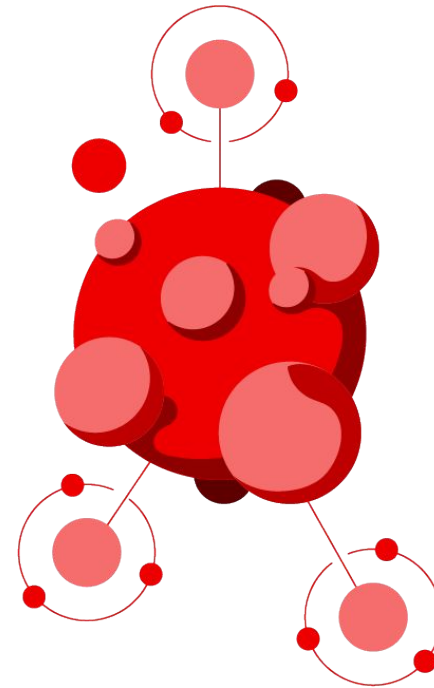# Red Hat | intel.

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

Open Tour

Red Hat | intel

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

Red Hat

Ingredients for survival

The new world demands all three

Speed

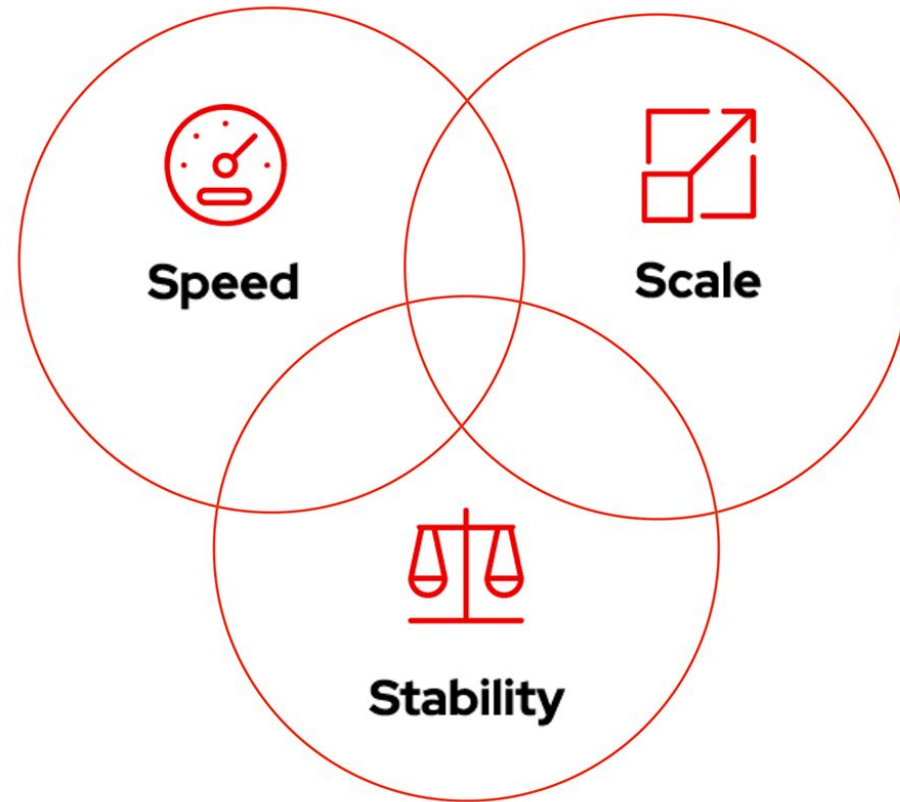Innovate at continuous speed.

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

The promised benefits of **Cloud**

A report from Cloud Security Alliance suggests that **90%** of CIOs have experienced **failed** or disrupted data migration projects – mostly due to the complexity of moving from on-premises environments to the cloud. Only 25% of those asked in the same study met their deadlines for migrations, with the average project taking 12 months.

A 2019 study from Fortinet found that **74%** of companies have **moved applications back** on-premises from the cloud – repatriating them – after failing to achieve the anticipated returns.

