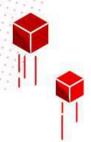
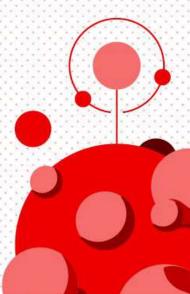




Connecting people and solutions to accelerate your business







IDC Report: *The Business Value of Red Hat OpenShift*

Red Hat propose an approach for accelerating realization of these benefits

636 %	ROI in five years
10	Months, for investment payback
20%	Higher development team & operations team productivity with 3x more features being delivered
29%	Faster delivery (shorter time from new idea, or change request, to production)



IDC Report: Main challenges facing Cloud Native transformations

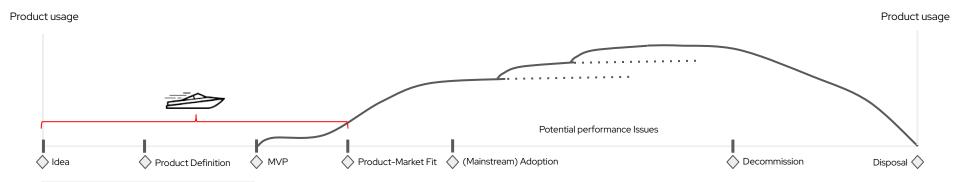
Areas of greatest risk to organisations looking to make similar changes

1	Skills	 How to architect, develop and operate cloud native apps Application architecture Development methodology Operational processes
2	Organizational Change	 Rethinking team structures & processes Benefits are predicated on a shift to Agile and DevOps IDC warn that this change can be more difficult than adopting the technology
3	Portability	 Moving to Public Cloud. OpenShift provides technical portability across a variety of infrastructures, but there may be service-based factors which limit portability from a commercial perspective, including: Data gravity Network bandwidth & latency Cloud services and APIs



Best Practice: Project to Product mindset

Product Life-Cycle



Phase: Birth of the idea

- Technology Exploration & Validation of business case
- Product Definition



Phase: MVP & Growth

- MVP development
- Disruptive product development
- Exploration of technology
- Market validation

Phase: Product Performance Issues

- Technical performance
- Business performance (e.g. conversion)

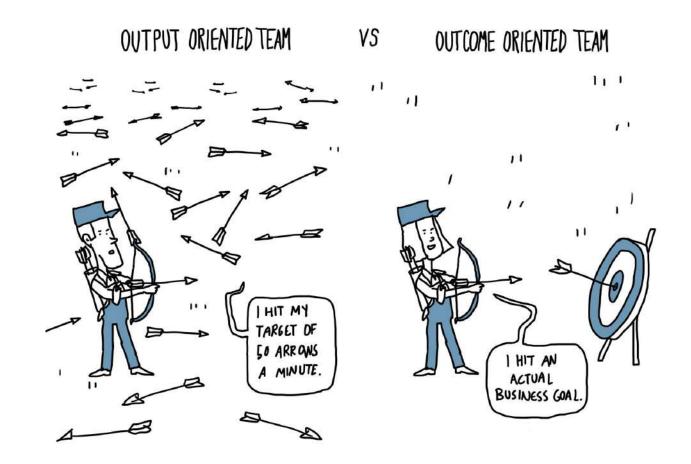
Phase: End of Life

- Replatforming
- Product Transformation
- Product Maintainability boost





Best Practice: Outcome vs Output mindset



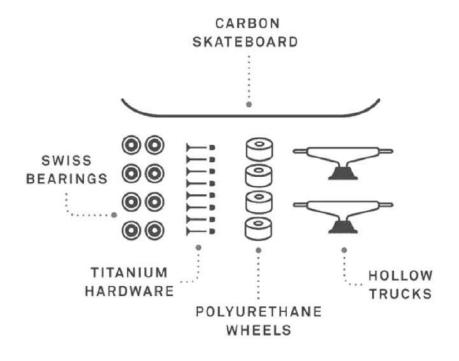




Best Practice: Outcome vs Output mindset

Even though customers buy this...

...they really want this.







