



RED HAT
FORUM
Europe, Middle East & Africa



Microsoft & Red Hat Partners in Digital Innovation

Justin Davies

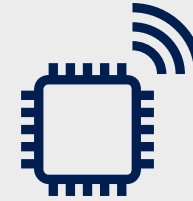
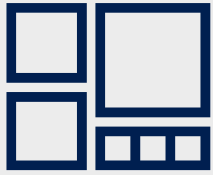
Open Source Technology Lead

Microsoft

juda@microsoft.com

CIO Top of Mind: Red Hat's 2017 Survey

- 1 The majority of CIO's interviewed are looking to define a **cloud strategy** in 2017, with 70% saying cloud infrastructure is the top budget priority
- 2 There's a strong element of **agility** to it, with 42% of CIO's looking to "building apps more quickly" and 39% looking to optimize and modernize existing IT
- 3 Doing more with less has a new meaning: respondents are working to **accelerate service delivery** (60%) and add more **self-service** capabilities (49%), helping to bridge traditional and modern apps



Going digital

1 million/hour
new devices coming
online by 2020

12 years average
age of S&P 500
corporations by 2020

60% computing
in the public cloud
by 2025



Achieve global scale, in local regions

40

Azure regions



Comply with industry and regional requirements

GLOBAL



ISO 27001



ISO 27018



ISO 27017



ISO 22301



SOC 1 Type 2



SOC 2 Type 2



SOC 3



CSA STAR
Self-Assessment



CSA STAR
Certification



CSA STAR
Attestation

US GOV



Moderate
JAB P-ATO



High
JAB P-ATO



DoD DISA
SRG Level 2



DoD DISA
SRG Level 4



DoD DISA
SRG Level 5



SP 800-171



FIPS 140-2



Section 508
VPAT



ITAR



CJIS



IRS 1075

INDUSTRY



PCI DSS
Level 1



CDSA



MPAA



FACT UK



Shared
Assessments



FISC Japan



HIPAA /
HITECH Act



HITRUST



GxP
21 CFR Part 11



MARS-E



IG Toolkit UK



FERPA



GLBA



FFIEC

REGIONAL



Argentina
PDPA



EU
Model Clauses



UK
G-Cloud



China
DJCP



China
GB 18030



China
TRUCS



Singapore
MTCS



Australia
IRAP/CCSL



New Zealand
GCIO



Japan My
Number Act



ENISA
IAF



Japan CS
Mark Gold



Spain
ENS



Spain
DPA



India
MeitY



Canada
Privacy Laws

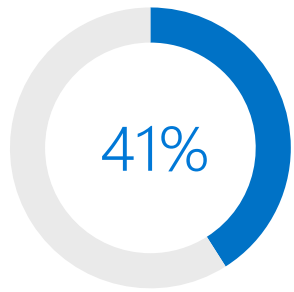


Privacy
Shield



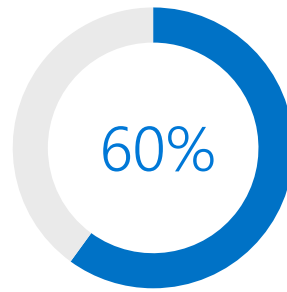
Germany IT
Grundschutz
workbook

Open source supports CIO's in digital transformation



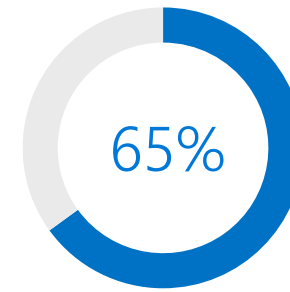
Open source increasingly drives modern applications

41% of decision makers say that increasing use of open source is a high or critical priority for 2016¹



Open source innovation is happening in the cloud

Over 60% of enterprises will adopt open source and open APIs for their cloud integration strategies³



Open source accelerates cultural transformation

65% of DevOps early adopters prefer commercial or community open source solutions²

Our approach to open source in the cloud



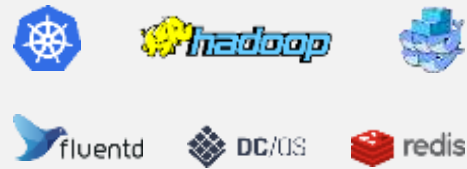
Enable

open source use cases in the cloud



Integrate

open source technologies in our platform



Release

innovative technologies as open source

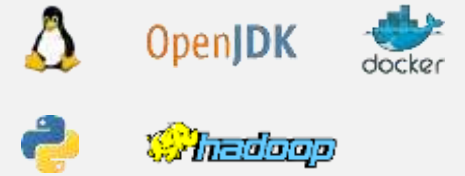
Draft
R Server
.NET Core
CNTK
Roslyn
TypeScript
F#