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

Red Hat

Pitfalls

- Organisation / Process / Culture

- Outcome versus Output

- Measurable cost reduction vs latent cost exposure

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
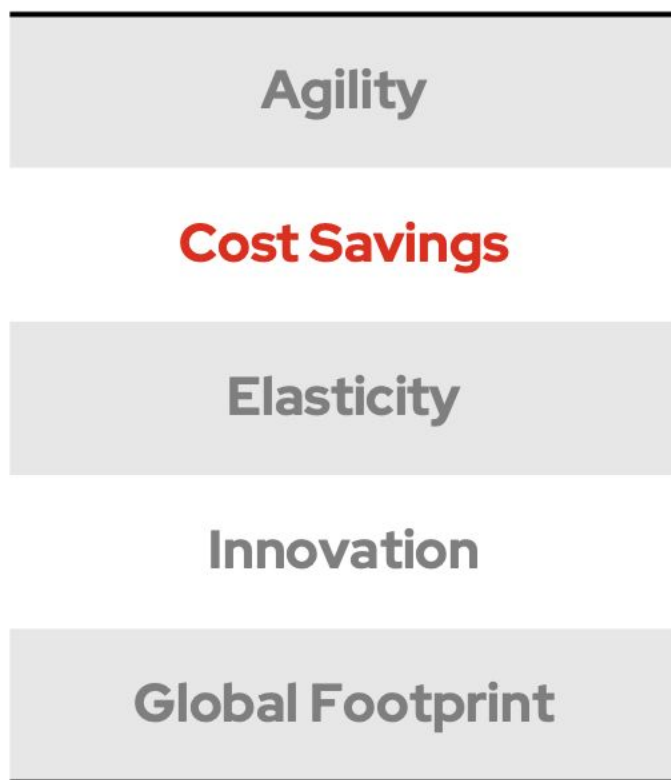
Distribution of benefits

8%

13%

47%

32%
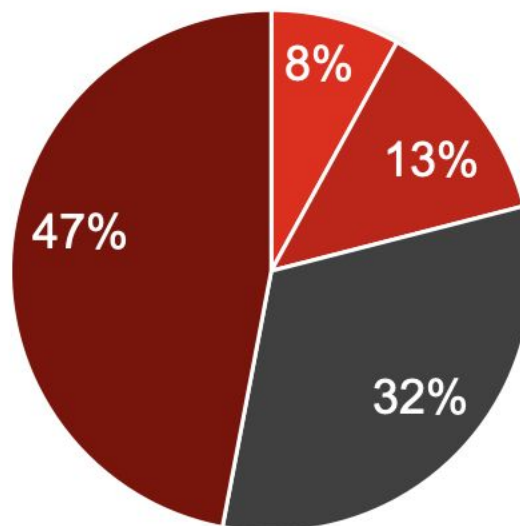
- IT infrastructure cost reductions
- Risk mitigation - user productivity
- IT staff productivity
- Business productivity

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 Hat OpenShift cloud services allows organizations to shorten their developm... by up to 70%. Waiting time is reduced an... ...f 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.** Sinc~ ~ed Hat OpenShift cloud services is a manage...

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

- **Portability and business continuity.** Interviewees also noted that Red Hat Op...

- **Reliability.** Inter... Hat OpenShift cl...

- **Security and reduced risk.** Int... how Red Hat OpenShift cloud s...

Open Tour

Red Hat | intel.