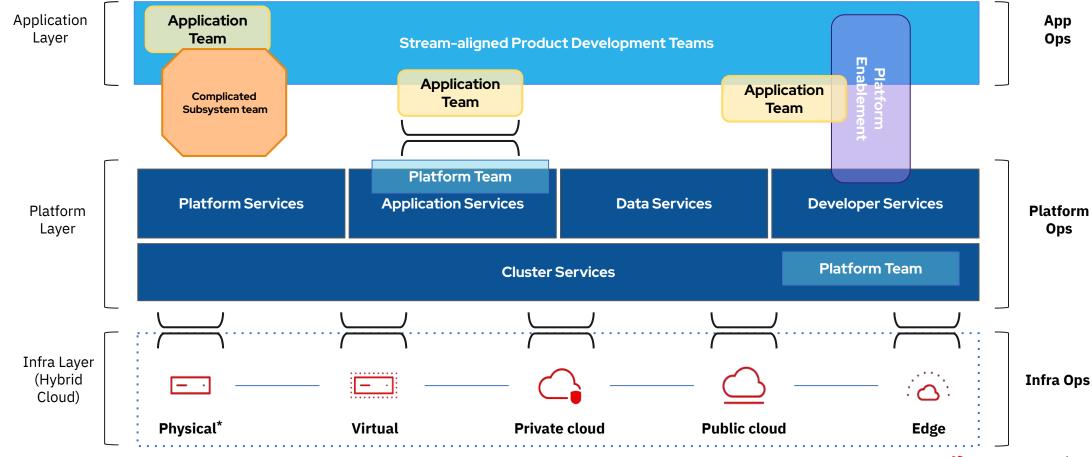


Best Practice: Optimize Flow per Value Stream



Best Practice: Organizational Principles & Patterns

Team Topologies





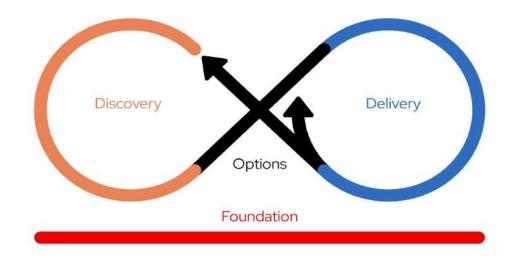


Best Practice: Methods

Product Development Frameworks - Mobius Loop

Discovery

Gain an understanding of product needs, and revisit lessons learned. Here's where your teams can see the key motivations behind what they are building.



Delivery

Put your ideas to the test, with iterative processes that are designed to see which ideas work and which do not. Measure the impact, and figure out what comes next.

Options

If the outer loops are the 'what', this inner section is the 'how'. Here is where you determine what is possible for your teams, and what you need to achieve desired outcomes.

Foundation

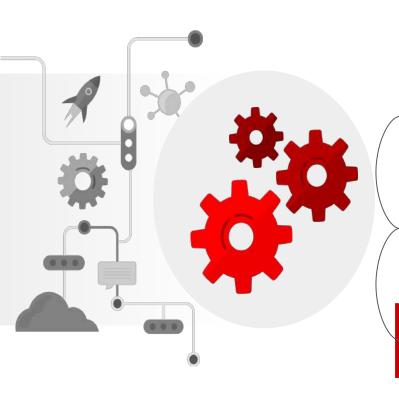
This layer is where technical engineering practices meet collaborative activities to support your journey through the Mobius Loop. It's here that Red Hat shows its experience with turning open culture into real business results.





Best Practice: People

Open Organization & Open Leadership



Open Leadership Definition

Open leadership is a blend of mindsets, behaviors, and practices that enable people to thrive and contribute in an open organization.

