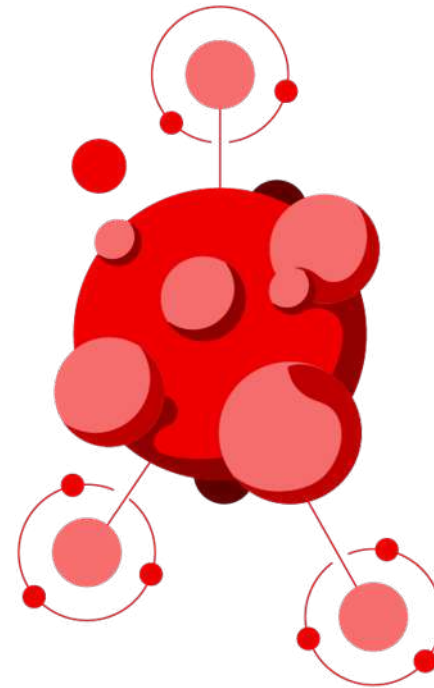




Open.Tour

Connecting people and solutions
to accelerate your business

How to build value with Cloud Services



When moving to the cloud is not by default a success. Value requires revenue growth or cost reduction

Reality of enterprise IT environments

Mixed infrastructure environments, diverse app portfolios, & limited automation

Infrastructure



Bare metal



Virtualization



Edge



Private cloud



Public cloud

Applications



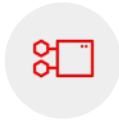
AI/ML



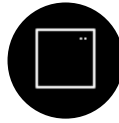
Analytics



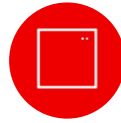
Serverless



Cloud-native and
microservices



Java™



.Net



ISV

Development, IT processes, and skills



Developer
tools



Pipeline
and
processes



People
and
policies



The right
skills

Ingredients for survival

The new world demands all three



Speed

Innovate at
continuous **speed**.



Stability

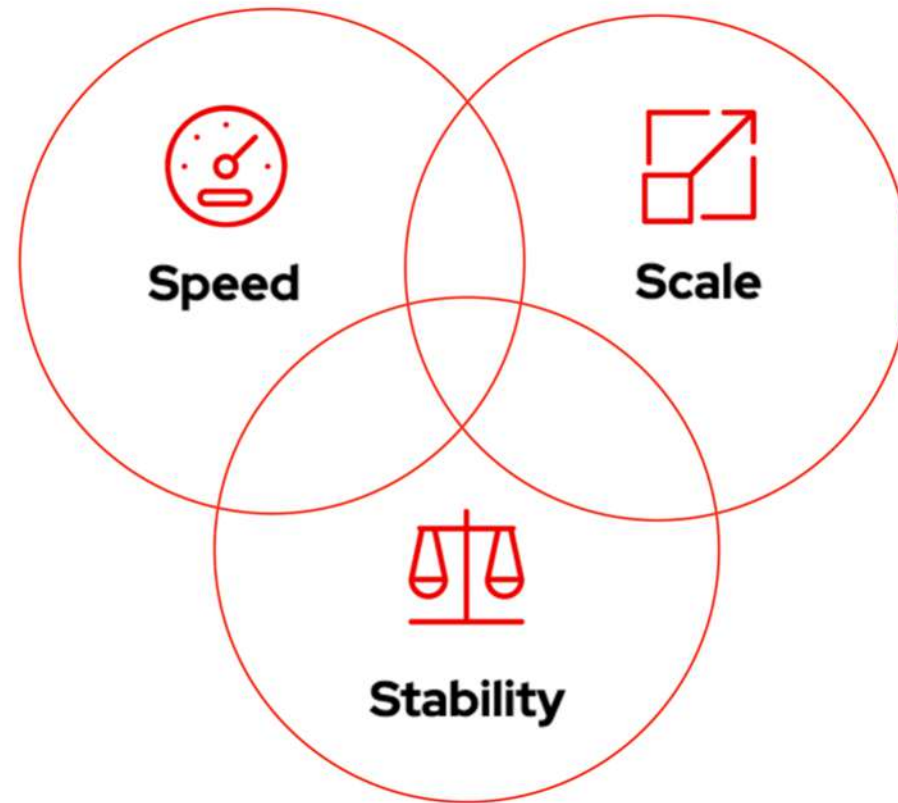
Operate consistently
and with **stability**.



