

Red Hat
Summit

Instant multi-cloud: How to make it happen

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Creating value depends
on your ability
to develop and deliver
high quality
applications faster

Leveraging the cloud becomes key for success



Flexibility to adapt
Innovation at speed
Business agility

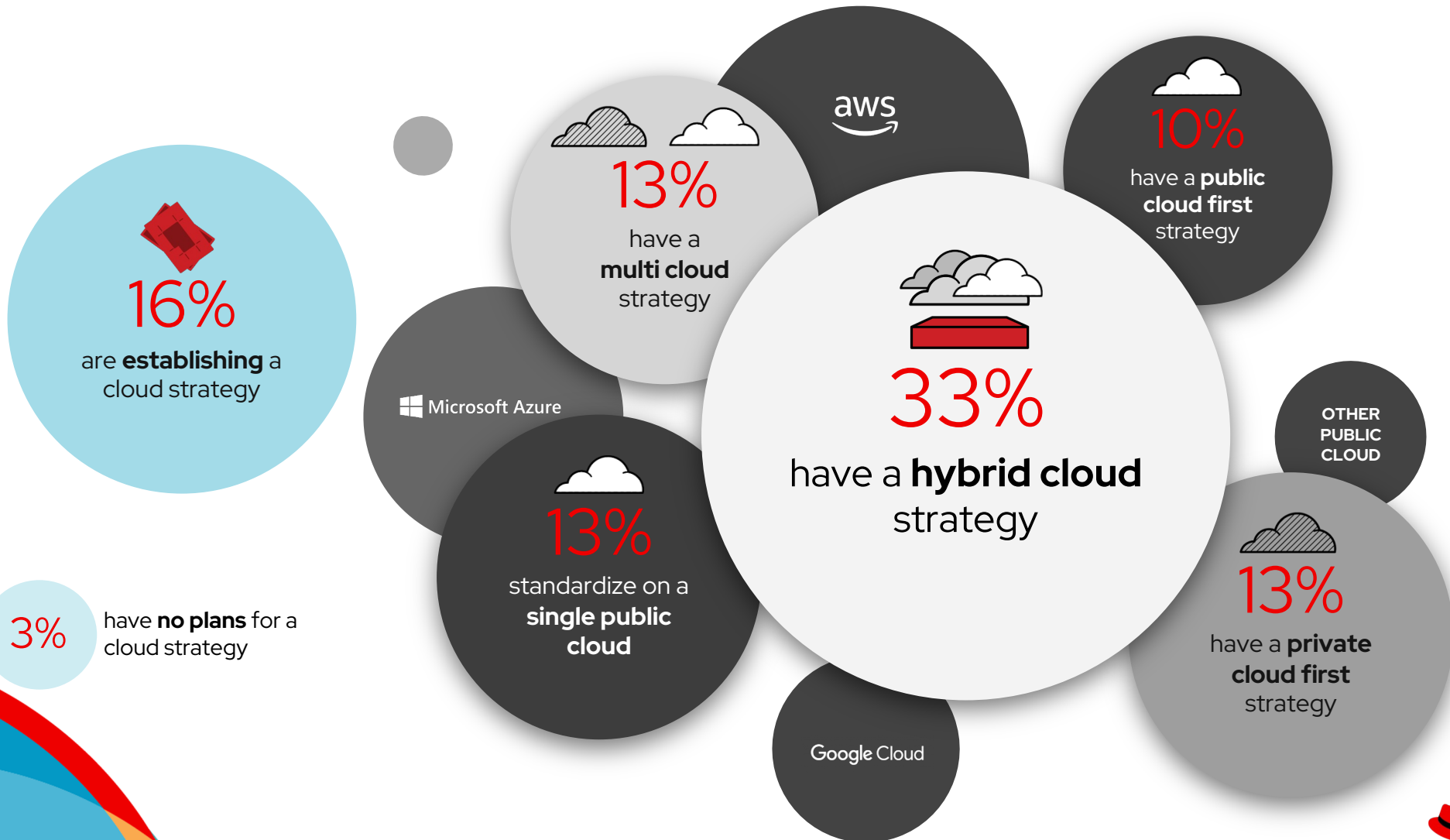


New customer experiences
New revenue streams
Compliance & Regulations

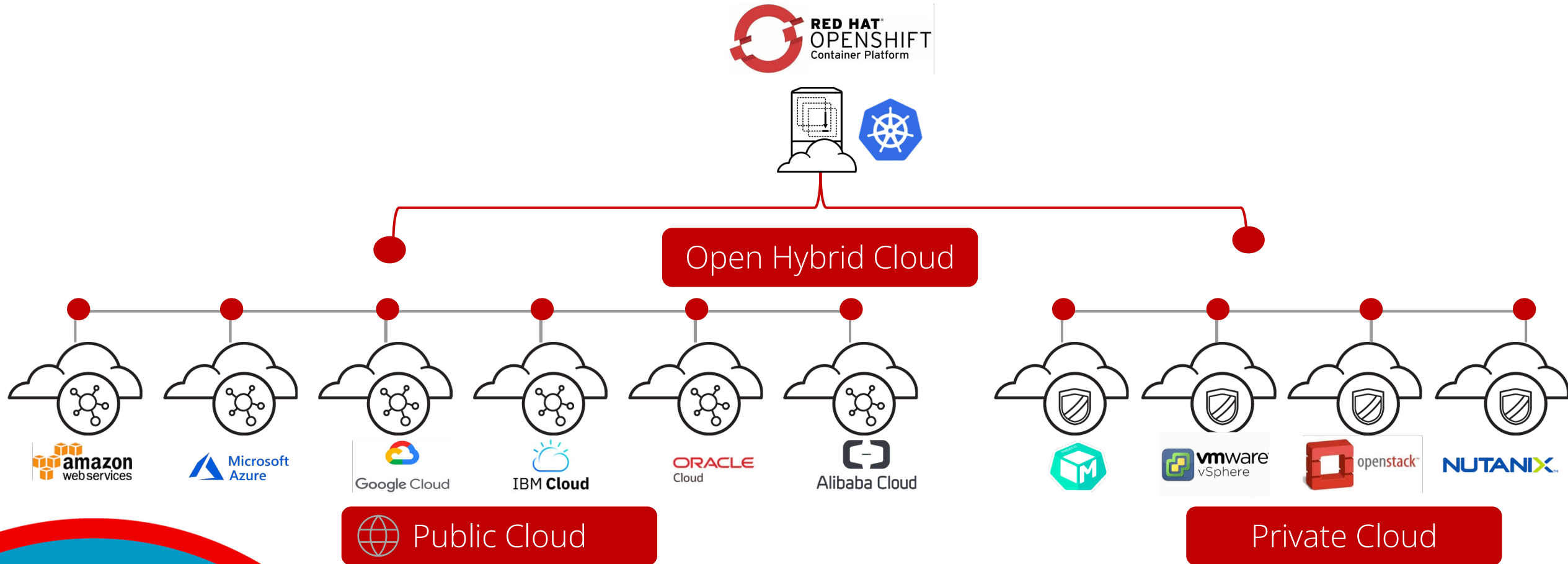


Collaboration
Experimentation
Cost savings

Which of the following best describe your cloud strategy?



Multi Cloud and Hybrid Cloud

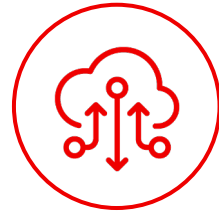


Why do you need Multi or Hybrid Cloud strategy?



Financial

- Avoid infrastructure lock-in
- Take advantage of unique pricing options



Technical

- Take advantage of special features & strengths
- Increased resilience
- Increased availability
- Reduced latency



