



Breda | 13 December, 2022

Partner Day

Connecting people and solutions
to accelerate your business

Platform Simplification with Red Hat Enterprise Linux

A consistent foundation for enterprise workloads in a hybrid cloud world

Hervé Lemaître
EMEA RHEL GTM leader &
Business owner

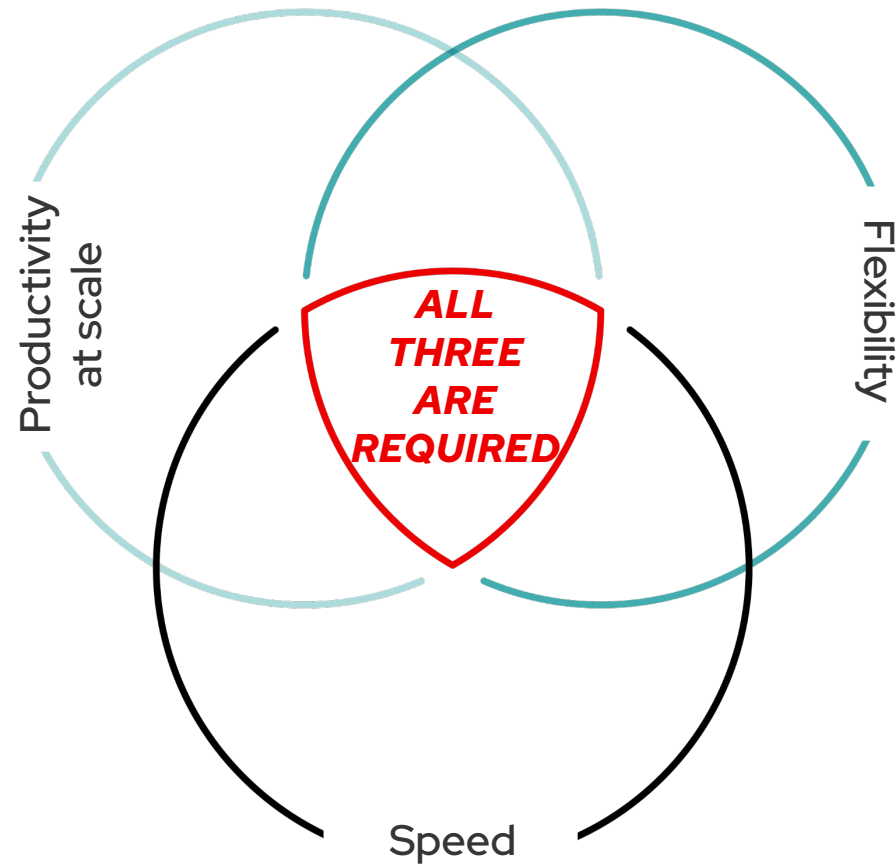
LX Murgier
EMEA RHEL GTM specialist
Platform Simplification

Agenda

- ▶ Introducing Platform Simplification in hybrid IT
- ▶ RHEL to deliver Platform Simplification with business value
 - RHEL and CentOS conversions
 - Additional security and management services
- ▶ What's in for partners ?

What we hear from customers

How to deliver business innovation faster in a hybrid world?



Customer Challenges

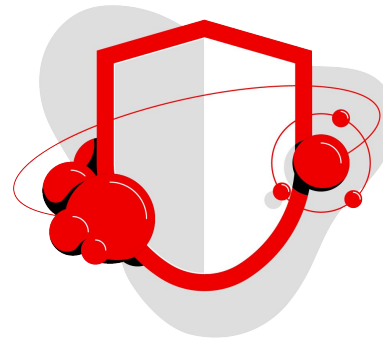
Need a **platform foundation** to balance innovation and stability



Infrastructure
Complexity



Innovate against
friction

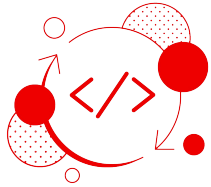


Security for
hybrid cloud



Long-term
success

Platform Foundation



TECHNOLOGY

- HW, SW or combination
- Community / Company Developed
- Exploratory



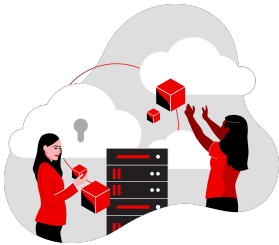
ENTERPRISE READINESS

- Market viability
- SLA: Support, Security, HW/SW Certifications, etc.



PRODUCT

- Developed by companies
- Tested Business case
- Enterprise consumable
- Corporate IT building block



PRODUCT

- Differentiated / unique value in its category vs. competition



MARKET ADOPTION

- Customer preference
- Multiplying effect
- HW / SW Ecosystem



PLATFORM

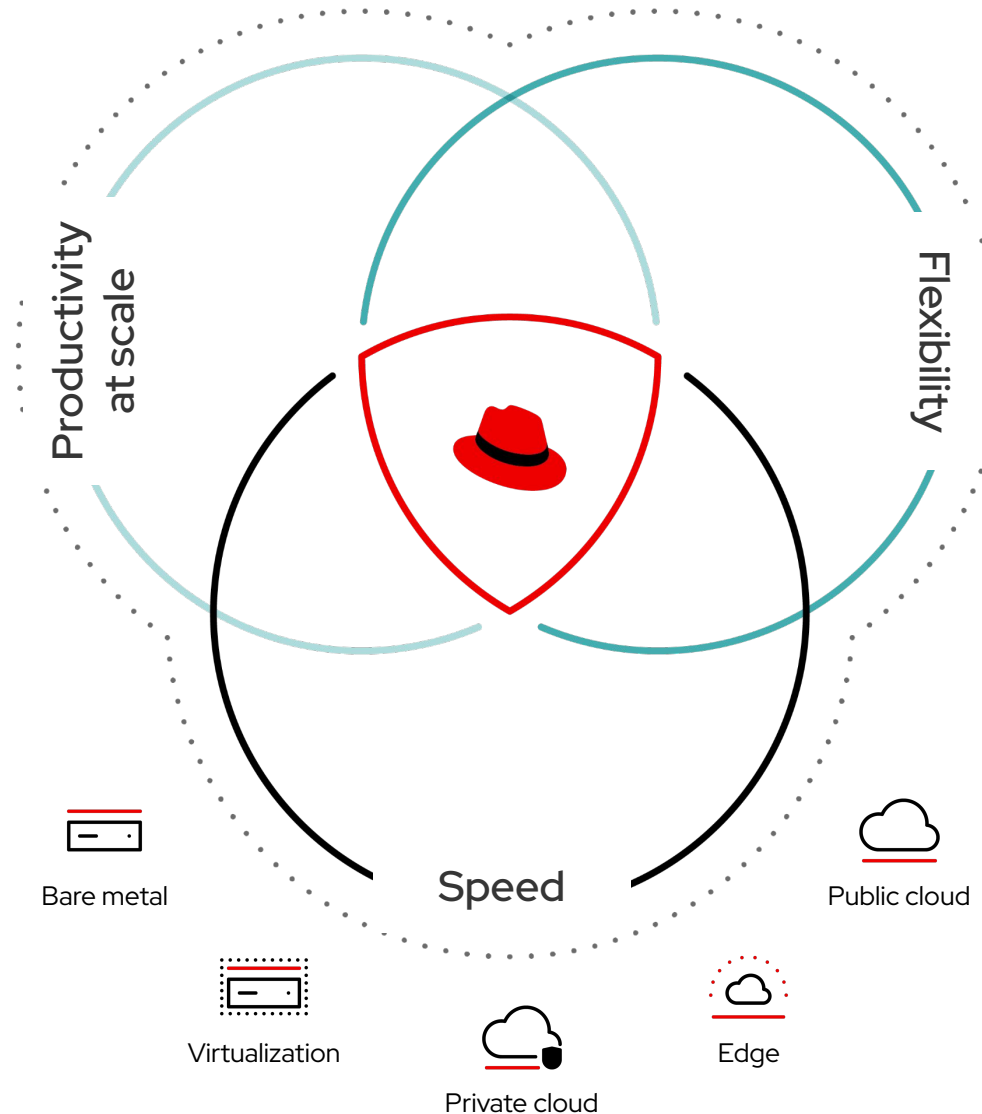
- Market leadership
- "De facto" Standard
- Defines IT segment
- Core of corporate IT architecture