Scale

Be ready for today, and
build for the future with
scalability.

The new world demands all three, plus



How do customers benefit from the cloud?

Agility

Teams can experiment and innovate quickly and frequently

Cost Savings

Only pay for what you use, leveraging economies of scale

Elasticity

Easily scale up or down with the needs of the business

Innovation

Focus on business differentiators, not infrastructure

Global Footprint

Extensive, reliable, and secure global cloud infrastructure

Why customers are choosing AWS

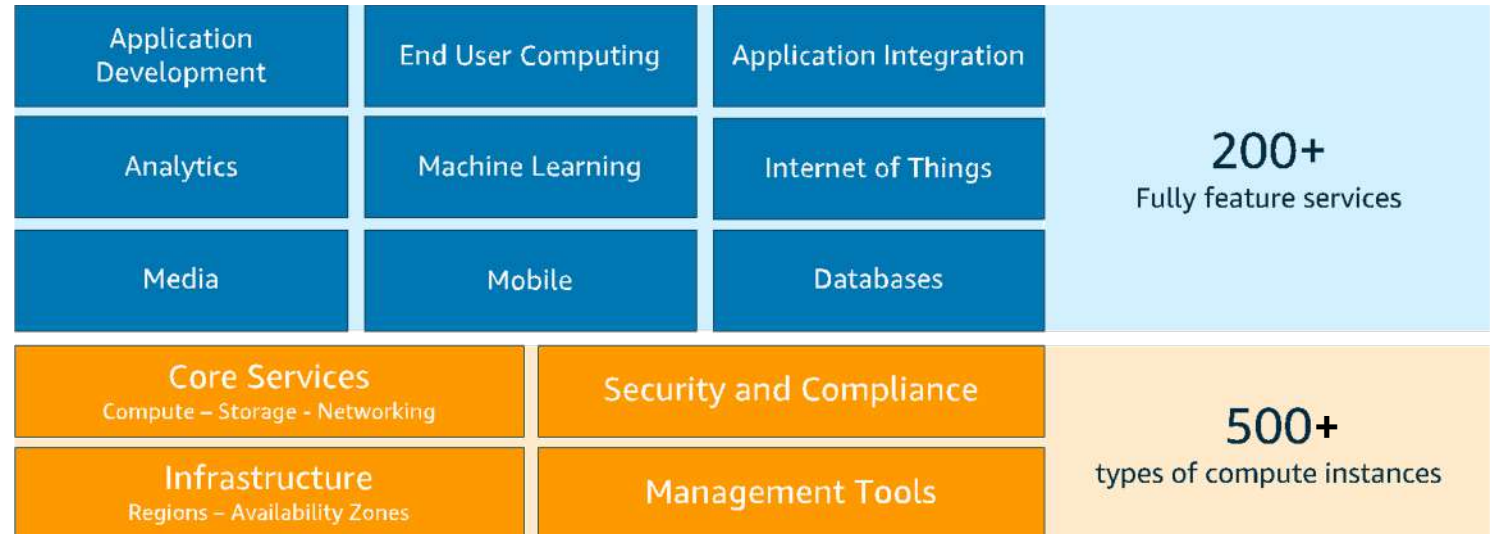
Agility

Cost Savings

Elasticity

Innovation

Global Footprint



Costs – Or where does cloud business value come from?

