

Microsoft & Red Hat: Partners in Digital Innovation

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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

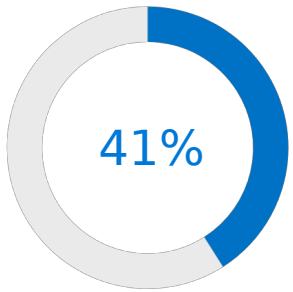
2

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

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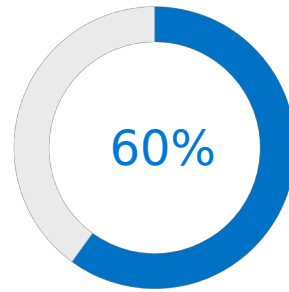
Doing more with less has a new meaning: respondents are working to **accelerate service delivery** (60%) and add more **self-service** capabilities (49%), helping to bridge traditional and modern apps

Open source supports CIO's in digital transformation



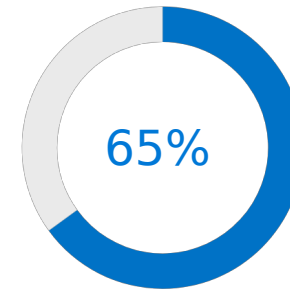
Open source increasingly drives modern applications

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

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.

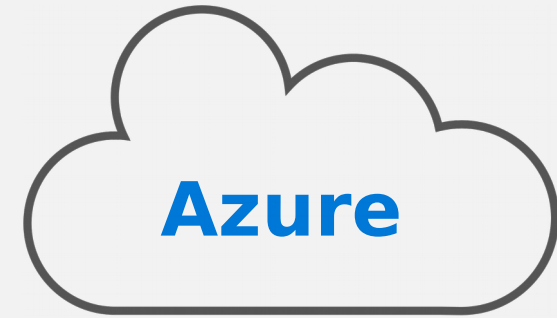
Broad portfolio collaboration including SQL Server and .NET across Red Hat offerings, including OpenShift Container Platform and Red Hat Enterprise Linux.

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



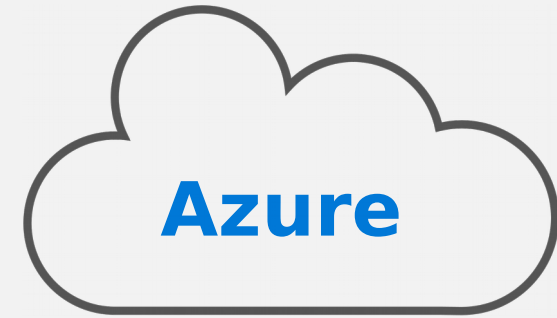
“Running JBoss BRMS on Azure allows us to quickly procure the necessary infrastructure resources.

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

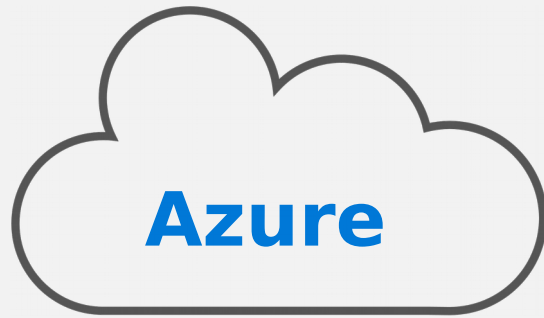
If trials go well and lead to scale expansion, [Azure] makes it easier to do capacity planning.”