How Red Hat helps customers

Open hybrid Cloud is Red Hat Strategy to solve those challenges from Edge to Cloud

Deliver Open hybrid cloud

Open hybrid cloud is Red Hat's recommended strategy for **architecting, developing, and operating** a hybrid mix of applications, delivering a truly flexible and consistent cloud experience with the speed, stability, and scale required for digital business transformation.



with 3 Platforms

Infrastructure platform

- Red Hat Enterprise Linux

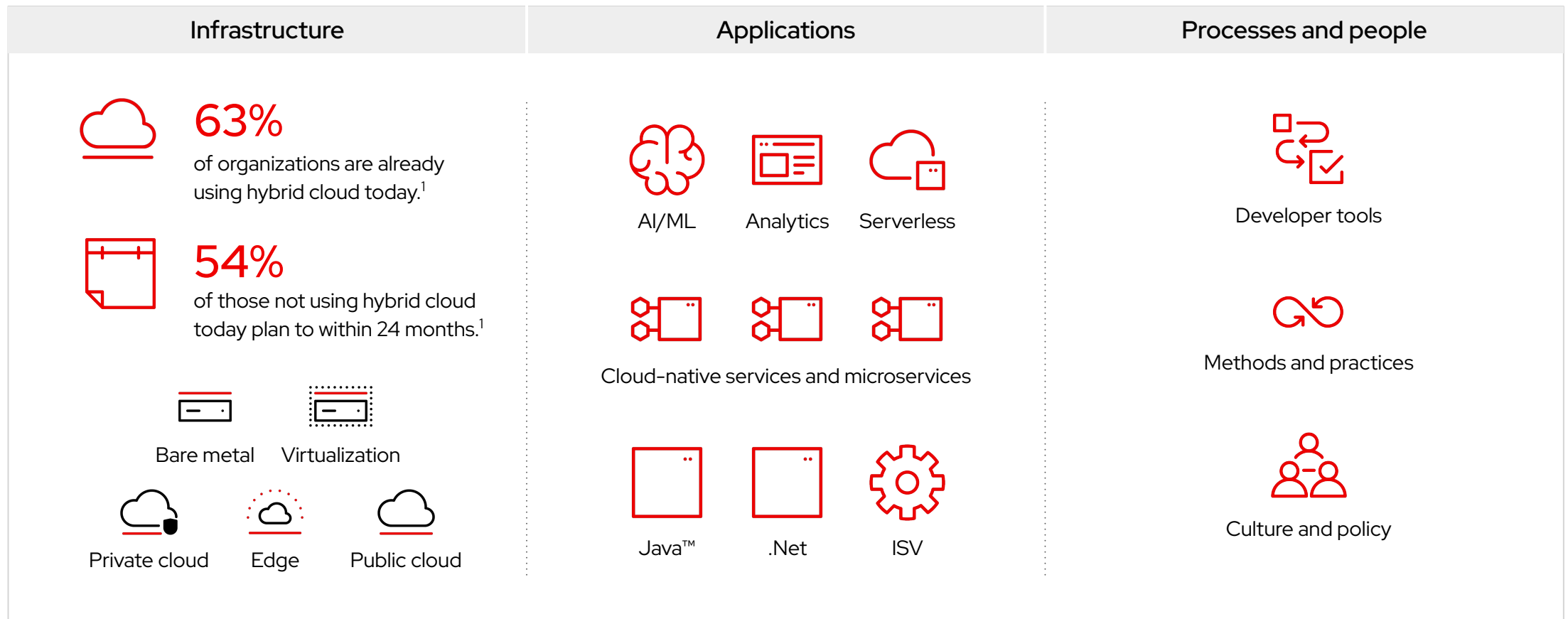
Application Platform

- OpenShift Container Platform

Automation Platform

- Ansible Automation Platform

What's the reality of customers' IT environment?

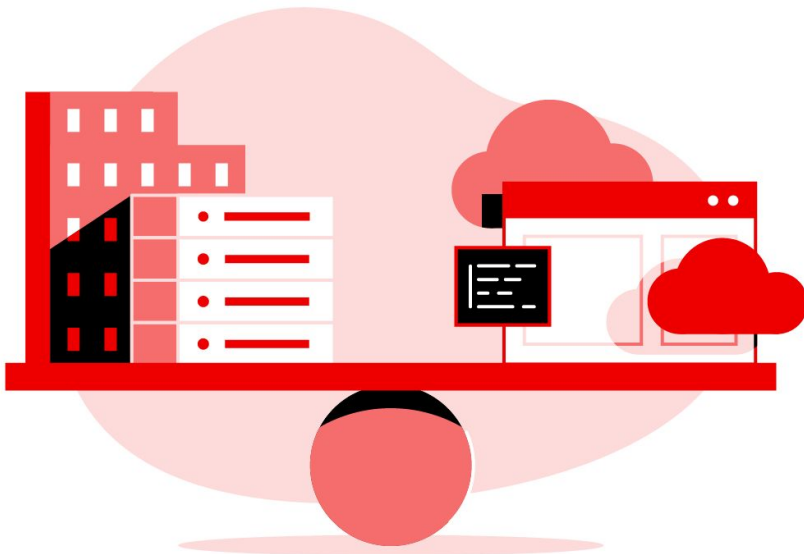


Achieving platform simplification (infrastructure)

