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ADRIAN PICKERING

RED HAT MENA GM

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DOING BUSINESS WITH TODAY'S IT VENDORS

	OTHER SOFTWARE VENDORS	 redhat.
PURCHASE PROCESS	COMPLEX PURCHASING SCENARIOS	PREDICTABLE, FLEXIBLE, NO HIDDEN FEES
COMPATIBLE SOFTWARE & HARDWARE	VENDOR-CENTRIC CERTIFICATIONS	COMPREHENSIVE ISV & OEM CERTIFICATIONS
MAINTAINING	MULTI-LAYERED SUPPORT & MAINTENANCE PORTFOLIOS	UNLIMITED MULTI-LINGUAL TECH SUPPORT, UPDATES, UPGRADES & MAINTENANCE
LICENCING	PROPRIETARY, CLOSED	GPL, OPEN
LEGAL ASSURANCE	INDEMNIFICATION, PROPRIETARY IP	INDEMNIFICATION, OPEN IP
ADOPTION STRATEGY	HIGH COST-OF-ENTRY, HIGH COST-OF-EXIT (LOCK-IN)	LOW COST-OF-ENTRY, PORTABILITY WITH LOW COST OF EXIT
BUDGETING	PURCHASE: CAPITAL EXPENSE SUSTAINING: OPERATIONAL EXPENSE	SUBSCRIPTIONS: OPERATIONAL EXPENSE ONLY
	COMPLEX, MULTI-FACETED ENGAGEMENT	CONSISTENT, ALL-INCLUSIVE SUBSCRIPTION MODEL

THE SUBSCRIPTION



GLOBAL SUPPORT

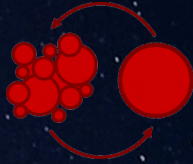
MULTI-LINGUAL, 24*7
SUPPORT CENTERS
AROUND THE GLOBE

THE SUBSCRIPTION



GLOBAL SUPPORT

MULTI-LINGUAL, 24*7
SUPPORT CENTERS
AROUND THE GLOBE



HARDWARE & SOFTWARE CERTIFICATION

TESTING &
HARDENING ACROSS
MULTIPLE
PLATFORMS AND
SOFTWARE
ENVIRONMENTS,
UPDATES, PATCHES,
UPGRADES



PRODUCT SECURITY

DEDICATED TEAMS
OF EXPERTS
MONITOR, IDENTIFY,
& REMEDIATE
POTENTIAL THREATS



EXTENDED LIFE CYCLE

EXTENDED LIFE
PHASE OR EXTENDED
LIFE CYCLE SUPPORT
SUBSCRIPTIONS
AVAILABLE UP TO
10 YEARS



TRAINING

COMPREHENSIVE
RED HAT TRAINING &
CERTIFICATION,
MATERIALS IN
MULTIPLE
LANGUAGES



KNOWLEDGE

AWARD-WINNING
KNOWLEDGEBASE OF
SOLUTIONS, DOCS, &
CUSTOMER FORUM
EVENTS

THE WORLD'S LEADING PROVIDER OF OPEN SOURCE, ENTERPRISE I.T. SOLUTIONS

MORE THAN
90%
OF THE
FORTUNE
500
use
RED HAT
PRODUCTS &
SOLUTIONS*

~12,000
EMPLOYEES

S&P
500
COMPANY

FIRST
\$2
BILLION
OPEN
SOURCE
COMPANY
IN THE WORLD

95 OFFICES
35 COUNTRIES

NYSE
RHT

*Red Hat client data and Fortune 500 list, June 2018



THIS IS JUST THE BEGINNING



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