



HCL - Red Hat

17 October 2018

Partner Manager
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AGENDA

- 09.00 **The need for an Innovation Platform**
 - 09.30 **Modern application development & AMM**
 - 10:30 **Break**
 - 10.45 **IT transformation with containers and DevOps**
 - 11:45 **Lunch**
 - 12.45 **Hybrid Cloud infrastructure & Automation**
- Ending at around 14.00

HCL-Red Hat Partnership

Global Advanced Partner

Early Access to Products,
Product Roadmaps

Pricing Discounts

Training and
Enablement

Joint Offerings – solutions,
frameworks, accelerators

Shared PoC

Joint GTM

Testing and
Porting

Some Joint Customers



Initiatives / Engagements

- Data Center Transformation
- Unix to Red Hat Linux Migration
- Hybrid Cloud – OpenStack
- PaaS - OpenShift
- Middleware Migration
- Cloud Native Application development
- DevOps, Agile Dev.
- Automation - DryICE
- Mobility

Contracts

- ✓ Global Partnership Agreement
- ✓ Global System Integrator
- ✓ Reseller Agreement
- ✓ Certified Cloud Service Provider
- ✓ Non-Disclosure (NDA)

DISRUPTION IS A MATTER OF WHEN NOT “IF”

Just ask anyone who has been disrupted - Did they see it coming?

Kodak

Bank of Ireland 

FedEx

 Snapfish

facebook

amazon

Shutterfly


 **bitcoin**

Walmart 

chatbooks 

Google

U B E R



**“ By 2027, more than 75% of the S&P 500
will be companies that we have not heard of yet.
”**

Professor Richard Foster, Yale University

ENGAGED BUT NOT READY

MOST LACK BOLDNESS, ABILITY TO SCALE

A circular gauge with a blue border and a white fill, showing 90% of the circle filled with blue. The number '90%' is written in white inside the circle.

90%

of companies indicate they are engaged in some form of digitization.

A circular gauge with a blue border and a white fill, showing only 16% of the circle filled with blue. The text 'Only 16%' is written in white inside the circle.

Only
16%

said their company has responded with a bold strategy and at scale.

**BUT WHAT DOES RED HAT
KNOW ABOUT DISRUPTION?**

WE DISRUPTED AN ENTIRE INDUSTRY

LONG BEFORE THESE COMPANIES GOT STARTED



redhat.

1993

2003

TESLA

aws

2006

UBER

2008

2009



airbnb

How do they do it

Just ask anyone who has been disrupted - Did they see it coming?



facebook



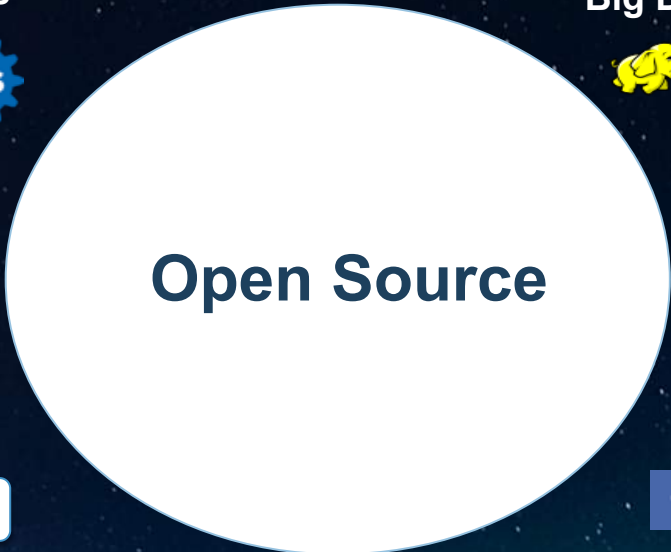
Shutterfly



chatbooks

Google

UBER



DevOps



Big Data



Containers



Mobile



IoT



Social



AI



Cloud



What is Open Source?