PowerShell
ACS Engine
Graph Engine
PowerBI Visuals
Office UI
Fabric
MSR projects

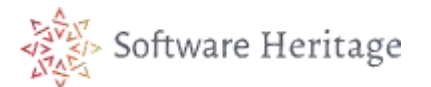


Contribute

to the open source ecosystem



OPEN SOURCE ECOSYSTEM



Open Source at Enterprise scale

• 9,700

- Open Source components used within Microsoft

• 6,000

- employees contributing or Open Sourcing

• 3,000

- Open Source projects released

Red Hat
solutions now
available
natively to
Microsoft
Azure
customers

Breaks down barriers and limitations allowing businesses to take advantage of greater speed, scale and cost benefits.

Integrated enterprise-grade support spanning hybrid environments delivers an end-to-end enterprise support experience for customers using Red Hat offerings on Microsoft Azure, deeper and richer than any other public cloud offering.

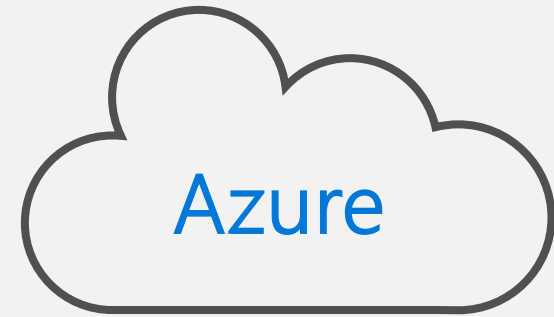
Broad portfolio collaboration including SQL Server and .NET across Red Hat offerings, including OpenShift Container Platform and Red Hat Enterprise Linux.

Helps enable unified workload management across hybrid cloud deployments.

The cloud is where open enterprise innovation happens

In a cloud world—where organizations are looking at open source to drive agility and deliver apps more quickly—security and management remain top of mind

Through this partnership, Microsoft adds value to your Red Hat investments in Azure, wherever you are in your cloud journey



Agility

Secure



Manageable



Supported



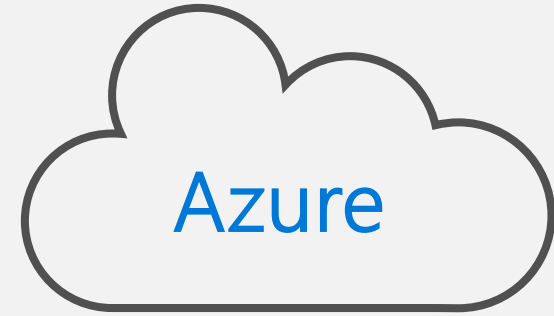
“Running JBoss BRMS on Azure allows us to quickly procure the necessary infrastructure resources.

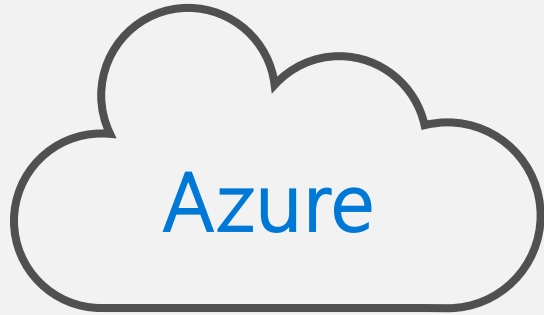
The IoT landscape is always changing so [Azure] makes it easier to switch directions once a project is underway.

If trials go well and lead to scale expansion, [Azure] makes it easier to do capacity planning.”