People

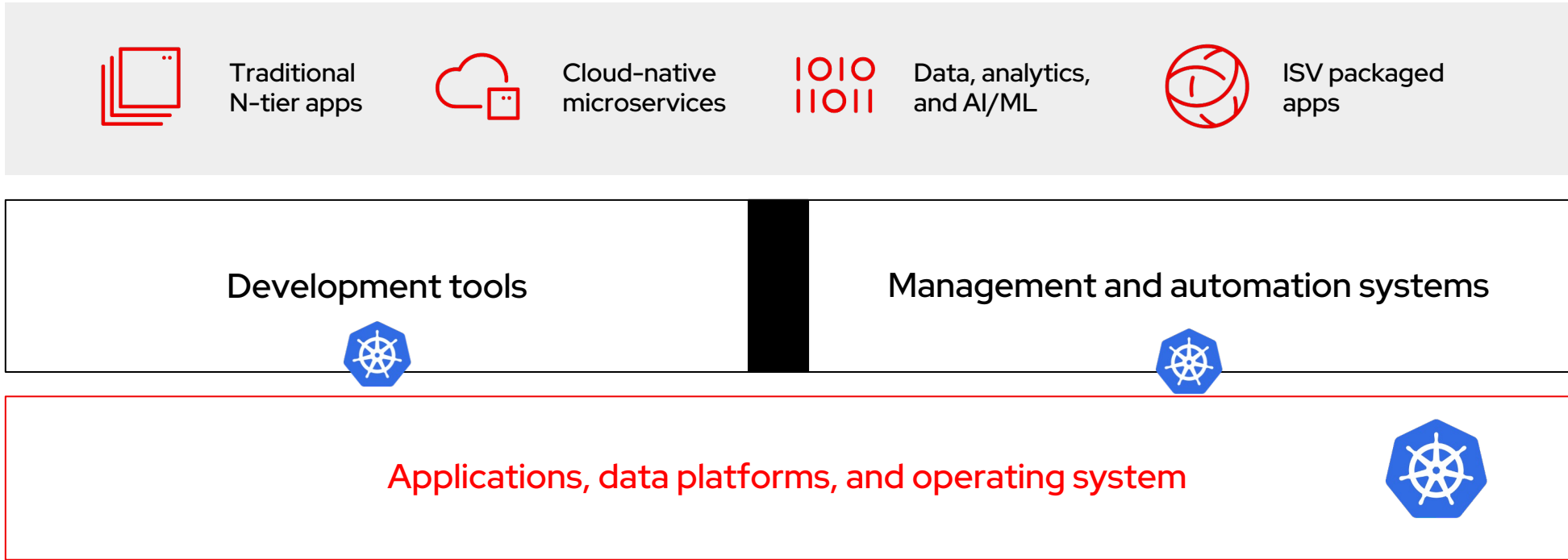
- Take advantage of staff strengths in specific clouds
- Choose from a wide array of partner solutions
- Attract varied applicants with diverse skills



Security

- Diversify security risk
- Compliance
- Local Regulations

Taking an Open Hybrid Cloud approach



Bare metal



Virtual



Private cloud



Public cloud



Edge

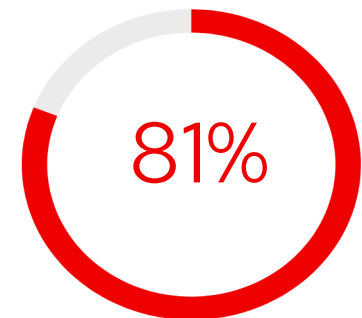
Hybrid, Multi-Cloud Management is Really Hard!!

As organizations deploy more across multiple clouds, new challenges arise

- **Difficult** and **error prone** to manage at scale
- **Inconsistent** security controls **across** environments
- **Overwhelming** to verify components, configurations, policies and compliance