Non-TCO drivers constitute over 90% of the business value

Agility

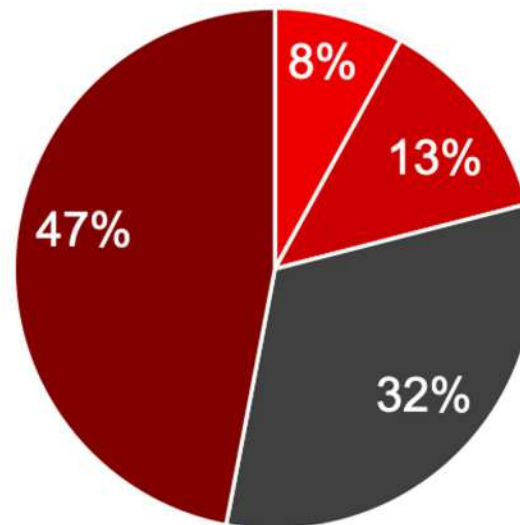
Cost Savings

Elasticity

Innovation

Global Footprint

Distribution of benefits from moving to AWS



- IT infrastructure cost reductions
- Risk mitigation - user productivity
- IT staff productivity
- Business productivity

AWS Cloud Value Framework

▶ Cost savings (TCO)

▶ Operational resilience

▶ Staff productivity

▶ Business agility

The Total Economic Impact™ Of Red Hat OpenShift Cloud Services

Cost Savings And Business Benefits
Enabled By Red Hat

JANUARY 2022

[Link to Study](#)

KEY STATISTICS



Return on investment (ROI)
468%



Net present value (NPV)
\$4.08M

Quantified benefits

Unquantified benefits

- **Improved development velocity.** Using Red Hat OpenShift cloud services allows organizations to shorten their development cycle by up to 70%. Waiting time is reduced and code are shorter. The platform empowers

- **Twenty percent of developer time is recaptured from infrastructure maintenance work.** Interviewees noted that Red Hat OpenShift

- **Improved operational efficiency by 50 percent.** Since Red Hat OpenShift cloud services is a managed

- **Developer satisfaction and retention.** Interviewees highlighted that developers benefited from Red Hat OpenShift cloud services

- **Reliability.** Interviewees noted that Red Hat OpenShift cloud services

- **Portability and business continuity.** Interviewees also noted that Red Hat OpenShift cloud services
- **Security and reduced risk.** Interviewees noted how Red Hat OpenShift cloud services

How to create business value



x%

Manage
workloads

Build cloud-native
apps

Data-driven
insights

Developer
productivity

Platform services

Application services

Data services

Developer services

Kubernetes cluster services

Kubernetes

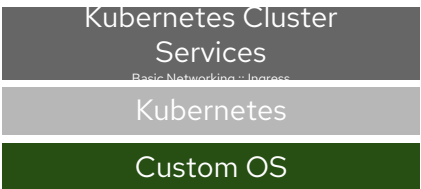
Linux

x%

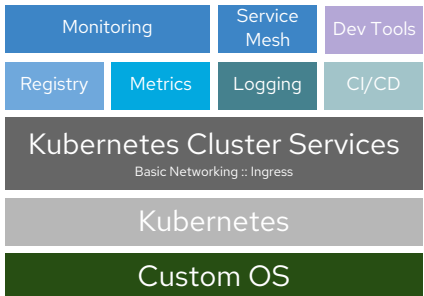
Build and run a platform *versus* a cloud service



