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Vice President & General Manager

Red Hat MED Region

France, Italy, Spain, Portugal, Israel, Greece

Northstar

our North Star is to
enable
transformative
capabilities

The Journey

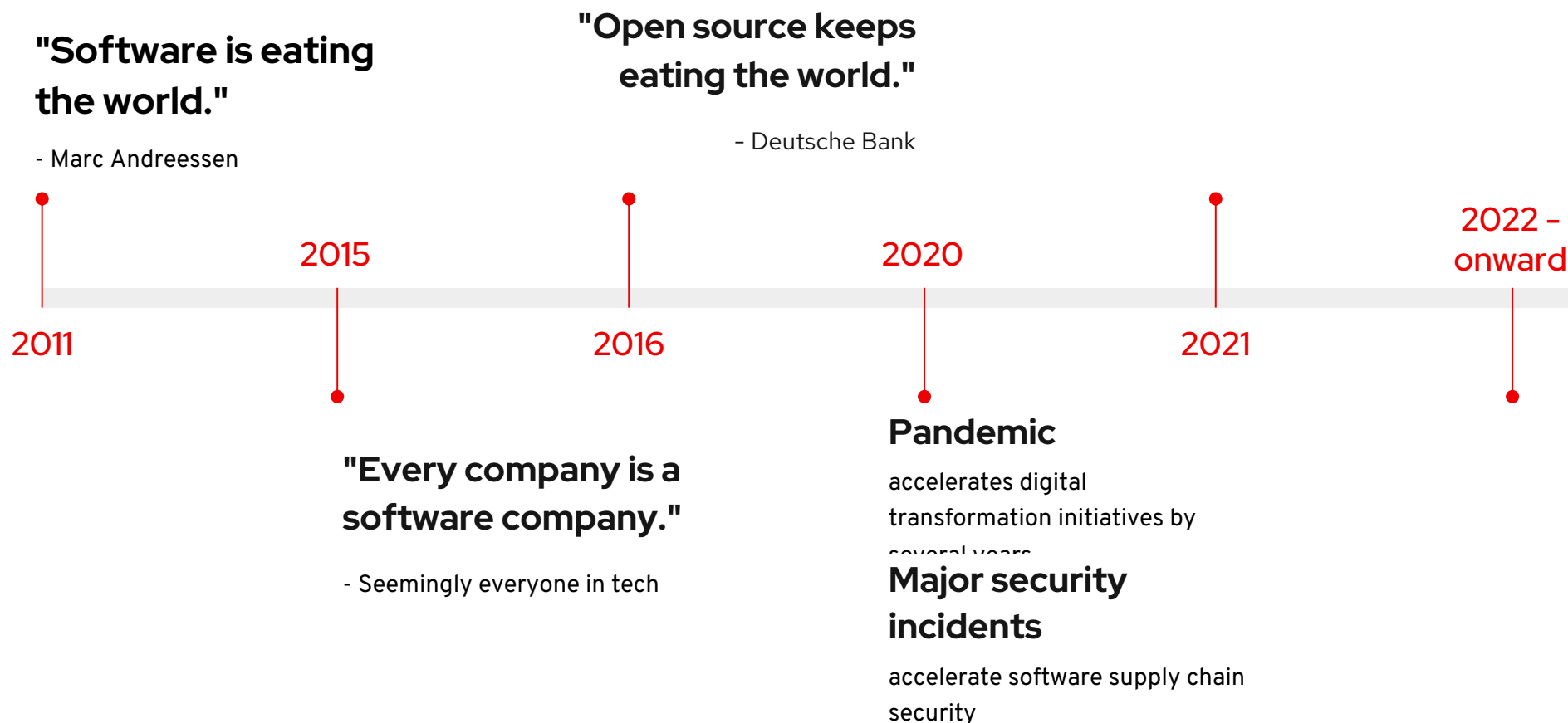
with **open**
hybrid cloud



Red Hat



Arriving at the new normal





What is happening
in your “Digital” world?

in the **banking** industry, tech is initiating a new wave of disruption, forcing banks to operate with **speed**



Open banking

transforms how institutions need to think about tech and security.



Everything is mobile: **89% of customers** use mobile banking regularly.

Data, the “new fuel” of the **automotive** industry, is forcing massive **scale** of digital systems



Auto manufacturers are becoming **IoT platform and device companies**



Real-time data analysis through AI/ML is key to successful **autonomous driving systems**

in the **Telecommunications** industry, tech is initiating a new wave of disruption, forcing Telcos to design new Infrastructure



Digitisation of all Transactions places massive data loads and demand for scale



Everything is mobile: The network becomes a configurable "Telco cloud" with inbuilt flexibility

in the **Consumer / Retail Industry** E-Commerce is becoming the de-facto engagement for retail transactions



Online Presence Existential It's also mandatory for driving growth and market share capture



User Satisfaction Critical Users will migrate to suppliers/retailers with easy and effective to use applications

the **Public Sector** must deliver better services to citizens



Digital Modernization Improve aging systems to meet the needs of residents and stakeholders



Support Country Competitiveness "business as usual" is not enough anymore; Public Sector must drive business

the New Normal

Chart 1

Over the next 12 months, what are your company's top IT technology funding priorities? (Select up to three)

