

**Red Hat**



# **Open hybrid cloud connection roadshow**

# AGENDA

## Business sessions

### **Get the best of Hybrid Cloud through a 360° modernization**

*Filippo Crea, Middleware Sales Lead - FSI*

### **Application modernization to unlock the Hybrid Cloud potential**

*Vittorio Colabella, Middleware Sales Lead*

### **How to evolve your infrastructure towards an Open Hybrid Cloud model**

*Giorgio Galli, Cloud Sales Lead*

### **Storage relevance and evolution in the Hybrid Cloud world**

*Alberto Fidanza, Storage Sales Lead*

### **Consulting & Training to facilitate evolution**

*Marco Betti, Cloud Architect*

Lunch break 12.30 – 13.30

# AGENDA

## Technical sessions

### **Build a Multi Cloud container platform with OpenShift**

*Natale Vinto, EMEA Senior Specialist Solution Architect*

*Rinaldo Bergamini, Senior Solution Architect*

### **Cloud Native Architecture, Service Mesh and Microservices**

*Natale Vinto, EMEA Senior Specialist Solution Architect*

*Giuseppe Bonocore, Senior Solution Architect*

### **How to automate a Hybrid environment with Ansible**

*Rinaldo Bergamini, Senior Solution Architect*

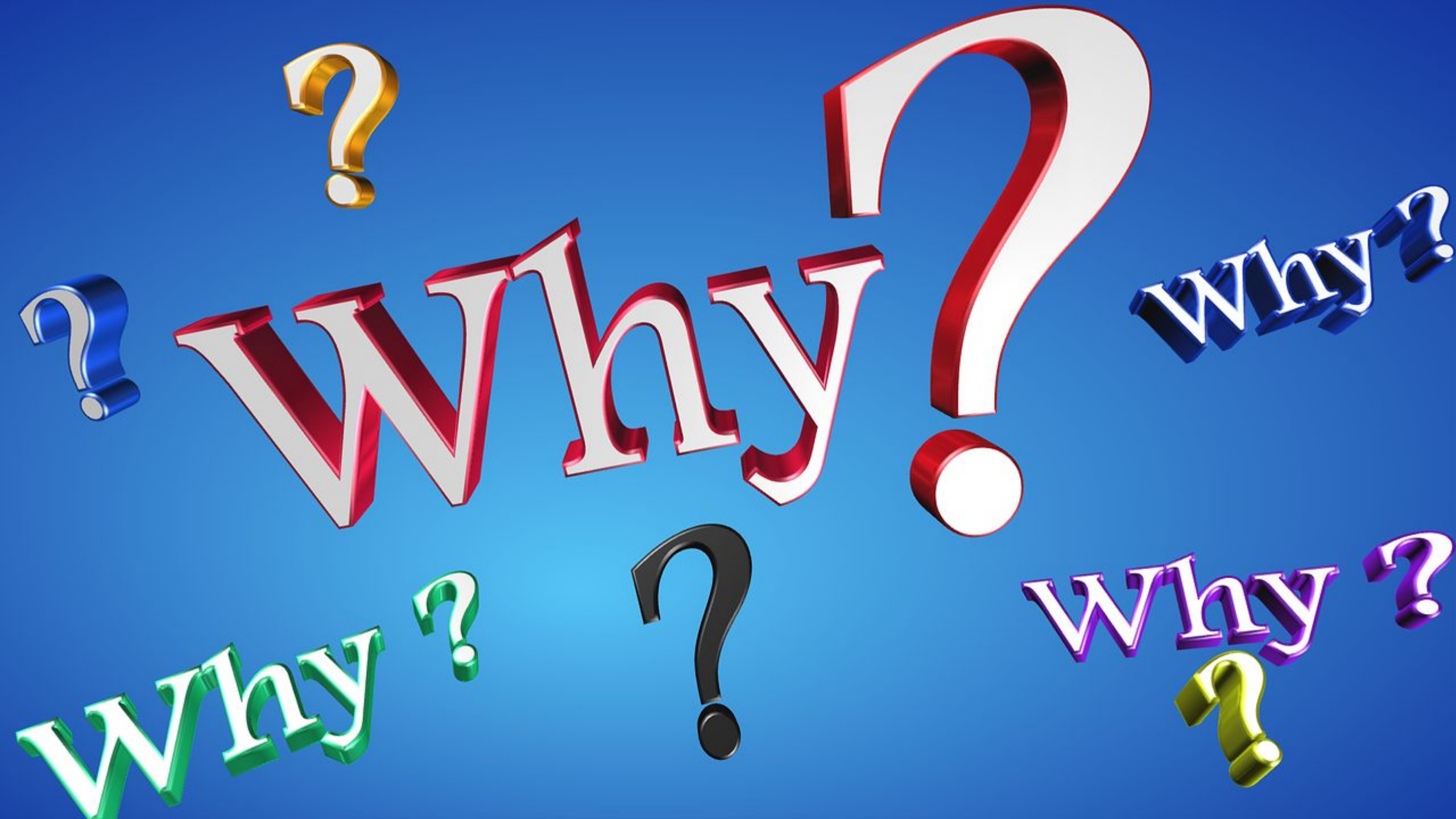
### **Agile Integration**

*Giuseppe Bonocore, Senior Solution Architect*

Sessions: 13.30 - 15.30

# Get the best of Hybrid Cloud through a 360° modernization

Filippo Crea  
Middleware Sales Lead

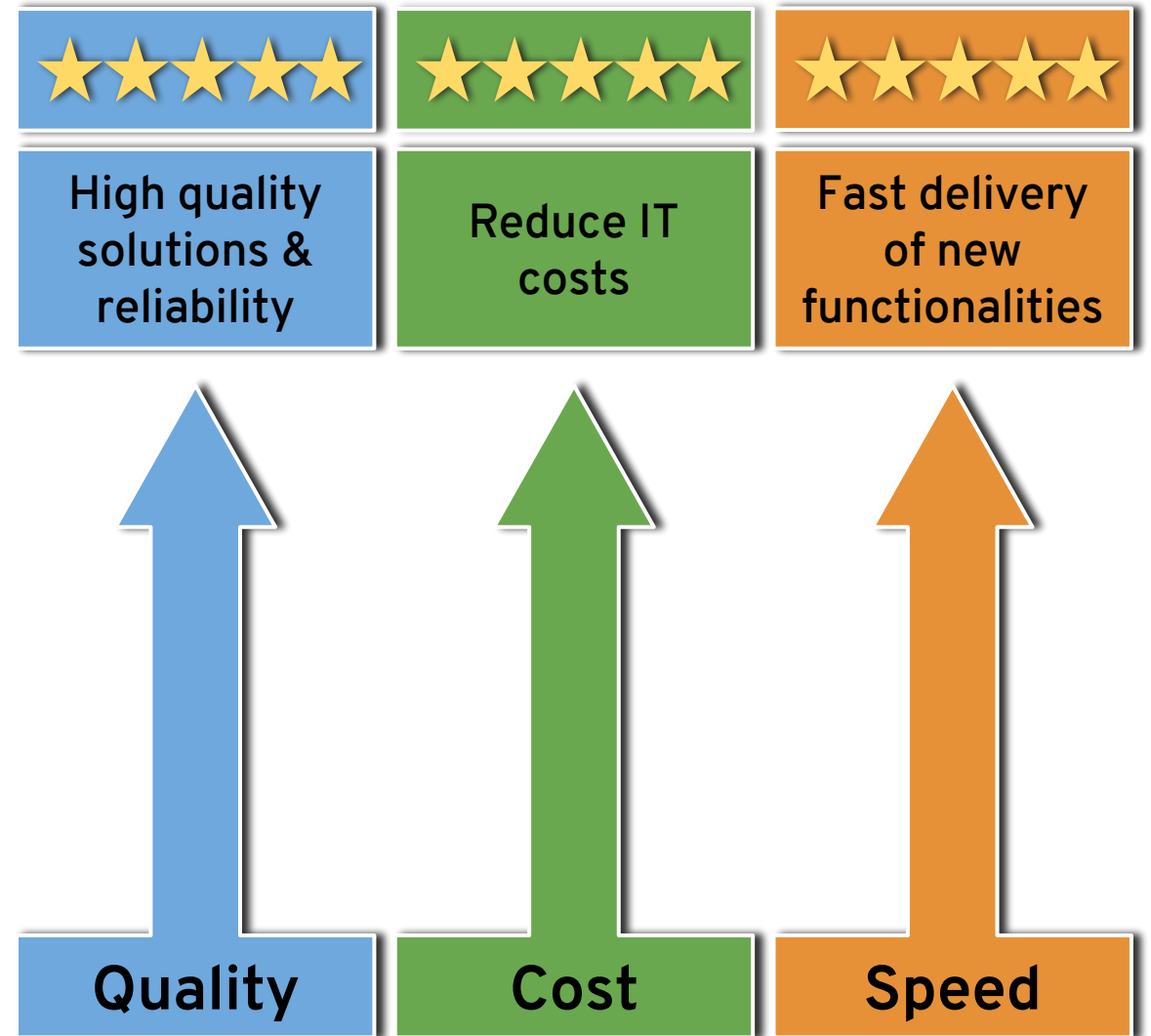
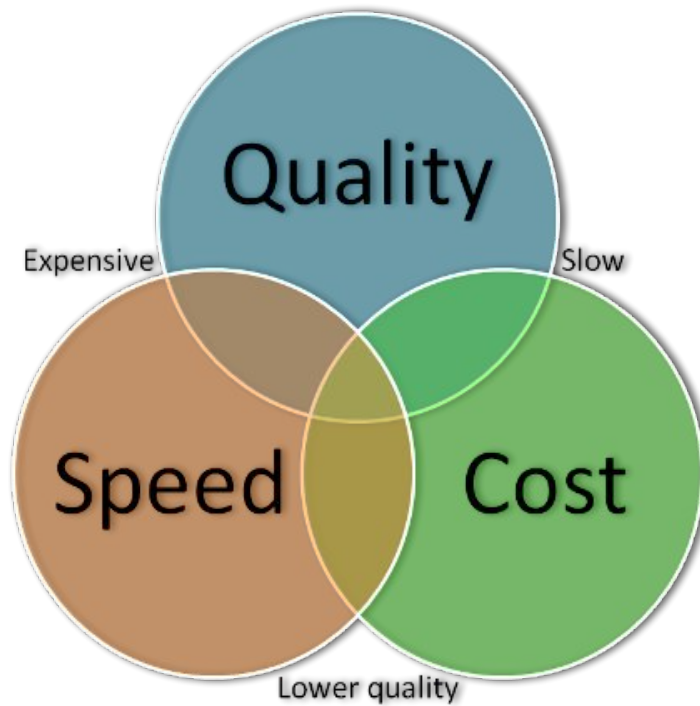


