



**Red Hat**

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Vice President & General Manager

Red Hat MED Region

France, Italy, Spain, Portugal,  
Israel, Greece, Cyprus, Turkey

# Northstar

our North Star is to  
**enable**  
**transformative**  
**capabilities**

*The Journey*

with **open**  
**hybrid cloud**



**Red Hat**



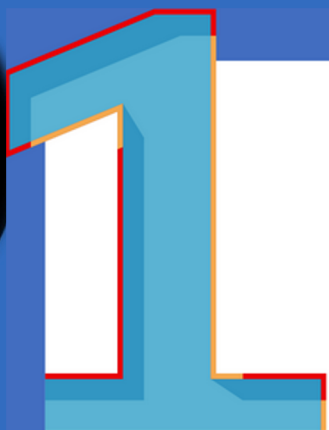


What is happening  
in your “Digital” world?

Innovate.  
Collaborate.  
Scale.



**Red Hat**



1

Maximizing  
skills & closing  
skill gaps



2

Increasing  
complexity,  
when it should  
decrease



3

Shrinking  
timeframes  
to deliver  
even more



4

Massive  
demand



5

Dynamic  
environments  
- AI & Edge



6

Software  
security and  
resilience



7

A plan for  
building  
sustainability

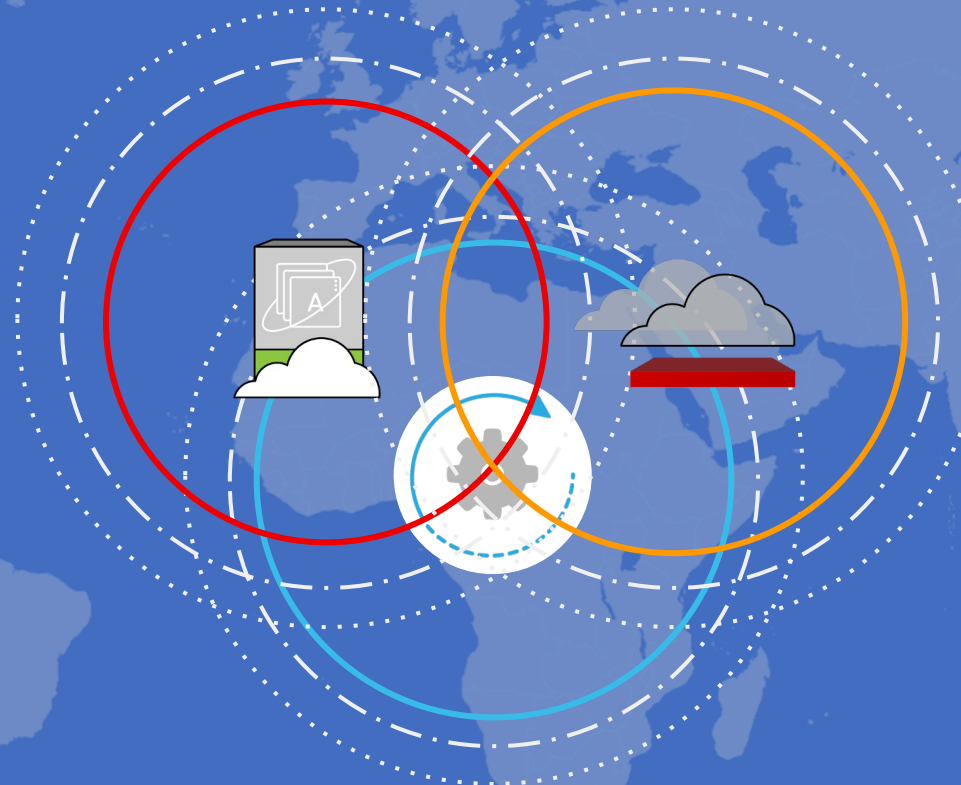


How do we help you to accelerate  
your “Digital” capability?

