



Microsoft **Azure** and **Red Hat**

*The Enterprise **Cloud** and the Enterprise **Linux***

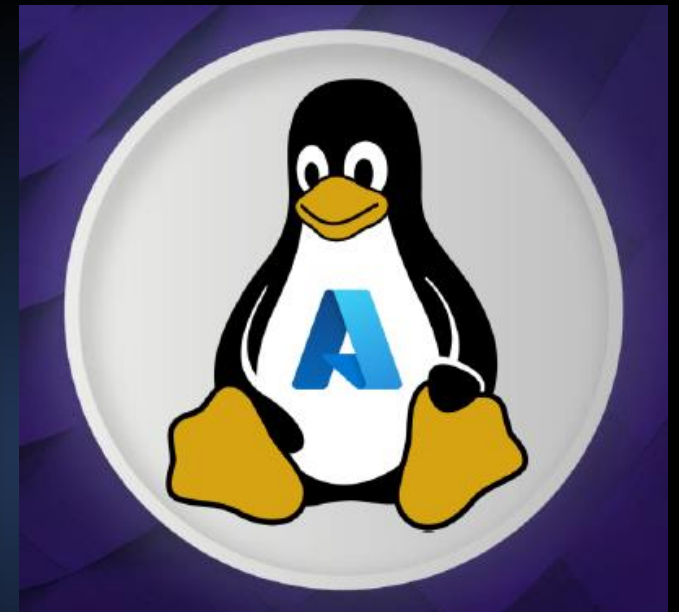
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Linux is the #1 operating system in **Azure** today

> **60%**

of VM cores
in Azure
run Linux

Microsoft is a major contributor to various open-source projects such as **Linux Kernel**, **Kubernetes**, and **PostgreSQL**

Azure **Linux** is a container host for **containers platforms** optimized for Azure

OpenAI and **ChatGPT** run on **Linux** in Azure

Broad Linux and open-source ecosystem for every workload

Support for all major Linux distros



Azure Database for PostgreSQL
Azure Database for MySQL
Azure Cache for Redis
SQL Server on Linux



Azure and Red Hat - a proven history of collaboration to help customers optimize their technology investments



Microsoft Azure



Red Hat



**November
2015**

Partnership
Announcement

**February
2016**

Red Hat
Enterprise
Linux Available
in the Azure
Marketplace |
Integrated
Support

**September
2017**

SQL Server
2017 and Red
Hat Enterprise
Linux

**May
2019**

Azure Red Hat
OpenShift
(ARO) |
General
Availability

**January
2020**

Red Hat
Enterprise
Linux BYOS
Gold Images
now Generally
Available in
Azure

**May
2021**

JBoss EAP as
an Azure app
Service

**January
2022**

Ansible as a
managed app

**February
2023**

Azure Red Hat
OpenShift
(ARO) |
General
Availability in
Azure Gov

**May
2023**

GA for
confidential
containers on
ACI
RHEL 9.2 Tech
Preview
support for
AMD-based
confidential
VMs

Azure and Red Hat - a proven history of integration



Microsoft + Red Hat Engineering Collaboration

Close partnership **since 2015**
Joint release engineering and testing for images and updates
Jointly managed **Linux update infrastructure**, hosted in Azure
Jointly managed Azure Red Hat OpenShift service



Endorsed Distro, Optimized for Azure

Red Hat Enterprise Linux is the **most popular** paid Linux in Azure
Azure-optimized kernel with Accelerated Networking
Support for **all virtual machine types** including GPU accelerated, x86 and Arm64



Integrated Customer Support

Consider Red Hat + Microsoft as a **single team partnered to ensure your success**
Joined-up **end-to-end support** processes from co-located teams
Your choice of primary support channel (Microsoft or Red Hat), same knowledgeable service

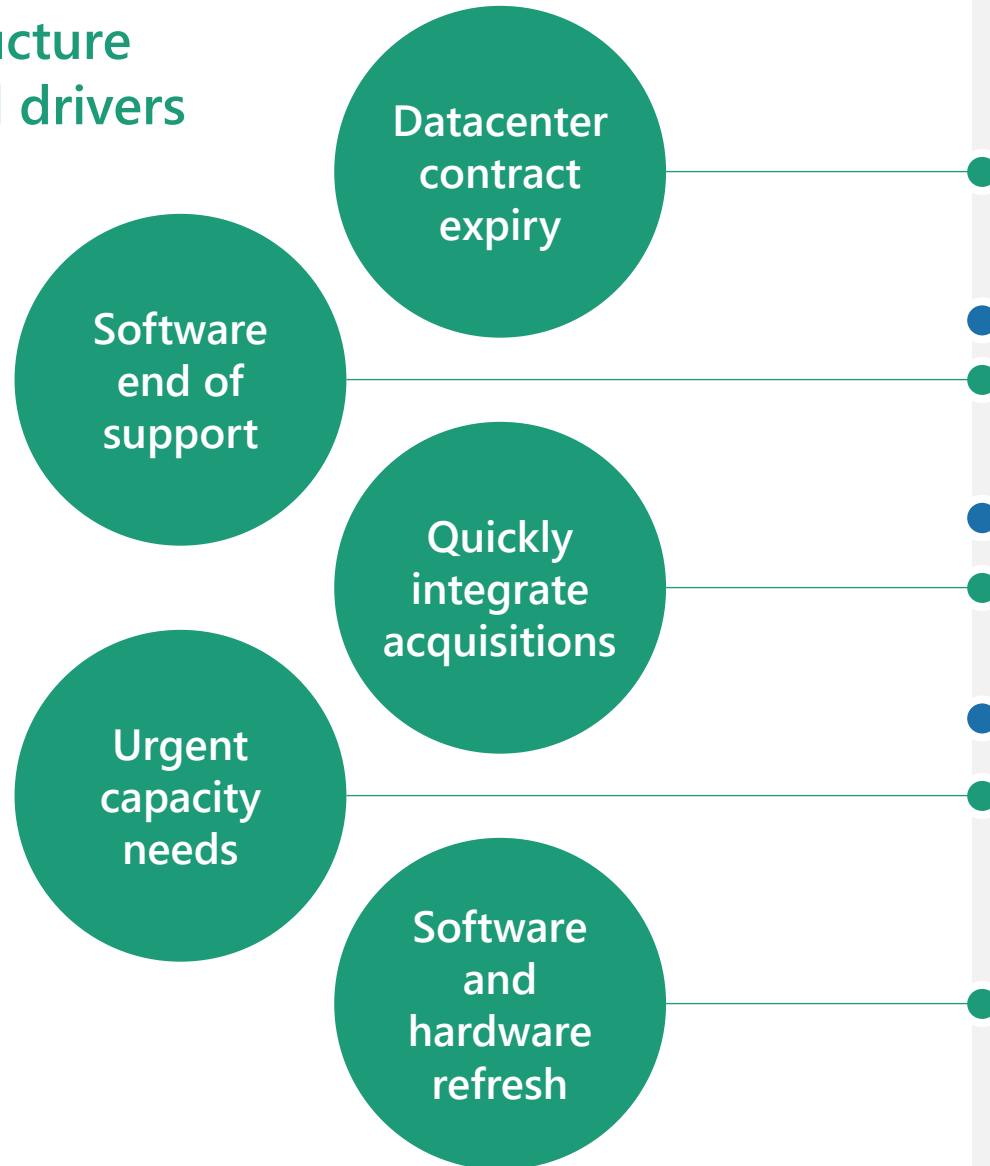


Flexible Licensing Options

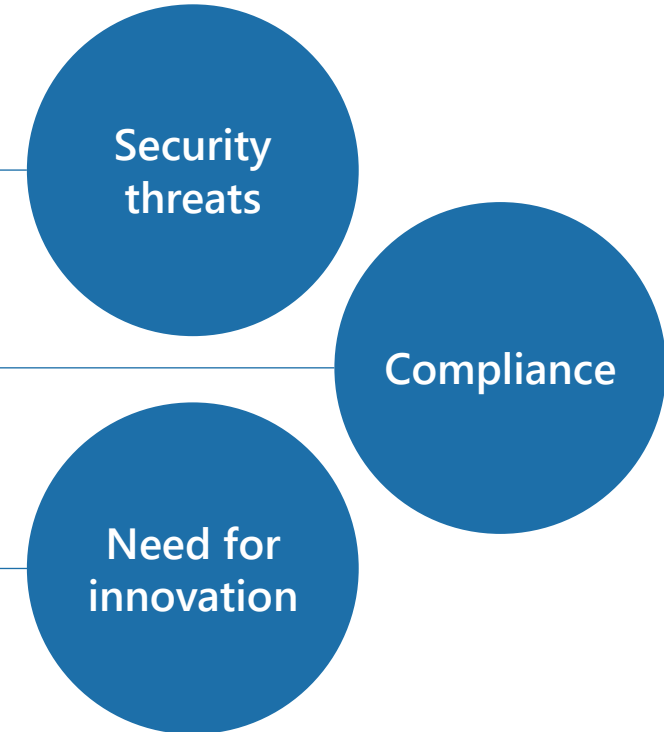
Multiple options: Pay as you go (PAYG), Bring your own subscription (BYOS), Private Offers, and Prepay plans (RIs)
Azure Hybrid Benefit – unique license mobility **and flexibility**
Credit toward Azure Committed Consumption **and** Red Hat Hybrid Committed Spend

Drivers to cloud migration

Infrastructure oriented drivers



App oriented modernization drivers



Drivers to **Azure** cloud selection



Trusted enterprise relationships with Microsoft



Microsoft Cloud



Security



Global data center reach – Data residency and sovereignty



Edge, hybrid, multicloud

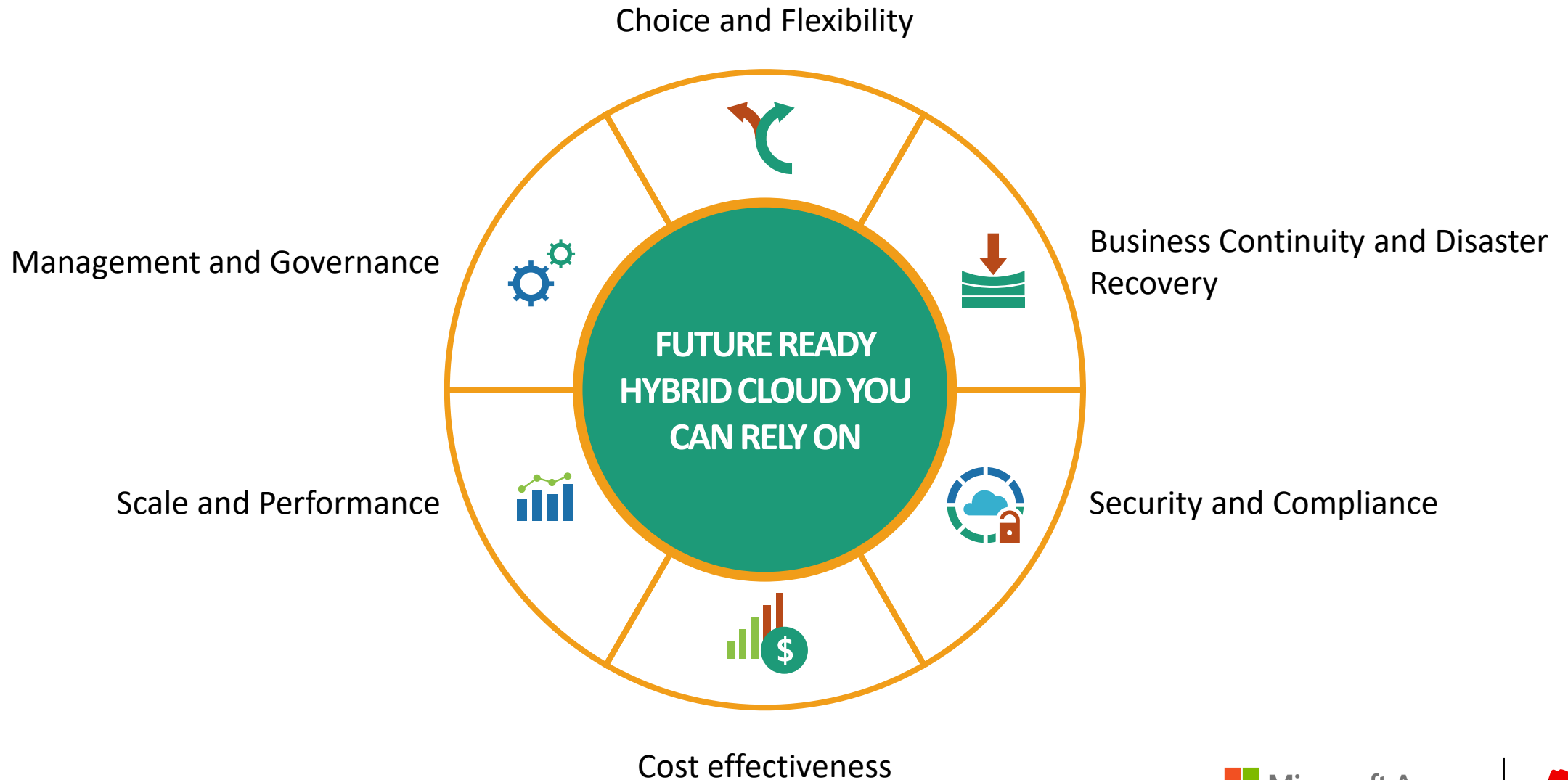


Developer solutions

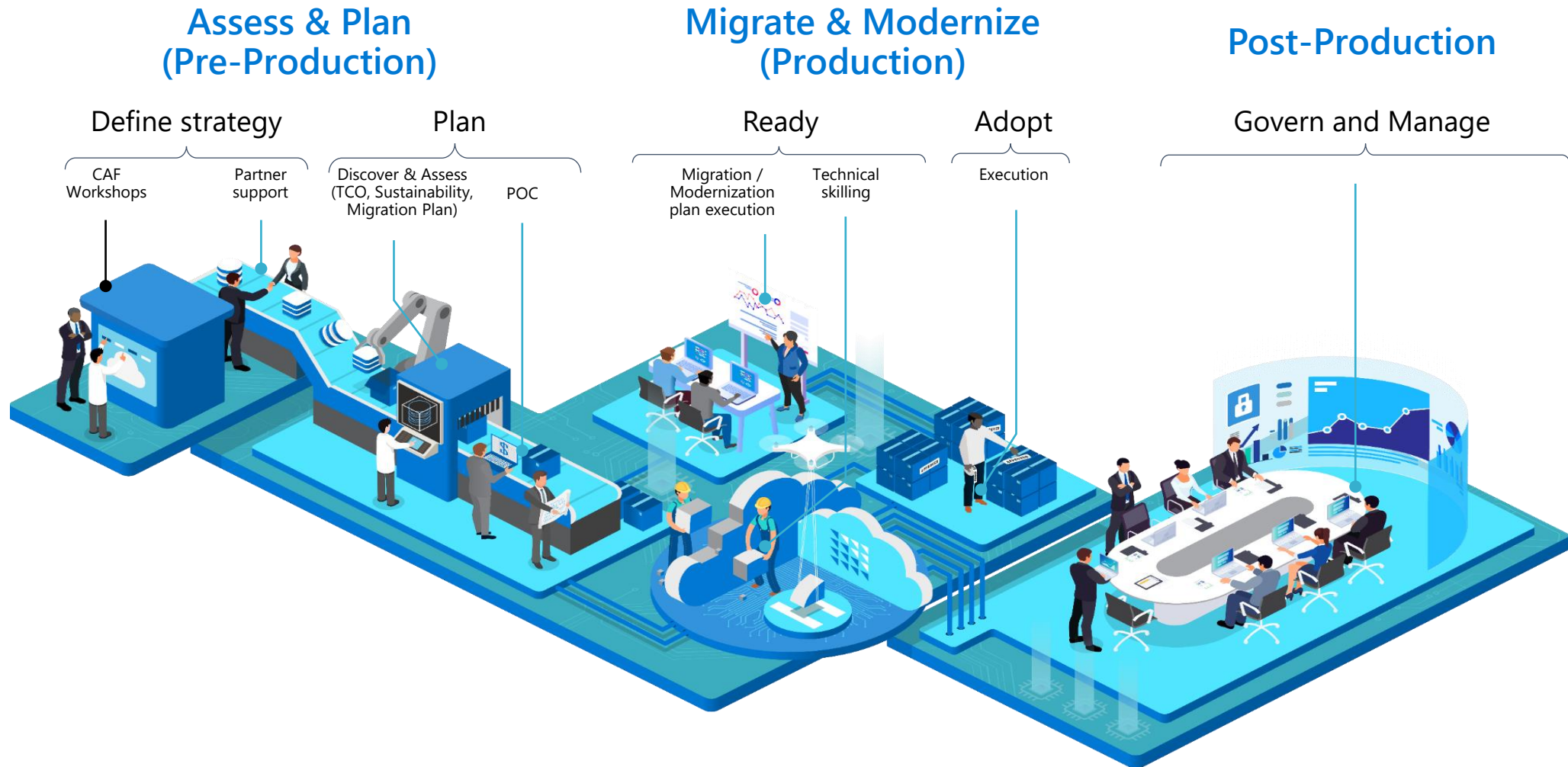


Partner ecosystem

Moving **RHEL** workloads to **Azure**...



... migrating and modernizing on Azure ...



... unlocks value!



Optimize tech investments

- Help reduce and avoid costs
- Optimize workload placement
- Simplify management and monitoring



Increase business efficiency and performance

- Increase scalability, elasticity, and performance
- Reduce time to value
- Upscale and downscale to meet demand



Mitigate risks with built-in resiliency, security and compliance

- Improve the security posture
- Meet regulatory compliance
- Enhance business continuity



Accelerate innovation

- Modernize old apps and create new ones quickly.
- Gain a competitive advantage with AI services
- Innovate faster

Use the **Red Hat** products you love with benefits like...



Red Hat
Enterprise Linux
on Azure

Red Hat Enterprise
Linux for SAP
HANA on Azure

JBoss EAP on
Azure

Red Hat Ansible
Automation on
Azure

Red Hat OpenShift
or
Azure Red Hat
OpenShift

Build a common,
production-grade
platform for business
applications.

High Speed data
access and insight to
make better business
decisions.

Develop modern
Jakarta EE apps
and run JBoss EAP in
any environment.

Simplify automation
and management
across multiple
domains.

Easily build, deploy,
and manage modern
container based apps.
Fully managed Red
Hat OpenShift Service

Azure is the only cloud to offer **Ansible**, **OpenShift**, and **JBoss** as managed services,
billed through your **Azure** account.

Cost effectiveness for your **RHEL** estate

- Bring your existing Red Hat subscriptions directly to Azure-seamless post deployment conversion with **Azure Hybrid Benefit for Linux** and **save up to 76%** versus PAYG rates¹
- **Reduce costs** with options such as Azure savings plan, Reserved Instances, Arm-based VMs and Spot Virtual Machines
- New SaaS listing on Azure marketplace providing custom pricing to select customers through **private offers**
- **Save up to 23%** when running SQL Server with RHEL on Azure VMs vs AWS EC2 instances²
- Maximize budget and simplify procurement with Red Hat Hybrid Committed Spend (**HCS**) and Microsoft Azure Consumption Commitment (**MACC**)



1. The 76% savings is based on one standard D2s v4 Azure VM with RHEL or SLES subscription in the East US region running at a pay-as-you-go rate vs a reduced rate for a 3-year Reserved Instance.

Based on Azure pricing as of June 2023. Prices subject to change. Actual savings may vary based on location, instance type, or usage

2. Gigaom SQL Transaction Processing and Analytic Performance Price-Performance Testing, May 2023.

Unified Support and Operations for your **RH** estate

Jointly engineered, operated, and supported by **Microsoft** and **Red Hat**



In-portal integrated support experience available 24x7



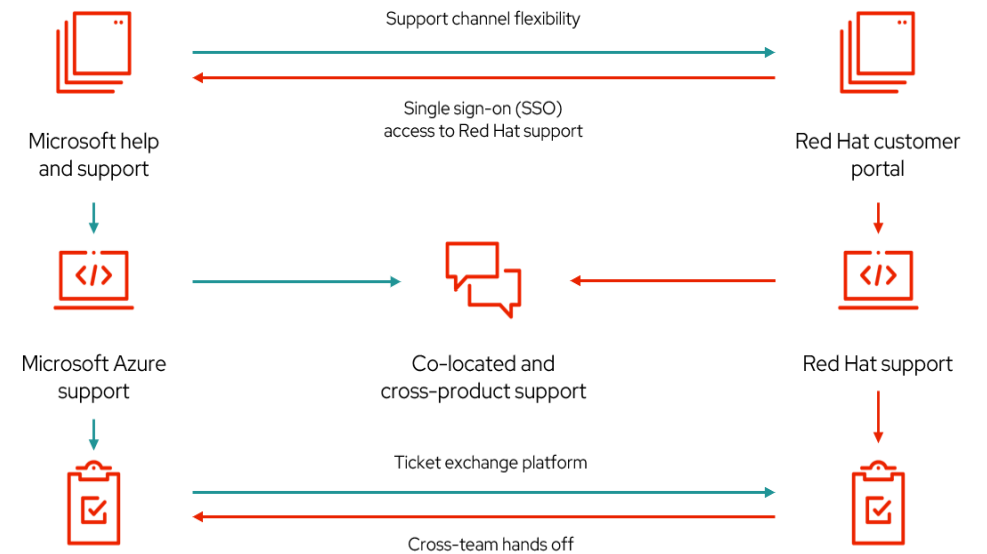
ISO 27001 compliant B2B communication channel



Co-located support with Red Hat on-site team



Integrated case systems



Faster time to value with **Azure Red Hat OpenShift**

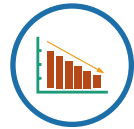


Jointly engineered,
operated, and
supported by **Microsoft**
and **Red Hat** with an
integrated support
experience



Faster time to value

Empower developers, and quickly deploy and scale applications in minutes, enabling a focus on innovative applications, not managing infrastructure.



Reduce complexity

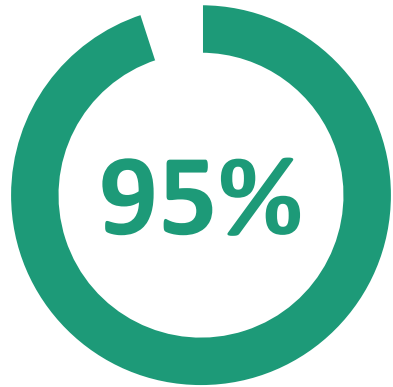
Fully managed OpenShift throughout the stack, 24x7 expert SRE joint support, and an industry-leading 99.95% SLA.



Enterprise-grade operations, security, and compliance

Run your apps on the Red Hat OpenShift security-hardened Kubernetes platform built on world-class Azure infrastructure. Compliant with PCI DSS, HITRUST, FedRAMP, SOC2 Type 2, and ISO 27001.

In summary, **Red Hat** and **Azure** empower enterprises ...



of Fortune 500 companies use Microsoft Azure



of Fortune Global 500 companies rely on Red Hat



... to unlock measurable value!



Optimize tech investments

30%

Operational cost reduction



Increase business efficiency and performance

1 hour

Provisioning time cut from 4-6 months to one hour



Mitigate risks with built-in resiliency, security and compliance

Trust

High availability, encryption, and security certifications to protect tax information



Accelerate innovation

100

Major projects that use AI and analytics





The Enterprise **Cloud** and the Enterprise **Linux**