Using multiple infrastructure clouds



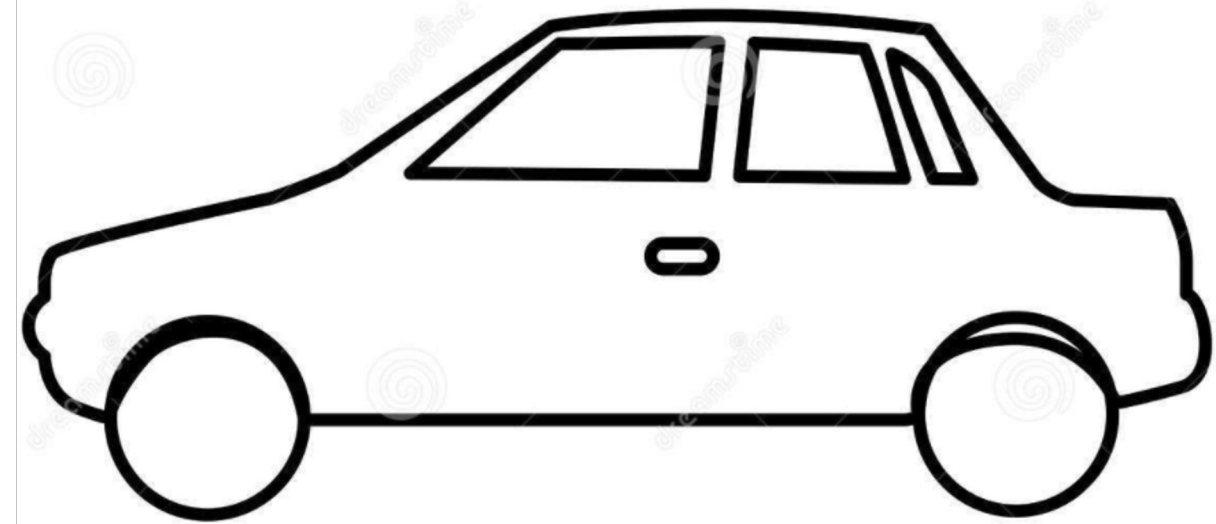
Using multiple public clouds and 1 or more private/dedicated clouds

IDC Survey of 200 \$1B companies actively using two or more "infrastructure clouds" for production applications

It's easy to have your hands full

- **EKS, AKS, GKE** – different integration toolsets, different dev experience (beyond kubectl), different life-cycles, different technologies (OS, kube version, mesh options), and so on.
 - *Variety in this area **does have a cost***
- Development tool-sets matter - improve but avoid disruption
- Infrastructure and Application deployment approaches matter
- Networking/topologies - all clouds differ
- Security configuration & compliance - all clouds differ
- Training and certification

The \$10000 or \$45000 car



A simple car

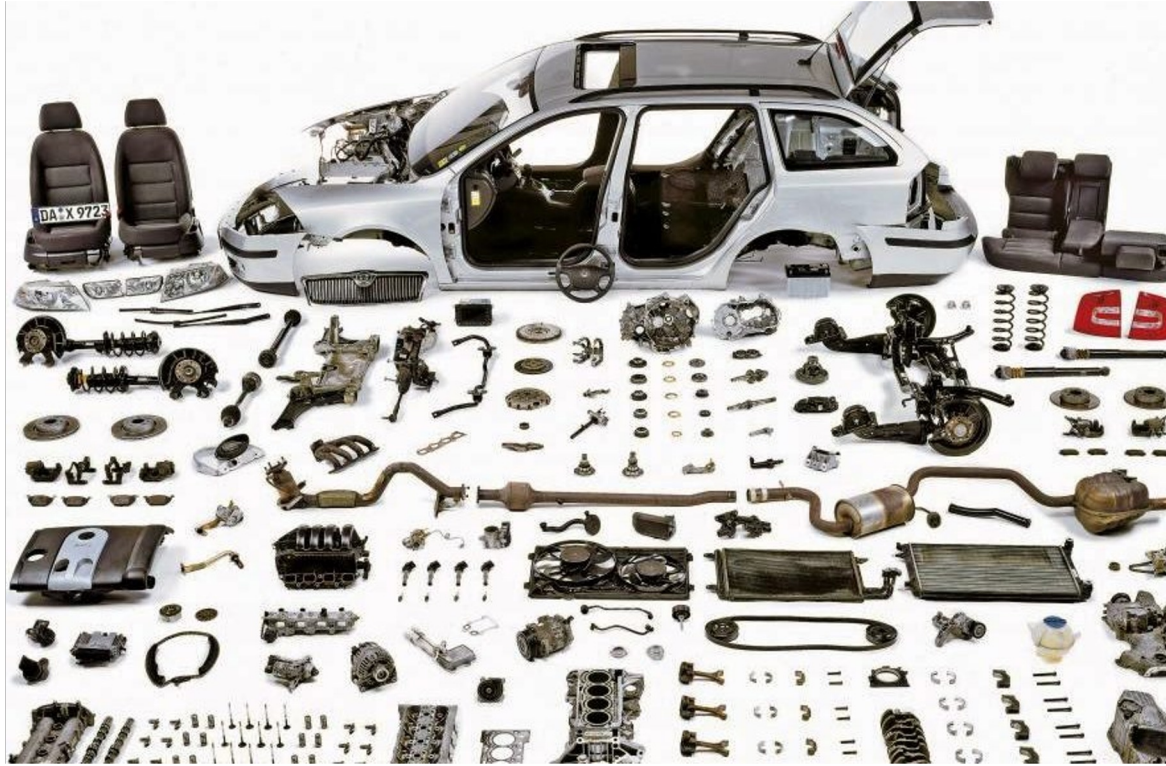


Car with what you need

Customer response

"I will buy the simple white car and add what is needed so it functions like the red car, and it will cost me less."

