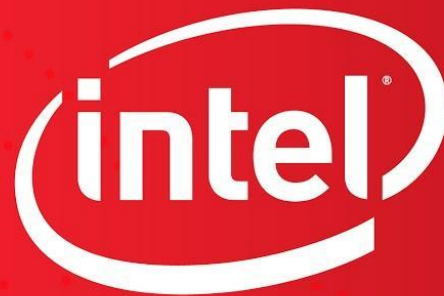



Red Hat



Open hybrid cloud connection roadshow

Consulting & Training to facilitate evolution

Marco Betti
Cloud Architect



**THAT WOULD
BE SO COOL...**

**...BUT HOW TO
DO IT PRACTICALLY?**

Red Hat Services Pillars

SUPPORT

Customer Portal

Curated product documentation, tools, and technical expertise

Technical expertise and guidance available 24x7, by phone or chat

Available Technical Account Manager

- Best practices
- Supportability assessments
- Specialist engagements
- Early beta access
- Product enhancements
- Life-cycle planning

CONSULTING

Experience building and integrating enterprise systems with both open source and proprietary technology

Most advanced skills delivering solutions using Red Hat products and open standards

Uniquely positioned to align teams, streamline processes, and make enterprise systems and applications work together

Hands-on mentoring builds skills and drives independence

TRAINING

Speed technology adoption and maximize return on investment

Fuel innovation by addressing organizational skills gaps

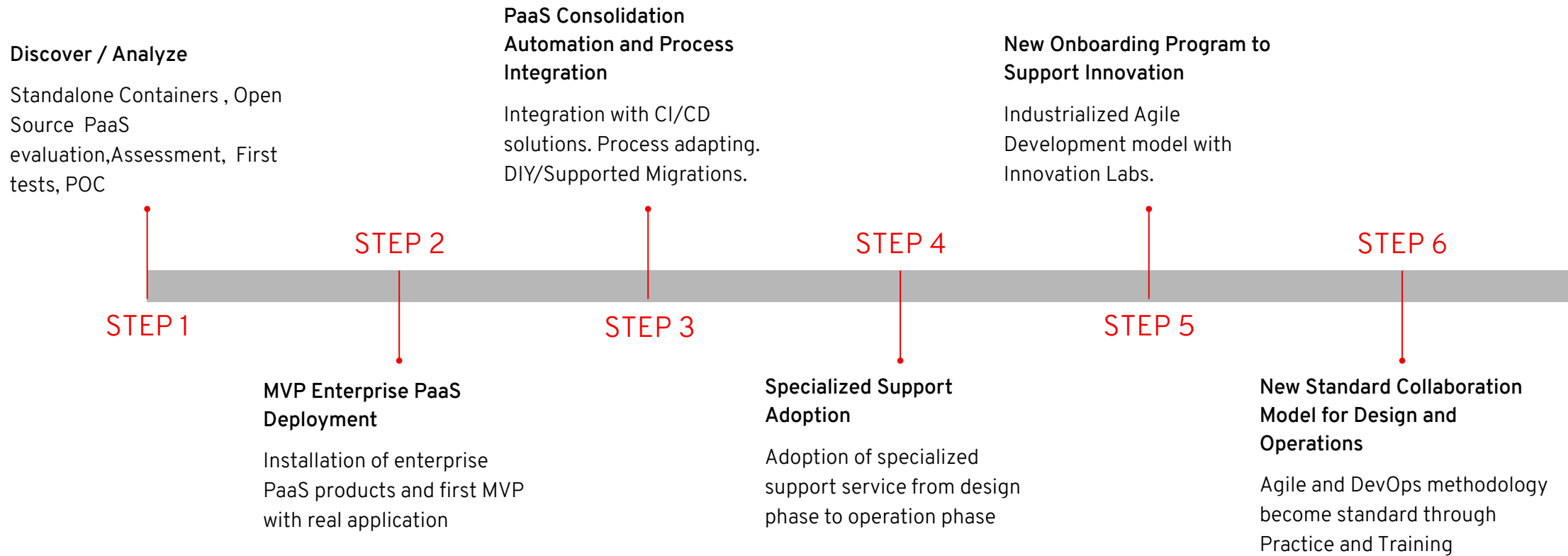
Improve productivity by increasing the performance of teams and individuals

Reduce risk of individuals not following established uses and practices

At the end of the day, when we talk about technology change – whether it's the Internet of Everything, big data, or machine learning –
it's really about people and organizational cultures, first and foremost.

- Dr. David Bray, CIO of the U.S. FCC

Journey to Cloud : Typical Phases



Activities by Phase

Analysis

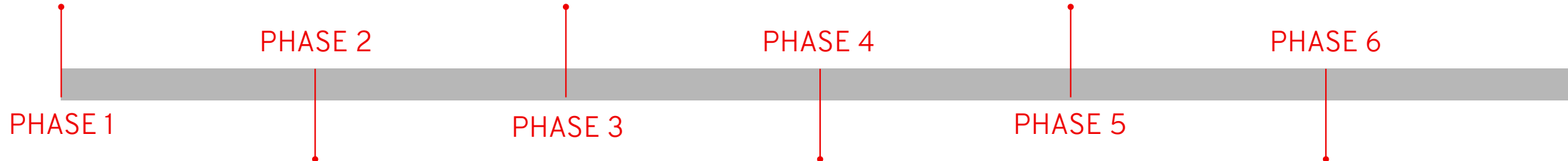
- Requirement Gathering
- Current Status Analysis
- Design Workshop
- Skills assessment
- Classroom Tech Training
- Implementation Workshop