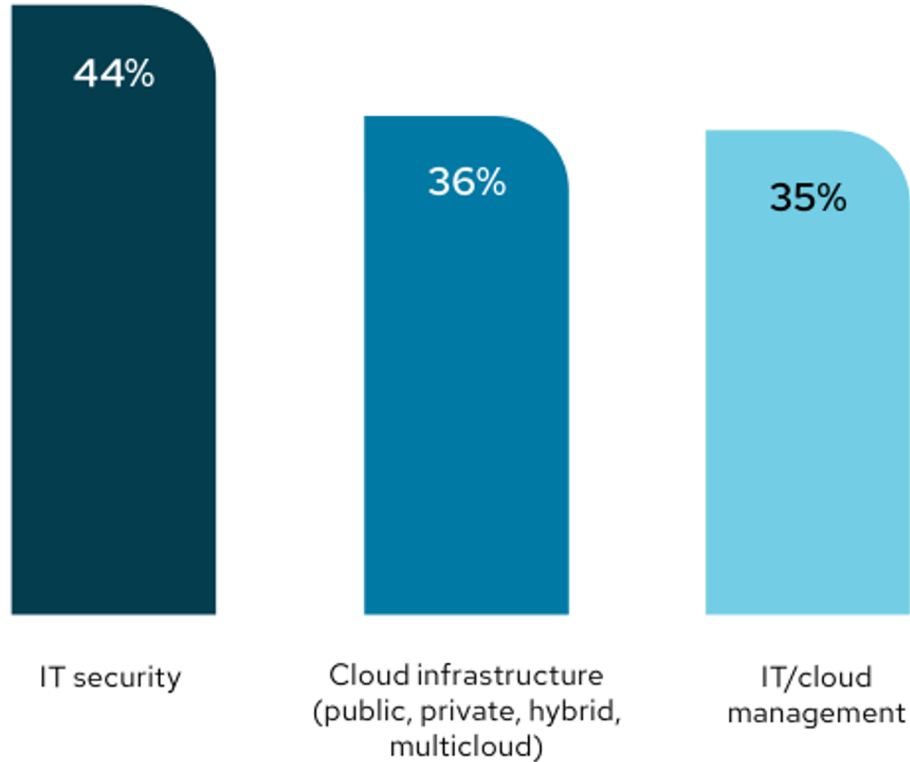
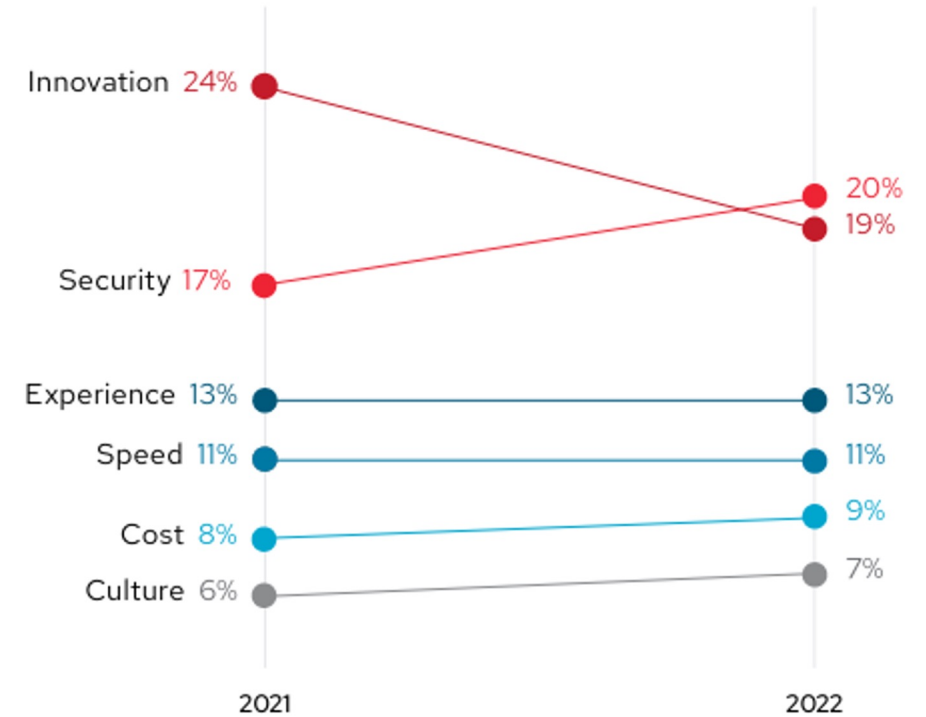
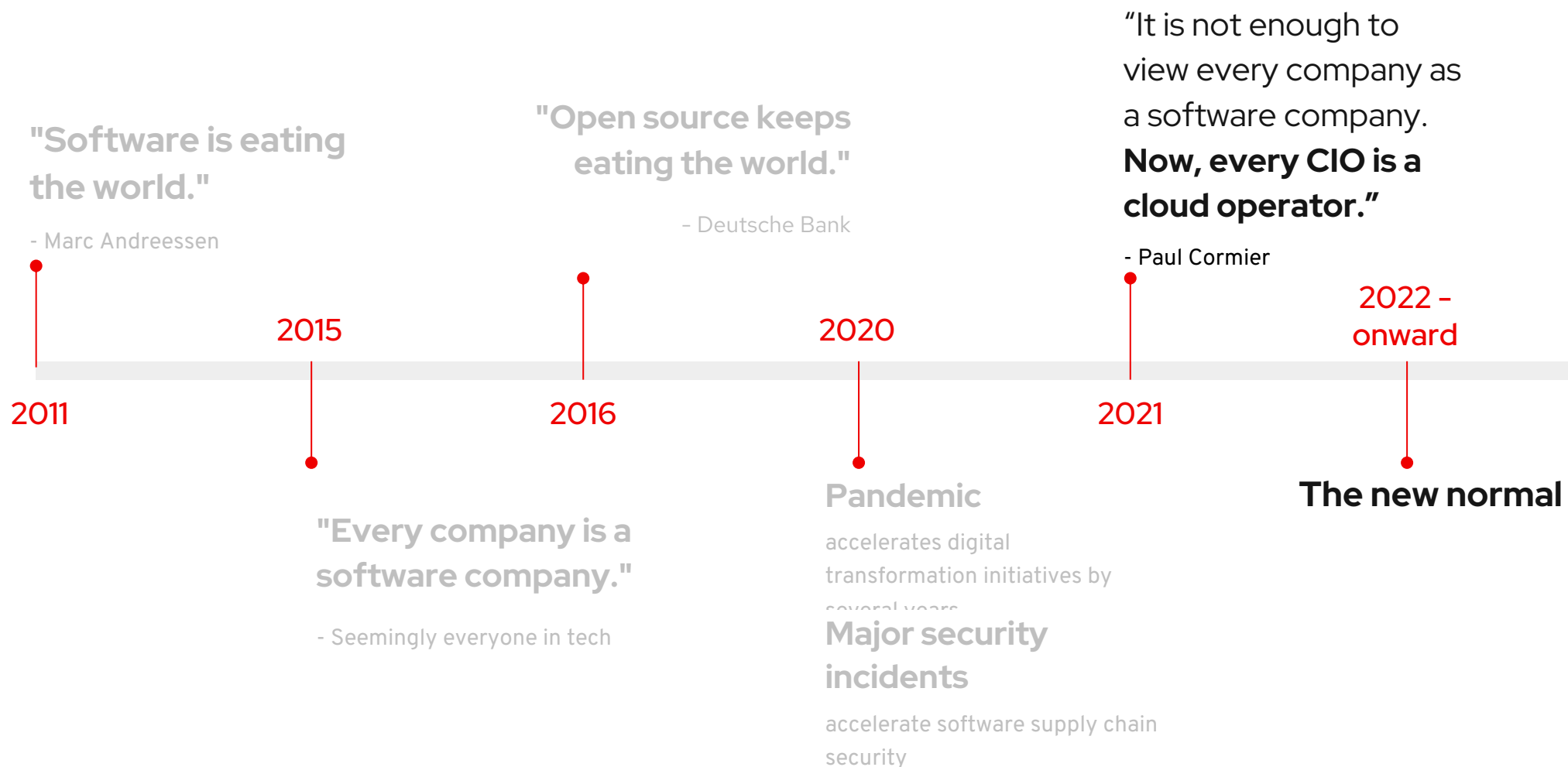