Traditional development



✓ **Low risk**

Open Source

+16 million
developers

+1 million
projects

✓ **Innovation**

Red Hat – the best of both worlds



Low risk & Innovation
+
Cost effective

WE STARTED WITH LINUX

BUT WE DIDN'T STOP THERE



RH0064-4

OPEN SOURCE DISRUPTED THE TECH INDUSTRY

WE ARE PART OF THAT REVOLUTION

“Microsoft has heritage here. We were a developer tools company first and now, of course,
WE ARE ALL IN ON OPEN SOURCE.”

Satya Nadella

Microsoft CEO

CNBC (Squawk Alley) | June 2018

It's not only about technology

Keys to innovation:

- **Collaboration**
- **Culture**
- **Architecture**



CUSTOMER CHALLENGES



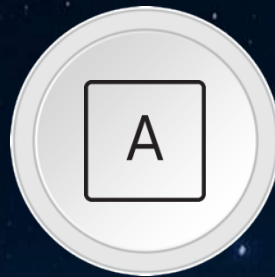
Optimize the
IT you have



Integrate apps,
data, and
processes

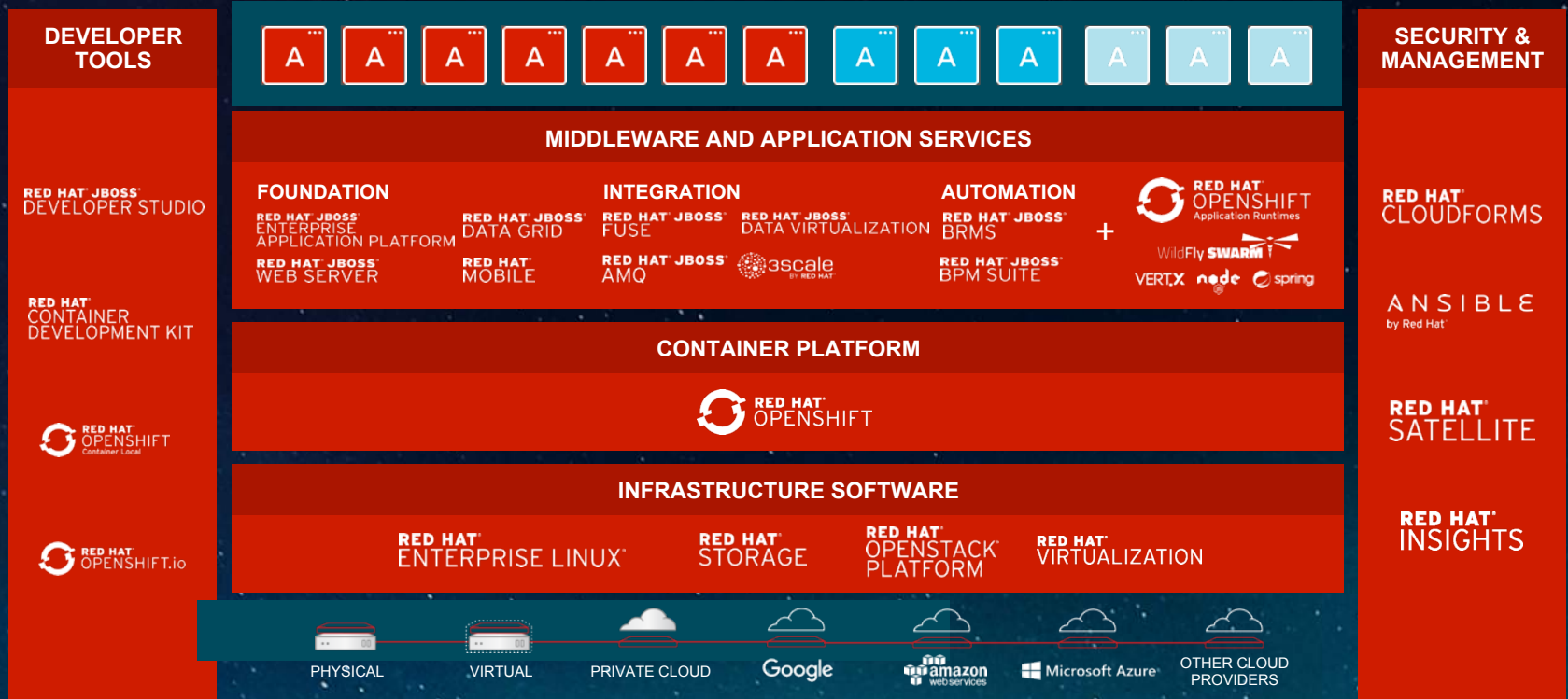


Add and manage
cloud
infrastructure



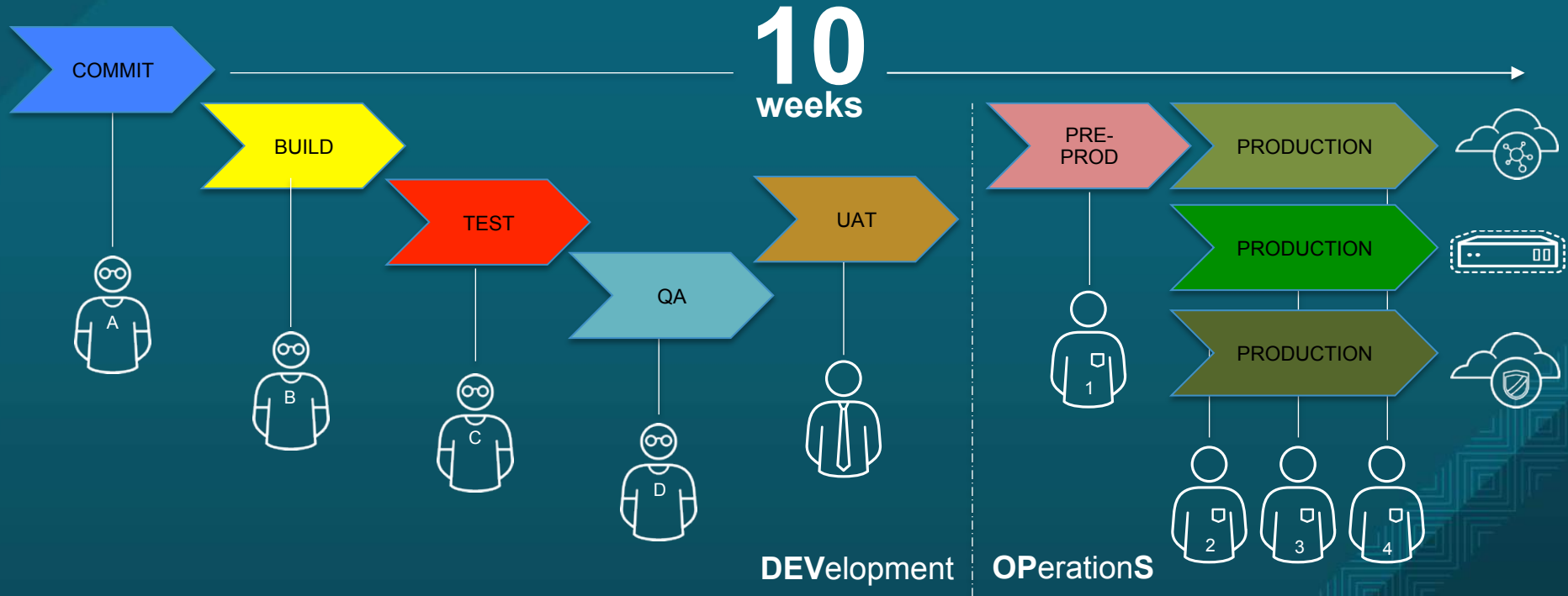
Build more
modern
applications

A complete solution stack to drive innovation



