



Red Hat's Strategic Importance in Cloud Modernization on AWS

Andrea Catalano

Senior Solutions Architect

Why AWS?



AWS Availability Zone Design

34 AWS Regions
108 AWS Availability Zones



TCO Price Reductions

134 Price Reductions
Since 2006



Resilient Infrastructure

Gartner Magic Quadrant
Worldwide Leader for Cloud
Infrastructure as a Service



Amazon CloudFront

600+ Points of Presence,
100+ cities, 50+ countries



Breadth & Depth

200+ fully featured services
support any cloud workload



Sustainable Operations

Match 100% of the
electricity we consume with
renewable energy

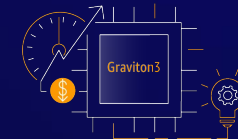
Hardware Innovation

Recognized as the Most Innovative Cloud Provider;
Exclusive Purpose-Built Hardware



AWS Inferentia and AWS Trainium

AI chips built for price performance
of model training & serving



AWS Graviton

Powerful & efficient custom
built Arm-based processors

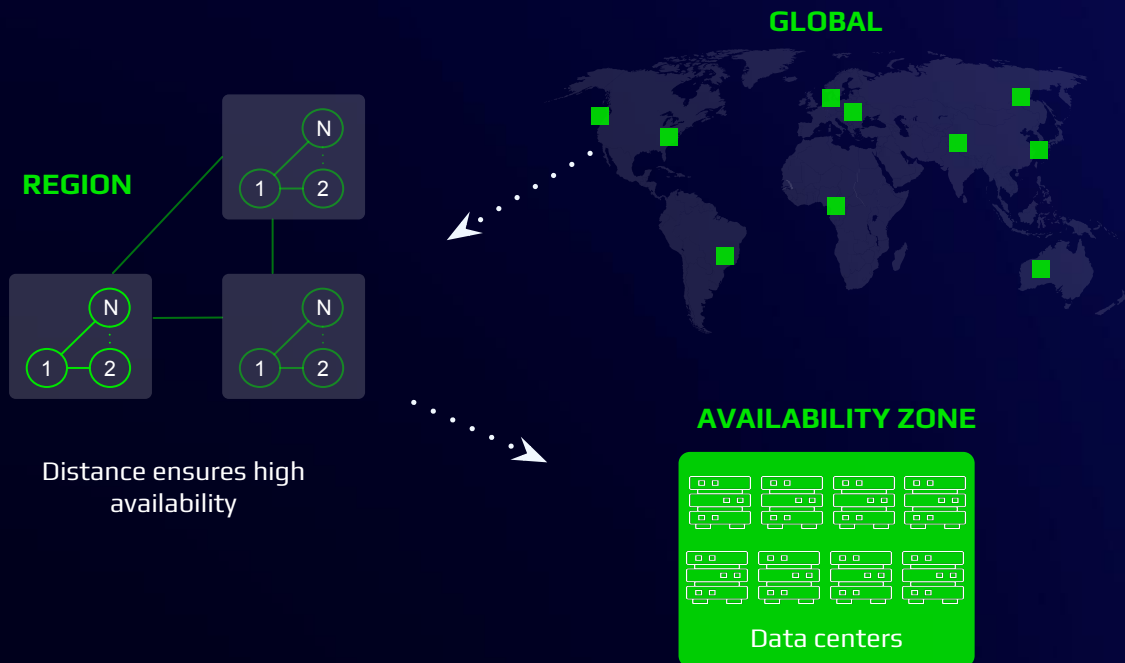


AWS Nitro System

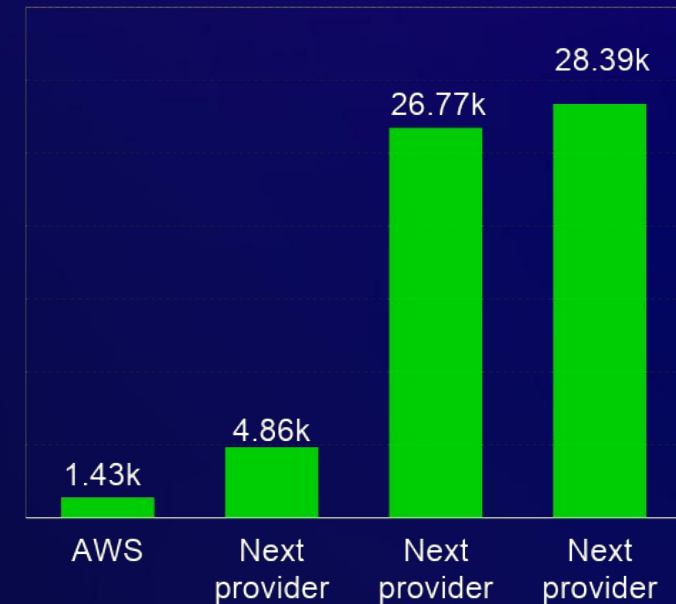
Reduces costs of virtualization &
maximizes server resources
delivered to your EC2 instances

Gartner Recommends AWS For High Availability

The most extensive global cloud infrastructure



Total incident hours (public) by provider in 2023



Incident hours published = Incident hours published * Regions Impacted * Services Impacted

Customers Choose AWS for Resilience

Financial Impact of Downtime

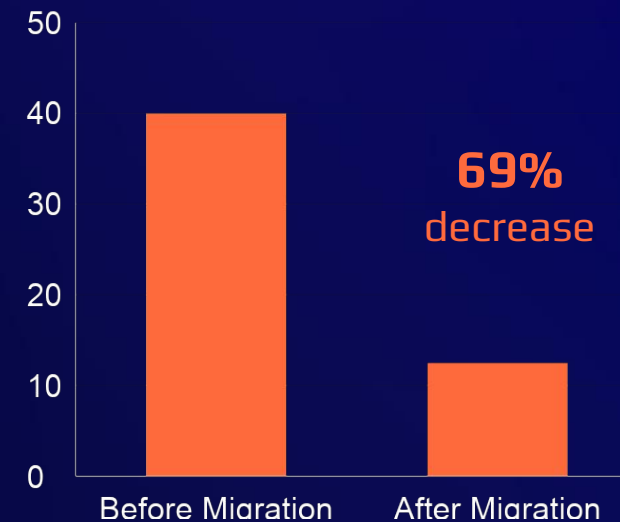
\$2.5B
Annual Fortune 1000 application
downtime costs