Chart 8

If you were to characterize your absolute top priority for your company's digital transformation in a single term, which of the following would best fit?



Arriving at the new normal



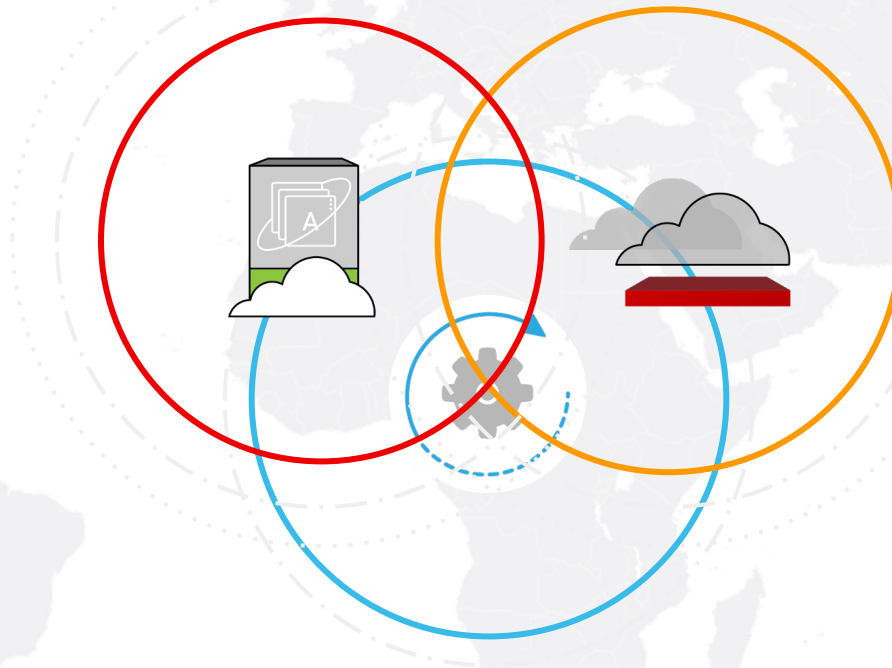
A light gray world map is visible in the background of the slide.

How do we help you to accelerate
your “Digital” capability?

Red Hat enables **innovation** anywhere with broad choice and flexibility

Cloud-Native Development

develop, deploy, & manage
any application, on any
environment & give
developers what they need to
innovate



Hybrid Cloud Infrastructure

secure, scale, & manage
foundations for traditional &
cloud workloads across all
environments

Management & Automation

easily & seamlessly manage
Red Hat platforms and automate across hybrid
environments

Red Hat enables innovation anywhere
with broad **choice** and **flexibility**

Bare
Metal



On Premise

Virtual



Private
Cloud



BYOS

Public
Cloud



Managed Services

Edge



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SCHWARZ



in the **Public Sector** must deliver better services to citizens





Red Hat

Giorgio Galli

Solution Architect & Sales Specialist Manager
Red Hat Italy



12.0M developers in 2012

94.0M total developers in 2022

20.5M+ new developers +27%y/y joined GitHub in 2022

85.7M+ new repositories with 20% y/y growth

50% first-time contributors work on "commercially projects"

