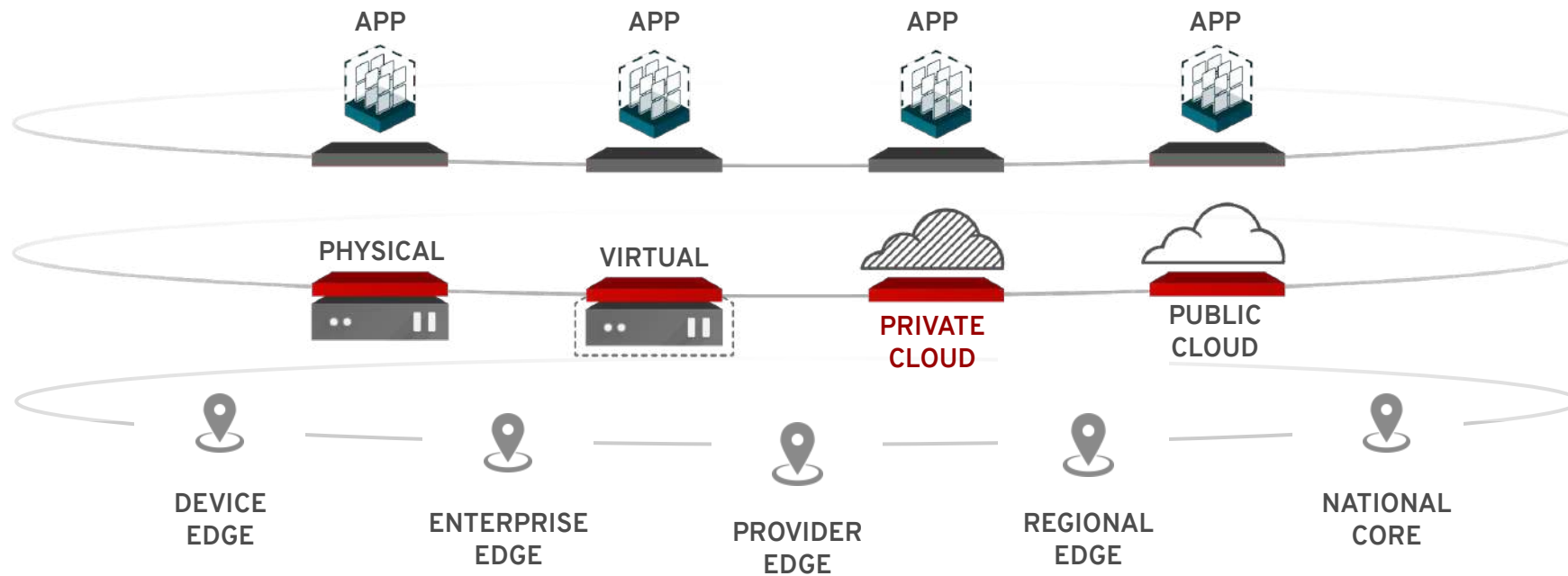**RED HAT FORUMS**

EVOLVI IL TUO BUSINESS VERSO IL CLOUD IBRIDO

Giorgio Galli - Sales Specialist Cloud
Alberto Fidanza - Sales Specialist Storage

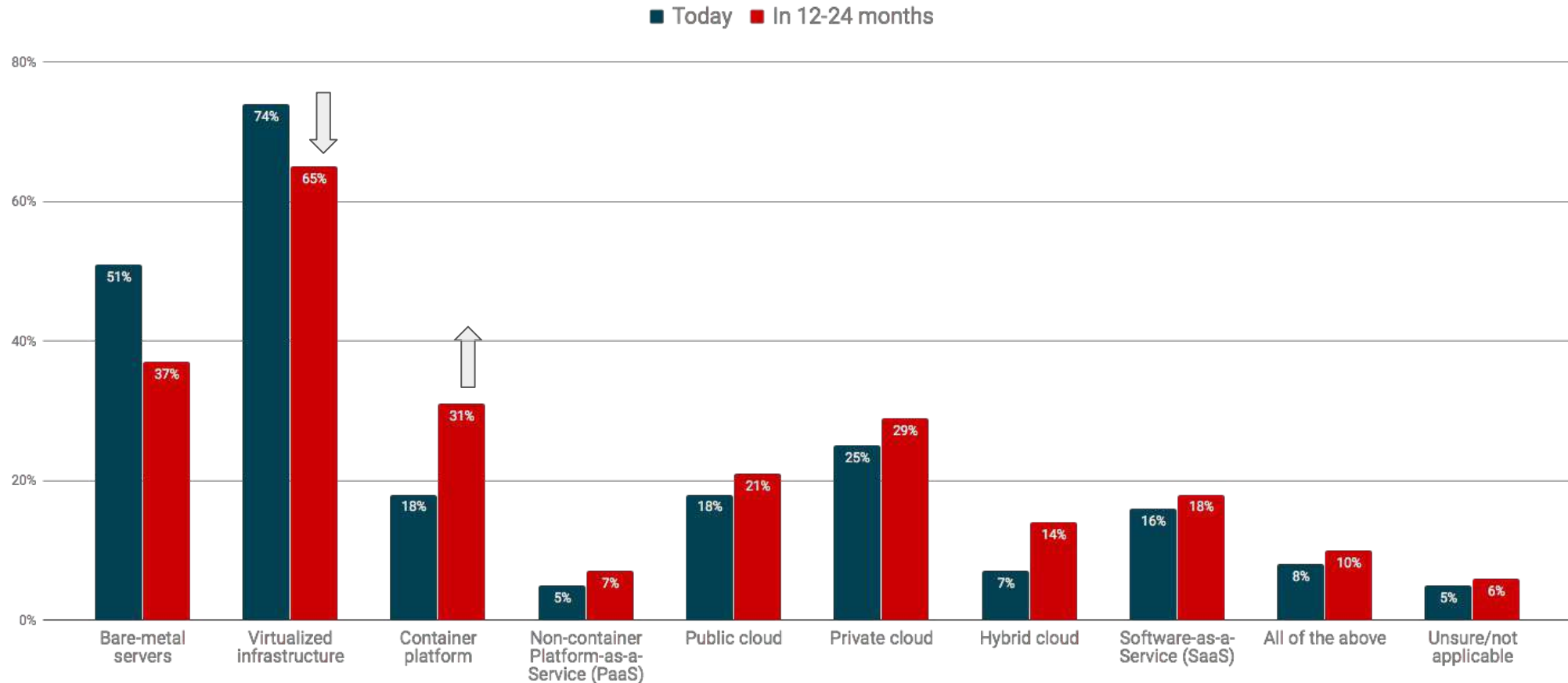November 20th 2019 - Roma
December 3rd 2019 - Milano