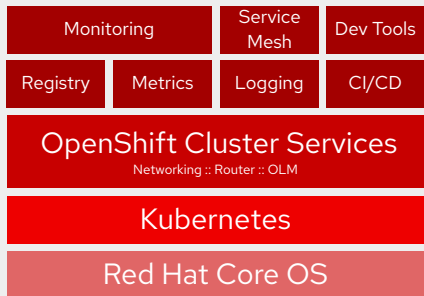
The Engine



The Parts



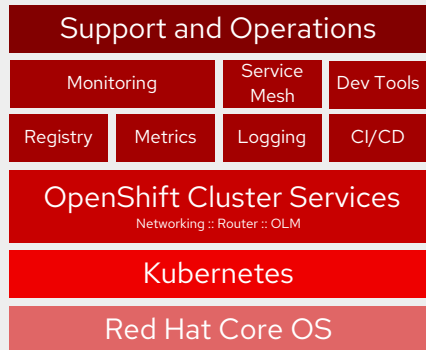
The Assembled Car



Self-managed
Red Hat OpenShift

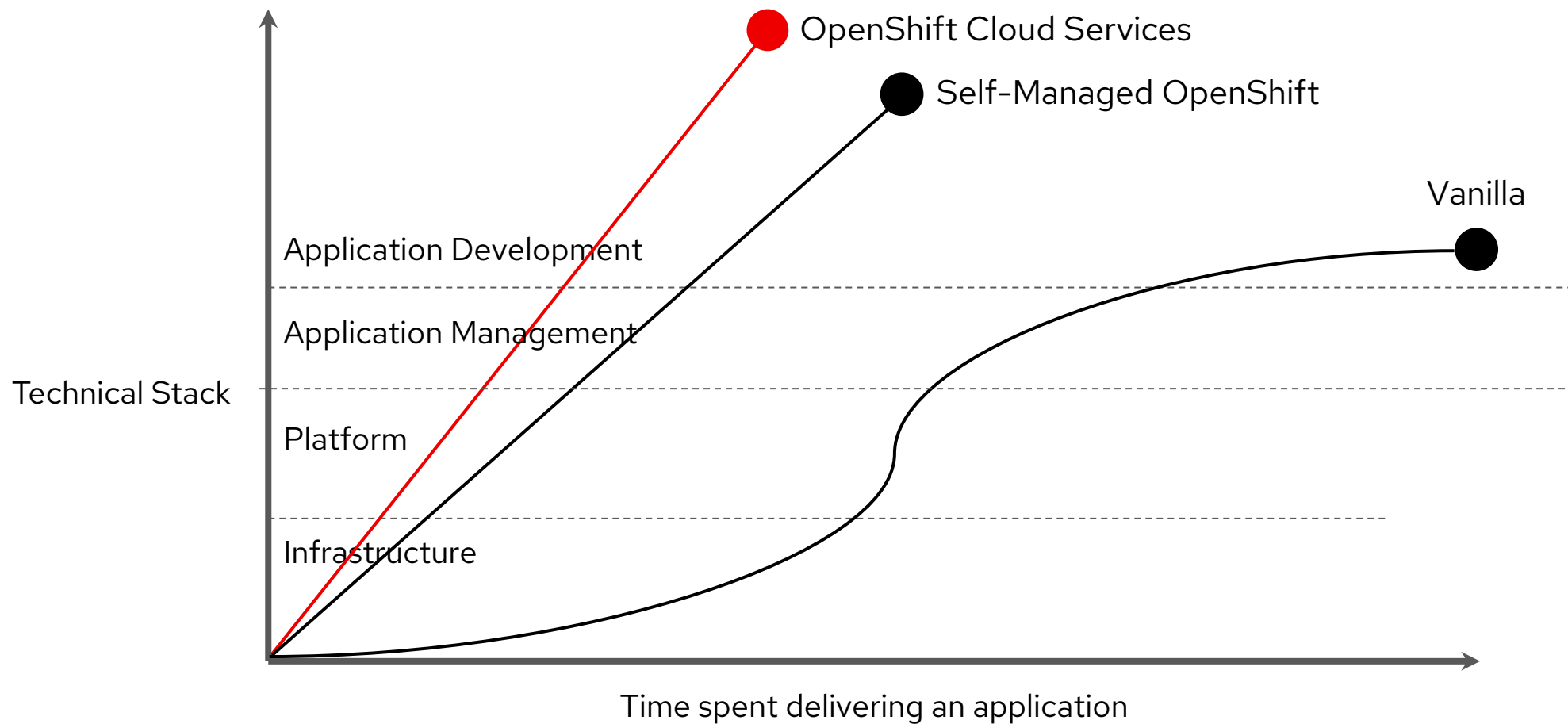


The Full Service

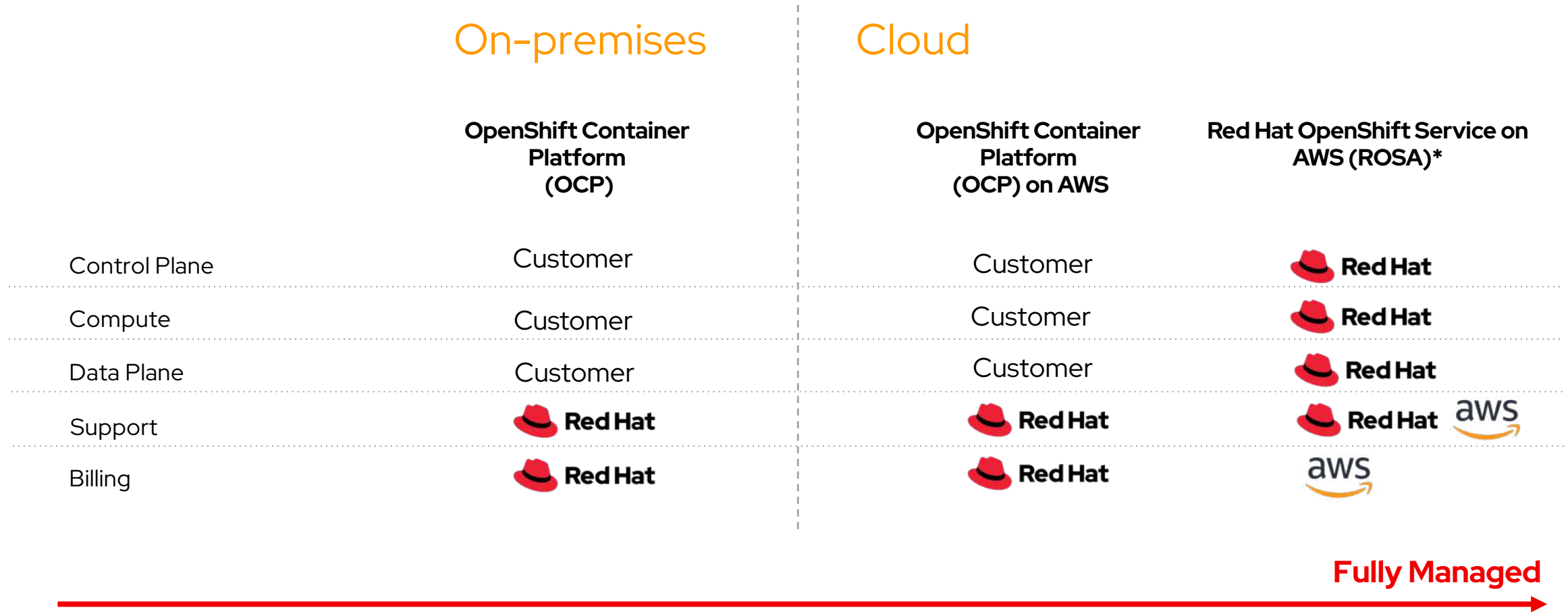


Red Hat OpenShift Service
on AWS

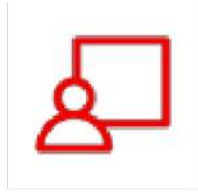
Time to value with OpenShift



Customers need to focus on innovation to add value to their business

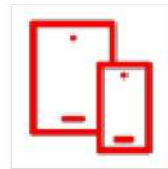


Red Hat OpenShift Service on AWS differentiation



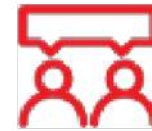
Console service

- Create OpenShift clusters from the AWS console in minutes
- AWS integrated experience for cluster creation and management
- Foundation based on RHEL, providing a stable and secure platform for hybrid deployments



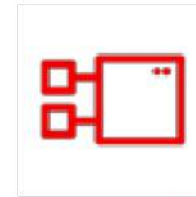
Unified bill

- Leverage your existing AWS commitment to use OpenShift
- Get a single unified bill from AWS for both OpenShift and AWS consumption



24/7 Joint Support

- Integrated support systems
- Contact Red Hat or AWS support
- Built on Red Hat and AWS' decades of enterprise IT knowledge and experience



Integration with AWS Services

- Build containerized applications that integrate natively with more than 170 AWS cloud-native services
- Deploy clusters across multiple Availability Zones in supported regions to maximize availability.