\$474K
Average cost/hr of downtime

\$1M
Cost/hr of a critical application
failure

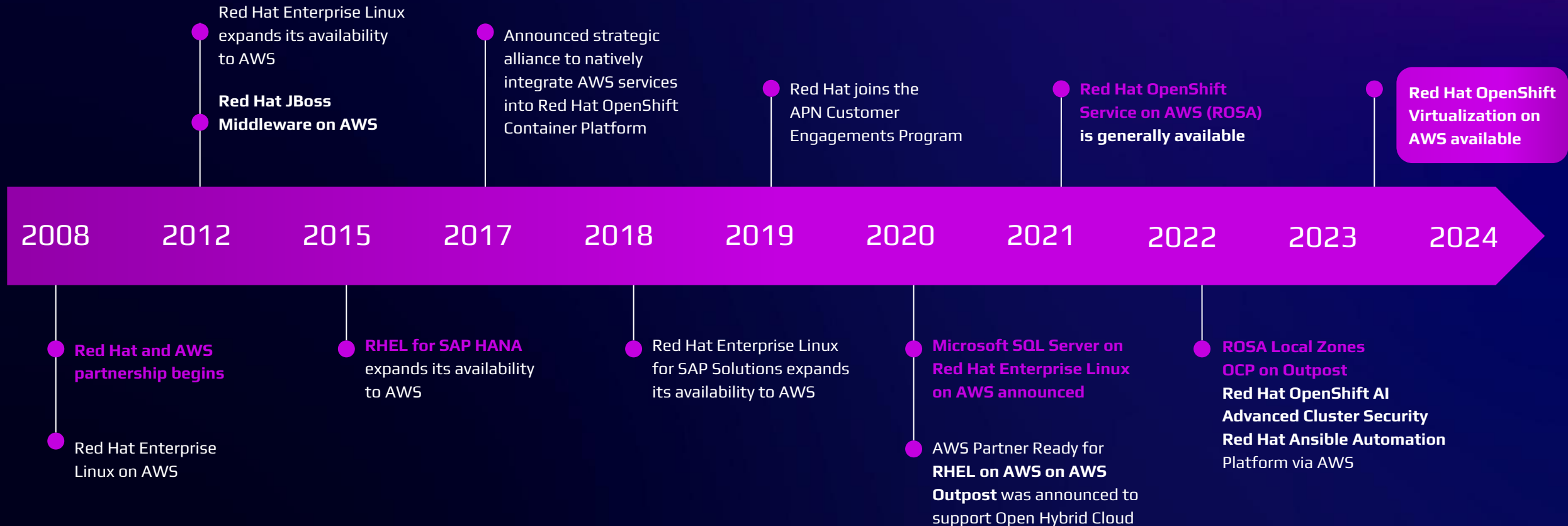
Before & After Migration to AWS

Unplanned Downtime Hours in
12-Month Period



AWS and Red Hat - A Unique Partnership

WORLD'S LARGEST OPEN SOURCE SOFTWARE COMPANY + WORLD'S MOST COMPREHENSIVE AND BROADLY ADOPTED CLOUD PLATFORM



Why Red Hat OpenShift Service on AWS



Red Hat
OpenShift

Red Hat OpenShift Service on AWS is a turnkey application platform that reduces operational complexity, allowing developers to focus on building and scaling applications that add more value to the business, go to market faster, and get more from their cloud investment.

Consolidated billing



- ▶ Use your existing AWS commitment/EDP to use Red Hat OpenShift
- ▶ Get a single unified bill from AWS for both Red Hat OpenShift and AWS consumption

Joint support



- ▶ Integrated support systems
- ▶ Contact Red Hat or AWS support
- ▶ Foundation based on RHEL with decades of enterprise IT knowledge and experience