Tadahiro Tomisugi

IT Engineering Business Control Unit
SCSK



Agility



Secure



Manageable



Supported

Insights and analytics

Identity management

Threat detection

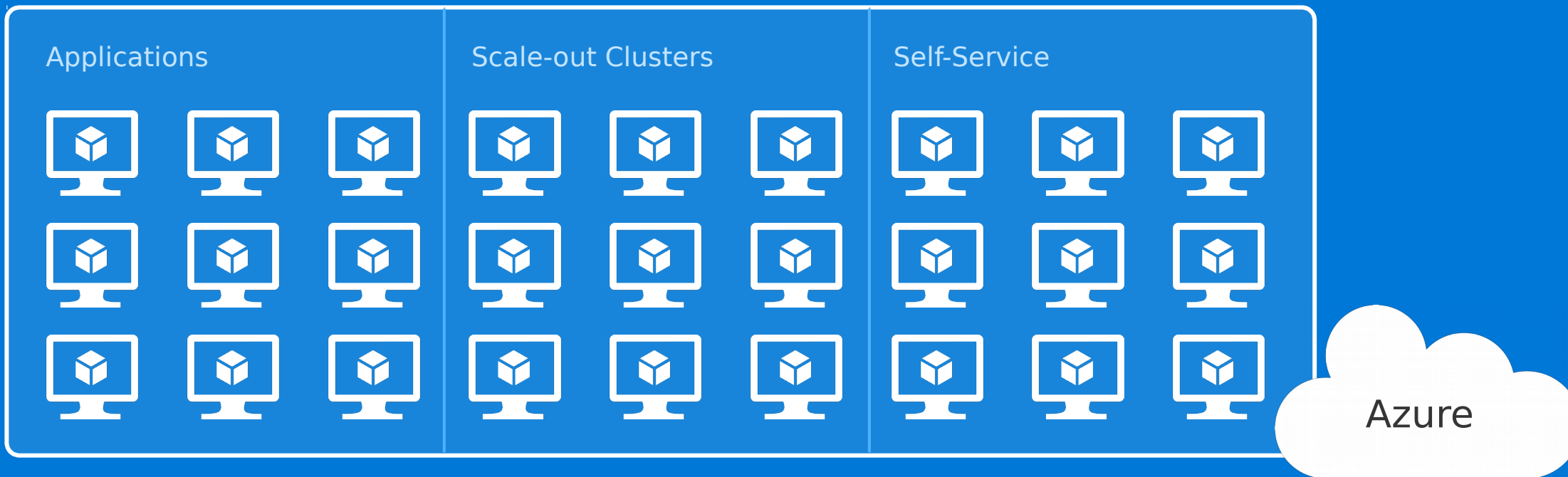
Tool/skill reuse

Portability