Red Hat OpenShift Service on AWS

Fully-managed Red Hat OpenShift service on AWS, jointly managed and supported by both Red Hat and AWS

Installation, management, maintenance and upgrades are monitored by Red Hat SRE.



Reduce operational complexity

Fully-managed OpenShift service, backed by enterprise class SLA enabling customers to focus on applications, not infrastructure



Empower developers to innovate

Quickly build and deploy applications by launching OpenShift through the AWS console



Flexible consumption based pricing

Scale as your business needs and pay-as-you-go with flexible pricing with an on-demand hourly or annual billing model.

Operational Expertise – You can or you want?



AWS Cloud Value Framework

- ▶ Cost savings (TCO)
- ▶ Operational resilience
- ▶ Staff productivity
- ▶ Business agility

Why Red Hat Cloud Services?



Jointly engineered, operated, and supported by Red Hat and Hyperscaler



Complete application development platform



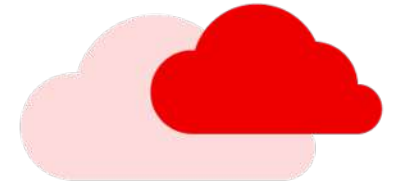
Consistent OpenShift experience across the hybrid cloud



Fully managed, from infrastructure to daily operations

Red Hat Cloud Services

Managed OpenShift + Application Services + Data Services



Full stack management
and unified experience

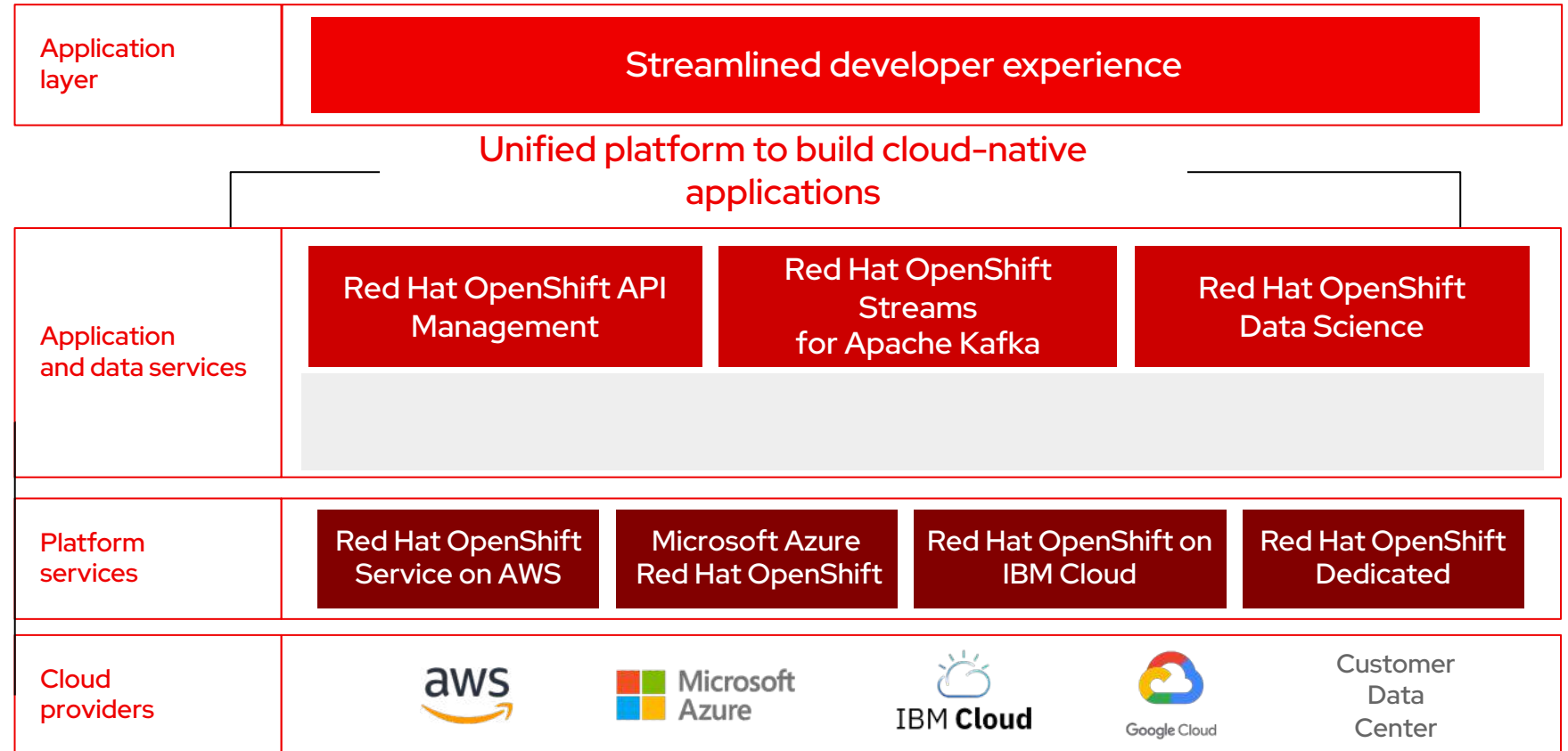


Maximize full value of
Red Hat OpenShift

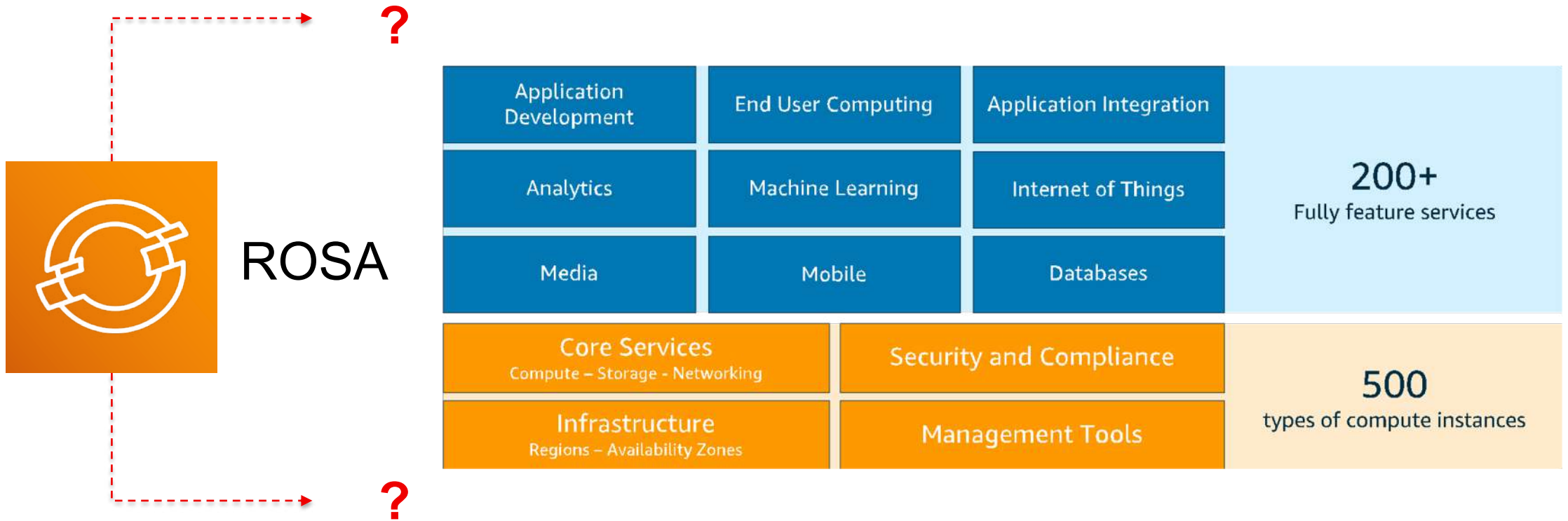


Hybrid cloud flexibility

Native integration



Business value beyond the applications running on ROSA



Application Development and Monitoring



AWS
DynamoDB



AWS
RDS



Amazon
Aurora



Amazon
API
Gateway



AWS
CodeComm
it



AWS
EventBridg
e



Cloud Watch

ROSA

AWS Controllers for Kubernetes (ACK) is an open source project built with ❤️ by AWS which lets you define and use AWS service resources directly from Kubernetes