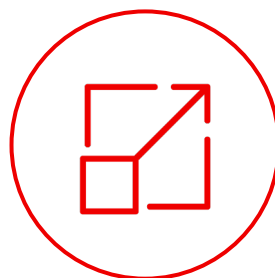
*"You can't develop software anymore
these days without doing open source"*

Source: <https://octoverse.github.com/2022/developer-community>

Hybrid cloud helps your organization achieve



Speed



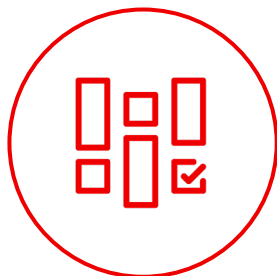
Scalability



Stability



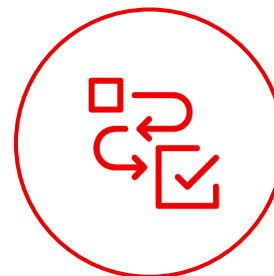
Security



Compliance



Agility



Portability



Open

Hybrid cloud approach



Traditional
N-tier apps



Cloud-native
microservices



Data, analytics, and
AI/ML



ISV packaged apps

Development

Management and automation systems

Applications platforms, and operating system



Bare metal



Virtual



Private cloud

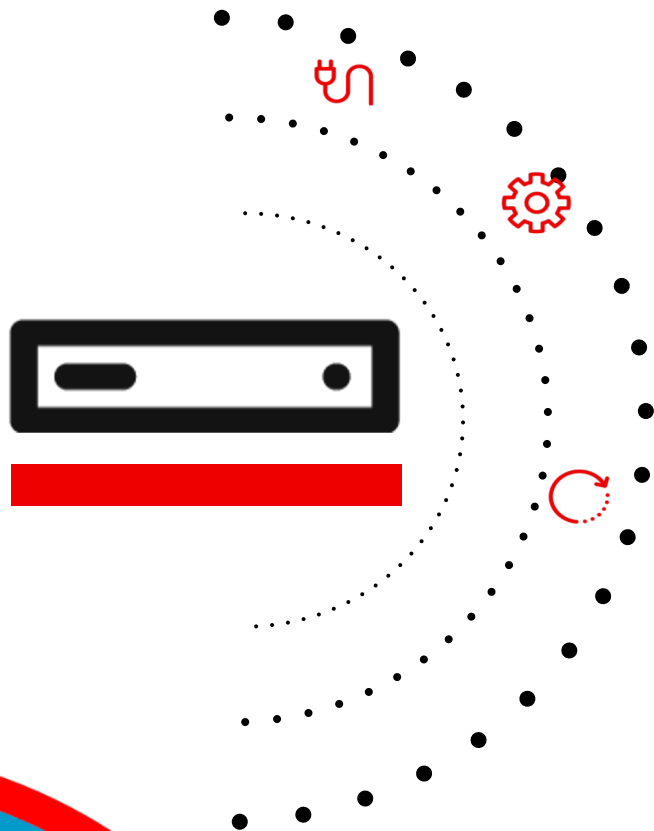


Public cloud



Edge

RHEL for Edge: Small footprint edge OS



RHEL for Edge ensures operational stability and flexibility to easily adapt deployments. Quick image generation, transactional OS updates, and intelligent OS rollbacks, provide both traditional and containerized workloads the additional security and resiliency required for edge environments.