Tadahiro Tomisugi

IT Engineering Business Control Unit
SCSK





+



=

Secure



Manageable



Supported



Insights and analytics

Identity management

Threat detection

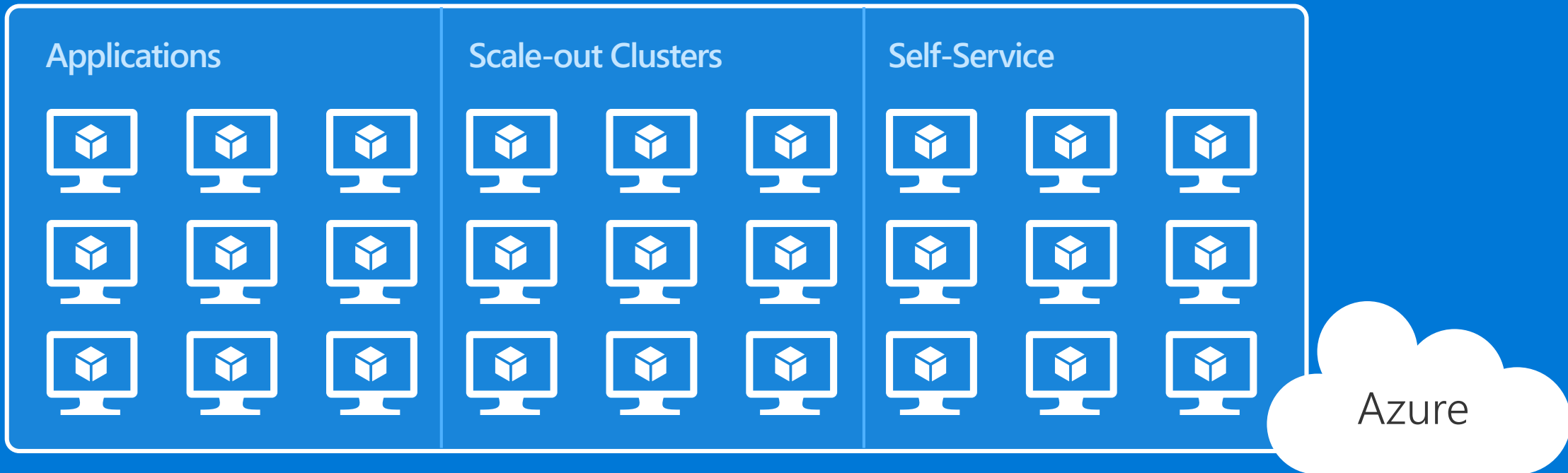
Tool/skill reuse

Portability