You need a lot of expertise, parts and time



What your customized white car lacks?

✘	Certified safety and security
✘	Network of certified repair specialists
✘	Warranty

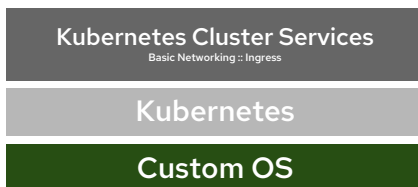
You built the car thus you manage and repair it



Build and run a platform versus a turnkey platform as a cloud service



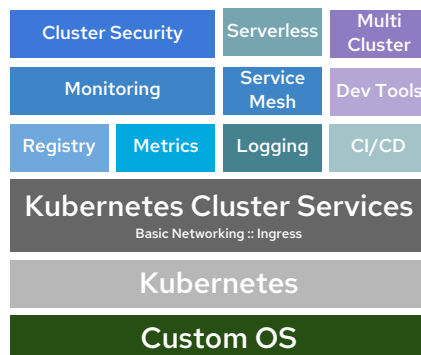
The Engine



xKS



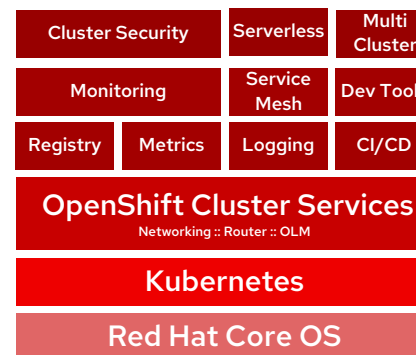
The Parts



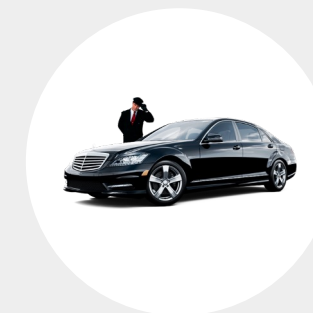
xKS
plus 'native' services



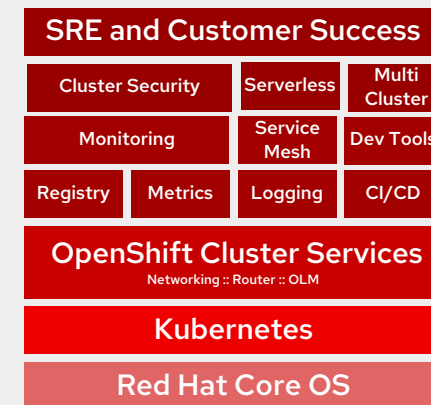
The Assembled Car




Self-managed
Red Hat OpenShift



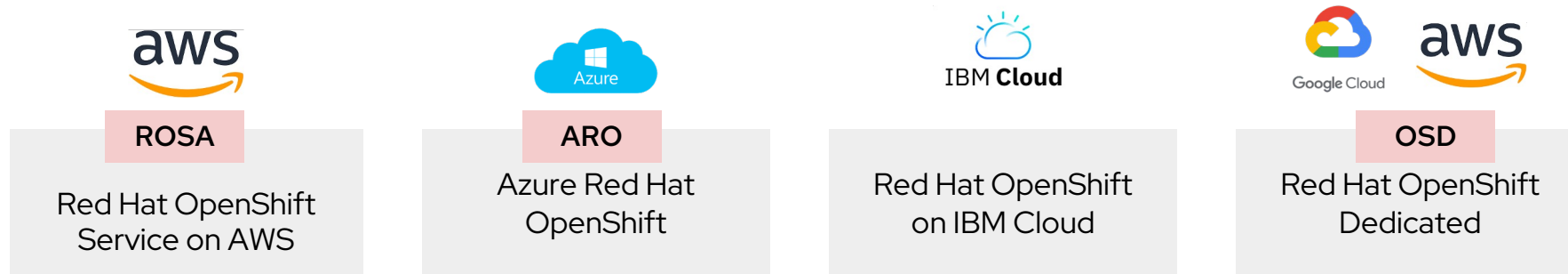
The Full Service



Managed Red Hat
OpenShift Service

OpenShift is available as a self-managed platform or fully managed cloud service