PaaS Consolidation Automation and Process Integration

- Integration with commercial or homegrown CI/CD solutions.
- Process adapting.
- Pipeline definition
- AMM execution
- Specific Training

New Onboarding Program to Support Innovation

- Industrialized Agile Development model with Innovation Labs.
- Creation of CoP
- Platform Health Check
- Application Onboarding Health Check
- Sustained Training plan



MVP Enterprise PaaS Deployment

- PaaS Deployment on MVP Environment
- Openshift Smart Start
- MVP Implementation
- CI/CD Analysis
- DO500
- Innovation Lab
- AMM start

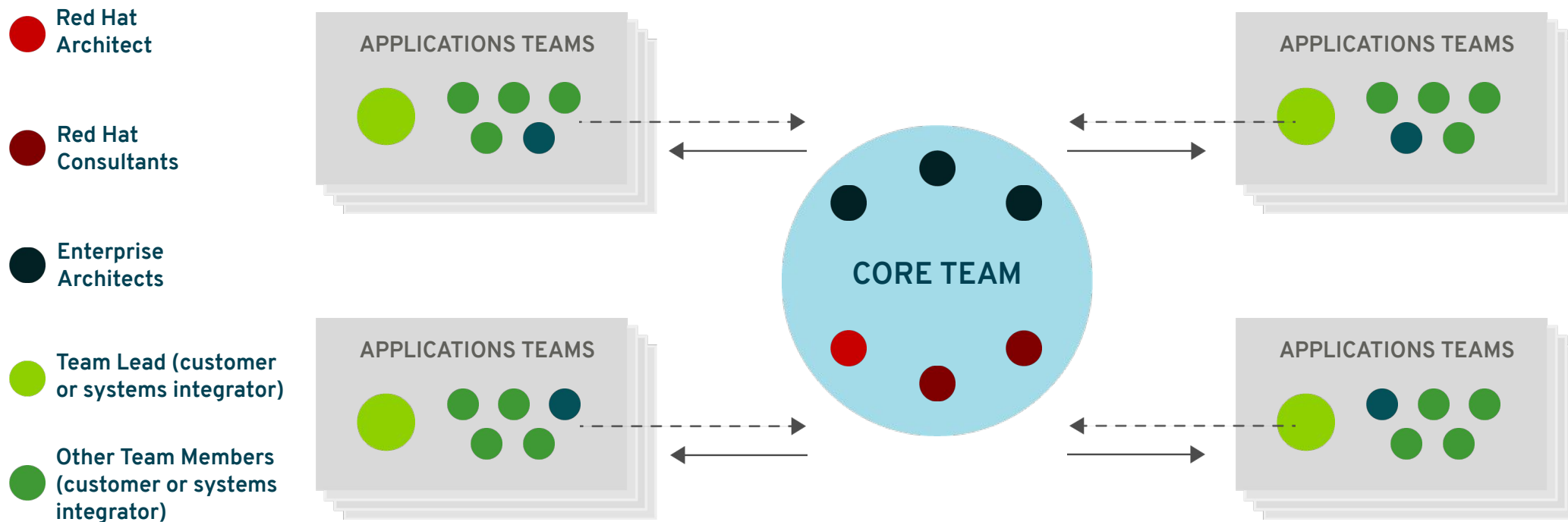
Specialized Support Adoption

- Technical Account Manager
- Adoption of specialized support service from design phase to operation phase
- Scaled training plan (RHLS)
- Openshift Health Check
- Openshift Application Onboarding Service
- Dedicated Engineer

New Standard Collaboration Model for Design and Operations

- Scale up CoP
- DevOps Organization Topology in place
- Sustained Training plan

Objective : Core Team and Enablement



Enablement : Skill Assessment

PERSONA	DISCOVER	PILOT	PREPARE	EXPAND	ACCELERATE	OPTIMIZE	SELF-SUSTAIN
ADOPTION CORE TEAM	D0080 D0500 D0180	D0700					RHLS
SYSTEM ADMINS		D0500	D0180 D0280 D0407	D0380 D0425			RHLS
SITE RELIABILITY ENGINEERS		D0500	D0700 D0407	D0380 D0425 D0288			RHLS
ENTERPRISE DEVELOPERS			D0500	D0700 or: D0180 D0288 D0292			RHLS
MICROSERVICES DEVELOPERS				D0101 + Existing skills	1) D0180 + D0288 or D0292 2) JB283		RHLS

Adoption : Open Innovation Labs

OPEN SOURCING OUR DNA TO ACCELERATE APPLICATION DEVELOPMENT

MISSION

To **accelerate the delivery** of our customer's innovative ideas, and **create infectious enthusiasm** for building applications **the Red Hat Way**, by leveraging community-powered innovation to **deliver an outstanding labs experience**.

VISION

To empower our customers to **deliver the most innovative software success stories of the 21st century**.



https://www.youtube.com/watch?v=VcPjOjPGa_g

Thank you

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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