Use cases



Edge servers
and gateways*



Standalone
container host

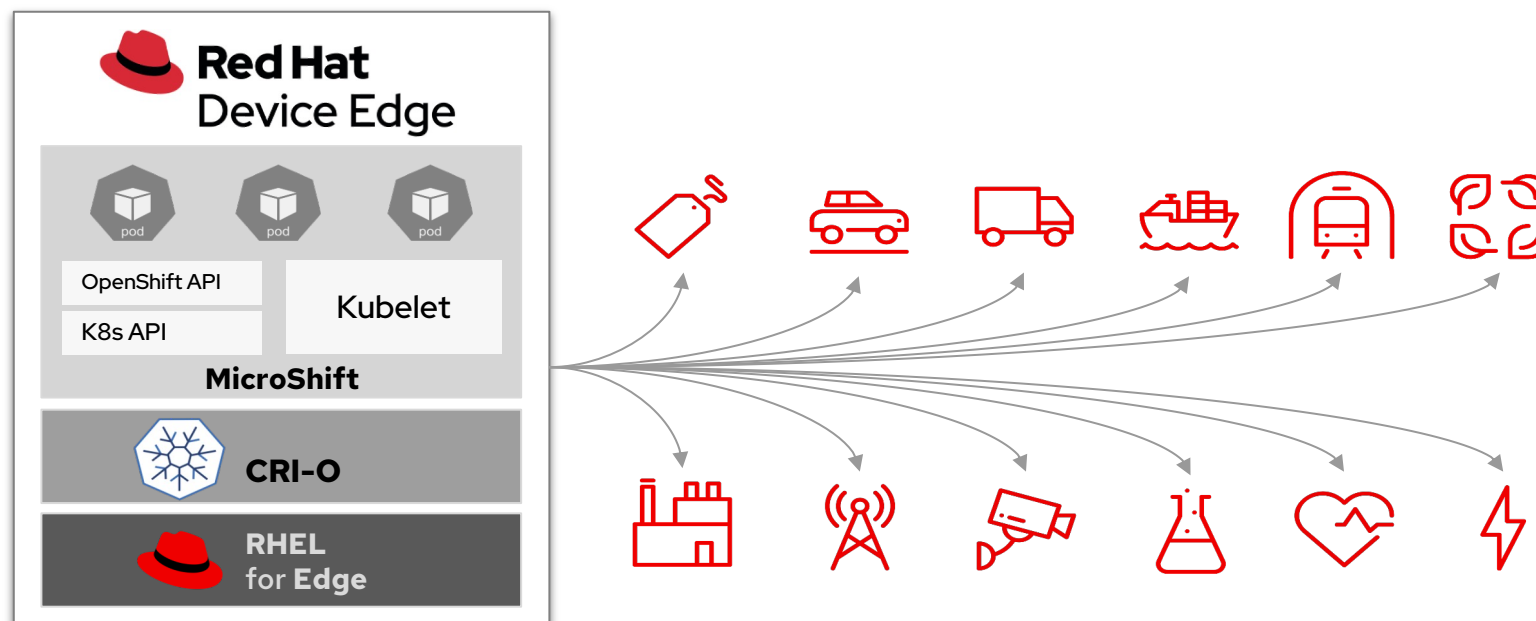


Customer premise
equipment



Intermittently
connected

Red Hat Device Edge (R4E + MicroShift)



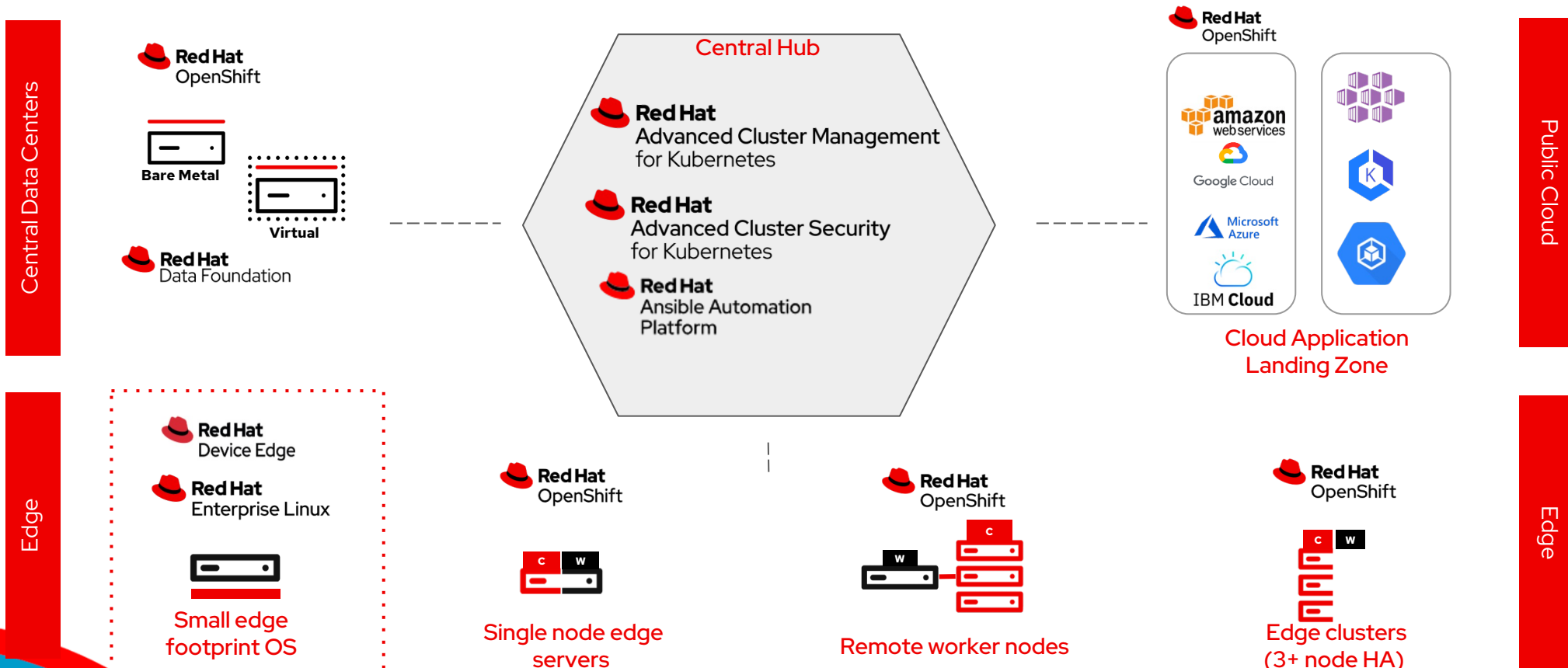
Red Hat Device Edge* brings **MicroShift** (a minimal OpenShift implementation) and **RHEL for Edge** to small form factor devices optimized for edge computing and headless devices with as conservative a resource overhead as possible.