Red Hat

Our Open Hybrid Cloud

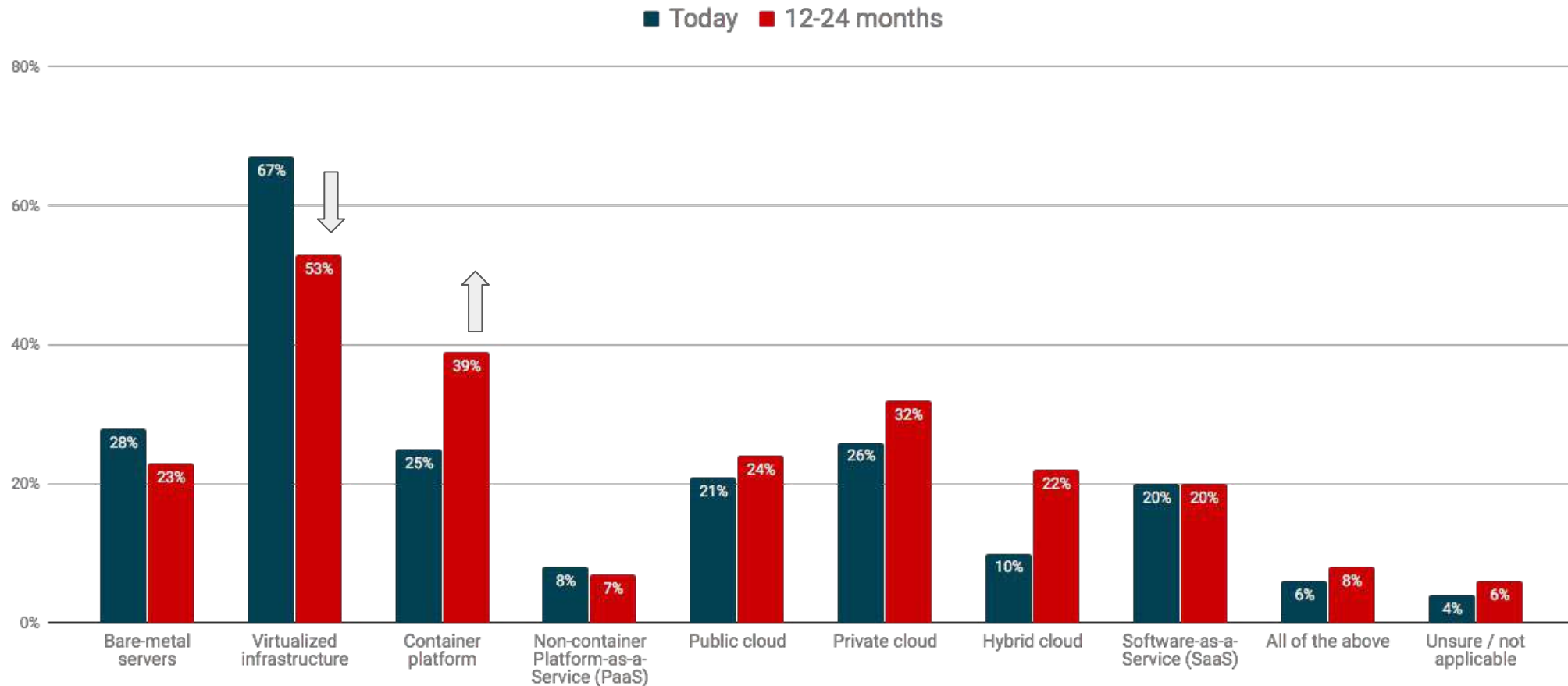Any workload, any footprint , any location.

More **Legacy Apps** Running On Container & Cloud Platforms

What infrastructure do your existing applications run on today? What will they run on in 12-24 months?

■ Today ■ In 12-24 months

Infrastructure	Today	In 12-24 months
Bare-metal servers	51%	37%
Virtualized infrastructure	74%	65%
Container platform	18%	31%
Non-container Platform-as-a-Service (PaaS)	5%	7%
Public cloud	18%	21%
Private cloud	25%	29%
Hybrid cloud	7%	14%
Software-as-a-Service (SaaS)	16%	18%
All of the above	8%	10%
Unsure/not applicable	5%	6%

Source: Red Hat global customer tech outlook 2019

More **New Apps** Will Be Run On Hybrid Cloud Platforms

What infrastructure platforms do your new applications run on today? What will they run on in 12-24 months?

■ Today ■ 12-24 months

	Today	12-24 months
Bare-metal servers	28%	23%
Virtualized infrastructure	67%	53%
Container platform	25%	39%
Non-container Platform-as-a-Service (PaaS)	8%	7%
Public cloud	21%	24%
Private cloud	26%	32%
Hybrid cloud	10%	22%
Software-as-a-Service (SaaS)	20%	20%
All of the above	6%	8%
Unsure / not applicable	4%	6%

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Source: Red Hat global customer tech outlook 2019

Balancing Optimization and Innovation with the right Strategy

HOW DO YOU

▶ Optimize the IT you have

▶ Add automation and self-service
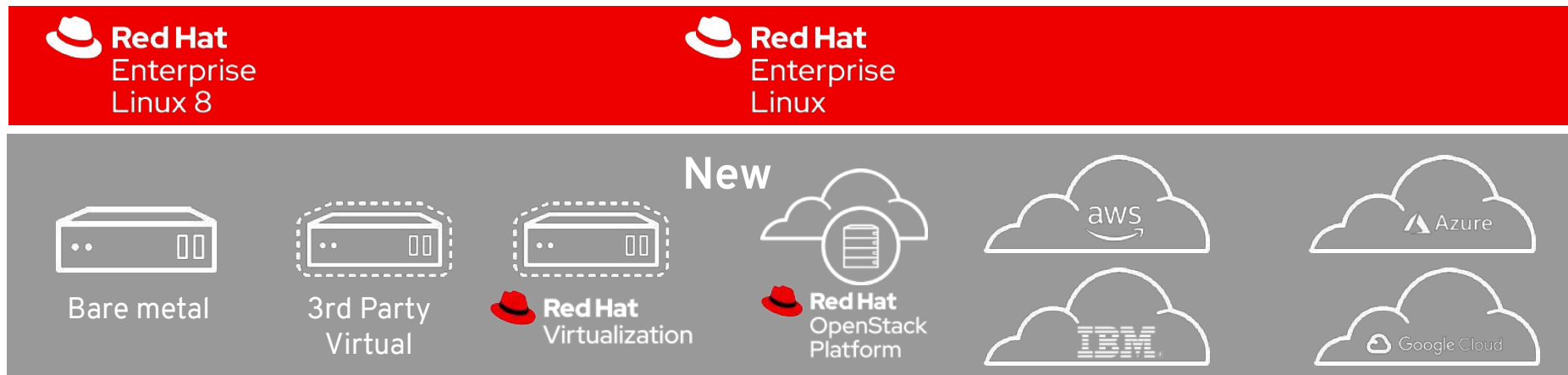
THAT ALLOWS YOU TO