# Customers' expectations



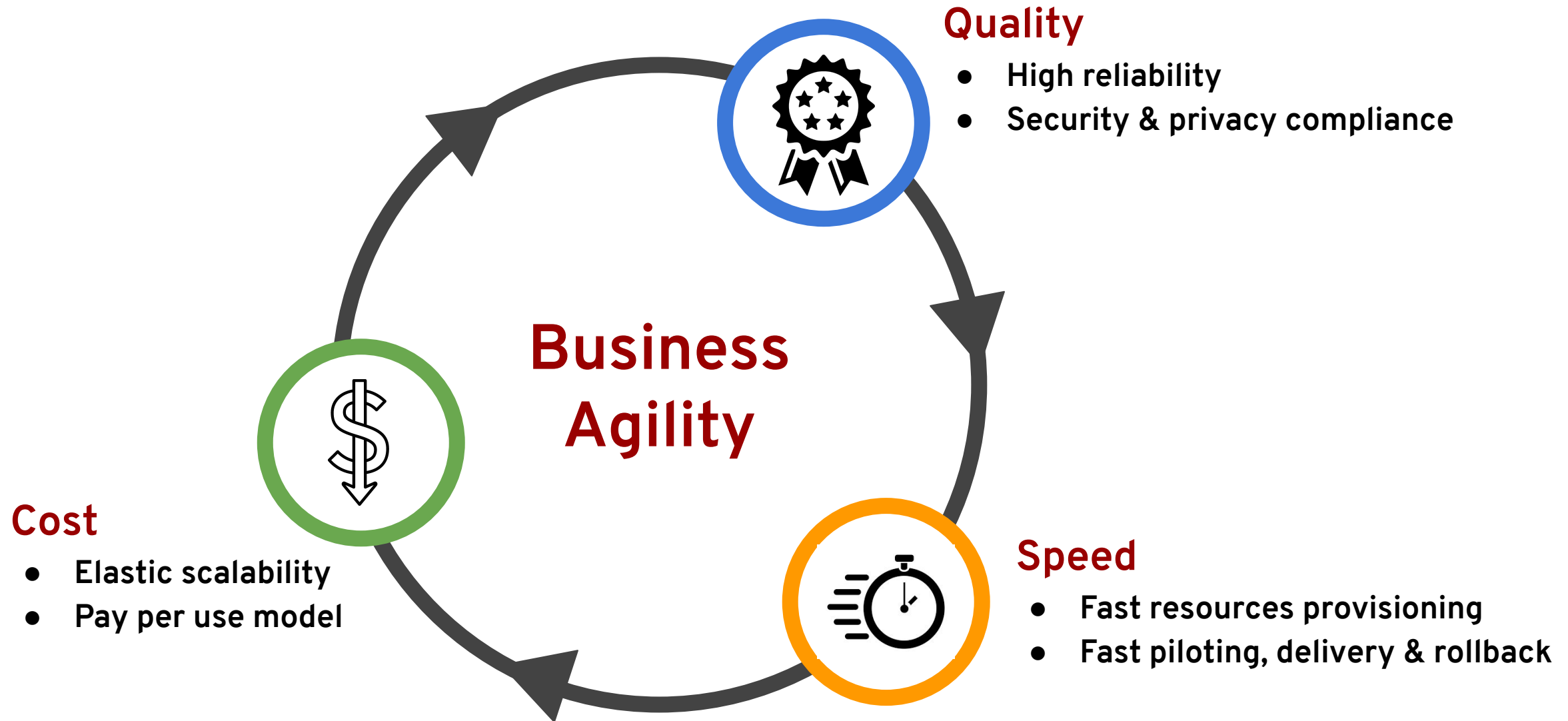
- Quality: Products & Services
- Speed: Continuous improvement
- Cost: Right balance between quality & cost

# Business drivers





# Is your current IT ready to respond?





# Is the Public Cloud the answer?



## QUALITY

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**DEPEND** on the applications' architecture and international & domestic regulation



## SPEED

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**DEPEND** on the delivery model, business process and workload characteristics



## COST

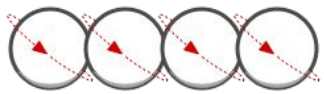
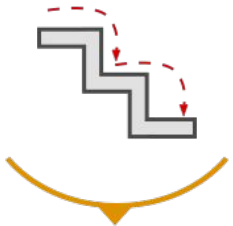
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**DEPEND** on the application architecture and services' characteristics

# IT modus operandi evolution

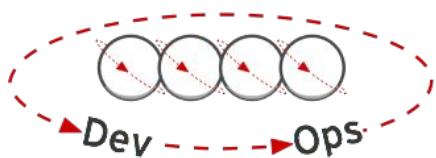
## Development Process

Waterfall



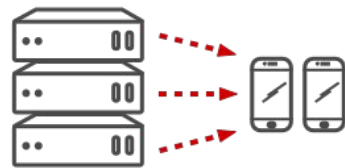
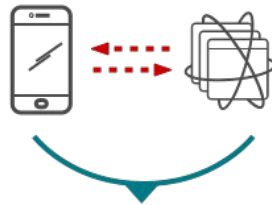
Agile