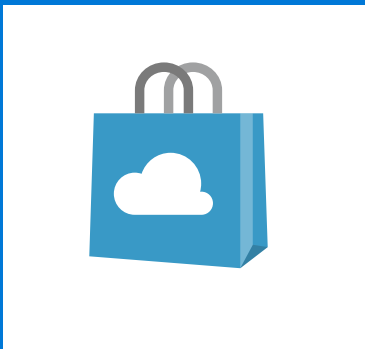
Disaster recovery

Integrated support

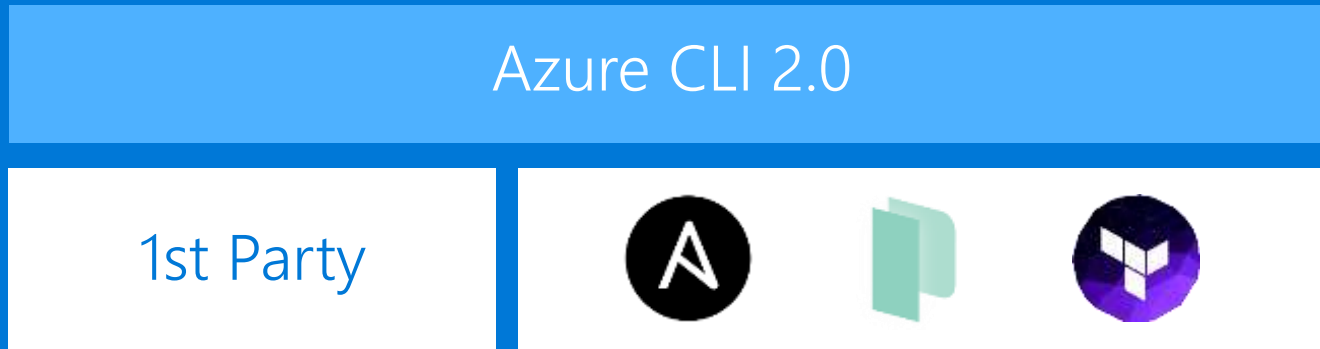
Global reach



Pay-As-You-Go

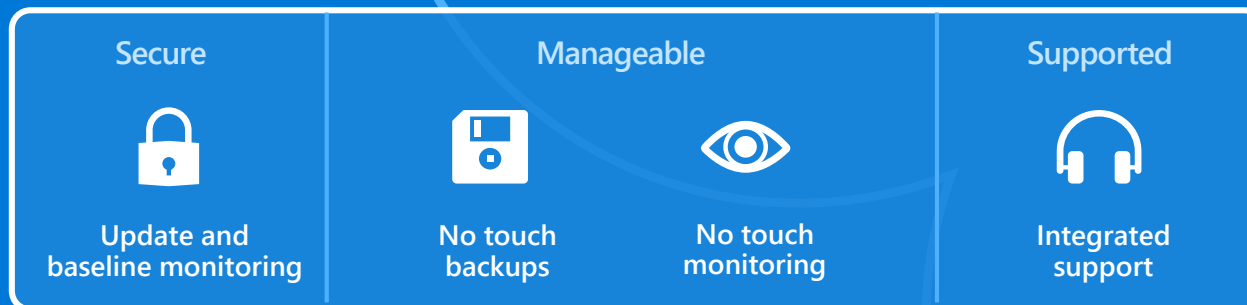
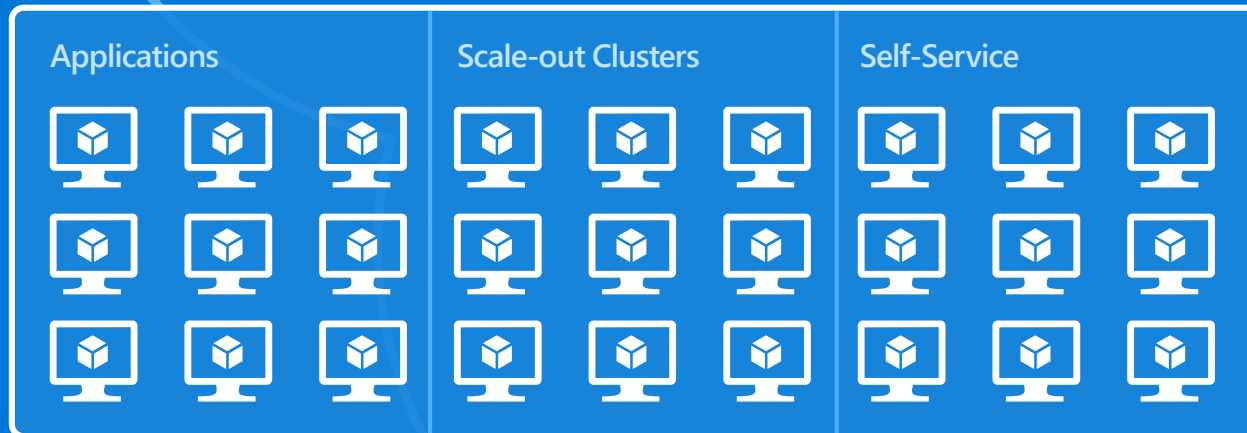