▶ Focus on delivering innovations
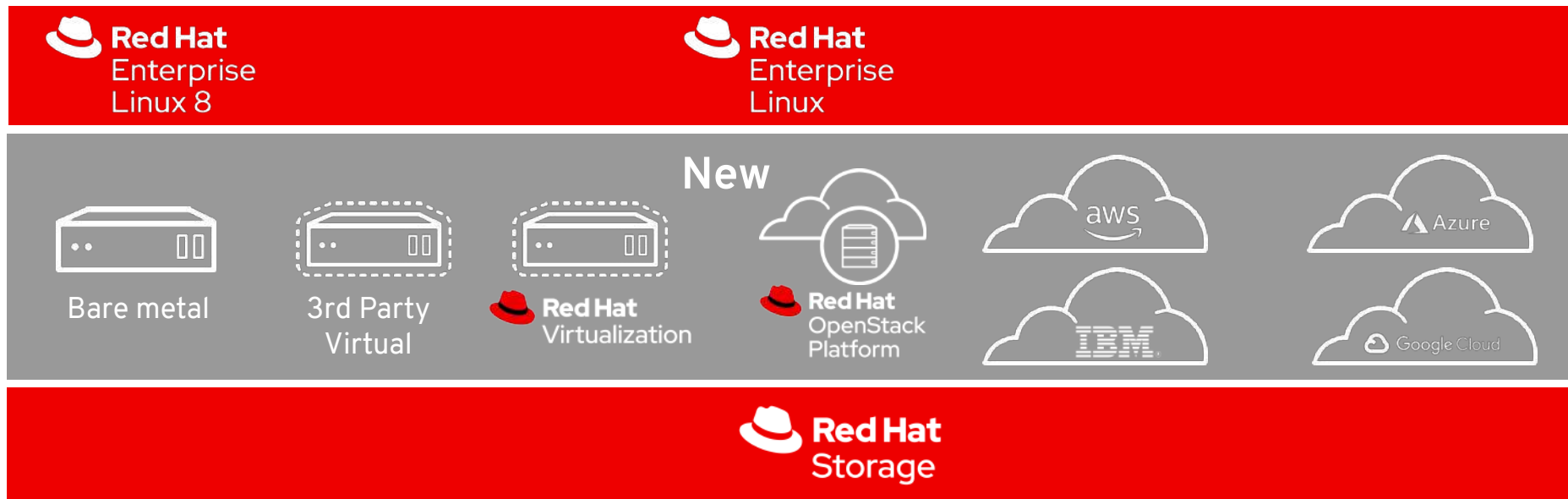
▶ Build your next-generation business
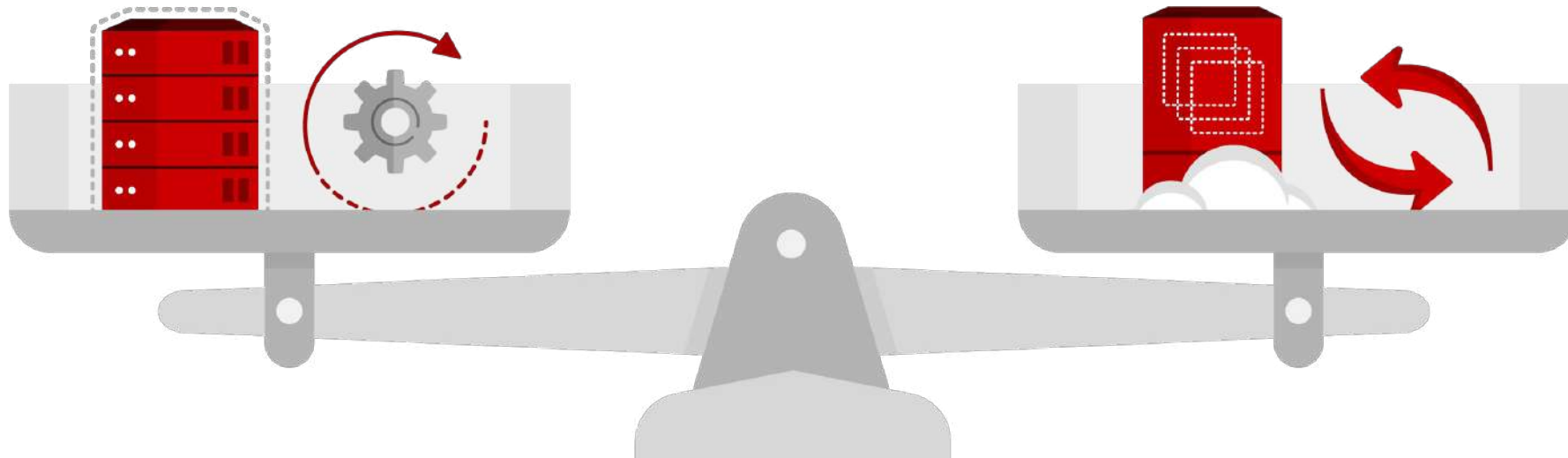
Hybrid Strategy starts from Operative System

To support and enable Hybrid Infrastructures

With the benefit of a Software Defined Storage Solution

Software Defined Storage Solution for Open Hybrid Cloud

But New App require new Hybrid Infrastructure capabilities...

