



Microsoft & Red Hat partnership: The value of Red Hat subscriptions on Azure

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91%

“91% of enterprise IT decision makers expect to rely on hybrid cloud architectures by 2017.”

- Red Hat Hybrid Cloud Management Survey, IDC, October 2014

Cloud Innovation Presents Challenges



- Integration with existing IT investments
- Heterogeneous, complex landscape
- Changing application architectures

Why Partner Now?

Customers want...

Support and service for hybrid clouds, spanning heterogeneous technologies and architectures

New generation of application development capabilities from Microsoft and Red Hat

Flexible, hybrid deployment and technology options

Portability and manageability

Confidence and choice in the enterprise cloud

Strategic partnership between Red Hat and Microsoft

Integrated support services for hybrid clouds, including Red Hat® products in on-premise customer environments and on Microsoft Azure

Microsoft .NET integration and availability with Red Hat Enterprise Linux®, including Atomic Host, and OpenShift by Red Hat

Red Hat products offered and supported on Microsoft Azure
Microsoft Windows supported on Red Hat Enterprise Linux
OpenStack® Platform and Red Hat Enterprise Virtualization

Management tooling integration for open hybrid cloud implementations with Red Hat CloudForms

Microsoft joins the Red Hat Certified Cloud and Service Provider program (CCSP)

Delivering the hybrid cloud

Available Today

Integrated support services for hybrid clouds, including Red Hat® products in on-premises customer environments and on Microsoft Azure

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Microsoft .NET integration and availability with Red Hat Enterprise Linux®, including Atomic Host, and OpenShift by Red Hat

Available Today

Management tooling integration for open hybrid cloud implementations with Red Hat CloudForms

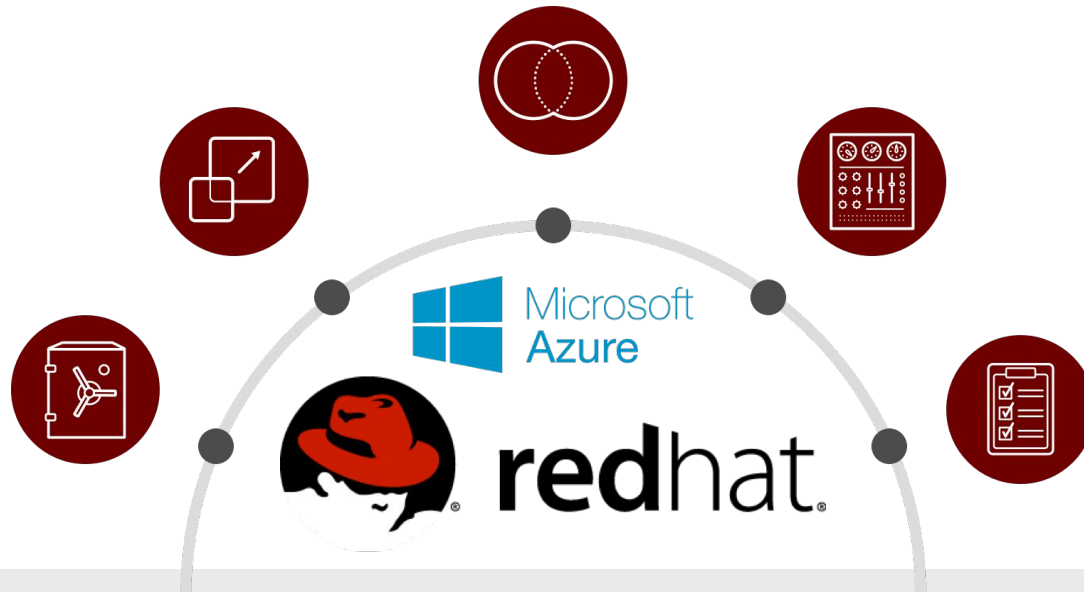
Available Today

Microsoft joins the Red Hat Certified Cloud and Service Provider program (CCSP)

Infrastructure Without Boundaries



Modern IT infrastructures need the **flexibility** to respond to rapidly changing business demands and technology landscapes, while at the same time must be **secure, reliable,** and **manageable** enough to support mission-critical workloads.



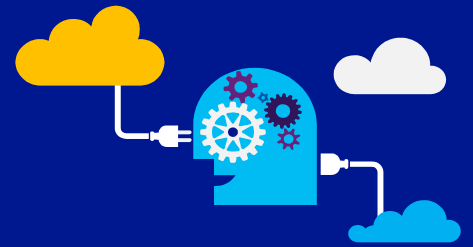


Bringing it all together

Microsoft Technology Centers

Technology initiatives can transform your business, but they can also stall or end in disaster. How can you ensure your technology investments payoff by creating new businesses, enabling your employees to be more productive.

There are over 30 MTCs across the globe to help you transform your business in a mobile-first, cloud-first world.



Empowering every person and every organization on the planet to achieve more.



Envision

From straightforward projects to complex business transformations, we'll help you reimagine your enterprise in this platform and device rich landscape.



Design

We'll help you architect secure, reliable solutions that align with your business processes, scale to meet your needs and integrate with your existing technologies.



Immerse

The rate of return on technology is the rate that your employees and customers adopt it. Interact with our technology to experience first hand how we can empower your people to be more responsive, agile and customer obsessed.



Differentiate

Together we will explore your business challenges and evaluate potential technology solutions to help you compete and win in the digital age.



Incubate & Accelerate

Whether it's incubating a new idea, experimenting with new technology or proving out a solution we have the process, and people to get you there faster.



Virtual

Augment your in-person experience with live webinars and on-demand content delivered by MTC experts. Stay current on technology topics at your convenience, your place on your device.