Infrastructure and Operations



Amazon
EC2



Amazon
EBS



Amazon
EFS



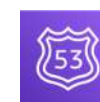
Amazon
FSx



Amazon
ELB



Amazon
VPC



Route 53

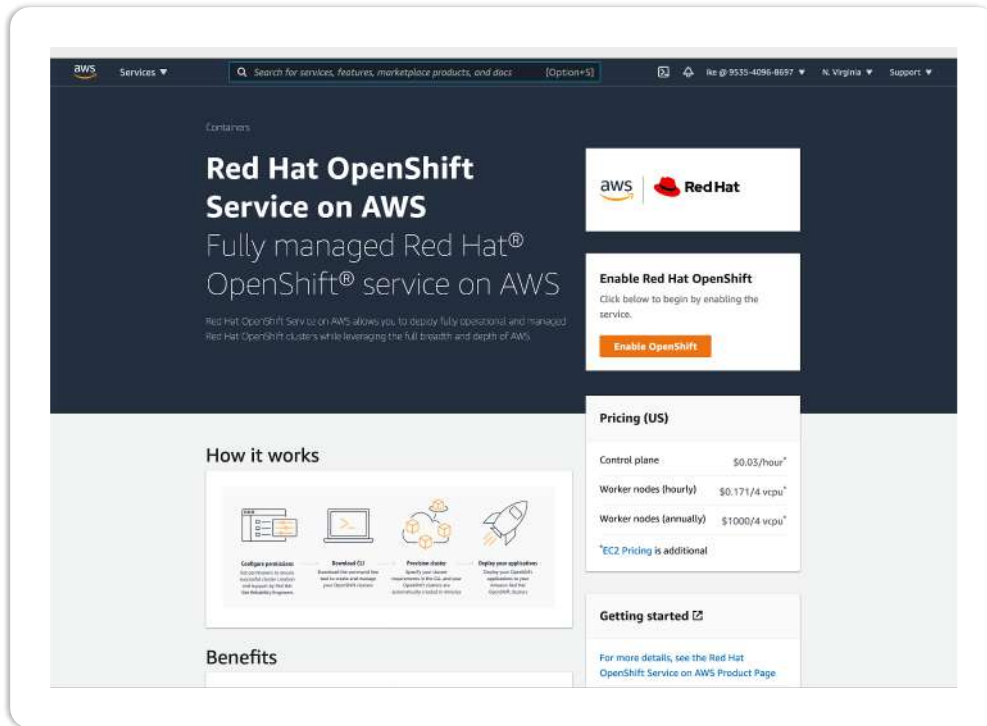


AWS
Private Link



Amazon Elastic Container Registry (ECR)

Red Hat OpenShift Service on AWS – Summary



- ▶ focus on **innovation** to add value to your business
- ▶ Lower costs by increasing **resource utilization**
- ▶ Reduce **operational** overhead
- ▶ Increase **scaling** capabilities
- ▶ Increase **security** and **compliance**
- ▶ No need to **re-architect** existing applications
- ▶ Helps to **accelerate** your cloud migration journey

Thank you

Stop by at the booth if you want to learn more

Learn more about Red Hat OpenShift Service on AWS

<https://aws.amazon.com/rosa/>

Meet the ROSA team at re:invent Nov 28 – Dec 2

<https://reinvent.awsevents.com/>