How to create business value

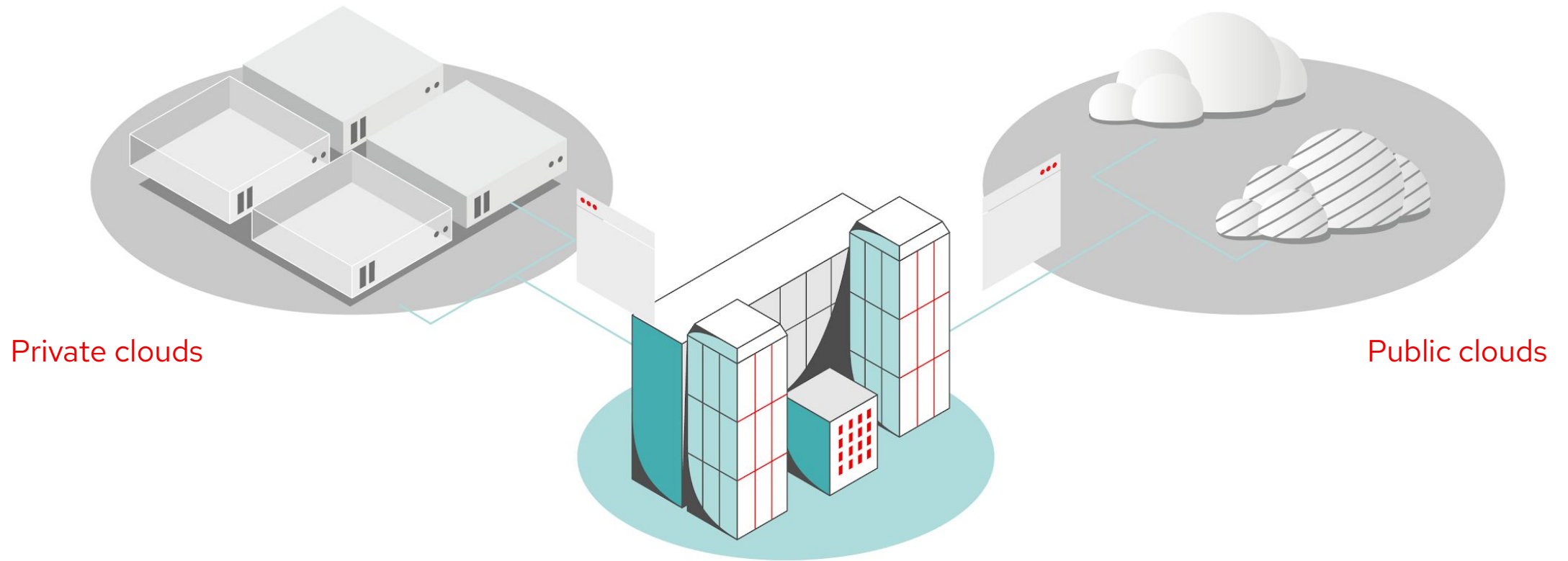| Manage workloads	Build cloud-native apps	Data-driven insights	Developer productivity
Platform services	**Application services**	**Data services**	**Developer services**

x%

Kubernetes cluster services
Kubernetes
Linux

x%

Open hybrid cloud ?

Workload portability, orchestration, and management across 2 or more environments

Private clouds

Public clouds

Red Hat

Red Hat's unique approach to cloud services

16

Unlike point solutions...

Red Hat offers a comprehensive platform for developing, deploying and scaling applications

Unlike DIY stacks...

Red Hat offers "opinionated," enterprise-class solutions with our expertise built in

Unlike Cloud Provider specific Solutions ...

Red Hat offers a single, unified platform with a consistent experience that works across all clouds

Red Hat

Do you care about the car engine, or about **getting from A to B**
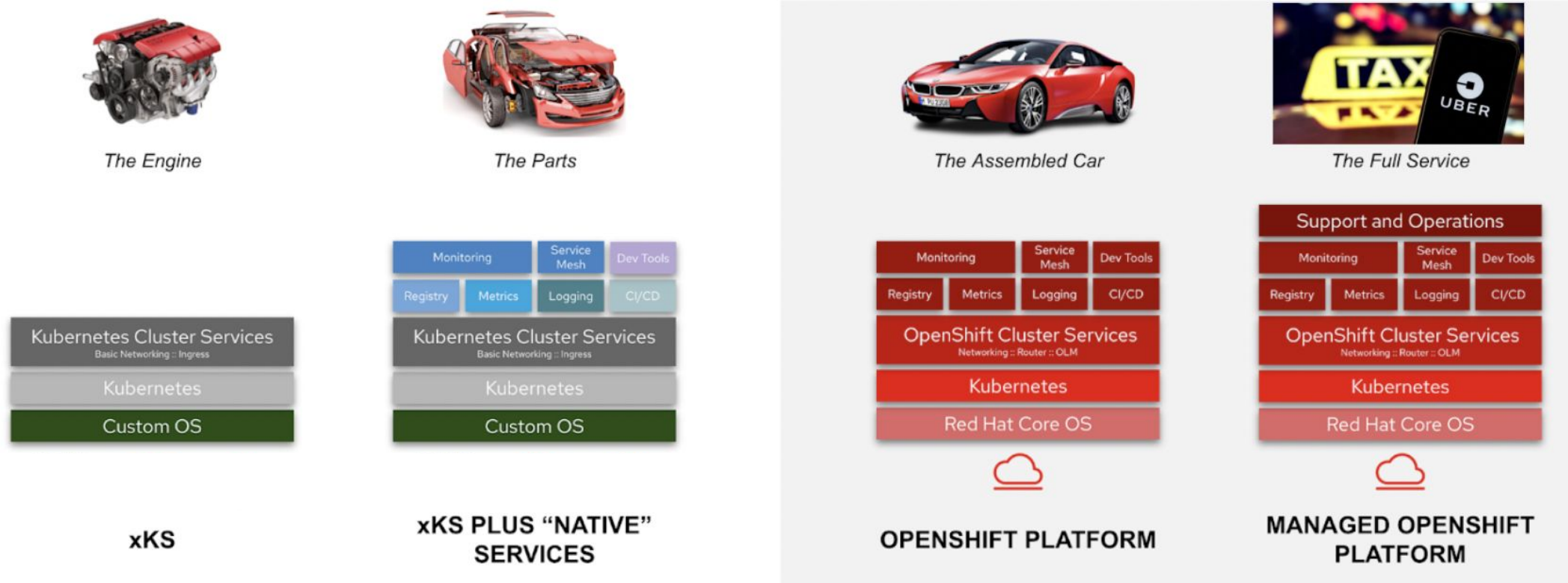
	The Engine — xKS	The Parts — xKS PLUS "NATIVE" SERVICES	The Assembled Car — OPENSHIFT PLATFORM	The Full Service — MANAGED OPENSHIFT PLATFORM
Application Production Ready	✖	✔	✔	✔
Security Built in	✖	✖	✔	✔
Pre-Integrated	✖	✖	✔	✔
Future Proof in hybrid model	✖	✖	✔	✔
Pay as you Go	✔	✖	✖	✔
E2E Managed Support &	✔	✖	✖	✔