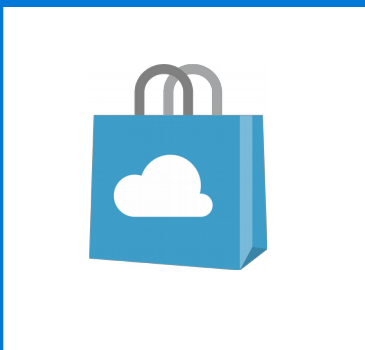
Disaster recovery

Integrated support

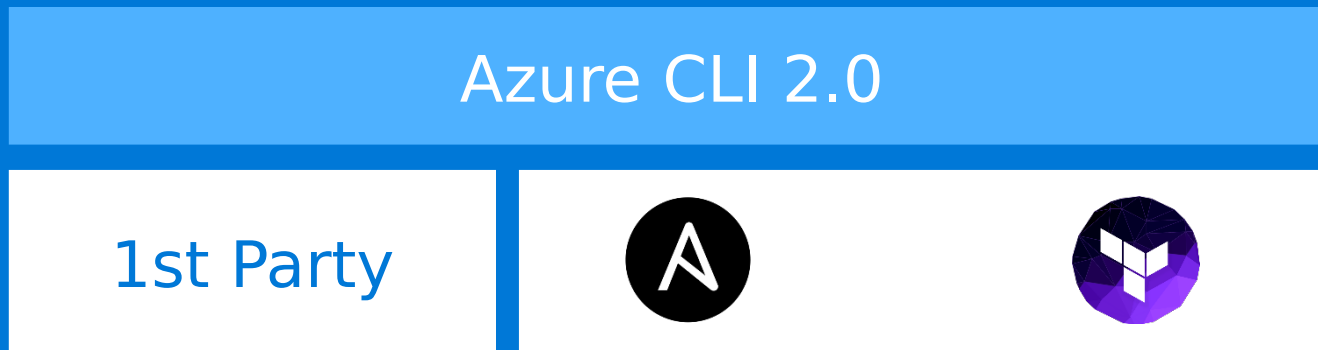
Global reach



Pay-As-You-Go

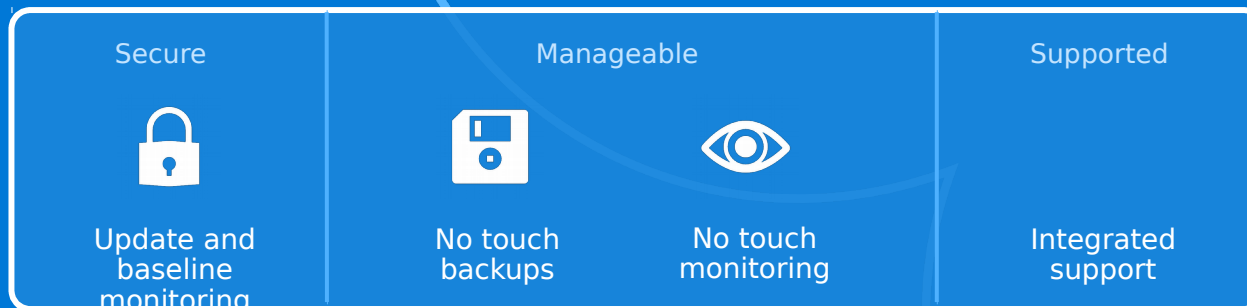
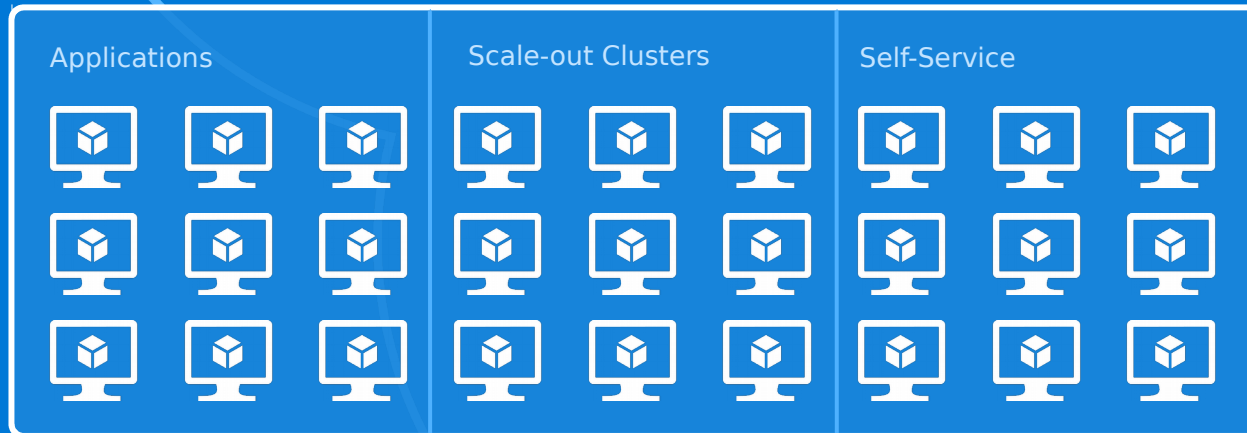