# Red Hat enables **Innovation, Collaboration & Scale** 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, Collaboration & Scale anywhere with broad **choice** and **flexibility**

Bare  
Metal



On Premise

Virtual



Private  
Cloud



BYOS

Public  
Cloud



Managed Services

Edge







Shrinking  
timeframes  
to deliver  
even more



Software  
security and  
resilience

- Achieved return on investment (ROI) in just one year
- Automated operations for 20,000 Linux servers in the equivalent of one employee's work hours
- Simplified adoption of new automation capabilities
- Improved infrastructure security with a central automation approach

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Shrinking  
timeframes  
to deliver  
even more

A large, stylized number '5' in blue with a red outline and a yellow shadow, positioned to the left of a white rectangular box.

Dynamic  
environments  
- AI & Edge

- Airbus Helicopters meets data science analysis needs to support new business opportunities
- Established scalable data science foundation
- Reduced application deployment times from days to hours
- Shortened cluster upgrades
- from days to hours

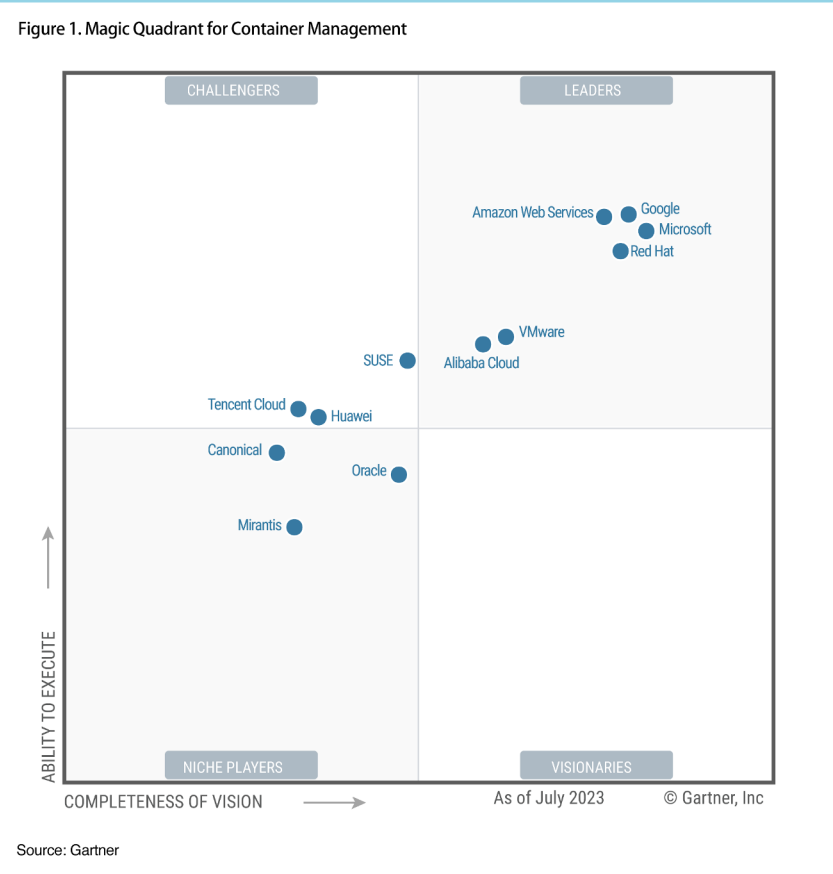
# The Forrester Wave™: Multicloud Container Platforms, Q4 2023



**“Red Hat sets the pace with enterprise IT capabilities and massive market presence.** With OpenShift’s systematic innovation and development on multiple fronts, Red Hat has helped transform the MCP market segment.”

“The demand for OpenShift prompted AWS and Microsoft Azure to sell OpenShift as a managed service, despite having their own Kubernetes-based container services. Red Hat’s differentiated strategic vision is to up the ante on enterprise-grade open source computing.”

# Red Hat is a Leader in the 2023 Gartner® Magic Quadrant™: Container Management



Source: Gartner, "Magic Quadrant for Container Management," September 2023

# Red Hat is a Challenger in the 2023 Gartner® Magic Quadrant™: DevOps Platform



Source: Gartner, "Magic Quadrant for DevOps Platforms," June 2023

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● Innovate. Collaborate. Scale. ●



**Red Hat**

**Teşekkür ederim**