Run any application or workload **consistently** across any environment

Common challenges of complex environments

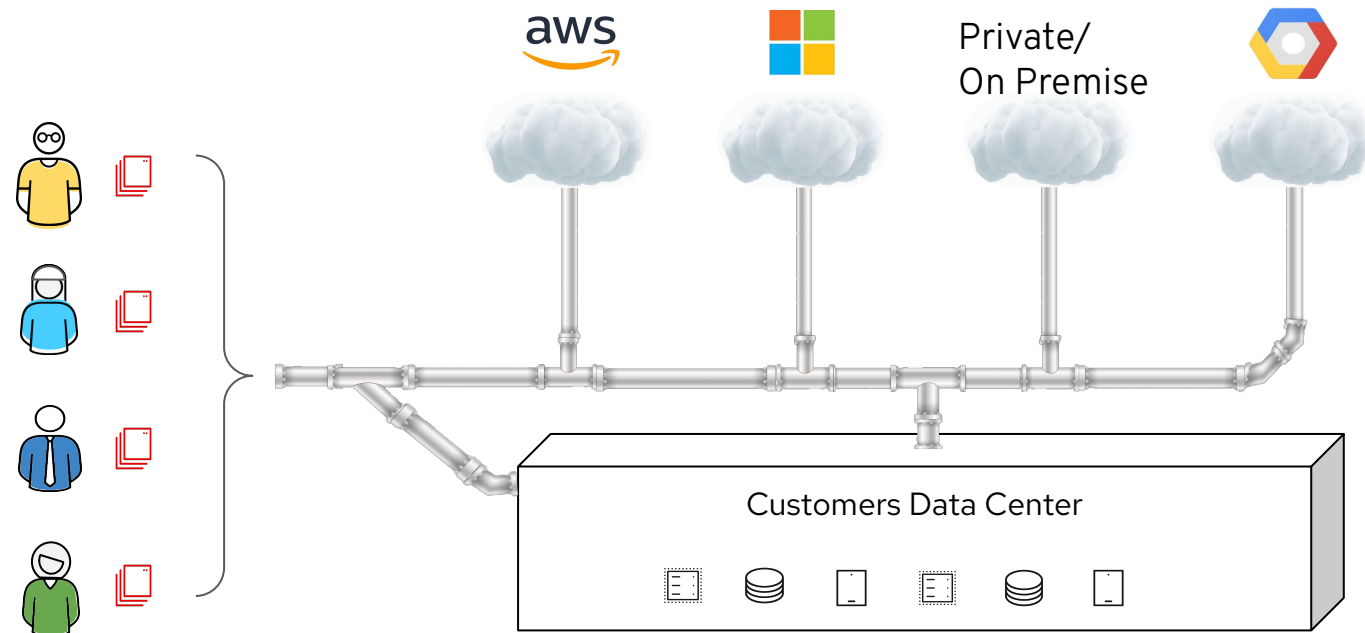
Platform simplification creates consistency



- ▶ Juggling **multiple platforms** to run workloads, applications, and services. Need consistency across any infrastructure—on-premise, cloud, and to the edge of your network.
- ▶ **Complex** IT landscapes can hinder agility, lead to **security risks**, and require more time and resources for maintenance.
- ▶ Teams need to do more with less. They need to innovate while grappling with skills and talent gaps.

When moving to the hybrid cloud

Inconsistency is inherent to any move to the hybrid cloud



- **Inability to access required Services or Features**
 - Features are inconsistent across clouds
 - services are deprecated over time
- **Inconsistent Compliance & Security**
 - Cloud compliance & security authorizations differ across providers
- **Inconsistent Management experience**
 - Management experience differs between each provider
- **Inability to control Cloud Heterogeneity**
 - Lack of governance & visibility creates unlimited sprawl

Platform simplification

Increase agility, stability, and efficiency through **CONSISTENCY**

Simplification helps IT support the business by:

It does this by offering:

Setting teams up for future deployments	A platform that runs consistently across hybrid environments—from the datacenter, to public cloud, and out to the edge.
Enhancing the stability of your IT environment	A stable platform and management tools to reduce the complexity of maintaining security and compliance across hybrid environments.
Addressing operational inefficiencies and skills shortages	A consistency across the datacenter, public clouds, and edge environments reduces the burden of maintenance on IT teams and allows them to focus on innovation.

Benefits of simplification

6 months
to payback

573% five-year ROI

IDC's research demonstrates the strong value that organizations have achieved by using Red Hat® solutions compared to unpaid alternatives.