Built for hybrid



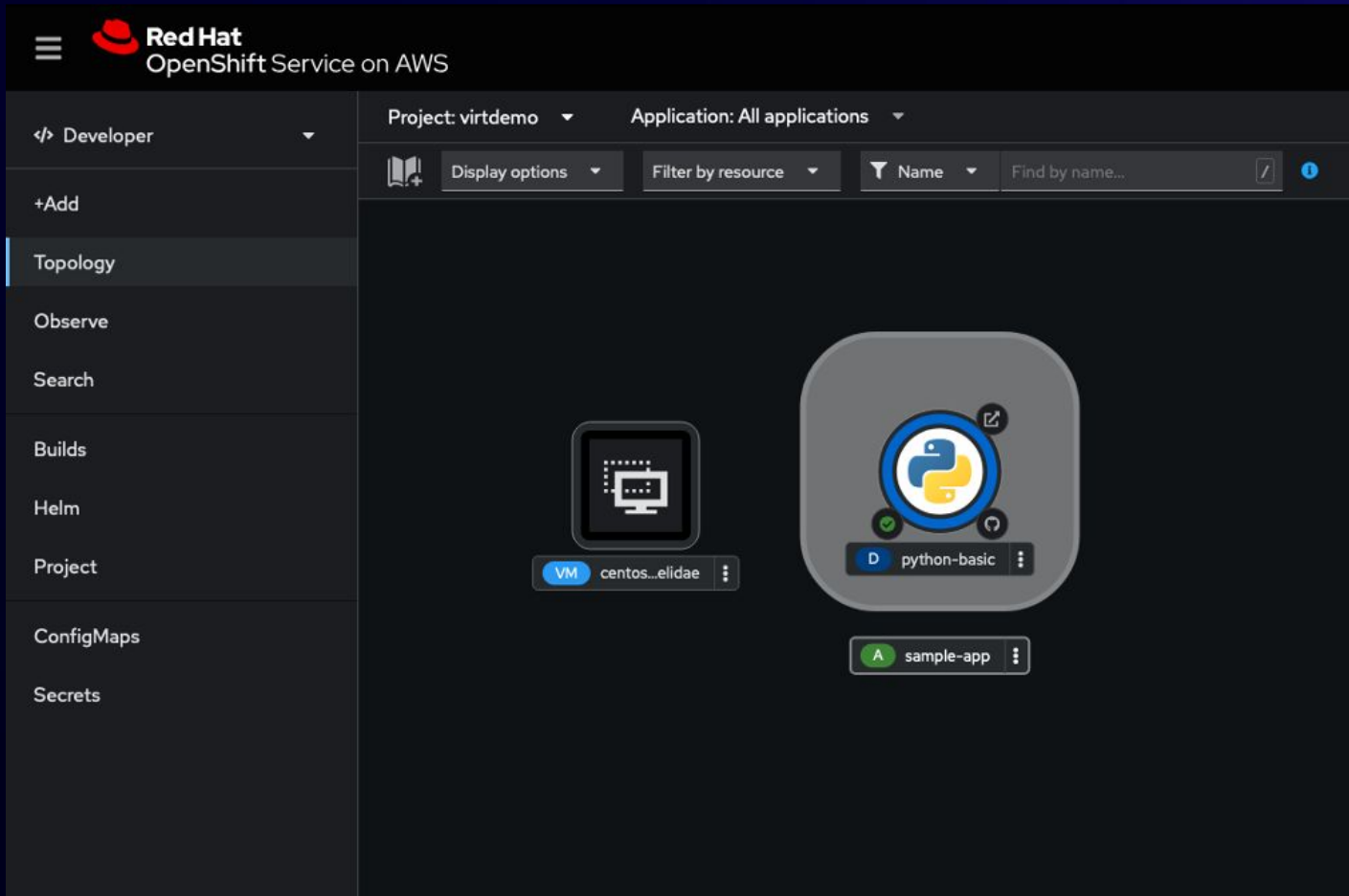
- ▶ Consistent OpenShift experience across clouds and on-premises
- ▶ Run on baremetal and VMs
- ▶ Mitigates customer concerns about cloud lock-in

Integration with AWS services



- ▶ Build containerized applications that integrate natively with more than 170+ AWS cloud services

OpenShift Virtualization on ROSA



Unified Platform

for VMs and Containers

Built-In Modernization Pathways

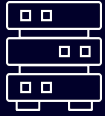
connect & consume VMs as container-native host workloads

- Includes RHEL guest entitlements
- Supports Microsoft Windows guests through Microsoft SVVP
- Inbound guest migration using Migration Toolkit for Virtualization
- Established community
KubeVirt is a top 10 CNCF active project, with 200+ contributing companies
- Advanced Cluster Management

Unique bare metal support on AWS!