Cloud-native apps   AI   Analytics   IoT   Stateful apps

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Enterprise
Linux 8

Red Hat
Enterprise
Linux

New

Bare metal   3rd Party Virtual   **Red Hat** Virtualization   **Red Hat** OpenStack Platform   aws   Azure   IBM   Google Cloud

Red Hat
Storage

Red Hat
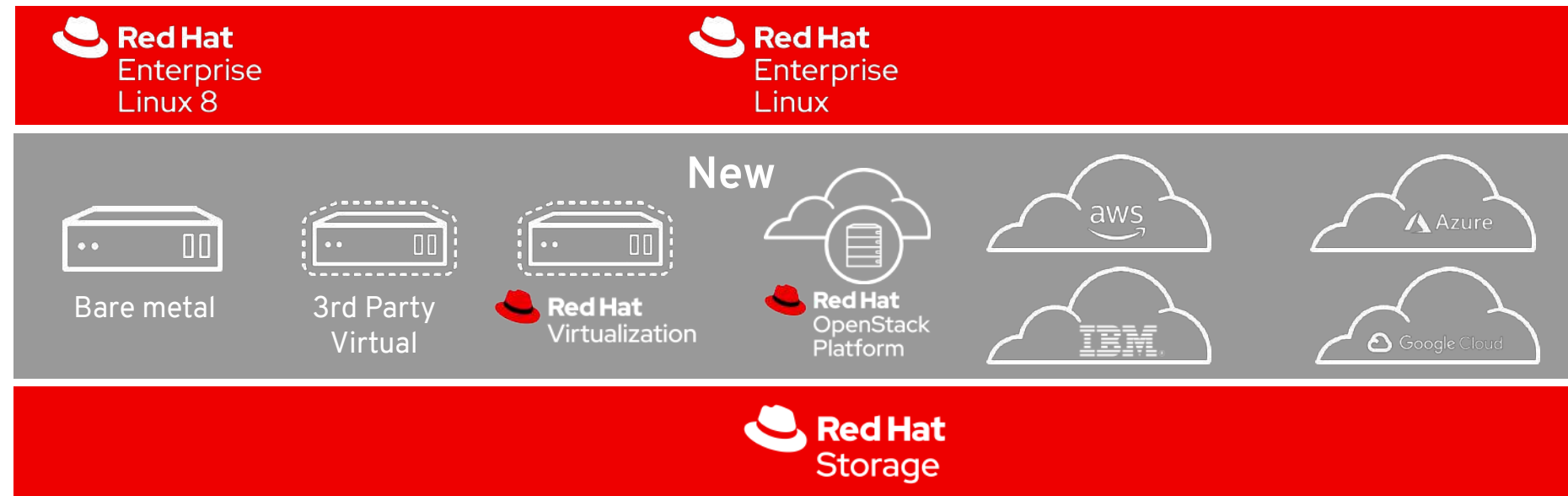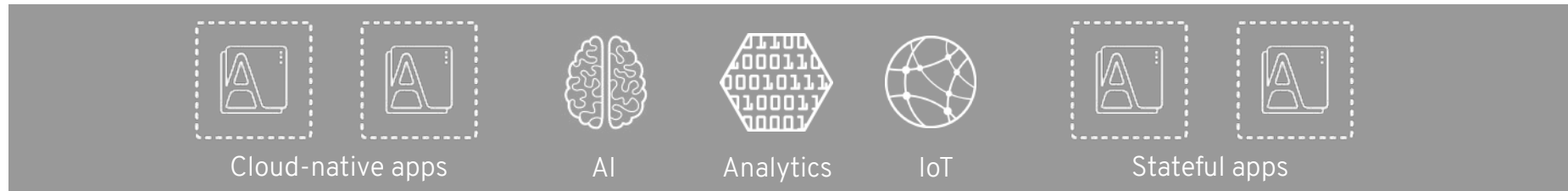
… and a Container Platform greatly fit with Hybrid Strategy
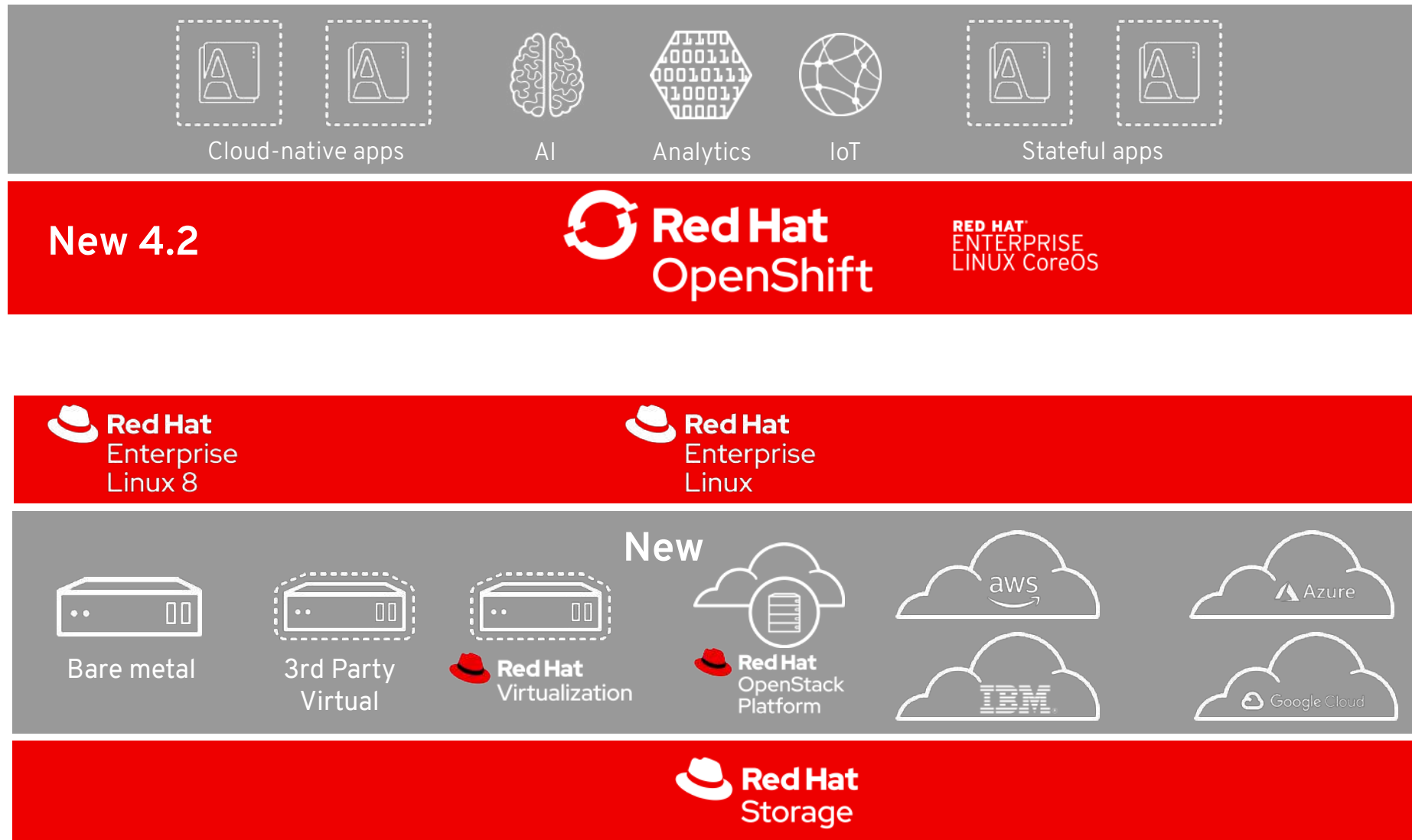
Including **Storage** Solution for persistent data