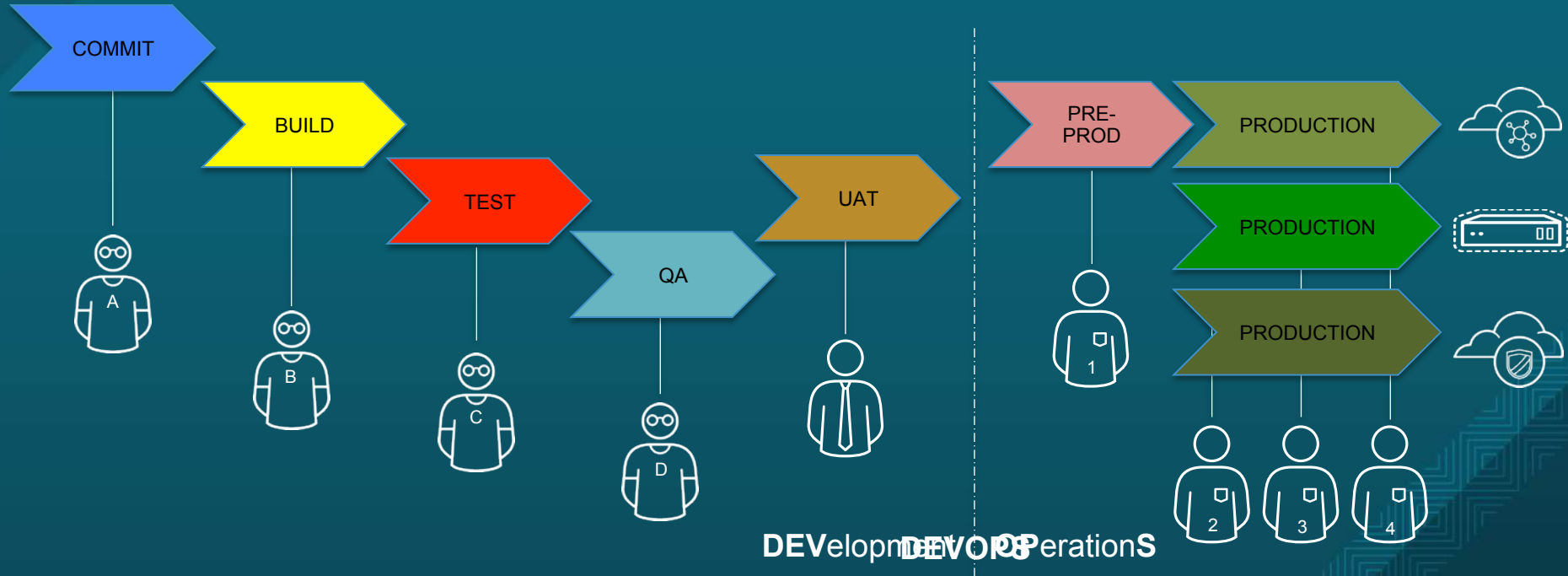
TRADITIONAL DEVELOPMENT PIPELINE

MULTIPLE MANUAL STEPS IN MULTIPLE HETROGENOUS ENVIRONMENTS



TIME FOR CHANGE!

WHAT IF WE COULD INTEGRATE AND AUTOMATE SOME OF THOSE STEPS?



Large Nordic Organization

OPENSIFT DEVELOPMENT PIPELINE

AN AUTOMATED AND INTEGRATED DEVELOPMENT PIPELINE



RED HAT
OPENSIFT



“We used to have **10 weeks** from code commit to production, with OpenShift we are down to **20 min**. It is a game changer.”