Open Organisation Characteristics

Transparency Inclusivity Adaptability Collaboration Community

Open Source Principles

Open Exchange / Participation / Release Early & Often / Meritocracy / Community



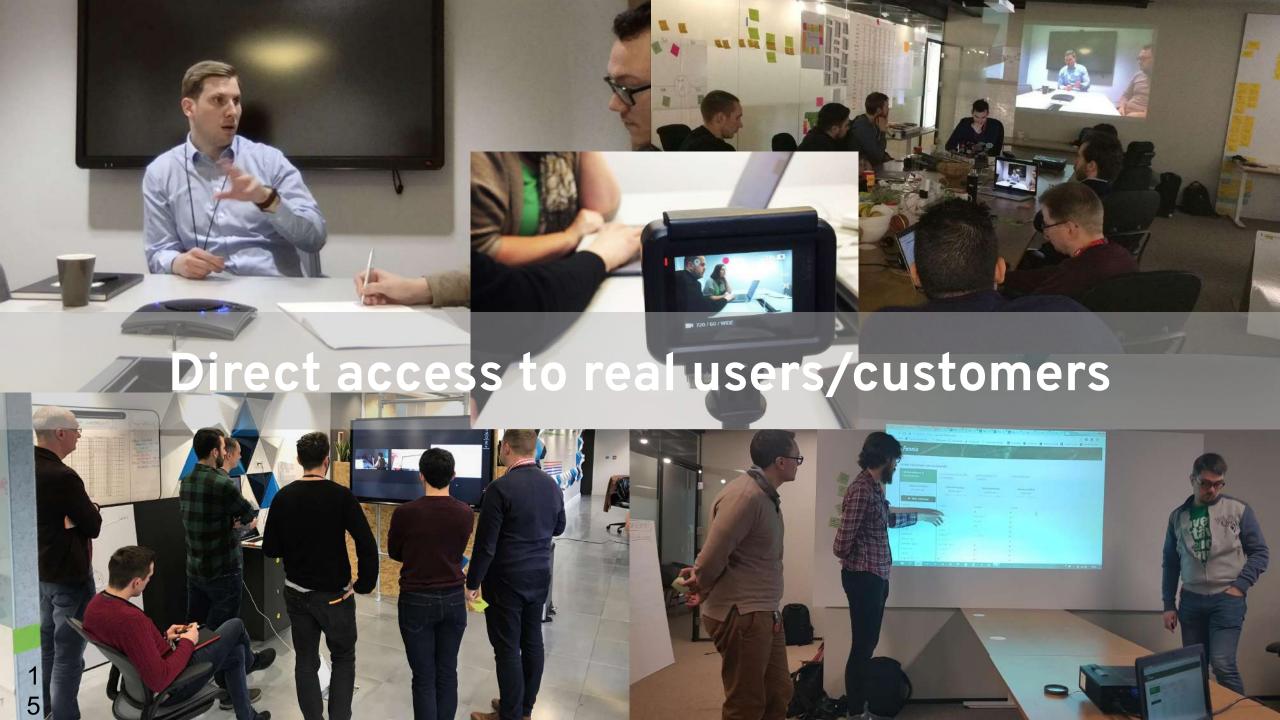


What is one proven formula, which works and brings all those together?