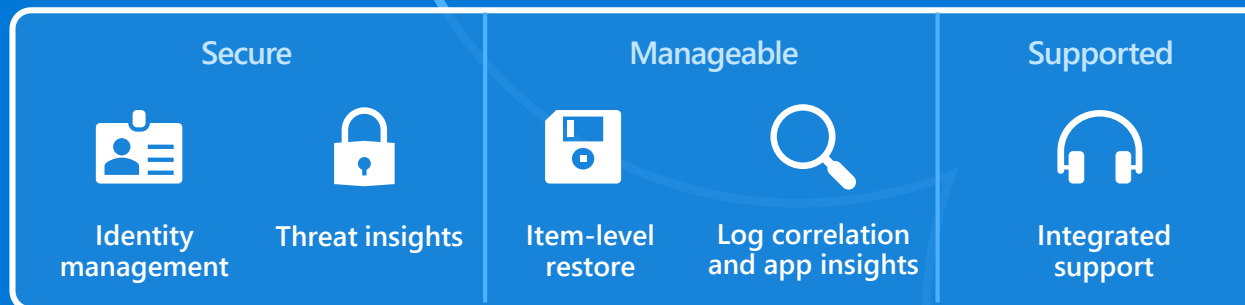
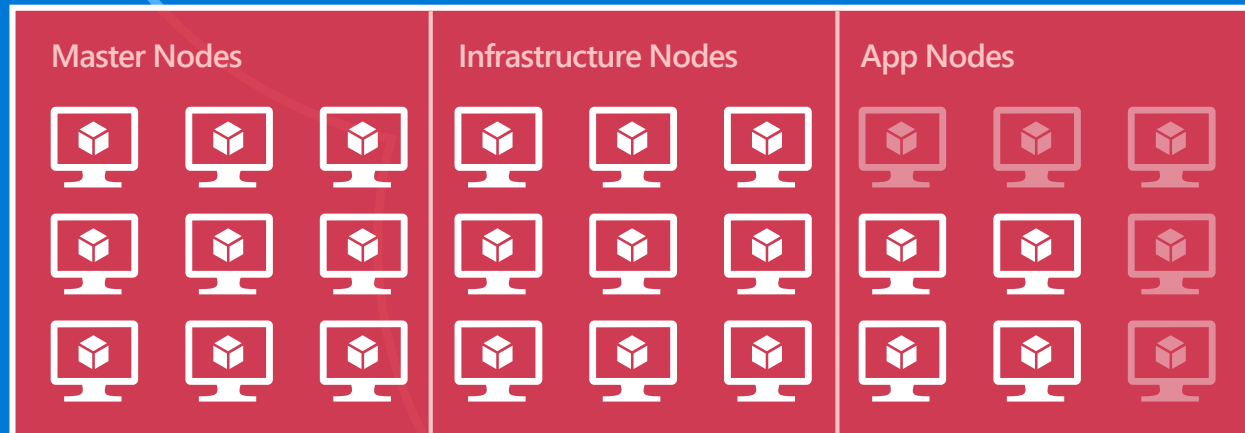
Bring your own



On-Premises







The Microsoft-Red Hat partnership difference

Key features:

- Microsoft Azure participation in Red Hat's CCSP
- Integrated support designed for the enterprise
- Massive global reach in our joint go-to-market efforts
- Wide availability of Red Hat solutions, whether PAYG or BYOS, across all Azure regions (except PAYG in Azure China)
- Product availability, joint engineering and security response for Microsoft products on the Red Hat portfolio, including .NET Core and SQL Server and Red Hat flagship products in the Microsoft platform, including Microsoft Azure and Microsoft Windows Server via WSL and Hyper-V Containers

A joint support workflow that provides the same value regardless of where the support request is initiated