Time to value with OpenShift

OpenShift Cloud Services

Self-Managed OpenShift

Vanilla

Application Development

Application Management

Technical Stack

Platform

Infrastructure

Time spent delivering an application
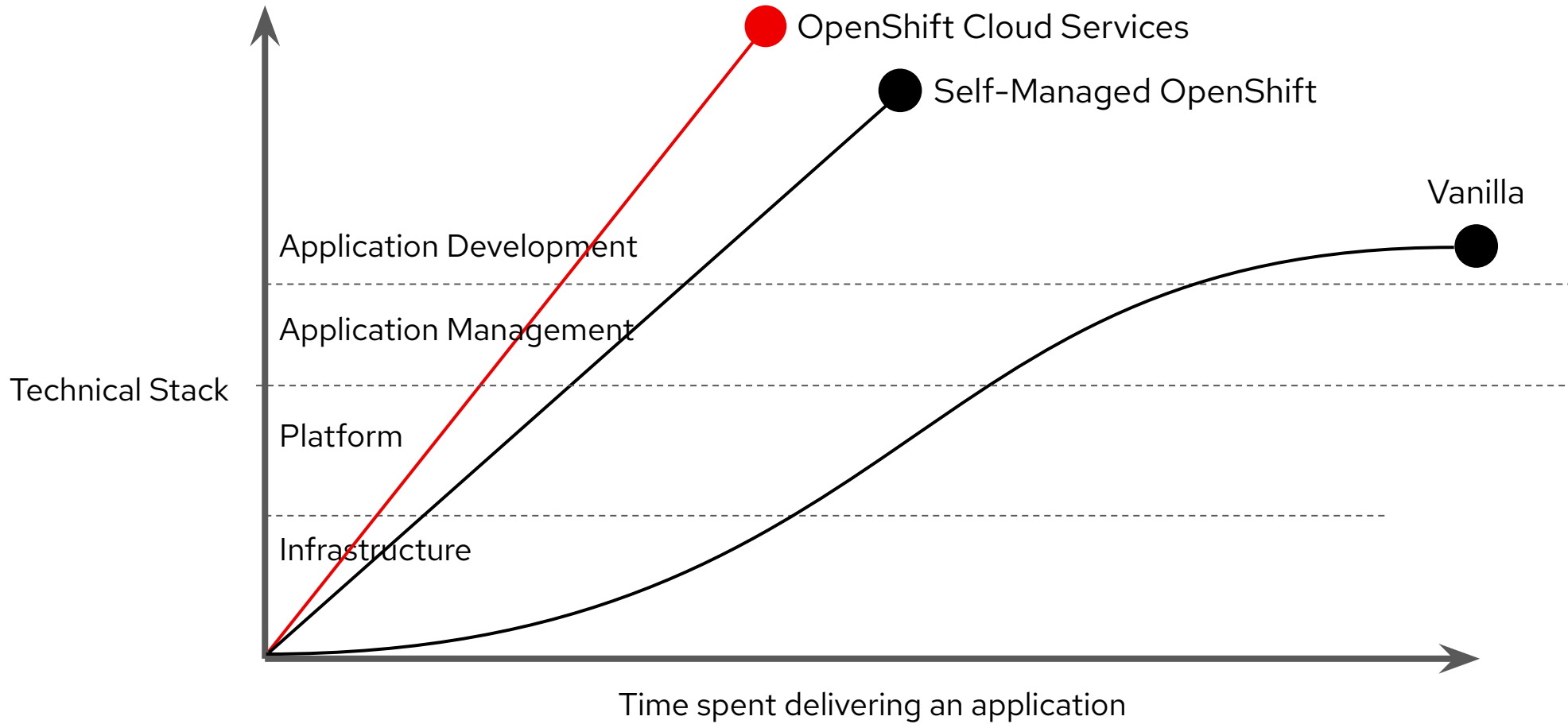
Why Red Hat Cloud Services?