Managed Red Hat OpenShift Services - Fully managed, start quickly



Self-Managed Red Hat OpenShift - Customer managed, for control and flexibility



On **public cloud**, on-premises on **physical** or **virtual** infrastructure, or at the edge

Overlooked Complexities in Building Platforms

Red Hat OpenShift allows your teams to focus on building business value, not building technology platforms.

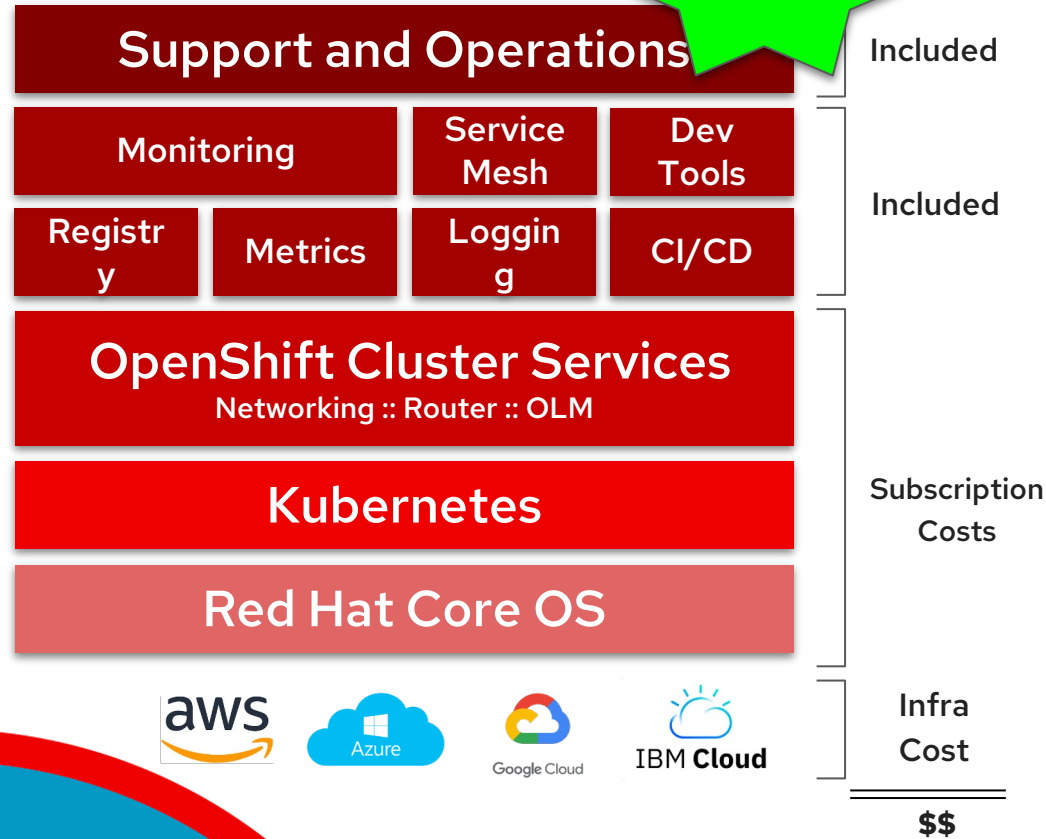
Service Mesh	Application Services	Data Services
Serverless	Developer Tools	Authentication
Monitoring	Public Kubernetes	Authorization
Logging	Registry	Security
Security	DNS	Interconnect

- xKS Services are Kubernetes Cloud lock-in
- 10-20+ individual services needed to make a platform
- Customer must do integrations and maintenance
- All non-xKS Services priced differently
- All non-xKS Services supported individually