A secure backchannel including ISO 27001 compliant file transfers

Deeply integrated user experience, with in-portal integration

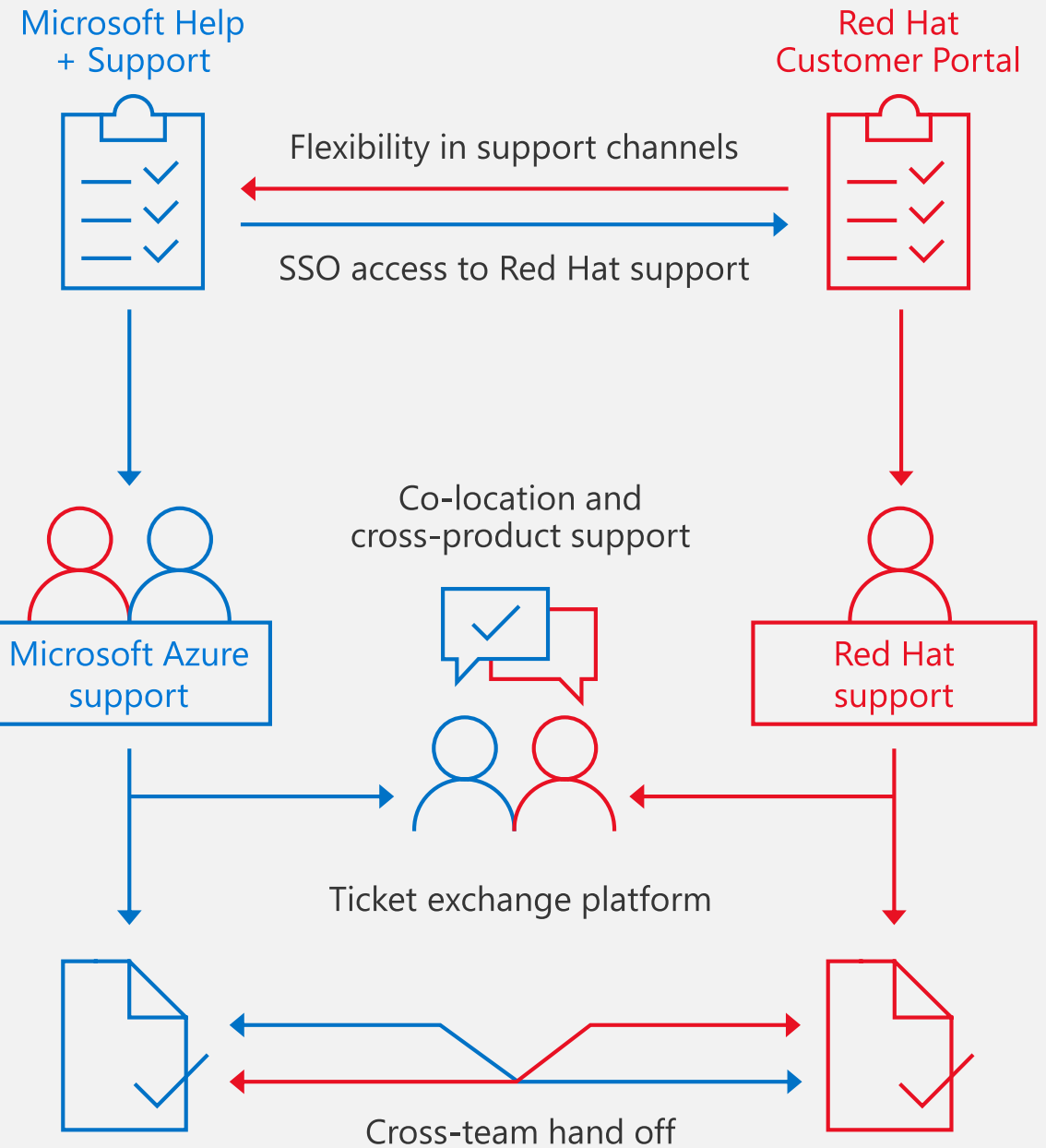
Integrated support

In-portal customer experience for PAYG deployments

Co-located support with Red Hat on-site team

ISO 27001 compliant B2B communication channel

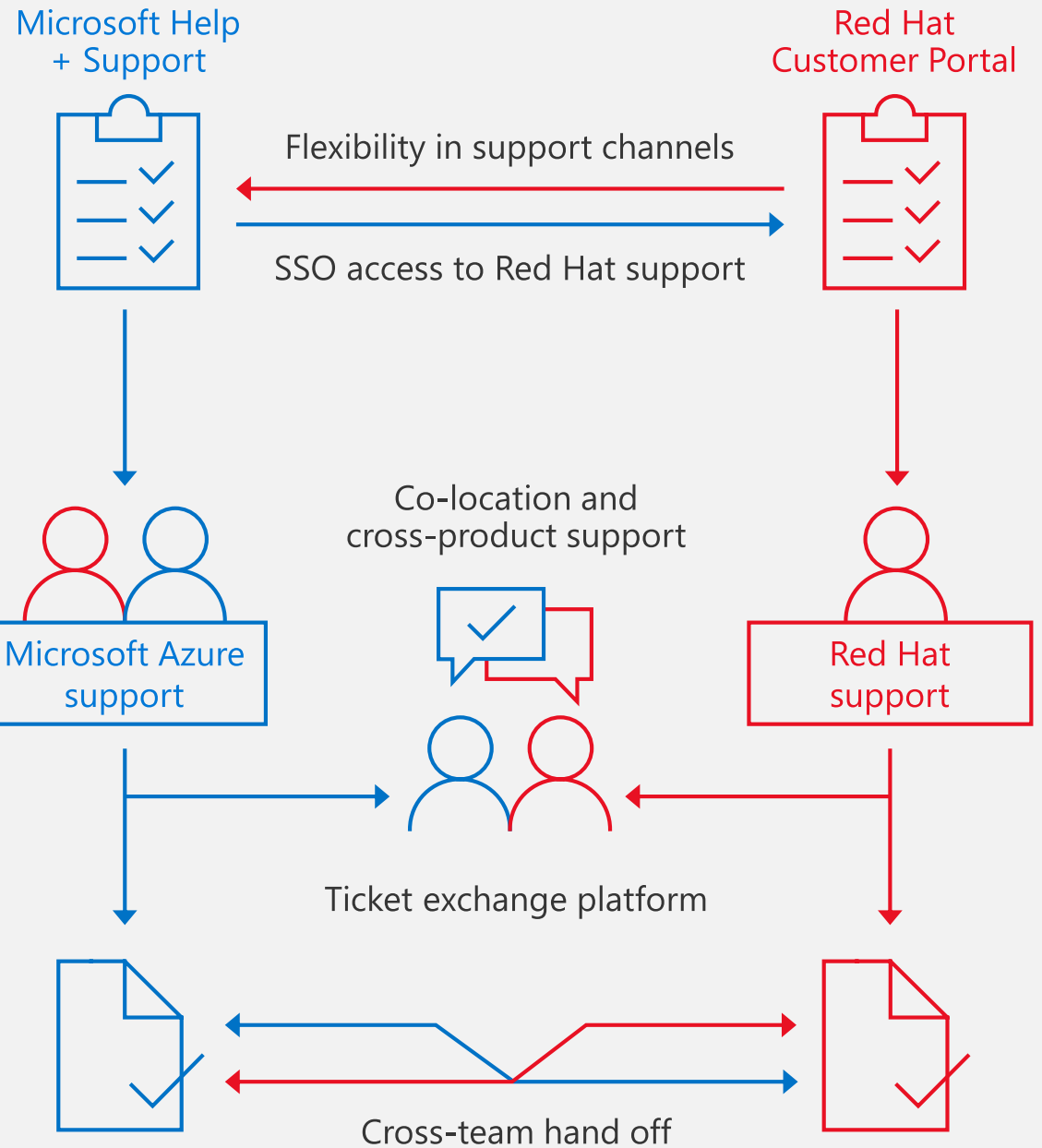
Integrated support is available 24x7 for Cloud Access (BYOS) as well as On-Demand (PAYG) deployments



Integrated support

Integrated support is available for many Red Hat solutions in Azure:

- Red Hat Enterprise Linux®
- Red Hat Enterprise Linux® for SAP HANA
- Red Hat Gluster Storage
- Red Hat OpenShift Container Platform
- Red Hat JBoss® Middleware portfolio, including Fuse and BRMS
- Red Hat CloudForms



“Azure and OpenShift automate a significant amount of work, which allows development teams to achieve consistent results every time”

Yuji Hirose

Head of Service Supervisory Unit,
Service Solutions Control Unit, and
ICT Business Supervisory Control Unit
Hitachi





Cloud agility

“Our customers are able to migrate their own legacy mainframe applications to the Microsoft Azure cloud without any modifications, including open source technologies like Red Hat Linux, resulting in improved application performance at a fraction of their current operating costs.”