Cloud-native apps · AI · Analytics · IoT · Stateful apps

New 4.2 · **Red Hat OpenShift** · RED HAT ENTERPRISE LINUX CoreOS

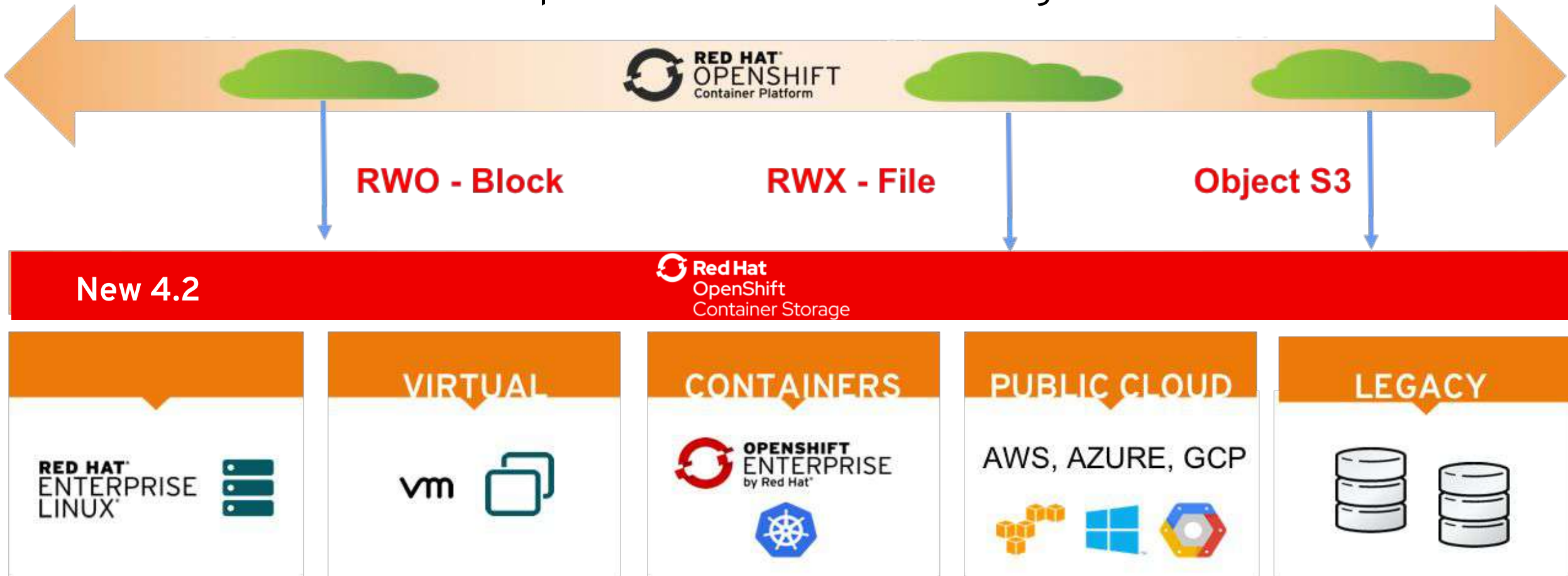**New 4.2** · Red Hat OpenShift Container Storage

Red Hat Enterprise Linux 8 · Red Hat Enterprise Linux

New · Bare metal · 3rd Party Virtual · Red Hat Virtualization · Red Hat OpenStack Platform · aws · Azure · IBM · Google Cloud