Jointly engineered, operated, and supported by Red Hat and Hyperscaler
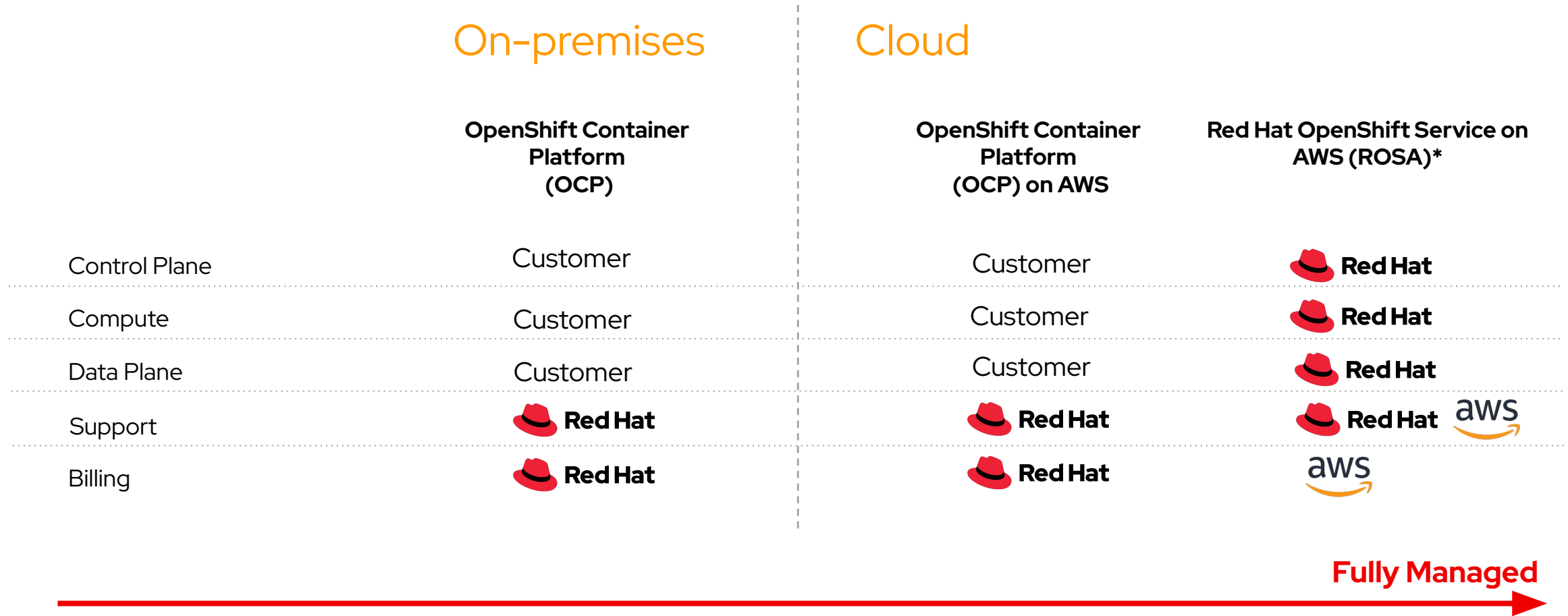
Complete application development platform