81%

reduction in
unplanned downtime



32%

more efficient IT
infrastructure
management



21%

fewer servers
required



16%

lower three-year cost of
operations



65%

faster to identify
security risks

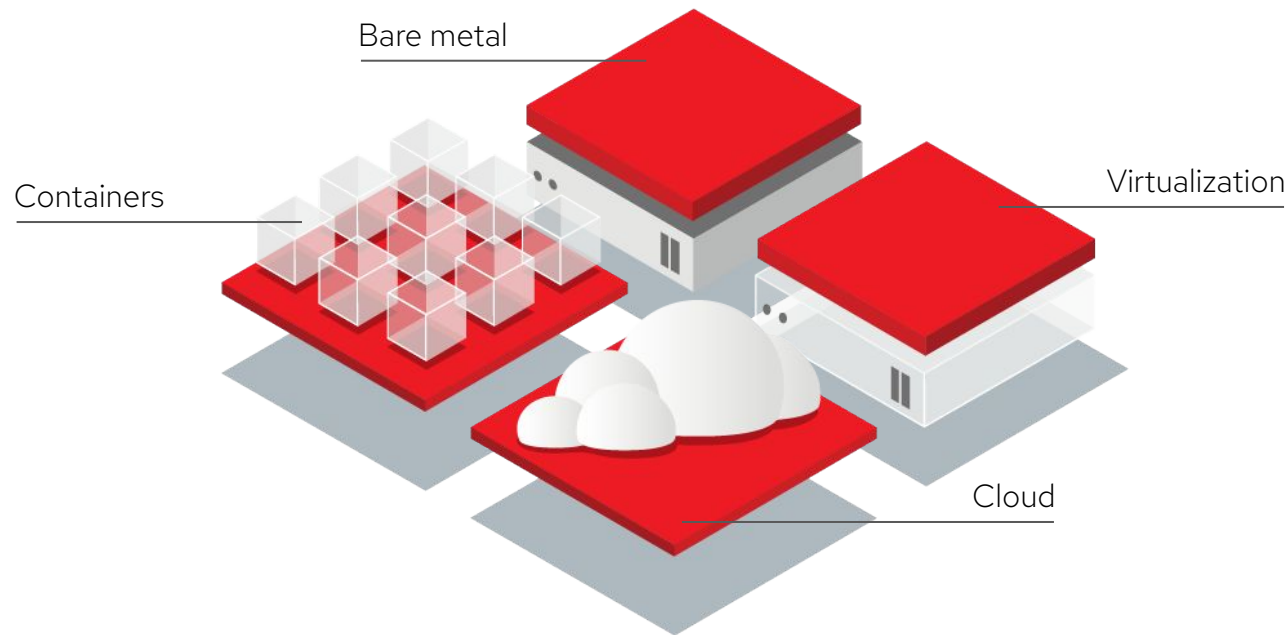


\$9.32M

average higher net
revenue per year per
organization

Red Hat's approach to infrastructure Platform Simplification

A common foundation across platforms and management



Red Hat® Enterprise Linux®

Any workload, any environment, one OS



Red Hat Insights

Proactive automated resolutions



Red Hat Smart Management/Satellite

System life cycle management

Red Hat Enterprise Linux Leadership

Preferred Linux Platform for Hybrid IT

Red Hat® Enterprise
Linux® serves **37,266**
customers



100%
of commercial
banks



100%
of telecommunications
companies



100%
of airlines



93.5%
of healthcare
companies

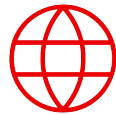


90%

of Global Fortune 500 firms rely
on Red Hat Enterprise Linux.

The RHEL Economy

Fueling an ecosystem of
Linux-based innovation



\$13 trillion

In global business revenues touched by RHEL in 2022
Growing to \$17 trillion by 2026



\$1.7 trillion

In financial benefits to RHEL customers in 2022
Growing to \$2.2 trillion by 2026



\$100 billion

Made by the RHEL ecosystem in 2022
Growing to \$150 billion by 2026



\$57 billion

Invested in local economies by Red Hat and its ecosystem in 2022
Growing to \$82 billion by 2026

Platform foundation



Red Hat Enterprise Linux

Pillars behind its conception



Innovate

Accelerate innovation



Optimize

Streamline IT
Infrastructure



Protect

Establish a consistent
security foundation

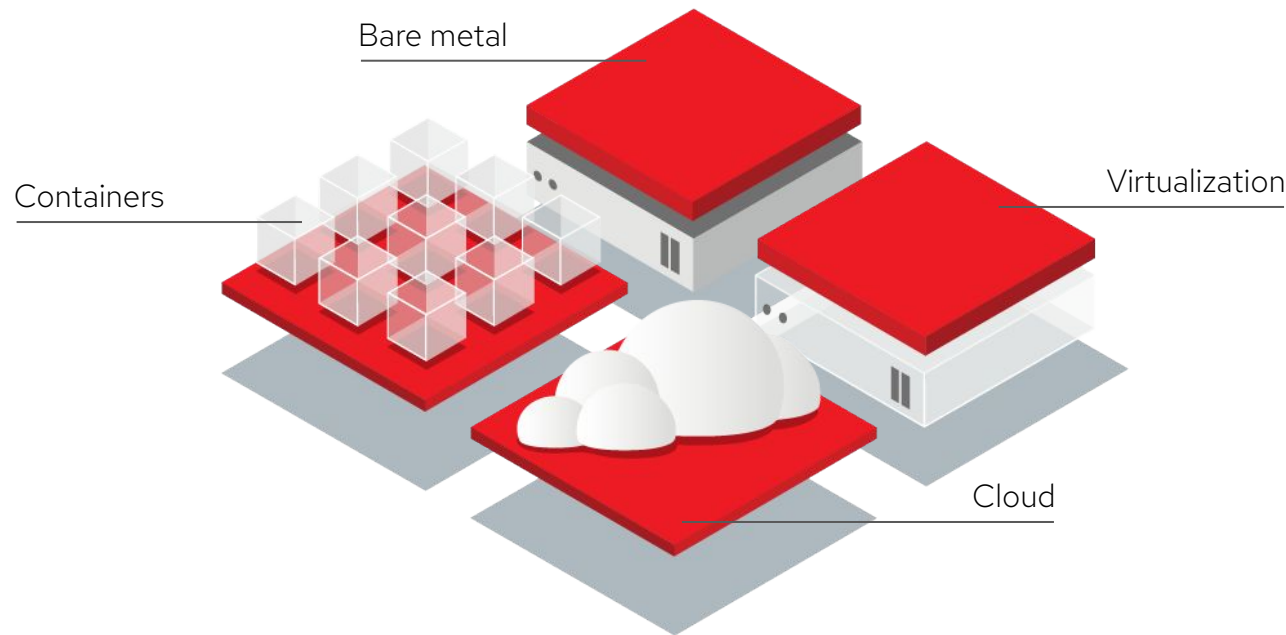


Trust

Operate with complete
confidence

How do we approach platform simplification ? 1/3

A unique platform : Red Hat Enterprise Linux



Red Hat® Enterprise Linux®

Any workload, any environment, one OS

Align other OSES on RHEL

- CentOS (or any community) to RHEL
- Oracle Linux to RHEL
- SLES (SAP) to RHEL (SAP)

Move applications onto RHEL

- SAP (Unix, SLES)
- MS SQL

New use cases

- Edge and Edge Management

CentOS Linux end-of-life (**EOL**) timeline : **H1 2024**

Migration gives you an opportunity to gain more value for your organization

CentOS Linux 8 EOL

no CentOS Linux 9.

Dec 31, 2021

"We are here"