Red Hat Storage

Red Hat
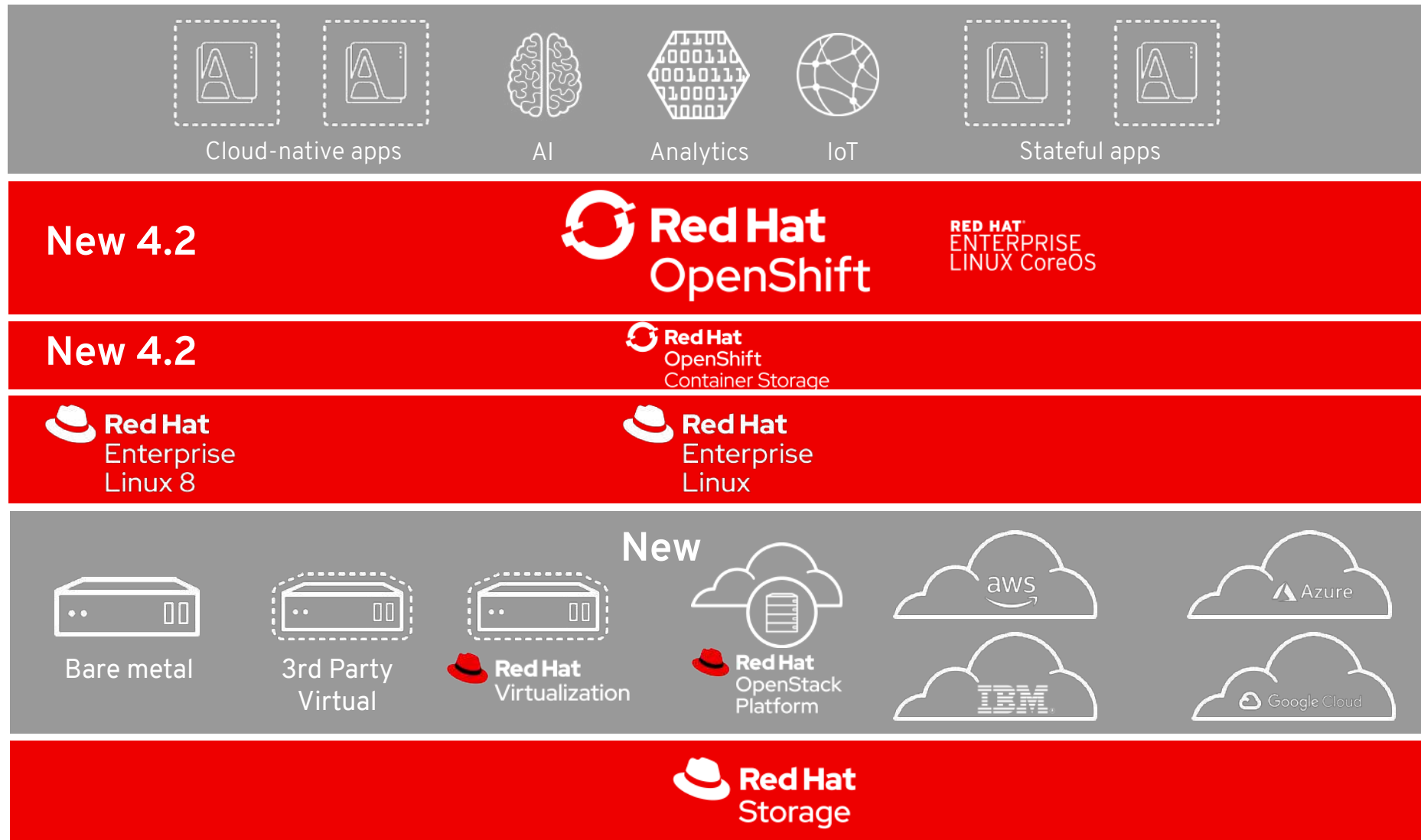
Openshift Container Storage

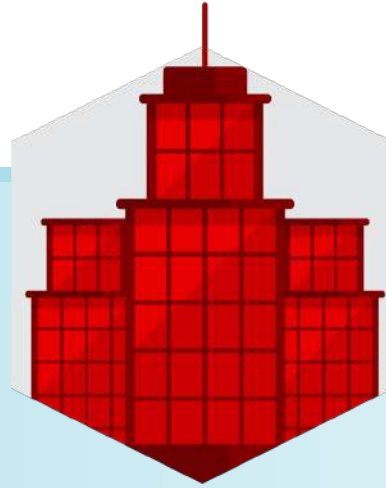Provides Storage for All Apps and infrastructure Services in their native interfaces

The Three Pillars Of The Storage Business
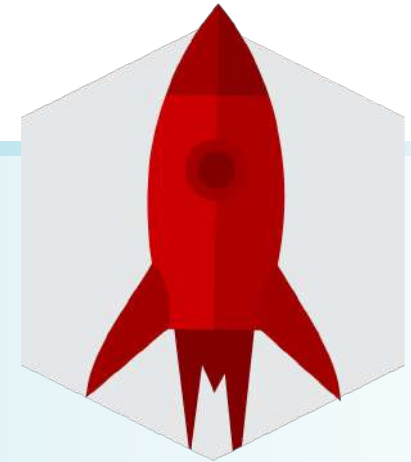
STORAGE FOR KUBERNETES	EXASCALE STORAGE	HYPERCONVERGENCE
COMPLETE DATA PORTABILITY	MOST SCALABLE DATA PLATFORM	THE IDEAL ON-PREMISE INFRASTRUCTURE
For OpenShift Across the Hybrid Cloud	**For Data Analytics, AI/ML, and emerging workloads**	**Built to enable flexibility and ease of use**