Consistent OpenShift experience across the hybrid cloud

Fully managed, from infrastructure to daily operations

Customers now can focus on innovation to add value to their business

On-premises | Cloud

	OpenShift Container Platform (OCP)	OpenShift Container Platform (OCP) on AWS	Red Hat OpenShift Service on AWS (ROSA)*
Control Plane	Customer	Customer	Red Hat
Compute	Customer	Customer	Red Hat
Data Plane	Customer	Customer	Red Hat
Support	Red Hat	Red Hat	Red Hat aws
Billing	Red Hat	Red Hat	aws

Fully Managed →

Red Hat Cloud Services

Managed OpenShift + Application Services + Data Services

Full stack management and unified experience

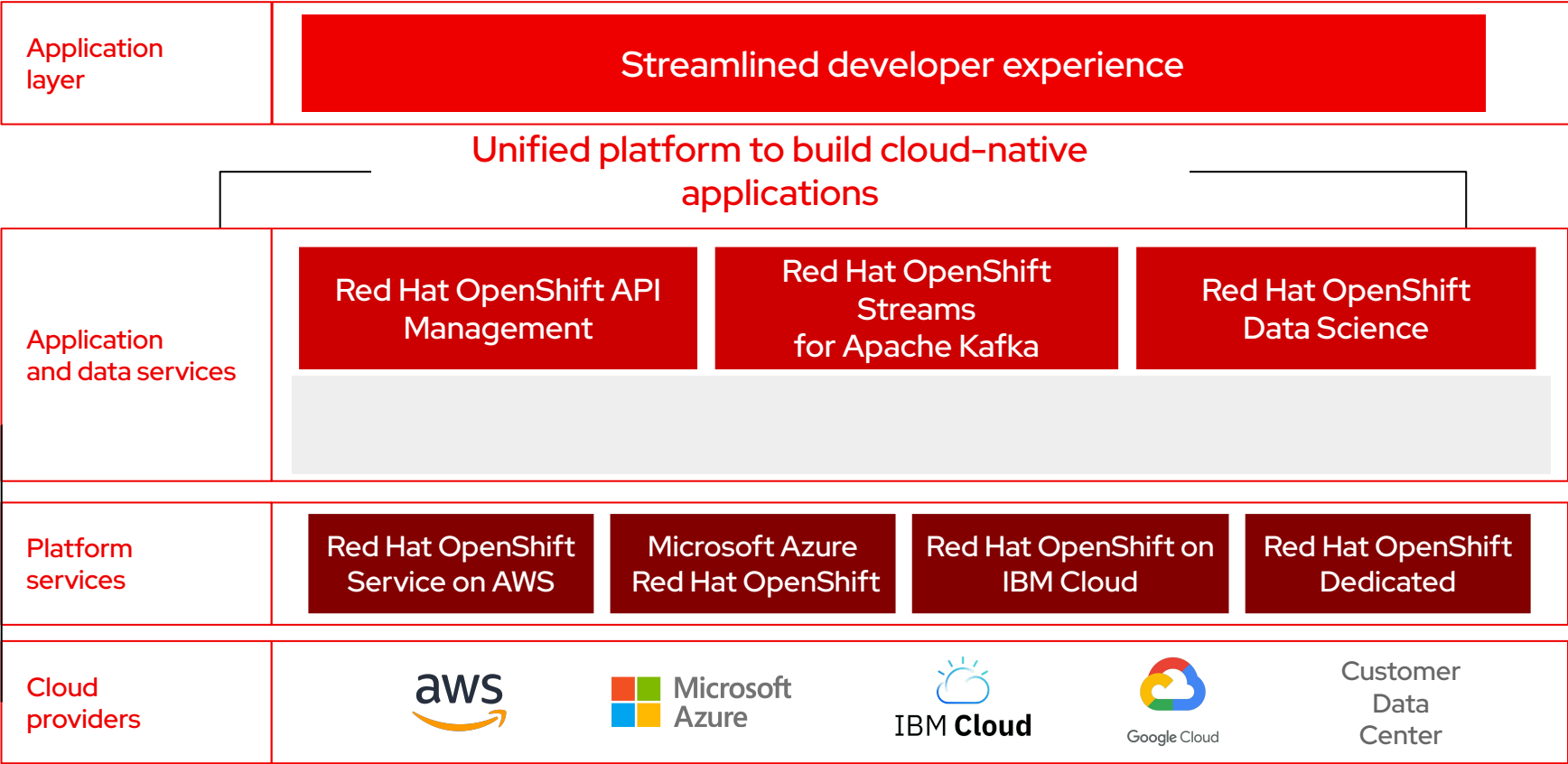**Maximize full value of Red Hat OpenShift**