CentOS Linux v7 EOL



Jun 30, 2024

-> Compelling event to find an alternative : "RHEL or Other" before 2024

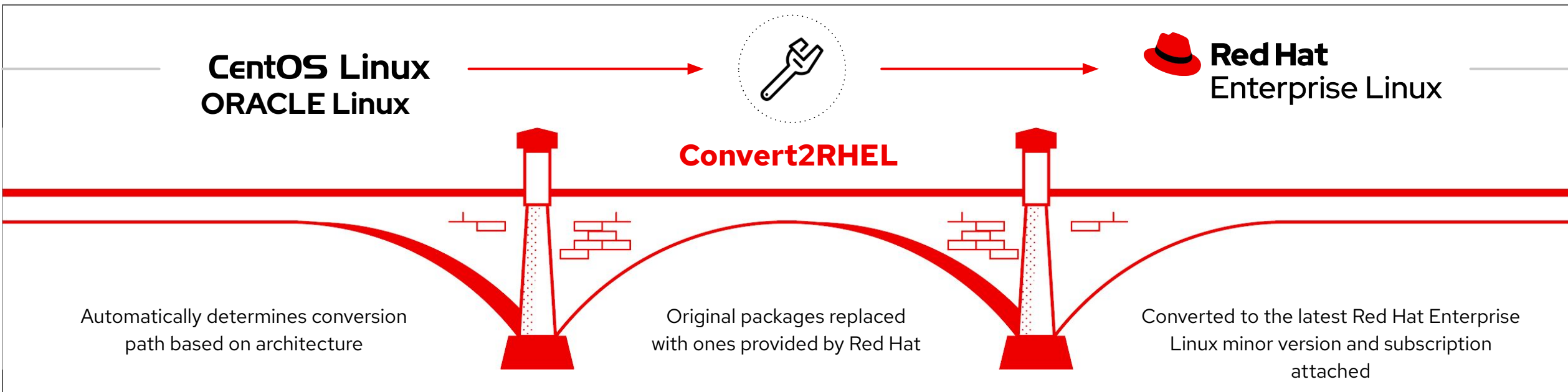
Moving away from CentOS Linux to RHEL

Benefits brought by Red Hat

- ▶ **Standardize** on a single distribution (RHEL)
- ▶ Stay with the **creator** of RHEL
- ▶ **Developers** program (RHEL for free)
 - <https://developers.redhat.com>)
- ▶ **Support** 24/7 organization "Follow the Sun",
Knowledge Base, Labs...
- ▶ RHEL brings **more security**
 - *Security by design*
 - *Proactive analytics & remediation (Insights)*
 - *Security Response team, CVE information*
 - *Security certification and compliance tooling*
- ▶ RHEL brings **less downtimes**
 - *Kernel live patching prevents reboots*
 - *Add options for longer lifecycle (EUS - ELS)*
 - *Comprehensive management*
- ▶ Red Hat provides **more visibility**
 - *Roadmap*
 - *Opensource upstream projects involvement*
 - *Certified Partner ecosystem*

Streamline your migration with an automated conversion tool

Red Hat Enterprise Linux helps you ensure business continuity during migration



Free & supported by Red Hat



Migration center & Partner's expertise

- Migration Center: Customer Portal

- Includes support policies, KB articles, and documentation along with existing product marketing demo videos.




- ▶ Work to identify tooling and the key sets of apps and workloads
- ▶ Create automation to help establish workflows
- ▶ Reduce risk for your mission critical applications and workloads

Migration Center

This page is an accumulation of various resources as well as suggested solutions which can help in the successful conversion or migration of your systems. For large scale migrations, please consider utilizing [Red Hat Consulting Services](#).


[Convert2RHEL](#) [Leapp](#)

 **CentOS**

Backup System

Perform Pre-conversion Remediations


Execute convert2RHEL Utility

 **Red Hat**
Enterprise Linux

Perform Post-conversion Remediations

Validate Application(s) Functionality

Convert2RHEL from CentOS




Convert2RHEL from CentOS

See how Convert2RHEL enables you to quickly convert CentOS systems back to fully supported Red Hat Enterprise Linux (RHEL) machines.

Additional Resources

- ▶ [Convert2RHEL Product Documentation](#)
- ▶ [Convert2RHEL Download Page](#)
- ▶ [How to Convert from CentOS to RHEL](#)

Converting from CentOS to RHEL with Convert2RHEL and Satellite



Converting from CentOS to RHEL with Convert2RHEL and Satellite

Join Principal Technical Account Manager Brian Smith as he demonstrates how to convert a CentOS installation to RHEL with the Convert2RHEL tool and Red Hat Satellite.

Additional Resources

- ▶ [Convert2RHEL Scope of Support](#)
- ▶ [Frequently Asked Questions Regarding Red Hat Support Policies for CentOS Installations](#)

CentOS Linux migration : **promos**

- Ease the transition for CentOS Linux users who consider moving to RHEL
- Rolling out multiple programs based on use cases

"Enterprise and commercial" (named accounts) customers using CentOS Linux

- **"3 minus 1"** (Enterprise+Commercial) : **3 or 1 Yr deal**
1st year (or 1st quarter) free = 33% discount
- **"Stair Step"** for "longer migrations" (with Ramp-up) : pre-existing SKUs
3 specific skus (non renewable)
1st year = 75% discount
2nd year = 50% discount (overall discount over 3 years)
3rd year = 25% discount

Requires
SBOF and
approval by
Red Hat

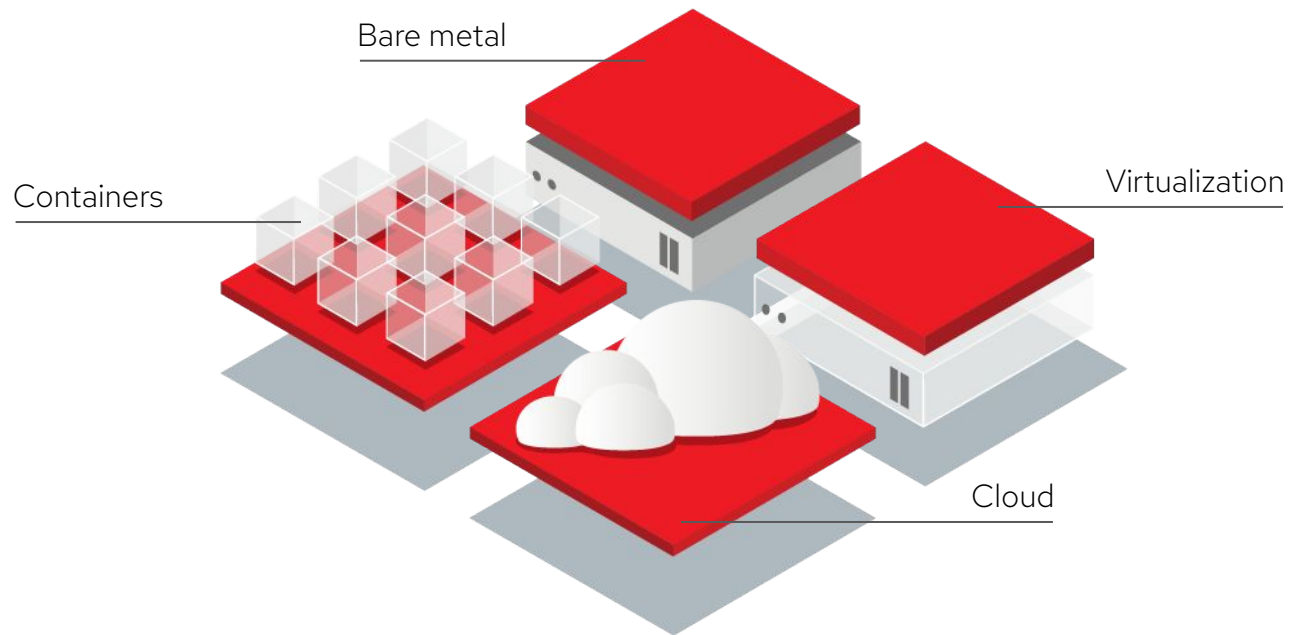
"Commercial" customers (channel only) using CentOS Linux