Virtual Machine Modernization Journey

WITH OPENSIFT VIRTUALIZATION, VMS ARE JUST ANOTHER WORKLOAD MANAGED BY ROSA



On-Prem VMs

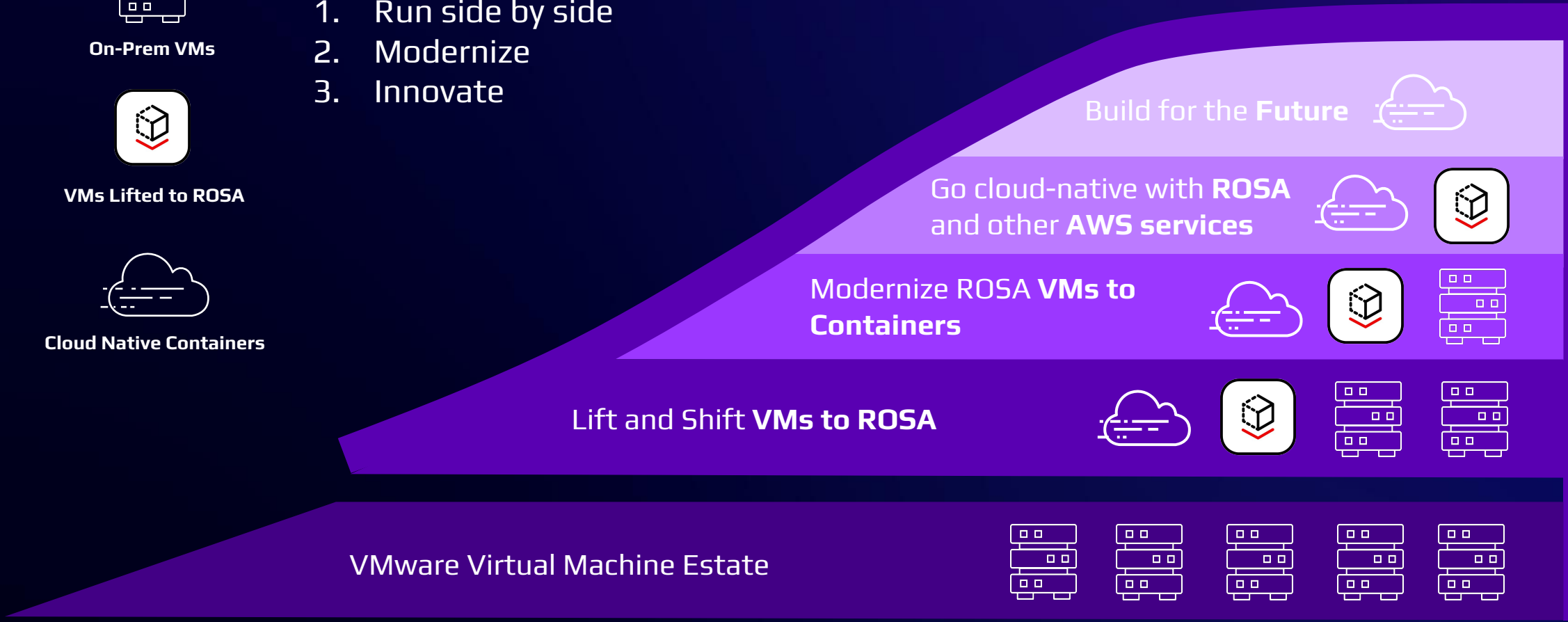


VMs Lifted to ROSA



Cloud Native Containers

1. Run side by side
2. Modernize
3. Innovate



State 4
Innovate

State 3
Refactor

State 2
Replatform

State 1
Lift & Shift

State 0

Red Hat on AWS Availability

Most comprehensive listing of your favorite Red Hat products in the industry



Available Via AWS Marketplace

- ▶ Red Hat OpenShift Container Platform (w/ Arm support)
- ▶ Red Hat OpenShift Kubernetes Engine (w/ Arm support)
- ▶ Red Hat OpenShift Platform Plus (w/ Arm support)
- ▶ Red Hat OpenShift AI
- ▶ Red Hat Ansible Automation Platform
- ▶ Red Hat Learning Subscription
- ▶ Developer Sandbox for Red Hat OpenShift
- ▶ JBoss Enterprise Application Platform
- ▶ Red Hat Enterprise Linux for Third Party Linux Migration with Extended Life Cycle Support



AWS Console / On Demand

- ▶ Red Hat Enterprise Linux Server: w/ Graviton support and an optional ELS Add-On
- ▶ Red Hat Enterprise Linux for SAP (w/ HA)
- ▶ Red Hat Enterprise Linux on Outposts
- ▶ Red Hat Enterprise Linux workstation
- ▶ Red Hat Enterprise Linux w/ SQL Server: Also available w/ HA
- ▶ Red Hat OpenShift Service on AWS (Commercial, GovCloud, Local Zones)
- ▶ Red Hat OpenShift Virtualization on AWS



Next Steps

- 📍 **Chat** with us after the session
- 📍 **Engage** ask your AWS representative about incentives for VMWare Migrations
- 📍 **Learn** by diving into our digital assets

Scan:



Let's grow your business together



Red Hat

Thank You!