Red Hat

In a Hybrid Cloud Strategy **IT Automation** is mandatory

Cloud-native apps   AI   Analytics   IoT   Stateful apps

New 4.2   Red Hat OpenShift   RED HAT ENTERPRISE LINUX CoreOS

New 4.2   Red Hat OpenShift Container Storage

Red Hat Enterprise Linux 8   Red Hat Enterprise Linux

New

Bare metal   3rd Party Virtual   Red Hat Virtualization   Red Hat OpenStack Platform   aws   Azure   IBM   Google Cloud
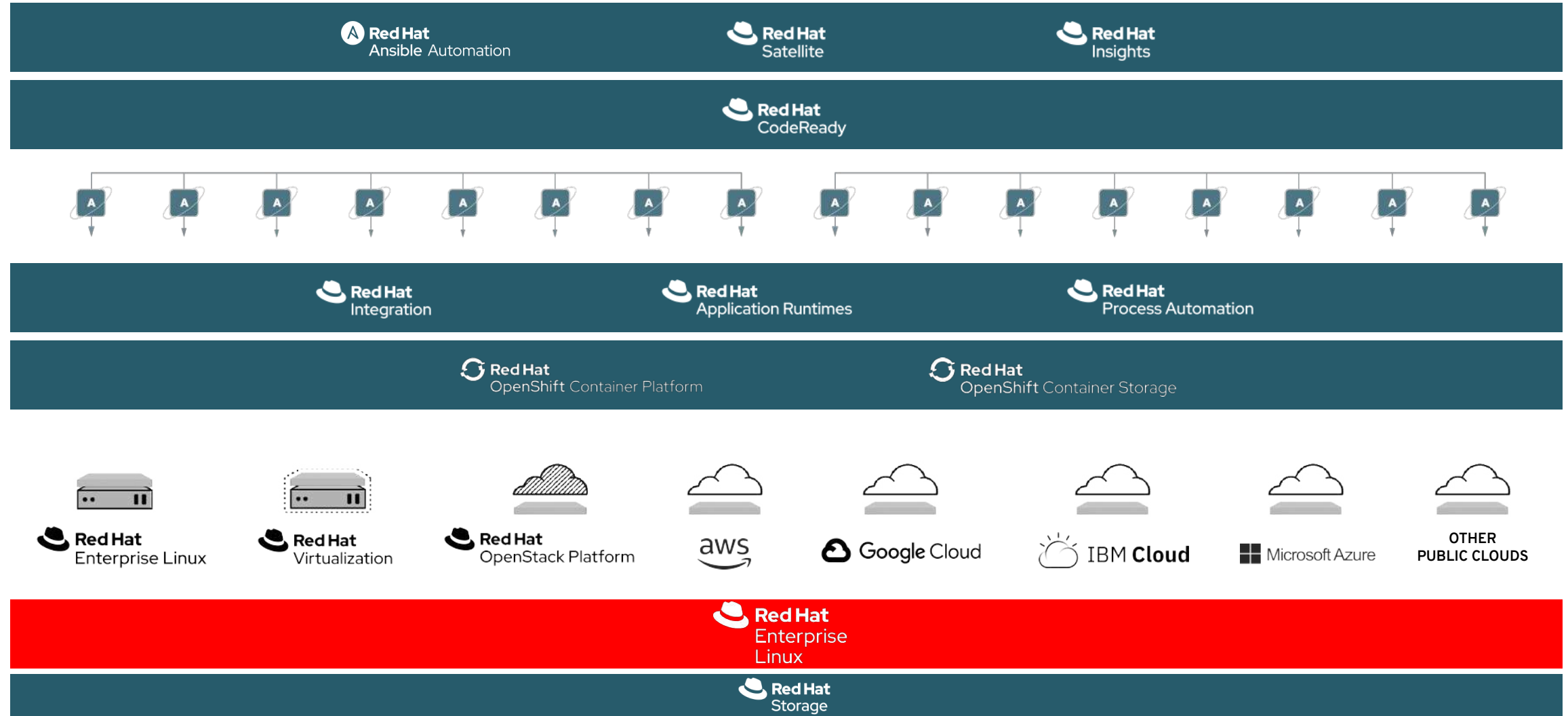
Red Hat Storage
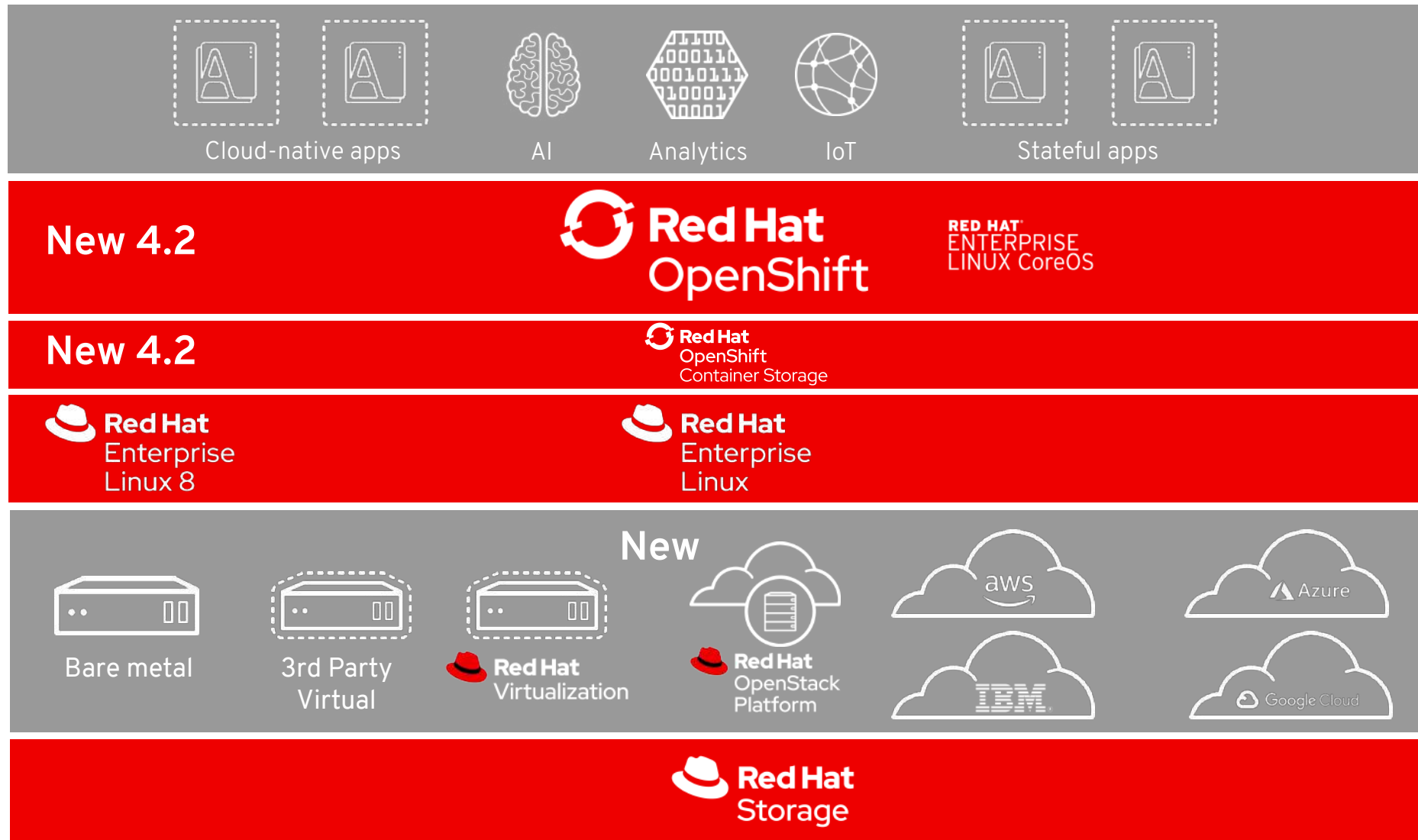
Red Hat