Bring your own

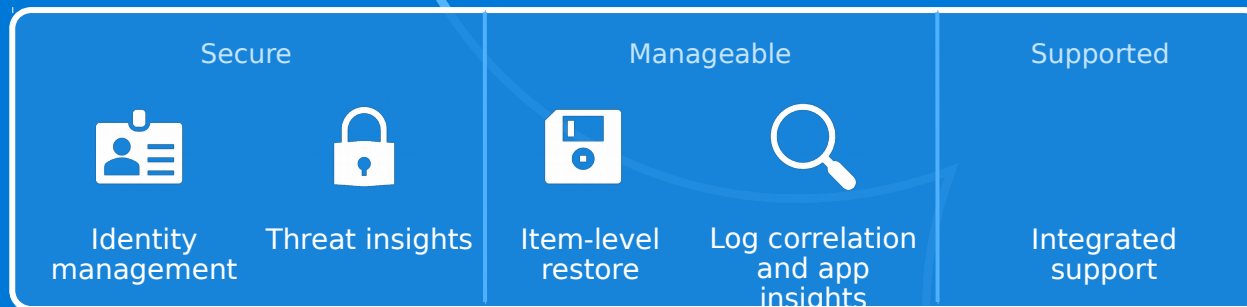
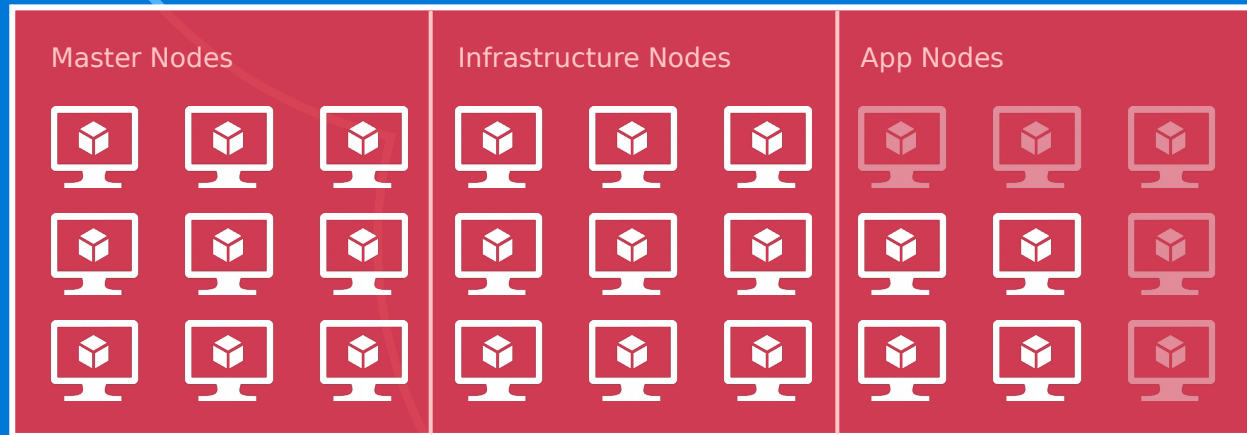