- **"RHELvolutionize 2+1"** (Indirect/Spend < 5K since 2Yrs) : pre-existing SKU, **3 Yrs deal**

Note : CentOS discount granted "on top" of existing discounts (NAT)

How do we approach platform simplification ? 2/3

Intelligent management with proactive analytics ad automated remediation



Red Hat Insights

Proactive automated resolutions

Have customers adopt this free service

- Provided with every RHEL subscription
- Extra value for customer
- Secure your renewals

Brings automation as a need

- Cross-sell Enterprise Automation

Brings Smart Management as a need

- Smart Mngt brings add'l security and automation

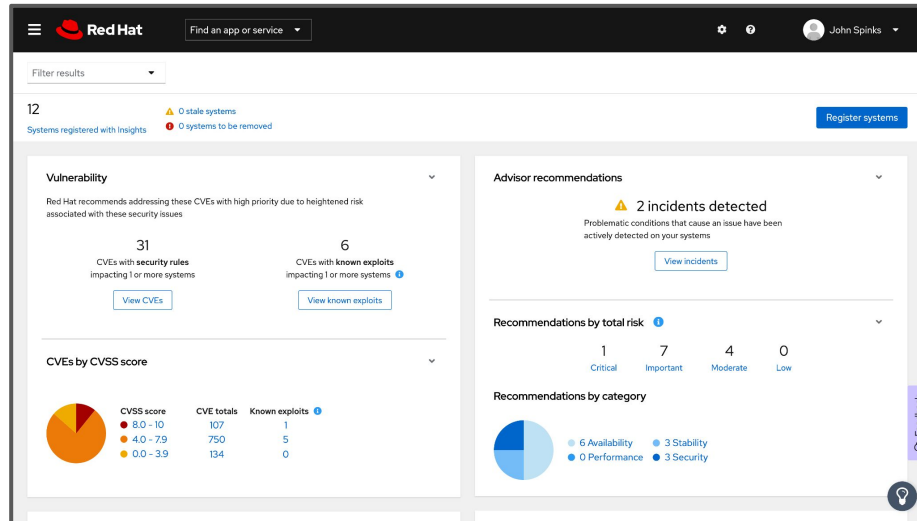
Consistent across Red Hat portfolio

- Applies to RHEL, OpenShift, Ansible Automation Platform



What is Red Hat Insights?

Proactive analytics and automated remediation to better manage your hybrid and cloud environments



In order to



Protect
your systems



Comply with
regulations



Maximize
performance



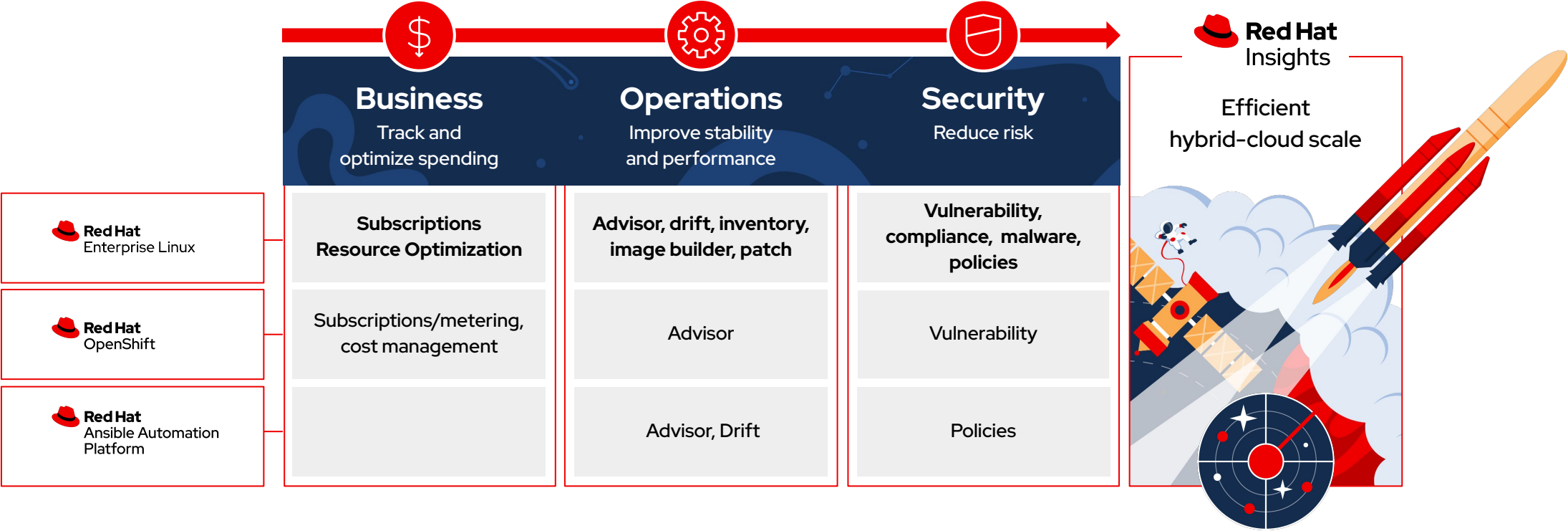
Reduce
downtime



Optimize
your costs

Red Hat Insights

Aligning themes to services across platforms



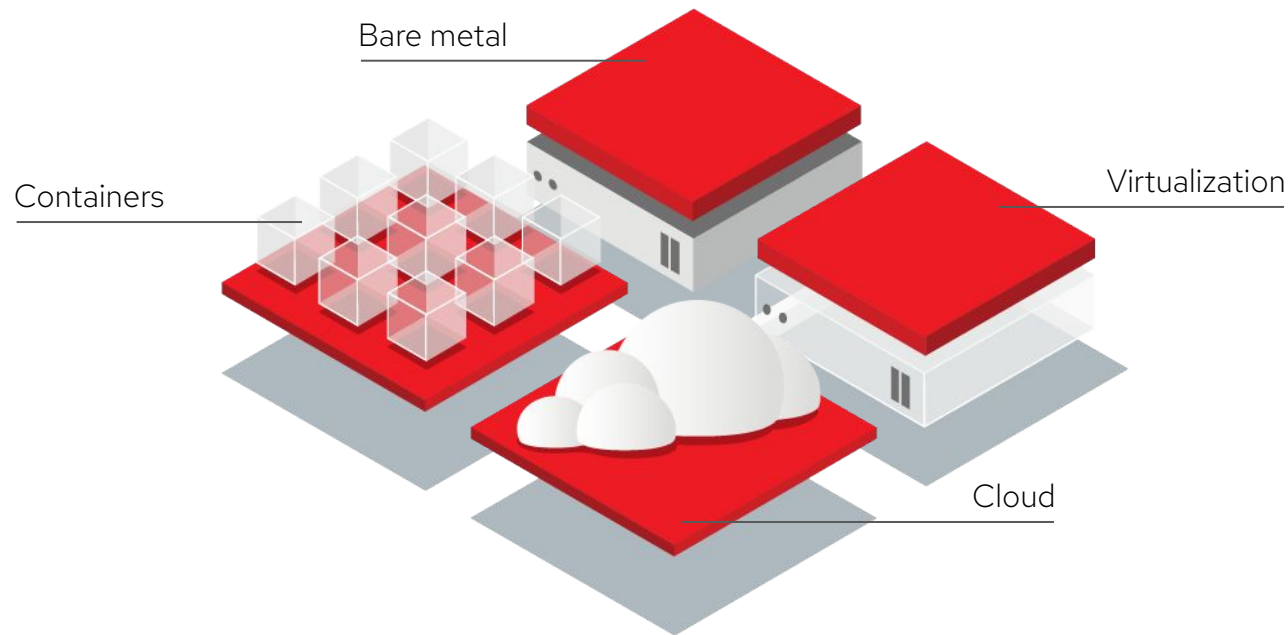
Modernized management with analytics and automation