…and **Ansible** Automation Platform is the best Solution ever
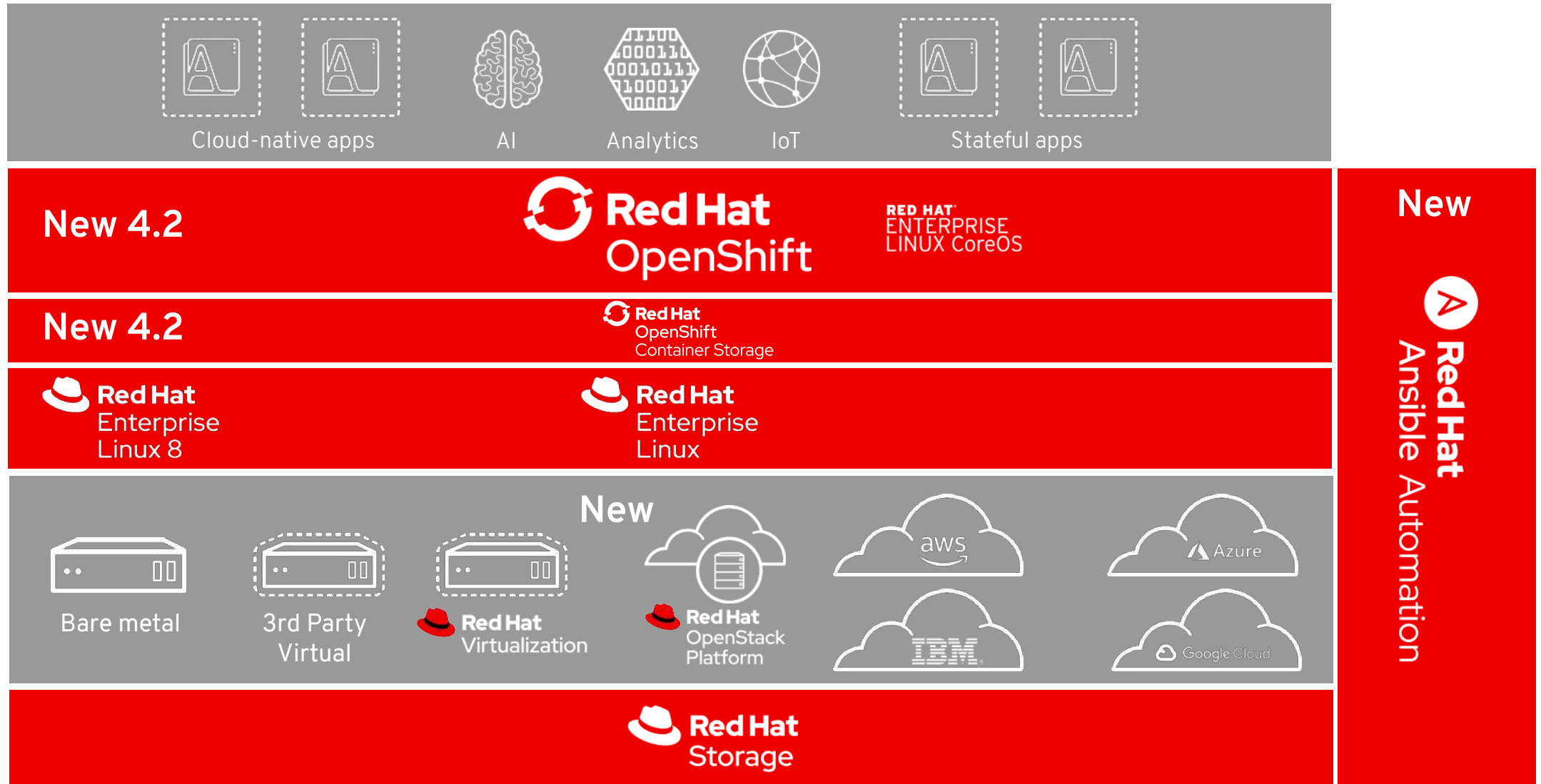
...to manage an Hybrid Infrastructure across teams
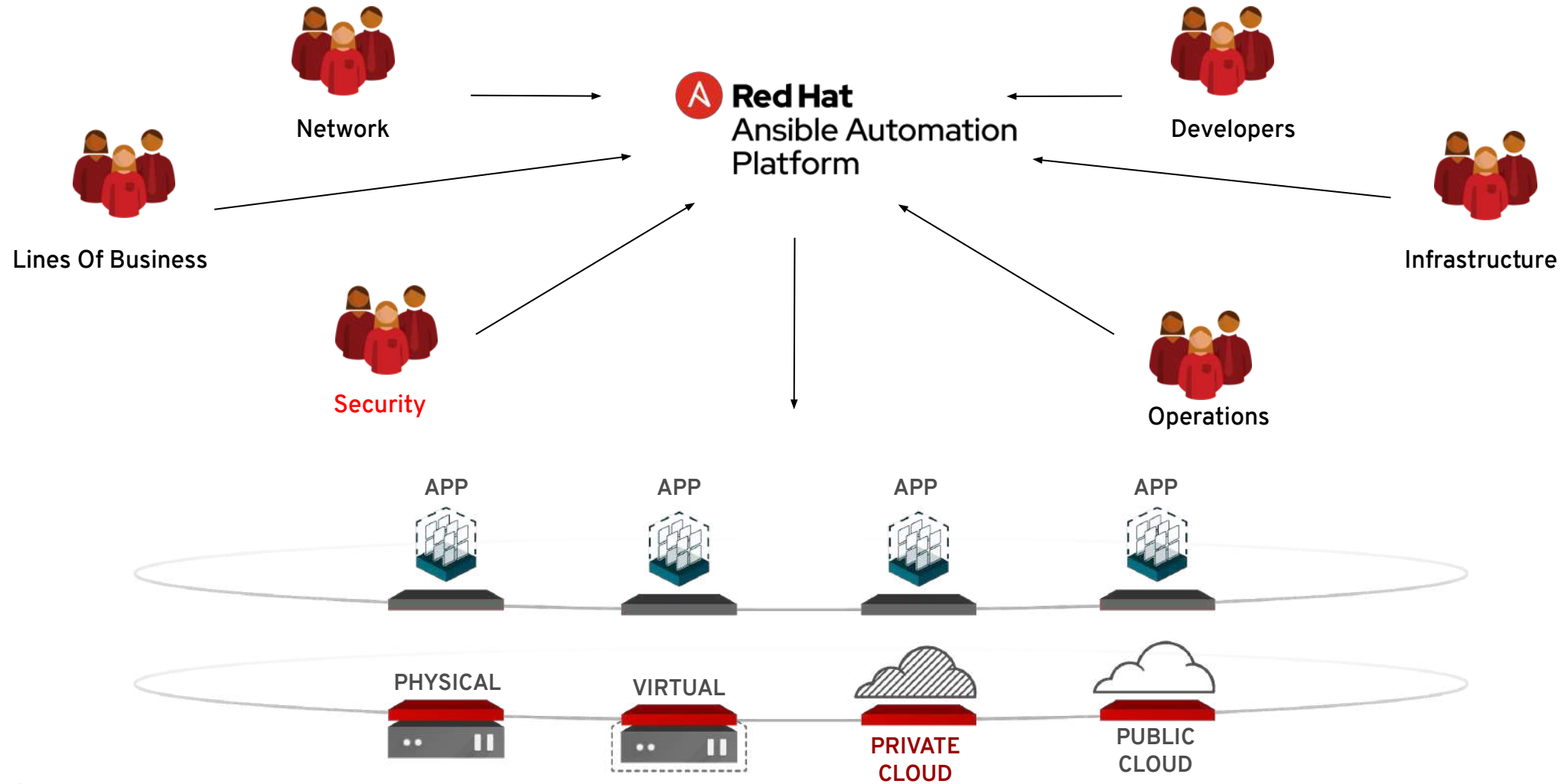
Red Hat's broad portfolio and ecosystem delivers the industry's only true open hybrid cloud

Red Hat Training

Training and **Certifications** to fast enable your team and your suppliers on blending edge technologies.

Red Hat Services

Get help from the expert, Red Hat **Consulting** and Innovation Labs to implement your use case and accelerate your processes

Red Hat TAM

Get the **technology edge** you need with **specialized support** to prevent problems and be able to focus on your **business challenges**