To explore the potential impact of cloud, mobile & social solutions to your business with an MTC engagement and get a list of upcoming and on demand MTC Studio sessions, go to www.microsoft.com/mtc or contact your account manager.

Empower. Innovate. Transform.

Microsoft's Bold Ambitions

MTC Briefings and Technology Sessions



Executive OSS Level Strategy Briefings

- Understanding and Building the Intelligent Cloud Platform
- Linux Systems Management with Puppet, Chef, and PowerShell DSC
- How to Implement Containerization with Docker
- Large Scale Production Linux Deployment strategy
- Red Hat Open Shift on Azure
- Cyber Security Envisioning Experience
- Understanding Microsoft's Azure Data Centers – Data Center Tour

Reinvent Productivity & Business Processes

- □ Red Hat Open Shift Overview and Deployment
- □ Modern Heterogeneous Workplace
- □ Continuous deployment with Jenkins
- □ □ Using Drupal and WordPress for website management
 - Reinventing Productivity and Business Processes
- □ □ Empowering developers with Self-Serve Test Environments
 - Deploying Red Hat

Create More DevOps Computing

- Azure CLI, Managing Azure from Linux and Mac
- □ Deploying Red Hat Enterprise Linux
- □ □ Understanding Azure Hyper-Scale for Linux workloads
- □ □ OSS Web Stack – Apache, Nginx, MySQL, MongoDB
- □ □ Developing Modern Applications with PHP and Java

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Build the Intelligent Cloud Platform

Cloud Infrastructure and Enterprise Mobility

- □ □ □ Manage a Hybrid Cloud Environment – System Center, Hyper-V, Azure, VMware, and OpenStack
- □ □ Datacenter Automation – PowerShell, Azure Automation, Chef, Puppet
- □ □ Branch Office Transformation – Hyper-V, StorSimple, System Center
- □ □ Azure StorSimple, Azure Site Recovery and Azure Backup: Better together
 - Hybrid Identity – EMS, AAD, AuthN, AuthZ
- □ □ AWS, VMware, OpenStack - Achieve High Availability and Disaster Recovery with Azure Site Recovery

Data Analytics, Internet of Things and Application Platform

- □ □ □ Cortana Analytics Suite
- Health Analytics Strategy Briefing
- □ □ SAP integration with Microsoft Business Analytics
- □ □ Analytics Platform System
- □ □ Azure SQL Data Warehouse and Azure SQL Database Architecture Design
- Elastic Search, MySQL, and MongoDB databases
- Practical Machine Learning with Azure ML Revolution R

Each MTC engagement is tailored to meet your customer's specific needs. If you don't see what you are looking for, contact your Microsoft Account Executive or Microsoft Partner representative.

Atlanta

Boston

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Houston

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Los Angeles

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Silicon Valley

St. Louis

Toronto

New Linux on Azure certification

What is it?

- Microsoft Certified Solutions Associate (MCSA) Linux on Azure certification
- Created in conjunction with the Linux Foundation
- Designed to support evolving skills requirements among SysAdmins and to drive further opportunity in the cloud.



For More information and how to obtain the MCSA-Linux:

- Visit our learning site: <https://www.microsoft.com/en-us/learning/mcsa-linux-azure-certification.aspx>

Azure Assessment

What is an Azure Assessment?

A certified Microsoft Partner will come to your premises and assess your current IT infrastructure and Azure capabilities, and develop a roadmap to the Cloud aligned to your business priorities.

Why have an Assessment?

An Azure Assessment provides you with a detailed readiness report and executive proposal with actionable recommendations detailing how to take full advantage of Azure

Ask your Microsoft account team or partner about scheduling an Assessment



Calls to Action!

1

Sign-up for Azure trial and test it!

2

Schedule a deep dive meeting at the Microsoft Technology Centers. Connect with your Microsoft account manager and/or Red Hat account manager.

3

Engage to have an Azure Assessment conducted. Ask your Microsoft account team or partner about scheduling an Assessment for Red Hat.

4

Sign-up to attend the Open Source on Azure Webinar series.

Where to get more information?

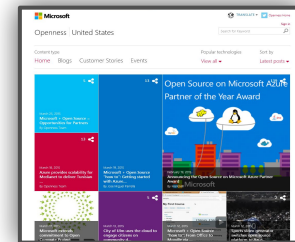
From Red Hat:

- Partnership Overview: <http://www.redhat.com/en/partners/strategic-alliance/microsoft>
- Cloud Access: <http://www.redhat.com/en/technologies/cloud-computing/cloud-access>
- Customer Portal: <http://access.redhat.com/ecosystem/partners/ccsp/microsoft-azure>
- How to configure CloudForms for Azure: <http://red.ht/1RMFSf6>

From Microsoft:

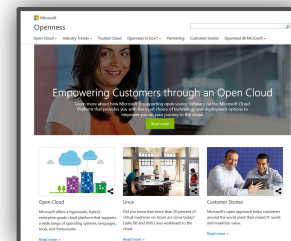
- Azure + Red Hat Overview: <https://azure.microsoft.com/campaigns/redhat>
- Red Hat Enterprise Linux now available in the Azure Marketplace: <https://azure.microsoft.com/en-us/blog/more-open-source-innovation-azure/>
- Azure Open Source Hub: azure.com/opensource
- Azure Free Trial: <https://azure.microsoft.com/trial/free-trial-open-source/>

For additional questions and for more information send e-mail to opensource@microsoft.com



Openness Blog
Read about the latest developments and momentum

<http://openness.microsoft.com/blog>



Microsoft Openness
Learn more about our commitment to embracing Open Source

<http://www.microsoft.com/Openness>

Thank you.