- 96% reduction in time to **detect** known risks to availability, performance, stability, and security
- 26% reduction in administrator steps to **detect** these known risks
- 88% less time to track **patch** status for all systems in environment, versus manual scripted workflow
- 1m 24s to **discover** vulnerabilities in a 100-VM environment, versus over 15m when performed manually
- 91% less task completion time to **address** a vulnerability
- 69% reduction in time to detect a **policy** violation

How do we approach platform simplification ? 3/3

Intelligent management with automation



Red Hat Smart Management

System life cycle management

Deploy a SOE approach

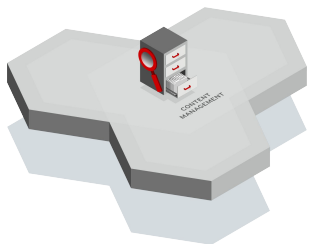
- Standard Operating Environment drives consistency
- Integrates with Insights
- Security & compliance

Expands to enterprise Automation

- Strong integration with AAP

Red Hat Smart Management / Satellite

CONTENT MANAGEMENT

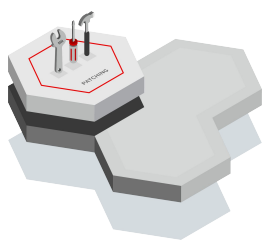


Content Repository
any type of content
made available to any
host

Curation of content
prior to distribution

Distribution of
content as close as
possible to the end
point.

PATCH MANAGEMENT

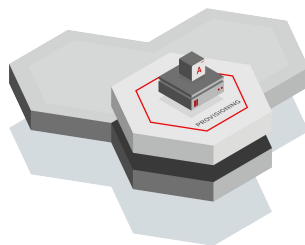


Report on hosts that
need updates, fixes,
or enhancements

Group homogeneous
systems so that you
can easily work with
them

Respond quickly to
patching requirements
using scalable
automation

PROVISIONING MANAGEMENT

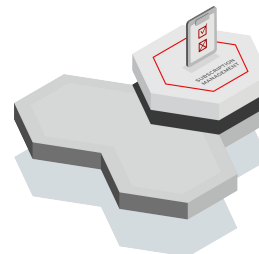


Provision to bare metal,
virtual,
private, and public clouds

Import non-provisioned
hosts

Automate using Ansible roles
to perform post-provisioning
steps

SUBSCRIPTION MANAGEMENT

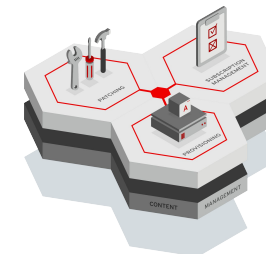


Centrally manage
subscription usage

Maintain accurate
inventory and
utilization information

Report on subscription
consumption

EFFICIENCY MANAGEMENT



Configuration Management
using Ansible technology

Automation through
integration with Ansible
Automation Platform

Compliance using
OpenSCAP policies

Standard Operating Environment
hosts are the same across your
environment

IDC ROI Study of Red Hat Satellite

A single system administrator using Red Hat Satellite can manage more Red Hat Enterprise Linux servers and cut administration costs.

KEY RESULTS:

416%

5 year ROI

28%

Reduction in
total cost of operations

6 MONTH

Payback period

56%

More efficient patching

78%

Faster deployment of new VMs

56%

More efficient IT
infrastructure management

What's in for you ?

What's in for Red Hat Partners

Platform Simplification with Red Hat

UPSELL / CROSS SELL OPPORTUNITIES

ISV

- Certify solutions on RHEL
- Benefit from RHEL huge installed base
- Specific partner program

IHV

- Co-engineering with Red Hat
 - CentOS Stream or Partner Mngr
- Influence roadmap
- Aligned continuous co-innovation

CCSP / Hosting

- Become part of Red Hat Open Hybrid Cloud strategy
- Brings flexibility and choice to our customers
- Benefit from RHEL installed base