**DevOps**



## Application Architecture

Monolithic



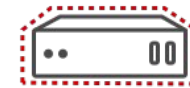
N-Tier

**Microservices**



## Deployment & Packaging

Physical Servers



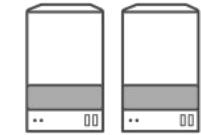
Virtual Servers

**Containers**



## Application Infrastructure

Datacenter



Hosted

**Hybrid Cloud**



# Hybrid Cloud & best practise benefits



## QUALITY

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You can increase your services' reliability distributing your workload among different private and public cloud



## SPEED

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You can rapidly provision the resources following the velocity of your business needs



## COST

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You can increase or decrease your resources and you will pay only when you really need it



Look at your needs and find out your path

Multi Cloud  
Implementation

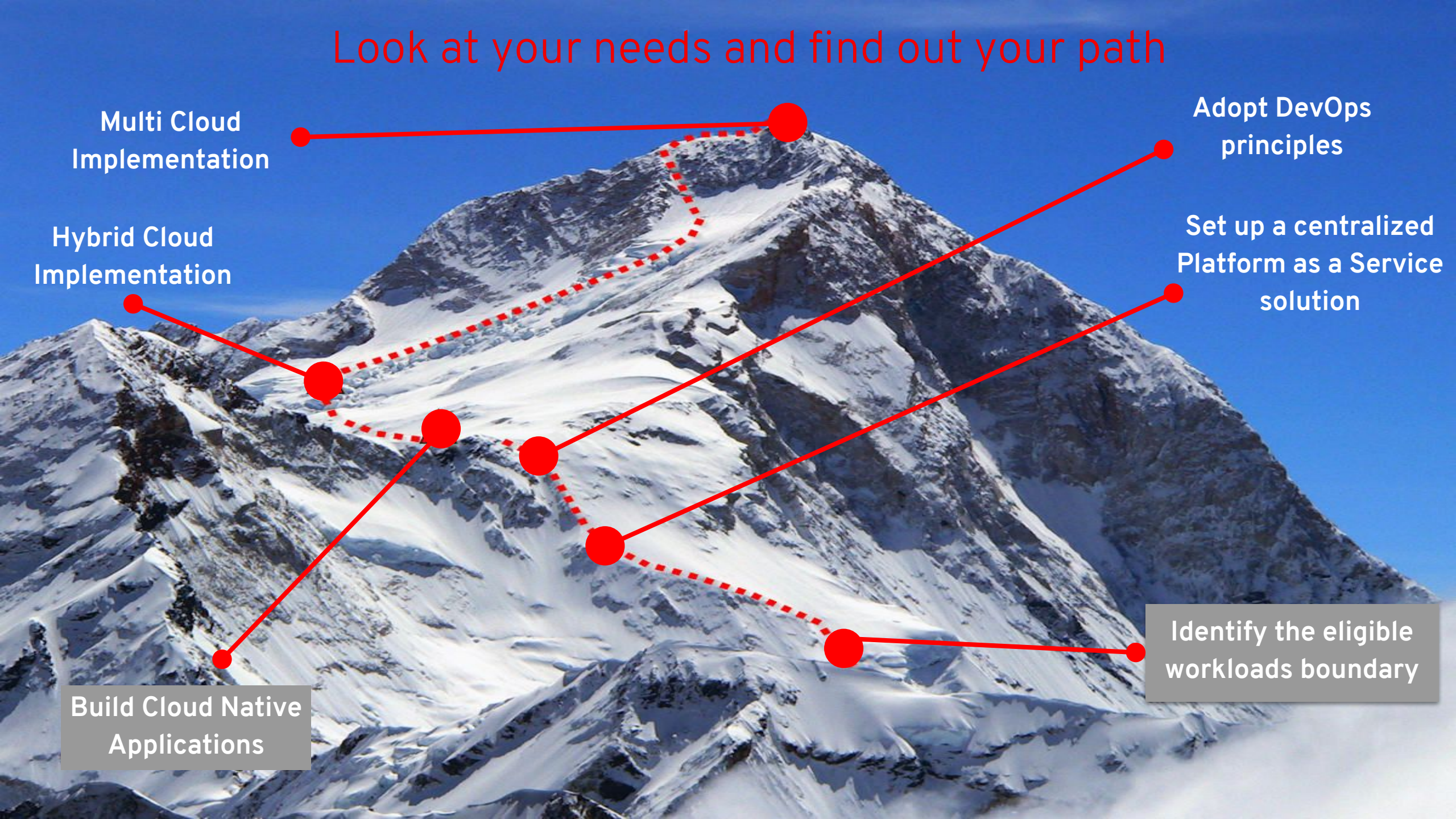
Adopt DevOps  
principles

Hybrid Cloud  
Implementation

Set up a centralized  
Platform as a Service  
solution

Build Cloud Native  
Applications

Identify the eligible  
workloads boundary





# Hybrid Cloud typical use cases



## Dev & Test Environment

Move the Dev and Test Environment to the Public Cloud to reduce costs and increase agility



## Disaster Recovery

Set up a Disaster Recovery solution to reduce costs and increase reliability



## Cloud Bursting

“Burst” your workloads to multi public Clouds when you need additional resources to increase scalability

# Deutsche Bank success story



## FAST FACTS

**Industry:** Financial services

**Region:** EMEA

**Headquarters:** Frankfurt, Germany

**Company size:** Around 91,000 employees in 60 countries

## **Challenge** Streamline platform for efficient development

Deutsche Bank wanted to shorten development cycles to get products to market faster. But its restrictive infrastructure made integration difficult and application development slow. Managing thousands of servers and databases hindered growth and the adoption of emerging technology.