On-Premises





Agility



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

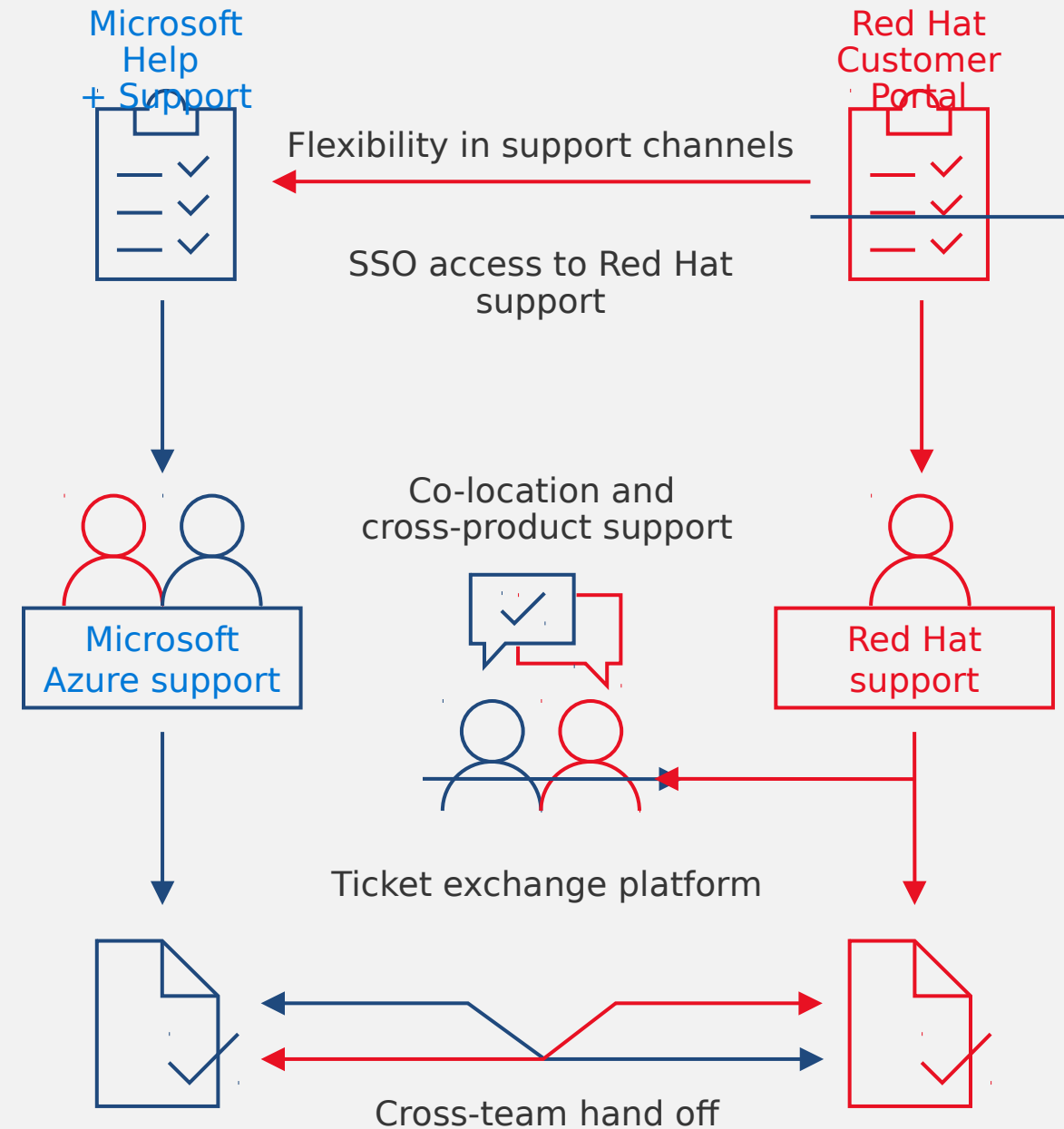
Integrated support

In-portal customer experience for PAYG deployments

Co-located support with Red Hat on-site team