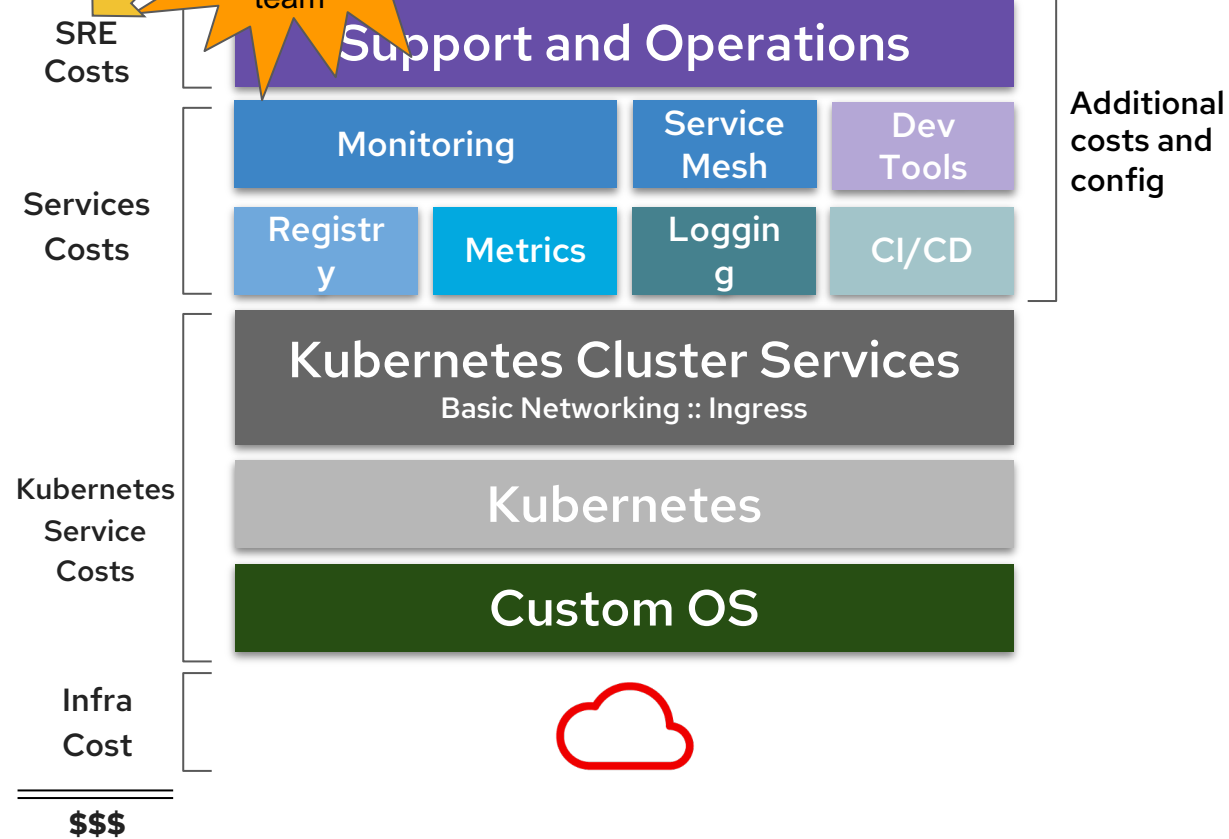
Additional costs and integrations

Managed OpenShift or Kubernetes stack comparison

Red Hat OpenShift Managed



Kubernetes Services



*Operations: Conservative estimate of 0.5 FTE

Red Hat OpenShift Managed Services Differentiators



Full Stack Management and Expertise

Unlike other 'managed' services on the market, Red Hat manages the **full stack** not just the Kubernetes control plane and is backed by the **expertise of our specialized 24x7 global SRE team**



Built to support OpenShift

Build and deploy containerized cloud-native applications regardless of infrastructure on an **industry-leading enterprise Kubernetes platform**



Consistent, Native Experience Across Clouds

A cloud native experience **across leading clouds** offer choice and ease of use with **consistency** in billing, support, and management while benefiting from cloud deployment **regions and certifications**

Let's dig into each one a bit further...

Red Hat OpenShift Managed Services Features



Self-Service Deployment

- Provision fully-managed clusters in minutes
- Use OpenShift Cluster Manager for creating & viewing clusters
- