



Define your future Virtualisation Strategy

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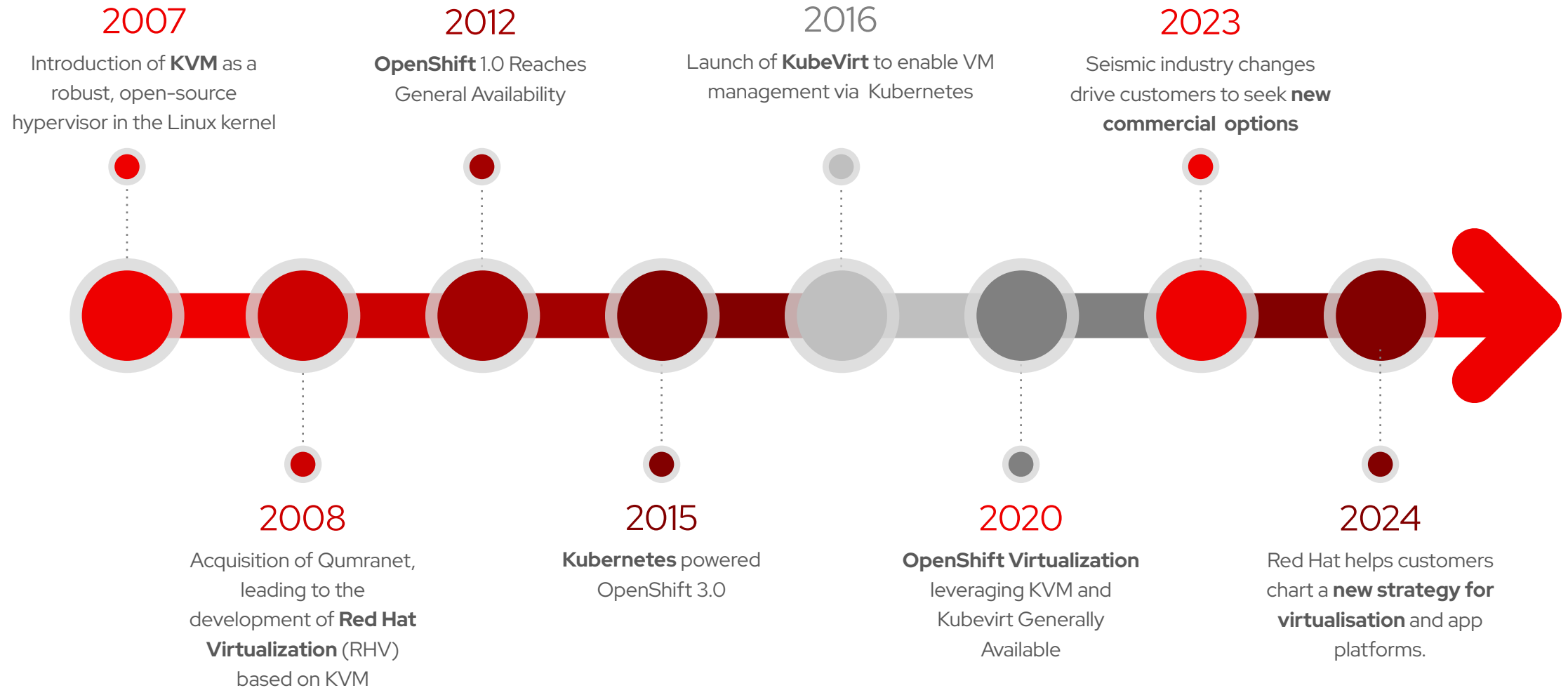


Agenda

- ▶ How did we (and I) get here ?
- ▶ Seismic Changes in the IT Landscape
 - How are people impacted ?
 - The High Level Options
- ▶ Why a platform matters
- ▶ The value of Red Hat Open Virtualisation Infrastructure
- ▶ What to do next (now !)



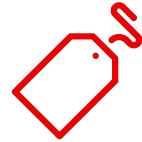
How did we (and I) get here ?



What are you saying this change has caused ?



Exposure to unexpected cost increases



Loss of commercial procurement flexibility



Reduction of architectural flexibility



Loss of future predictability

FORRESTER

"In 2024, Forrester predicts that 20% [of organisations] will begin their escape."

What are your people asking ?



“““

It's clear that change is coming, what I need to know is what **skills** do I need for tomorrow and what do I need to **architect and support** our business..

VI Admin



“““

I want to **revisit what we are running where, and why** so that I can understand what **options** I have to reduce single-vendor exposure and what's needed to change..

IT Operations
Manager



“““

My **Developers** love their OpenShift environment - but - I need somewhere for my **non-cloud native workloads** to live in transition.

Business Application
Owner



“““

I would like to **reduce** financial **dependence** on a single platform provider and have **choice** of where to run workloads - **hybridity** is important to me,

Director of IT



“““

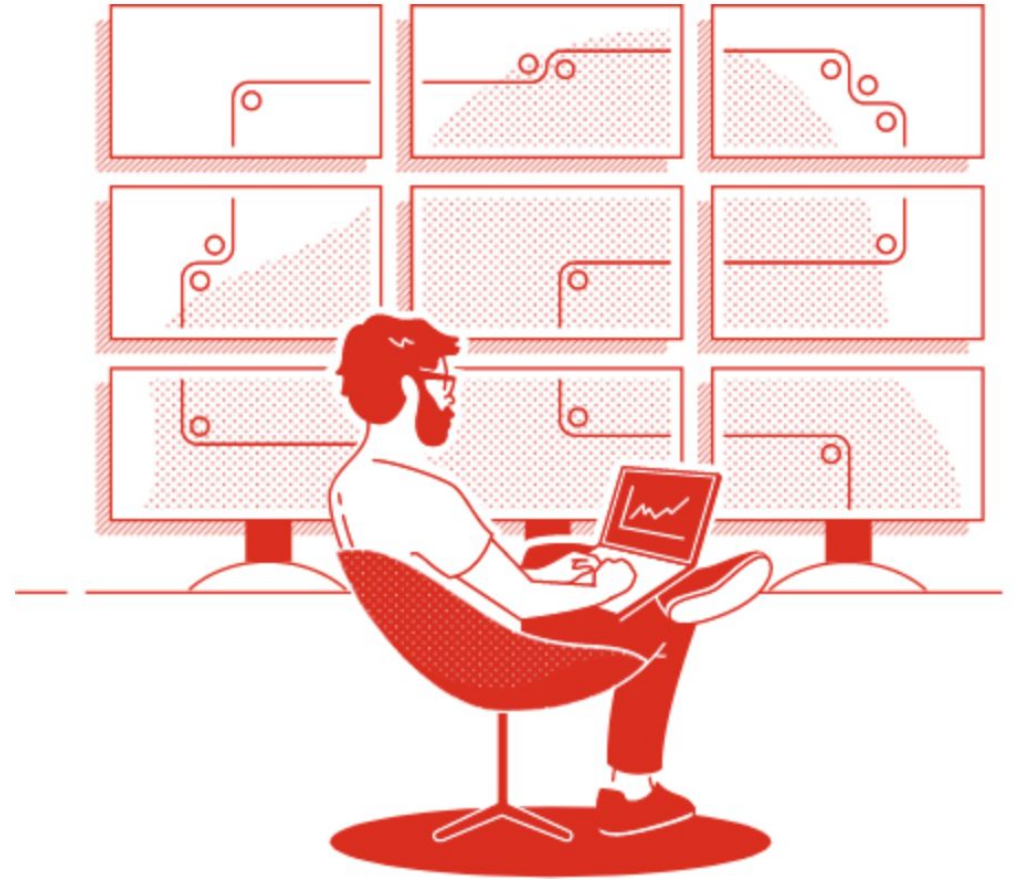
I want a **predictive cost level** when hosting workloads. Sudden changes to contracts we are locked into challenge that and impact our returns. **Never let this happen again.**

CFO

... Never let this happen again

Back to our roots of Open Source

- Openness and Modularity
- Community Driven Innovation
- Access to skills
- Transparency and Security
- Cost Efficiency and Flexibility



So how do you react ?



Tactical - Divert the flow

- Stops the current problem from getting any **bigger**.
- **Avoid** having to **double-handle** migrations of new workloads later.
- **Rapidly** build experience, understand and confidence of new platform.
- Becomes the 'beach-head' starting point for a platform to **Migrate** to.



Tactical - Migrate ASAP

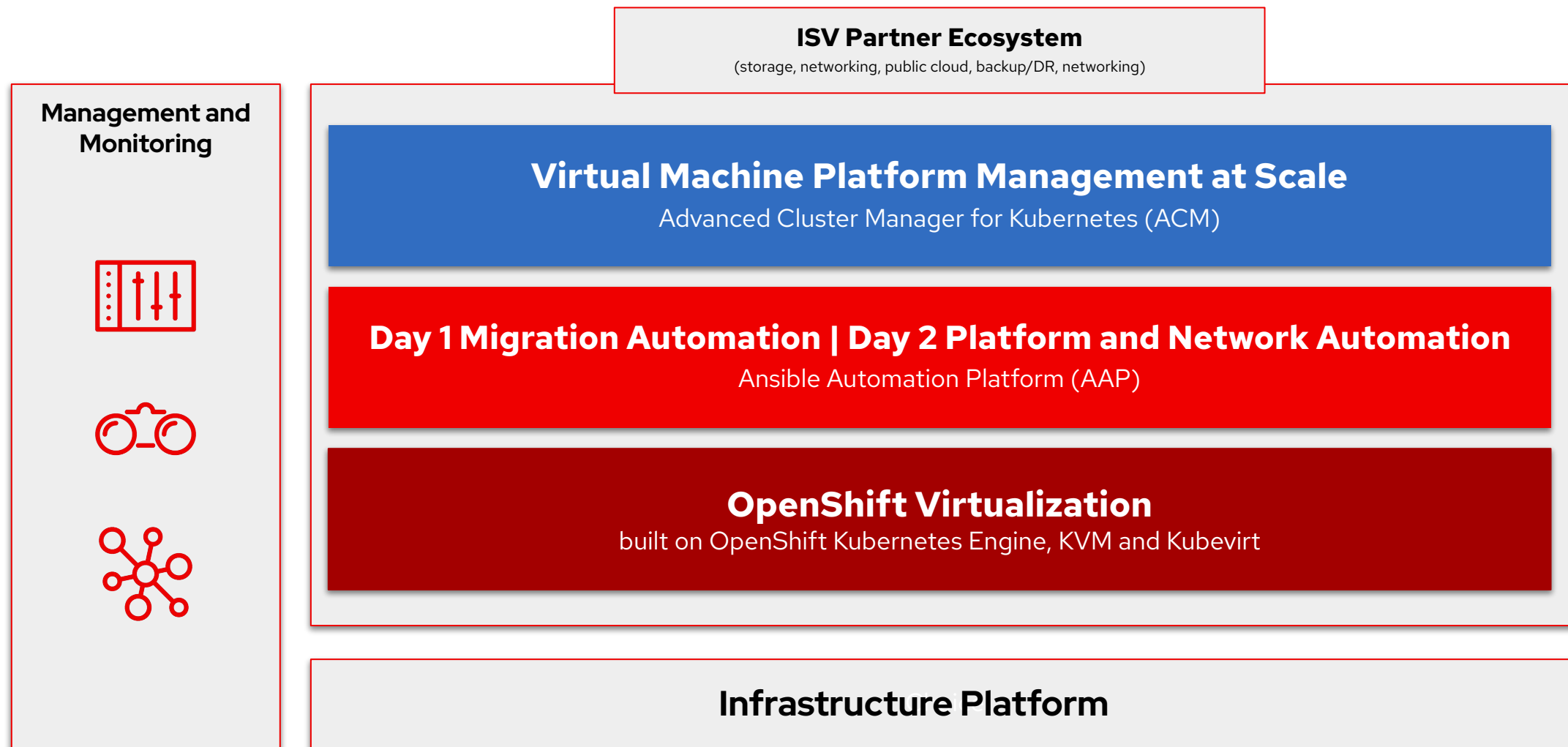
- **Rapidly** build a plan to migrate existing workloads **off VMware** estate.
- Leverage a **fixed price lightweight assessment** to quickly identify move groups and migration waves



Strategic - Opportunity to modernize

- Take take a more **holistic workload focussed approach**.
- Maximise value and return on investment
- Focus on reducing time to market and development velocity

Why a platform approach is critical

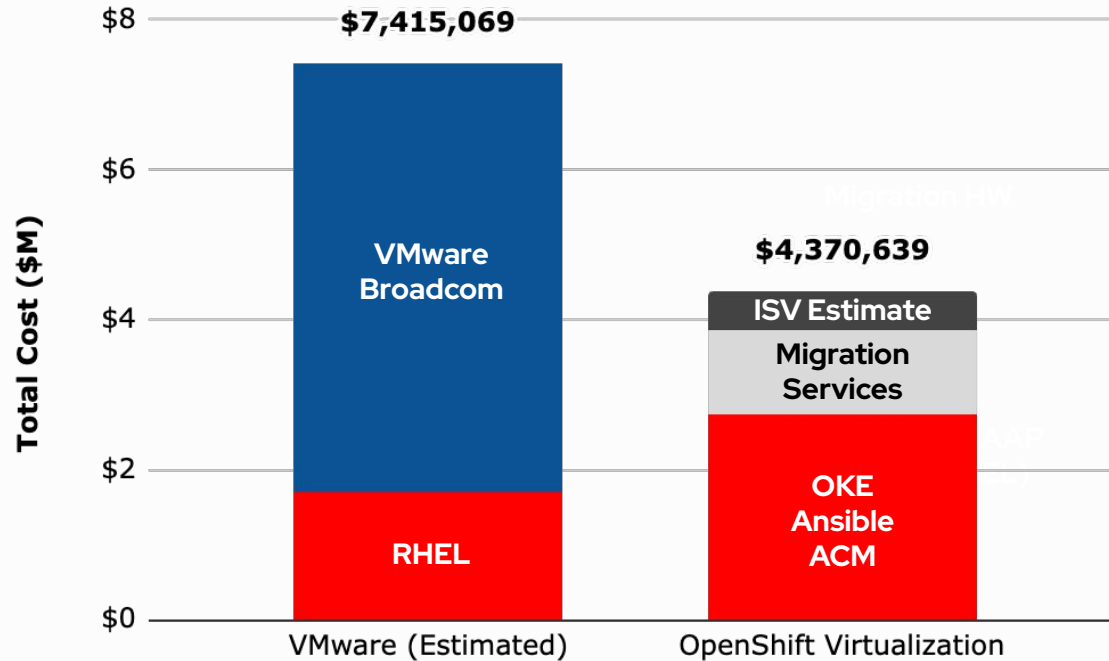


Customer Example - Global Logistics Company



Red Hat
Business
Value Practice

Three-Year Cost Comparison



3-Year Savings: \$3.04m

Virtualization Cost Reduction: 42%

In addition to virtualization cost savings, **customers who use OpenShift as an application platform** realize powerful operational benefits, which deliver financial returns to the business:

- Less unplanned downtime, **protecting revenue and reputation**
- Faster application development, **accelerating time-to-market**
- Increased IT productivity, **boosting cost efficiency**
- **Inclusive RHEL Licensing**



Customer Example – Global Financial Services



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Business
Value Practice

Approach

Estimated 5yr ROI

Annual Software Cost
Reduction

Benefits to Approach

Key Trade-offs

Scenario 1 - "Lift and Shift"

1:1 migration of VMs from VMware to
OpenShift Virtualisation

341 %

-74% (\$32.5m)

- Faster migration time
- lowest risk profile
- lower investment

Limited to software cost reduction

Scenario 2 - "Hybrid Modernize"

1:1 migration from VMware plus 23%
identified for modernization in-flight

621 %

-74% (\$32.5m)

- Decreased time to market,
- improved operational efficiency
- Improved dev efficiency


Longer migration and investment cost



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