ISO 27001 compliant B2B communication channel

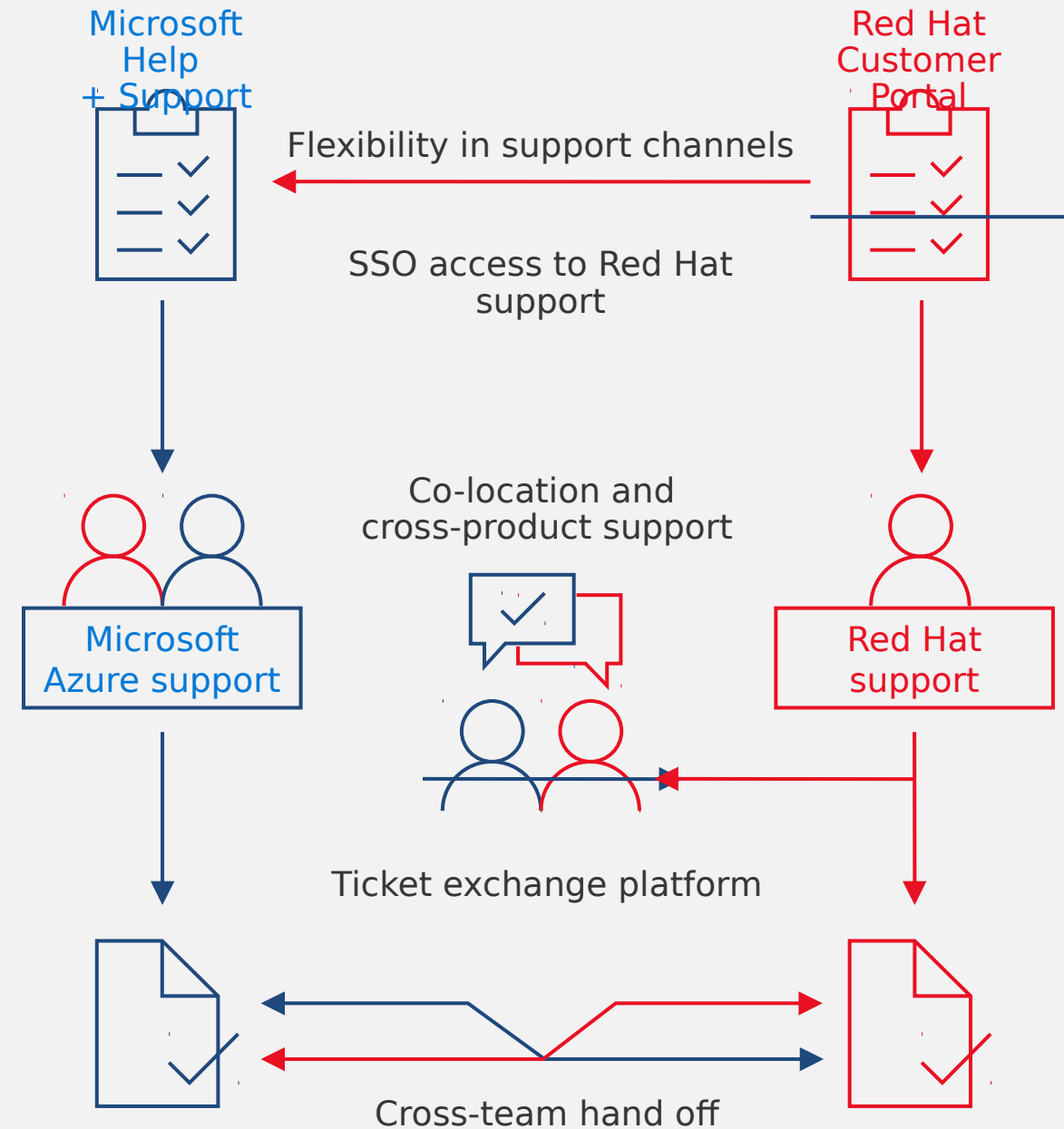
Integrated support is available 24x7 for Cloud Access (BYOS) as well as On-Demand (PAYG) deployments



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.”