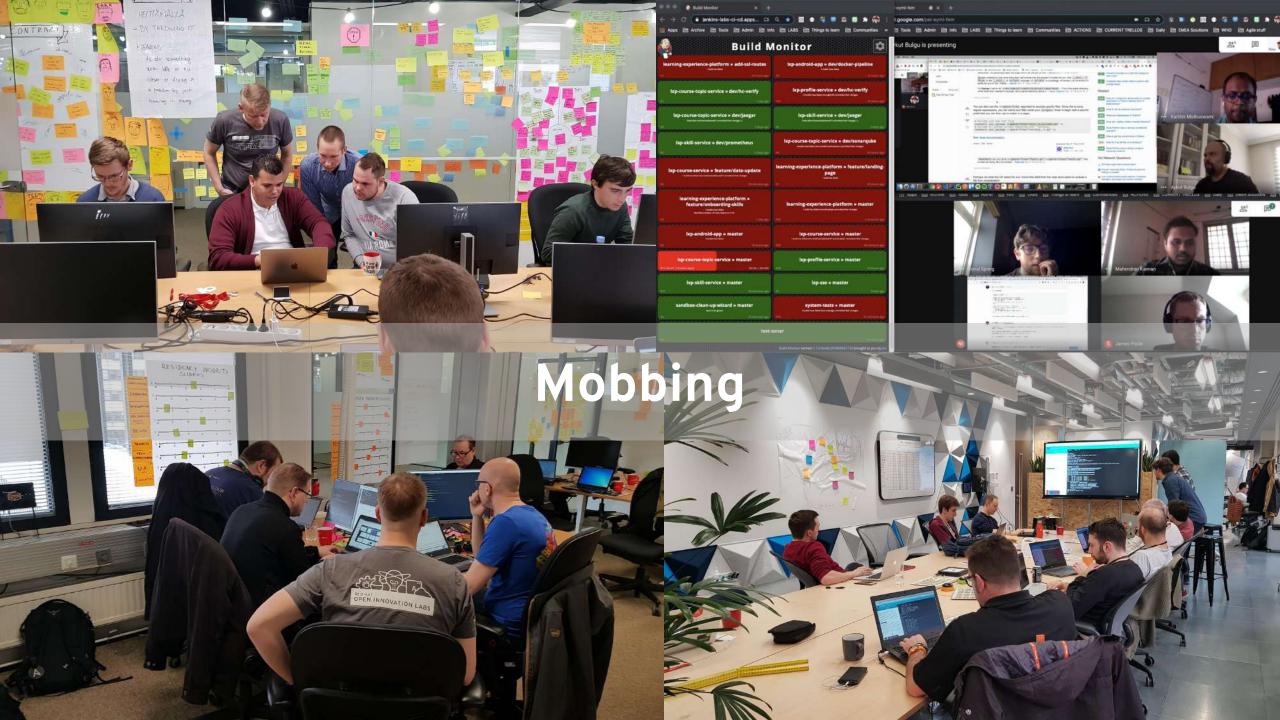




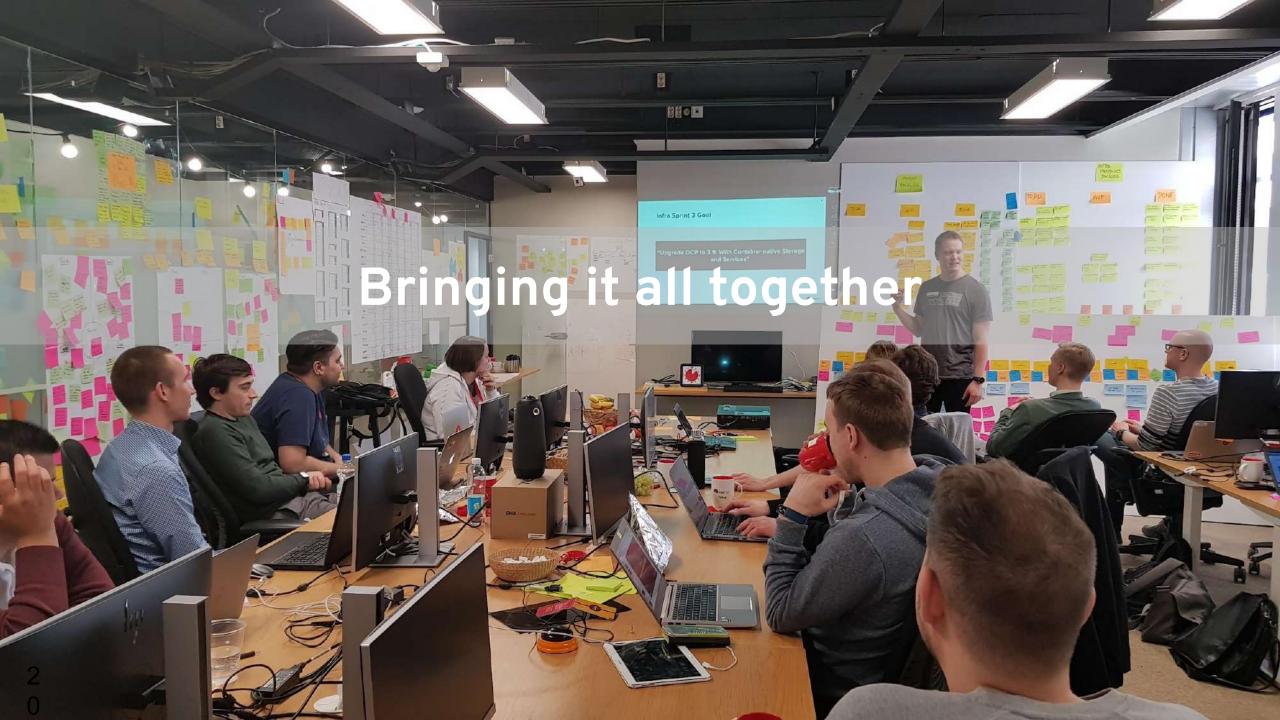












Residency outcomes



Team

The team have lived in the conditions and experienced the practices of high performing teams.



Application

A working software application product that satisfies the needs of the business and its customers



Platform

Understand how best to harness the
Power of the Platform and treat it as a
product to deliver successful outcomes



Stories

The stories necessary to inspire and accelerate change from the bottom up and top down.