Governance and Security a seamless experience for Hybrid Cloud

Development

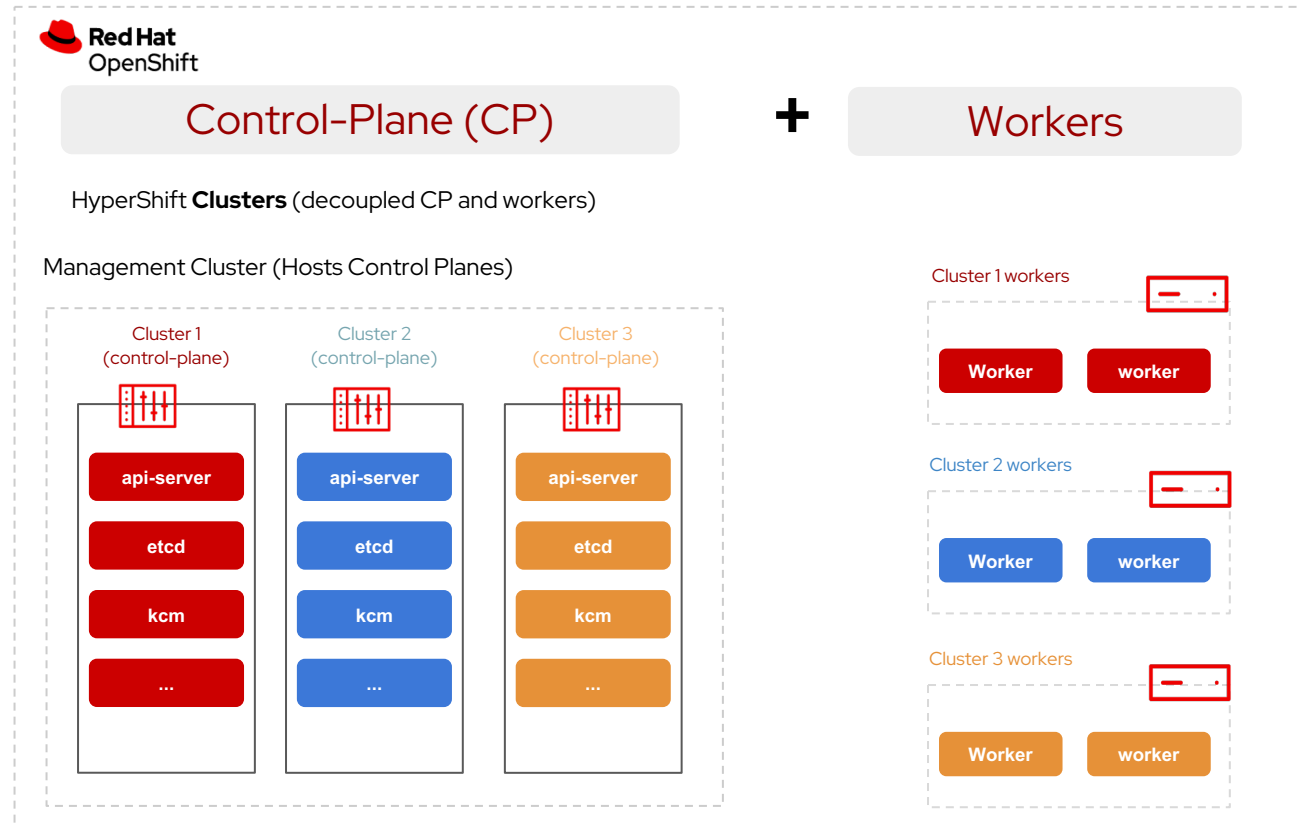
Management and
automation systems

Applications platforms, and
operating system



 **DevPreview* <https://www.redhat.com/en/technologies/device-edge>

More Flexibility than ever: "Hypershift" Project



Development

Management and
automation systems

Applications platforms, and
operating system

Low CAPEX and OPEX costs
(bundling of CPs + CP as pods)



Central Management of CPs
(easy operation & maintenance)



Multi-arch support
(e.g. CP x86, workers ARM)



Mixed IaaS For CP and
Workers



Fast cluster bootstrapping
(CP as Pods)



Dev Preview: <https://cloud.redhat.com/blog/hosted-control-planes-is-here-as-tech-preview>