“One customer, for example, went from running a program on an IBM mainframe environment in about six minutes to now running the same program in the Microsoft Azure cloud in 1 minute and 20 seconds with our Linux-based Software Defined Mainframe.”

Mark Cresswell, CEO LzLabs

Jan Jaeger, Chief Architect, LzLabs

LzLabs | software defined mainframe®



Microsoft Future Decoded

Open Cloud
31 October 2pm – 4pm

Featuring:

Mark Rossinovich, MS CTO for Azure
Mark Shuttleworth, Founder Canonical
Scott Johnston, COO Docker Inc
Amr Awadallah, Founder Cloudera

Register at futuredecoded.com





Microsoft Future Decoded

Azure Summit
1 November 11.30 – 16.30

Featuring:

Julia White, MS VP for Azure

Joseph Sirosh, MS VP for AI

Mark Rossinovich, MS CTO for Azure

And 10 Azure Customers sharing experiences, insights and advice!

Register at futuredecoded.com



Next Steps on your journey:

Register for Future Decoded @ futuredecoded.com

Attend a Cloud Workshop

- Red Hat: Moving from Legacy UNIX to Red Hat
29 November – 30 Momentum St, London
- Visit https://www.microsoft.com/en-gb/atwork/uk_cloud_workshops/#

Explore Azure Training and Certification options:

<https://www.microsoft.com/en-us/learning/azure-training-certification.aspx>

Visit the Microsoft stand to speak to the team!



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