Hybrid cloud flexibility

Application layer	Streamlined developer experience

Unified platform to build cloud-native applications

Application and data services	Red Hat OpenShift API Management	Red Hat OpenShift Streams for Apache Kafka	Red Hat OpenShift Data Science

Native integration

Platform services	Red Hat OpenShift Service on AWS	Microsoft Azure Red Hat OpenShift	Red Hat OpenShift on IBM Cloud	Red Hat OpenShift Dedicated

Cloud providers	aws	Microsoft Azure	IBM Cloud	Google Cloud	Customer Data Center

Open Tour

Red Hat | intel

Red Hat provides business results

60%

reduction in development and operating costs [1]

59%

faster deployment of IT resources with Red Hat training [2]

118

releases every two weeks, increased from one release every two weeks [3]

93%

reduction in unplanned downtime [4]

Source:
1. Red Hat customer case study. "Korean bank speeds app delivery by 50% with Red Hat OpenShift," 2020.
2. IDC sponsored by Red Hat: The Business Value of Red Hat Training.
3. Red Hat customer case study. "Japanese telco adopts DevOps and Kubernetes with Red Hat," July 2020.
4. IDC sponsored by Red Hat: The Business Value of Red Hat Technical Account Management Services

"Working with Red Hat is helping us change our mindset. We now believe that the transformation journey we've started is really possible."

Sergio Bernabé
Chief Information Officer
Santalucía Seguros

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.

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
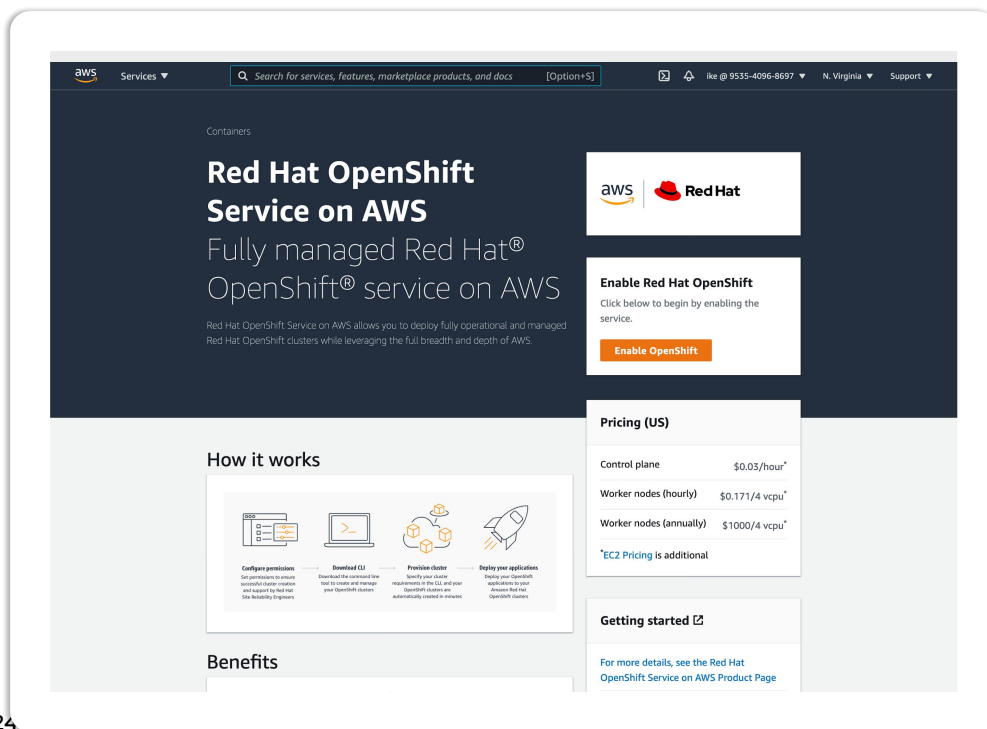
Thank you

Step by at the booth if you want to learn more

Red Hat | intel.