Ansible Automation Platform on Marketplace

Automation from your cloud to on-premises, edge, and IT resources

Development

Management and
automation systems

Applications platforms, and
operating system

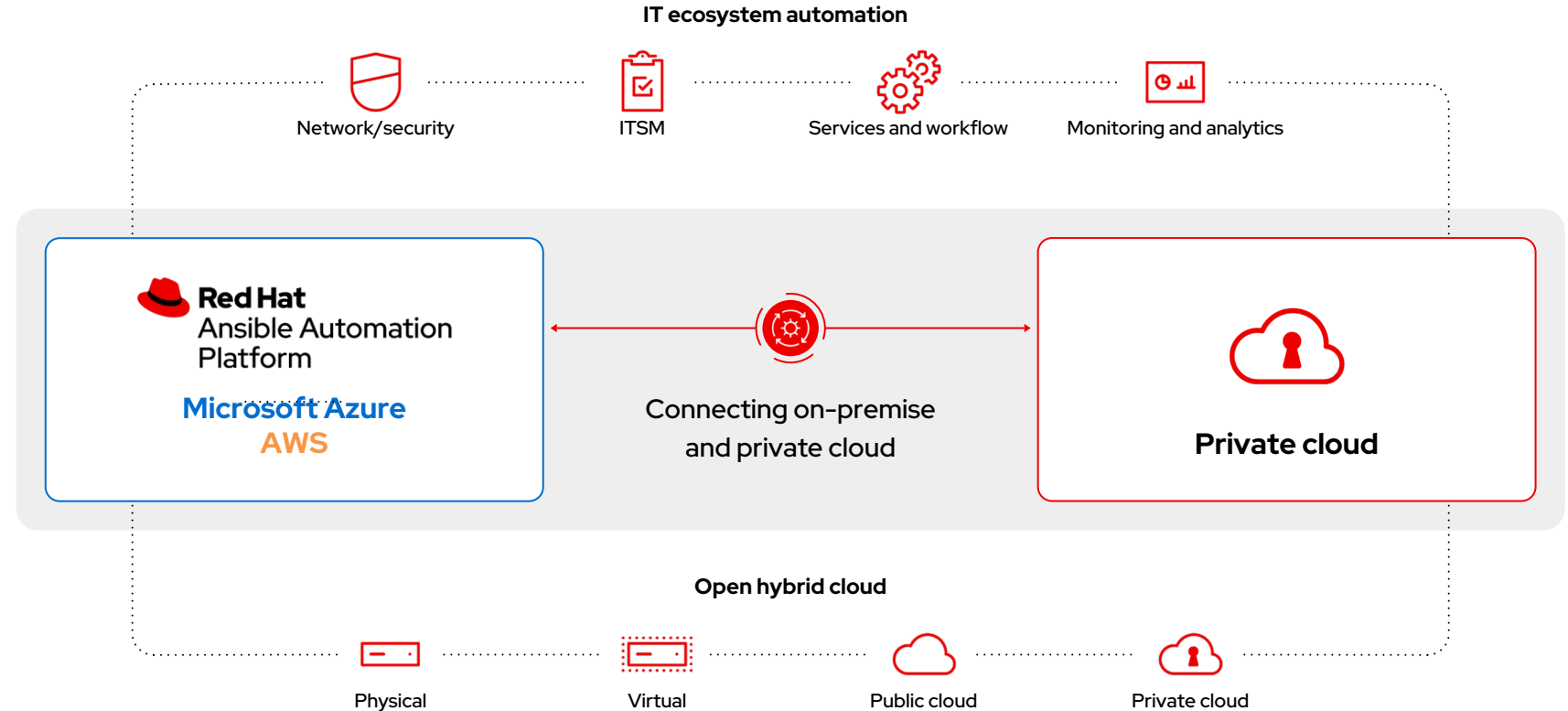
 **Runs in
your AWS / Azure cloud**

 **Fully installed
and integrated**

 **Fully supported
by Red Hat**

 **Integrated to
Azure / AWS billing**

 **Counts toward
spend agreements**



Dev Preview: <https://www.ansible.com/blog/introducing-event-driven-ansible>

Event-Driven Automation with Ansible

Automate decision
making

Leverage numerous
sources of events



Implement event-driven
automation within and
across multiple IT use
cases

Achieve efficiency
service delivery and cost
savings

Wisdom: AI and IT Automation

Development

Management and
automation systems

Applications platforms, and
operating system

AI model to infuse Ansible with new capabilities

PROJECT

Wisdom

Project Wisdom will be able to read plain English entered by a user, and then generate automation content written in the Ansible syntax: Ansible Playbooks and Ansible Roles

<https://www.youtube.com/watch?v=9Zvuz9r9bc4&t=5s>

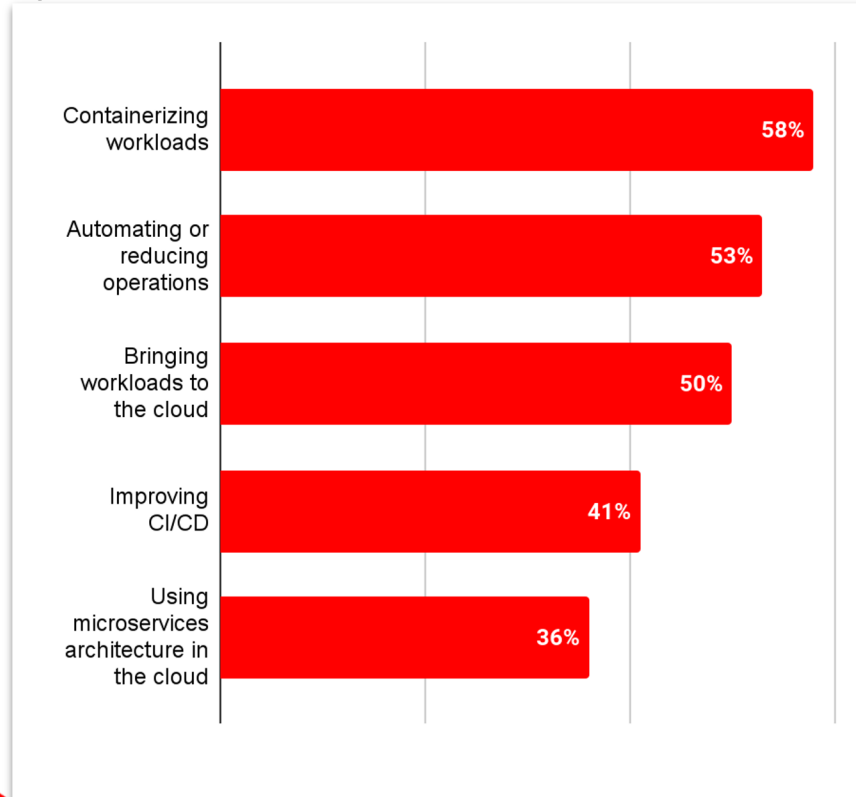
The State of Application Modernization Report 2022