## **Solution** Build new platform with open source technology

Deutsche Bank chose Red Hat to help build Fabric, a containerized, microservices-based application development platform. Fabric hosts systems and tools and offers on-demand compute for every application development team at the bank.

## **Results** Gain efficiency, save time and money

Fabric provides faster resource access, helping developers work more efficiently and speeding time to market. Instead of 6-9 months, applications now go from proof of concept to production in 2-3 weeks.

# Deutsche Bank success story - some quotes

“Open source expands our possibilities. It’s a rich ecosystem with so much value to use and contribute back to, allowing us to work faster and focus on our business problems”

OPEN SOURCE VALUE

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**Tom Gilbert**

GLOBAL HEAD OF CLOUD, APPLICATION, AND INTEGRATION  
PLATFORMS, DEUTSCHE BANK

“From the start, we decided to make Fabric our global abstraction layer for infrastructure. We could write applications once and run them anywhere. We can now move applications between different regions and providers very quickly”

PORTABILITY

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**Tom Gilbert**

GLOBAL HEAD OF CLOUD, APPLICATION, AND INTEGRATION  
PLATFORMS, DEUTSCHE BANK



# Deutsche Bank success story - some quotes

“When vulnerabilities do occur, they get patched very quickly and in the background, which is one of the reasons we’re big advocates for PaaS adoption”

SECURE

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**Nick Boyle**

PROGRAM DIRECTOR OF, ENTERPRISE RISK TECHNOLOGY,  
INVESTMENT BANKING, DEUTSCHE BANK

“When we need to burst to cloud compute for various calculations, it’s available for us immediately. We’re only charged for the compute capacity that we use, when we use it”

MULTI-CLOUD

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**Nick Boyle**

PROGRAM DIRECTOR OF, ENTERPRISE RISK TECHNOLOGY,  
INVESTMENT BANKING, DEUTSCHE BANK

# How we can do it?



From where I can start?

What is the impact in developing application?

What is the impact on my current infrastructure?

What are the impacts on my processes and delivery model?