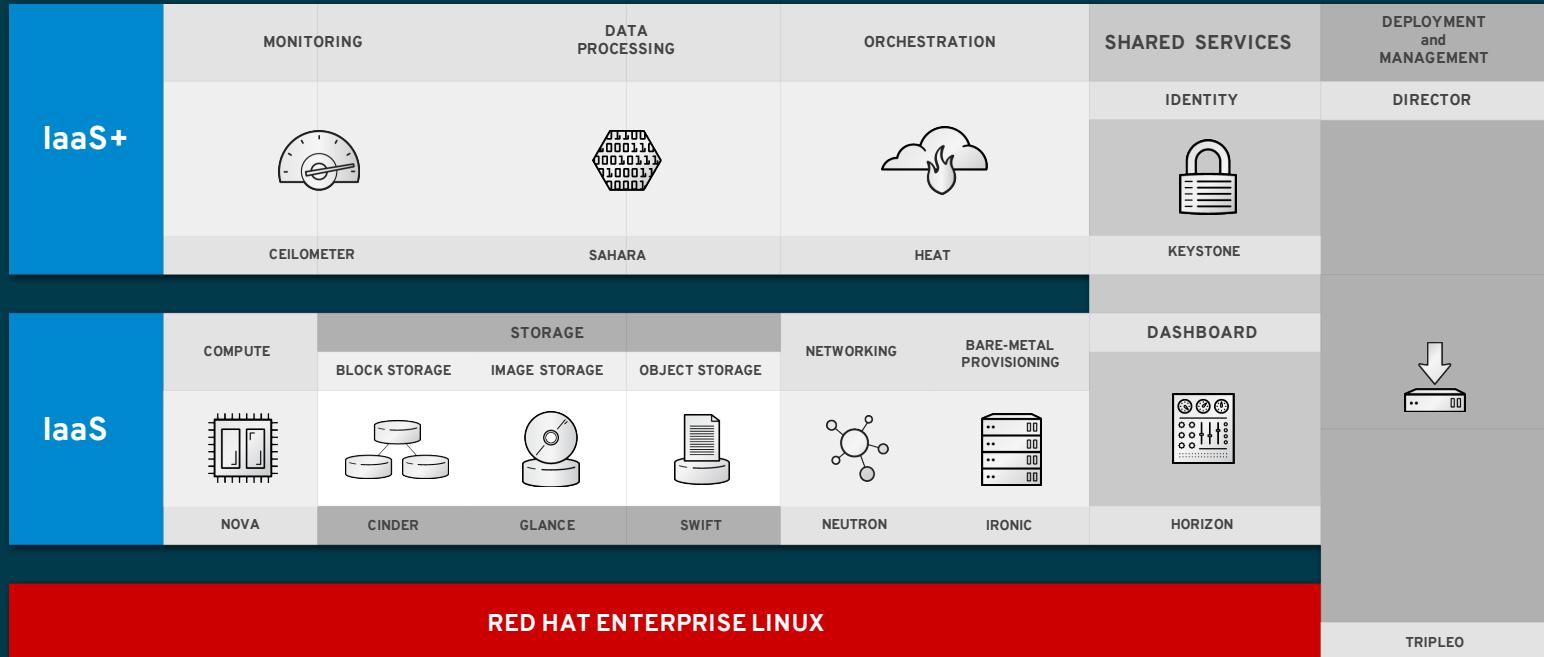
Rapid deployment



Managed, policy driven
& always on

RED HAT OPENSTACK PLATFORM

Optimized and co-engineered with Red Hat Enterprise Linux



RED HAT LINUX LIFE CYCLE

	Production 1 (5 ½ years)	Prod. 2 (1 year)	Production 3 (3 ½ years)
Description			
Access to previously released content in Red Hat Network	yes	yes	yes
Red Hat knowledge base, documentation, videos, ref arch's, etc.	yes	yes	yes
Unlimited incidental technical support	yes	yes	yes
Security errata	yes	yes	yes
Bug fix errata	yes	yes	yes
Minor releases	yes	yes	yes
Refreshed hardware enablement	native	limited native	through virtualization
Software enhancements	yes	no	no
Updated install images	yes	yes	yes

RED HAT CLOUDFORMS

UNIFIED MANAGEMENT FOR OPENSTACK



UNIFIED MANAGEMENT
AND OPERATIONS



COMPLETE LIFECYCLE
MANAGEMENT



VISIBILITY
AND ANALYTICS



COMPLIANCE
AND GOVERNANCE



INTEGRATION AND
COMPOSABILITY

THE RED HAT ADVANTAGE

Our Subscription model



CUSTOMER
PORTAL



KNOWLEDGE



PRODUCT
SECURITY



EXTENDED LIFE
CYCLE SUPPORT



GLOBALIZATION



CERTIFICATIONS



NO LOCK IN



OPEN SOURCE
COMMUNITY
ADVOCACY

SUCCESSFUL OPENSTACK IMPLEMENTATIONS

People, People, People



Finance Team



IT Operations Team



IT Development Team



Lines of Business Teams

SUCCESSFUL OPENSTACK IMPLEMENTATIONS

People, People, People



Finance Team



IT Operations Team



IT Development Team



Lines of Business Teams

- How will OpenStack impact them?
- Will it change their current processes?
- Will job functions / descriptions change?
- Do they like 'change' in the business?
- Is there anyone NOT in agreement to change?

- ✓ Involve key people *early* in the process
- ✓ Make them *part* of the decision process
- ✓ Involved people are more likely to support
- ✓ You will need each division or business unit to support the changes (including Finance)

SUCCESSFUL OPENSTACK IMPLEMENTATIONS

People, People, People



Finance Team



IT Operations Team



IT Development Team



Lines of Business Teams

- Reference Architecture (Templated configuration)
- Pre-validated / Certified integration
- Fully documented
- Skilled resources

BENEFITS OF RED HAT OPENSTACK PLATFORM



- Enterprise hardened, production-ready code
- Co-engineered with Red Hat Enterprise Linux
- Integrated deployment, orchestration, and management tools
- Operational, lifecycle and analytics tool
- Foundation for private or public cloud and NFV
- World's largest OpenStack partner ecosystem
- Global, production-level support, training, certification, and professional services
- Integrated with a trusted and proven solution stack

ORGANIZATIONS USING RED HAT OPENSTACK



Oak Ridge
National Labs



Verizon

C.A. Mobile

NASA Jet Propulsion
Laboratory



redhat.

THANK YOU



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