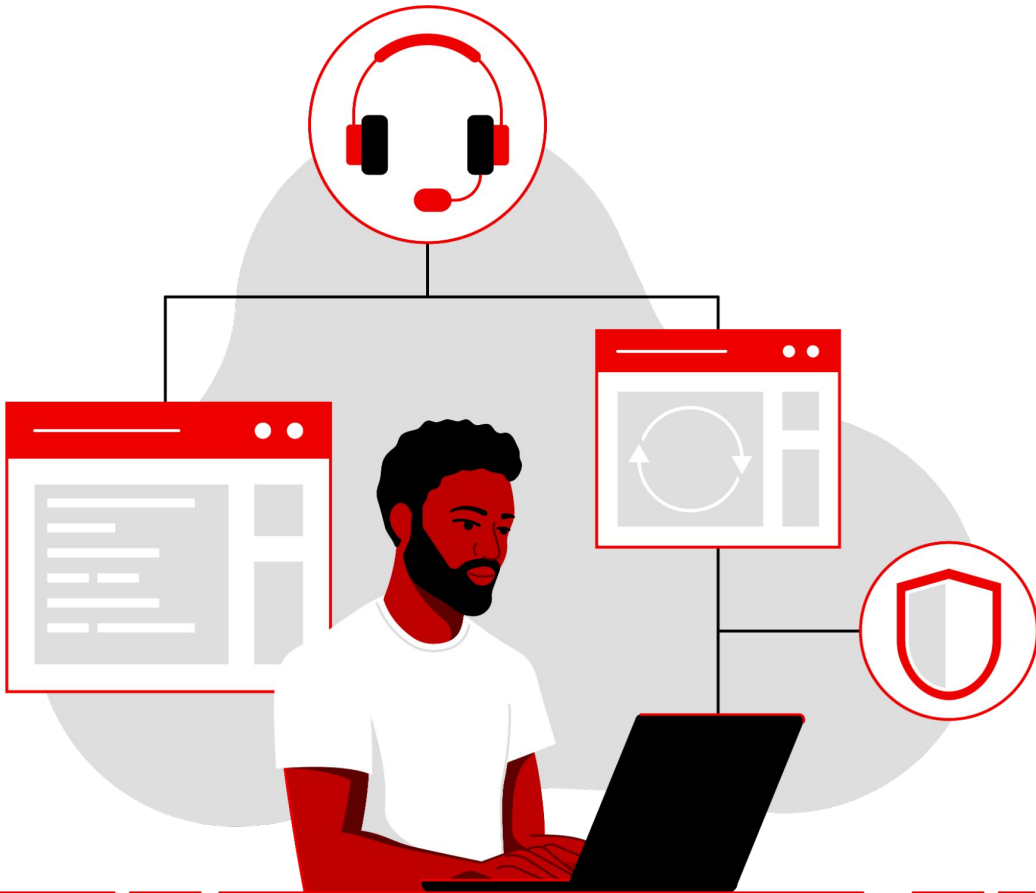
Solution Providers / Distris

- Target new use cases and workloads
- specific financial programs
- Renew + Upsell (Smart Mngt)
- CentOS territory
- Build integrated solutions
- Expand / new logos / reward programs

System Integrators

- Build integrated solutions aligned with RHEL presence in customer's IT
- Focus more on global solutions, less on building an OS or managing a community versions
- CentOS territory
- Benefit from tight integration between RHEL, Automation and Management
 - > larger scope projects
- Innovate with new use cases (edge)

The value of a Red Hat Enterprise Linux subscription



Enterprise-grade product



Security resources



Partner ecosystem



Lifecycle support and flexibility



Product roadmaps



Proactive analytics



Support and expertise



"We wanted to really reinvent the wheel, make sure that we could reuse as much automation content as we could."

Talor Holloway
CTO,
Advent One

Challenge

Needed to support its customer, Tomago Aluminium, as it migrated off its SAP partner-managed cloud to give it greater control over its environment.

Solution

Migrated from SUSE to Red Hat® Enterprise Linux® for SAP Solutions to standardize on one operating system and used Red Hat Ansible® Playbooks.

Why Red Hat

Red Hat delivers long-term predictability and stability and simplifies scaling the environment.

Results

- ▶ Enabled new environment to be up and running in just six days
- ▶ Provided customer greater control over their environment
- ▶ Reduced manual effort and increases operational efficiency

Software and services

Red Hat Enterprise Linux for SAP Solutions
Red Hat Ansible Automation Platform
Red Hat Insights
Red Hat Smart Management / Satellite



Reduced IT labor costs
required to administer
Red Hat Enterprise Linux
implementation by **20%**

Challenge

As a provider of inventory and supply chain management solutions, Graybar required a Linux® operating system (OS) that delivered best-in-class security, reliability, and performance for modern edge solutions.

Solution

Migrated from a third-party Linux OS to Red Hat® Enterprise Linux to take advantage of Red Hat Enterprise Linux's feature set increase.

Why Red Hat

Red Hat Enterprise Linux provides flexibility, stability, and reliability to support hybrid cloud innovation.

Results

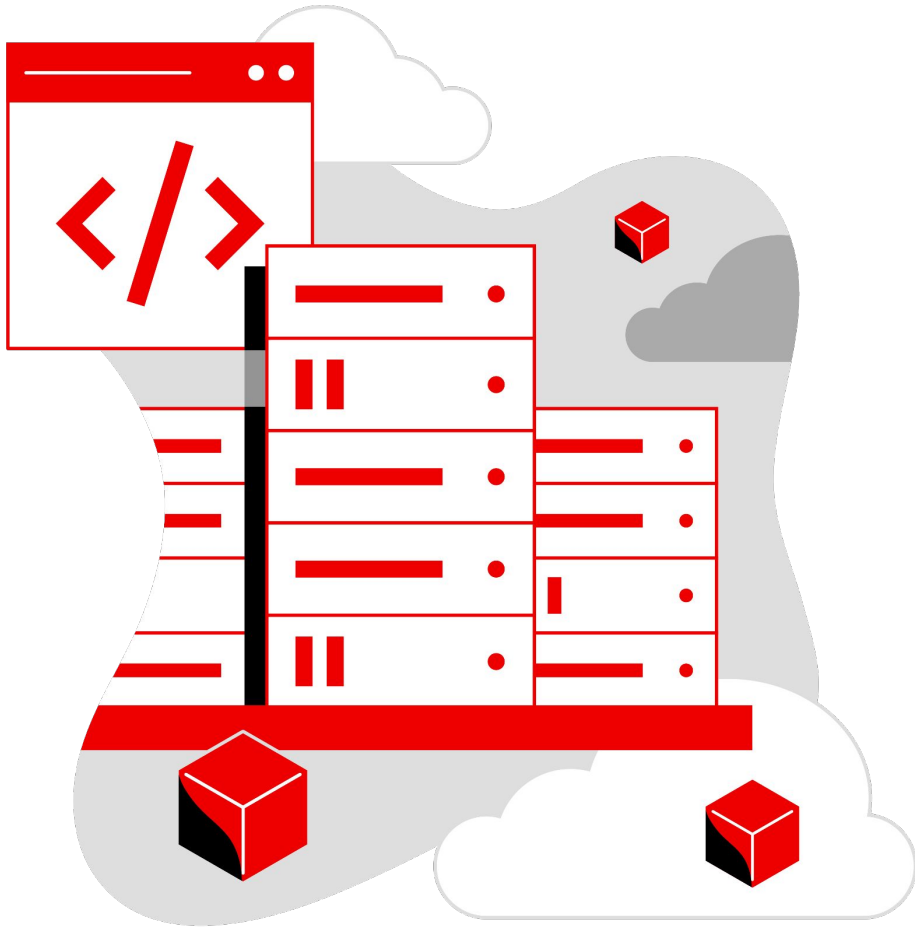
- ▶ Diminished need for IT resources due to data-driven alerts and notifications
- ▶ Enhanced capabilities for managing infrastructure for multicloud, complex, edge-based deployments that lead to better project delivery
- ▶ Improved compliance that enables focus on business objectives

Products and services

Red Hat Enterprise Linux

Red Hat Insights

Red Hat Smart Management / Satellite



Red Hat Enterprise Linux

Red Hat Enterprise Linux is your source for safe and reliable Linux innovation that makes your workloads successful.

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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