*Chef Architect
Large Nordic Organization*



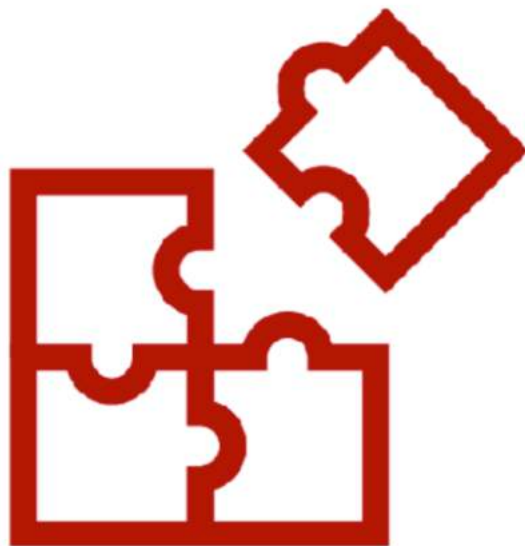
Nordic Customer at Red Hat Forum 2018

An industry in transformation



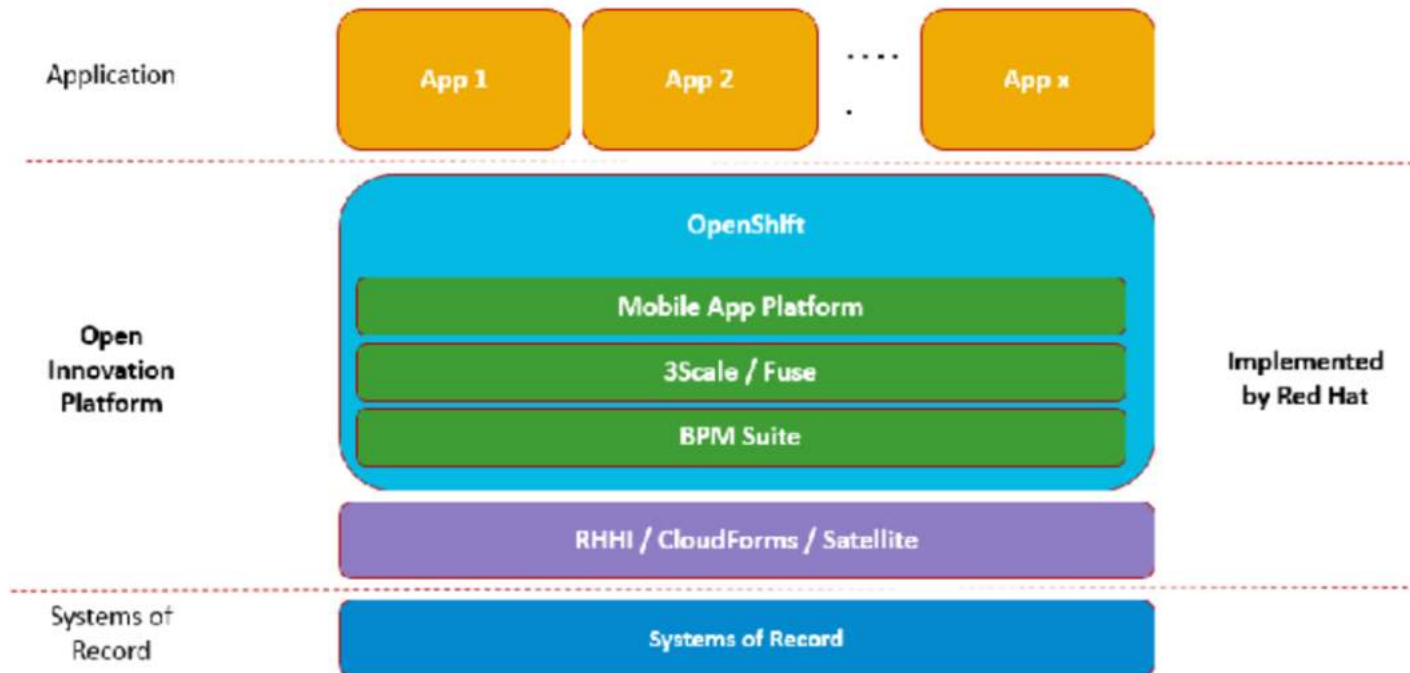
Nordic Customer at Red Hat Forum 2018

...this calls for an agile IT platform and a lot of rethinking!



Nordic Customer at Red Hat Forum 2018

OPEN INNOVATION PLATFORM



CUSTOMER SUCCESS



“With Red Hat OpenShift Container Platform, we’re more agile. We can think of an idea, try it, fail, learn, and make adjustments.”

SIMON CASHMORE

HEAD OF PLATFORM-AS-A-SERVICE (PaaS) MIDDLEWARE ENGINEERING, BARCLAYS



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