Development

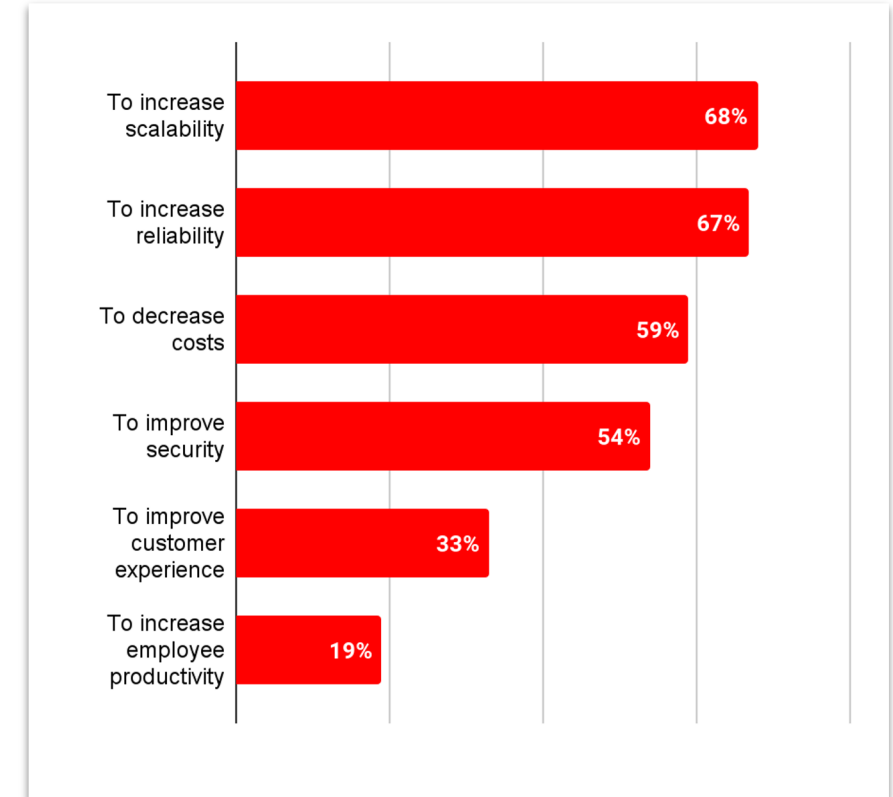
Management and
automation systems

Applications platforms, and
operating system

Ways companies define modernization



Top reasons for modernization



Source: report

Application Modernisation – **konveyor**

Accelerate Your Application Modernization to Kubernetes

Development

Management and
automation systems

Applications platforms, and
operating system



Rehost virtual
machines to
KubeVirt



Rehost apps
between
Kubernetes
clusters



Replatform
applications to
Kubernetes



Refactor
applications for
Kubernetes



Measure software
delivery
performance

Process | Technology | Service

konveyor.io/modernization-report

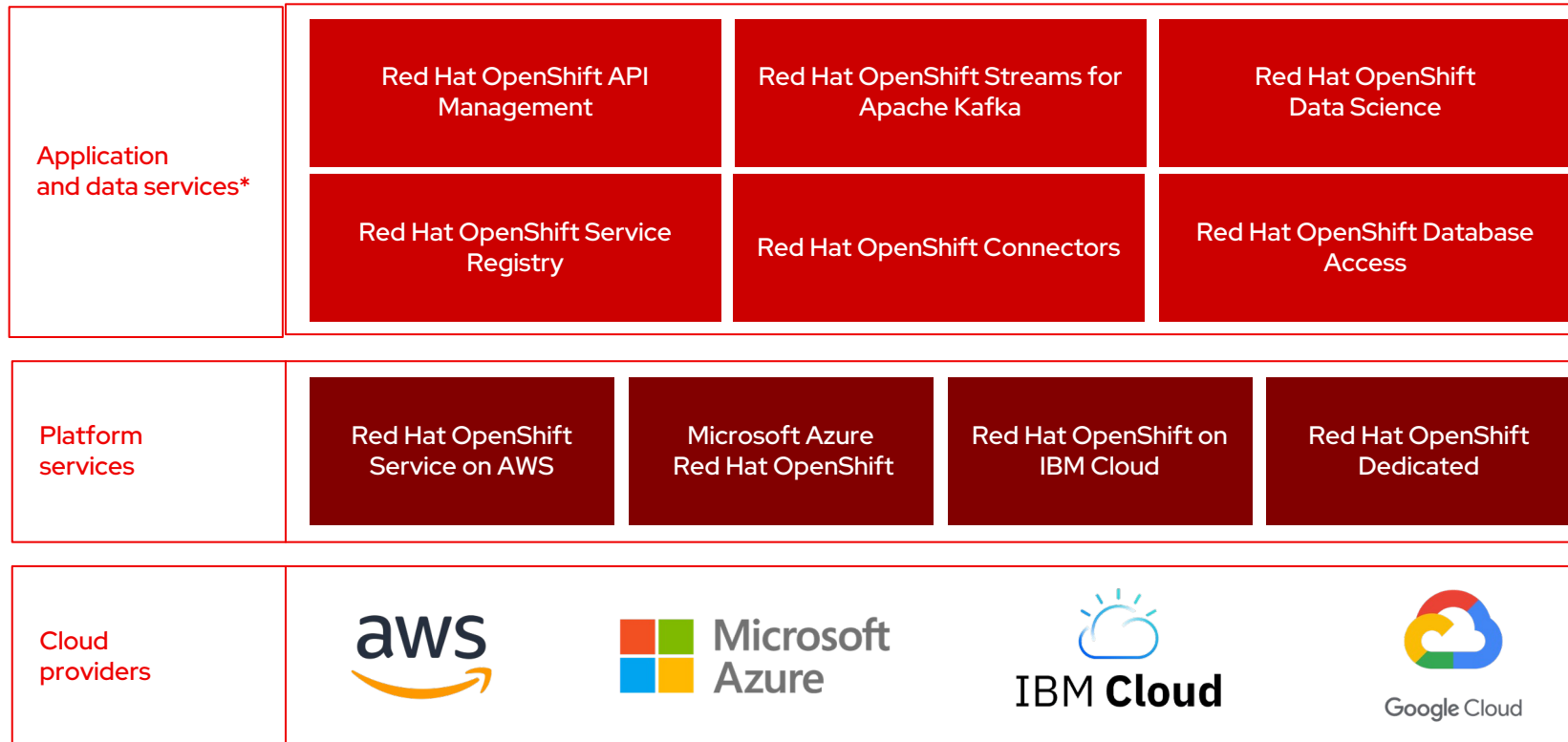
Fully Managed Platform and “Application” Services

Development

Management and
automation systems

Applications platforms, and
operating system

Red Hat Cloud Services



Hybrid cloud
flexibility

*<https://www.redhat.com/en/technologies/cloud-computing/openshift/application-services>