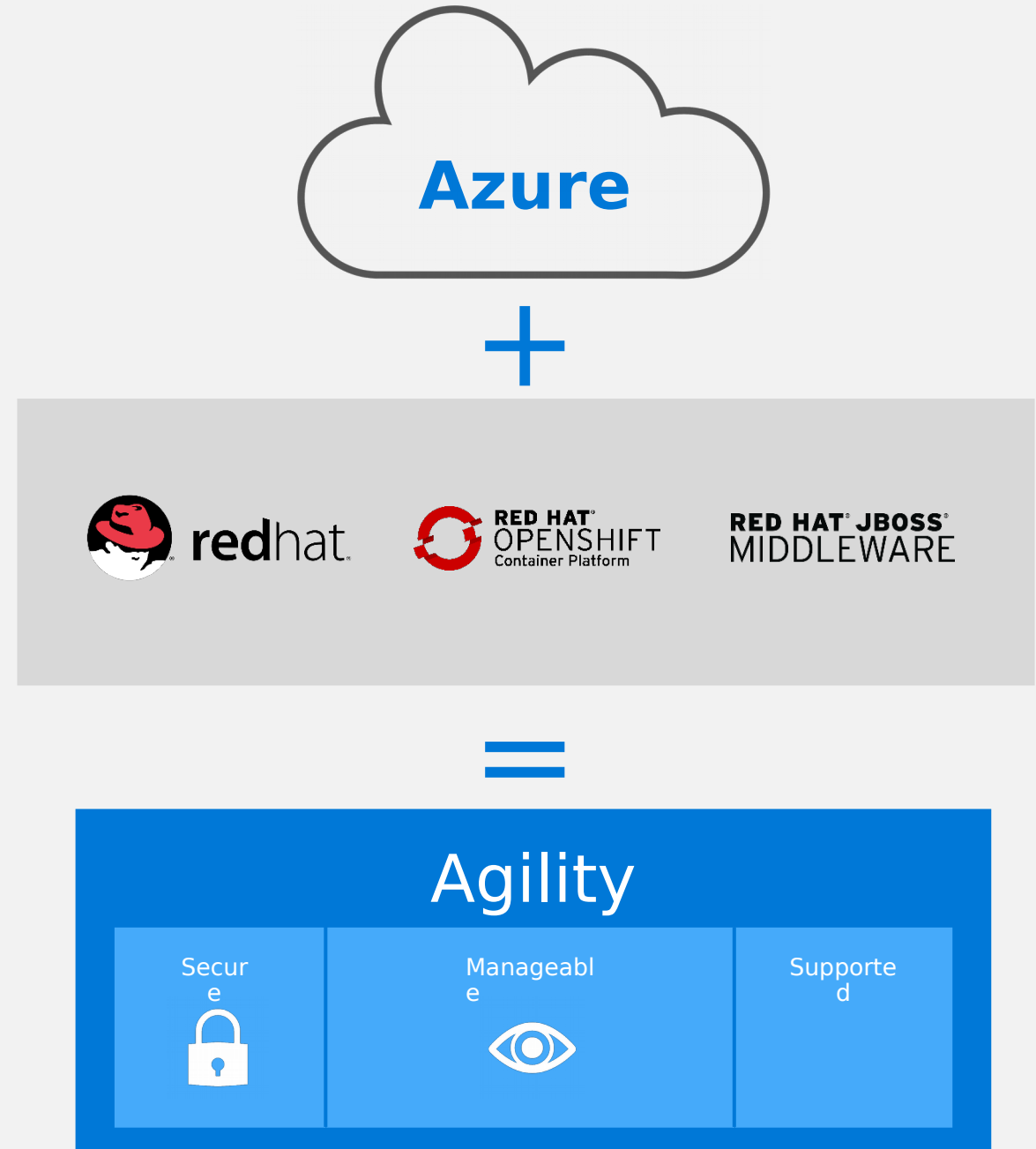
Mark Cresswell, CEO LzLabs

Jan Jaeger, Chief Architect, LzLabs

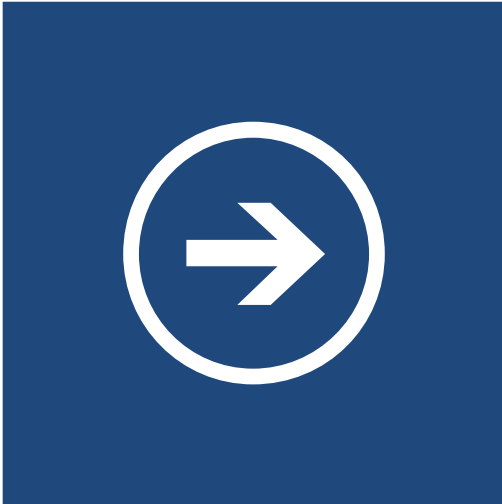
LzLabs | software defined mainframe®

Key takeaways

- 1 The cloud is where open enterprise innovation is happening.
- 2 Microsoft Azure offers the security, manageability and support you've come to expect from Red Hat solutions.
- 3 Microsoft and Red Hat partnership offers joint portfolio and engineering, global reach, and integrated, co-located support.



Demo & References



- Launch OpenShift Container Platform into Azure Template
- OpenShift in Azure Reference Architecture and Best practices

Next steps



1. Test drive Ansible or OpenShift today
2. Learn more at azure.com/redhat

Microsoft Azure

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Accelerate your innovation and digital transformation

Quickly deploy a secure, reliable, flexible hybrid cloud environment with Red Hat solutions on Azure—the right open source architecture on the cloud trusted by 90 percent of Fortune 500 companies.

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FORUM
Europe, Middle East & Africa



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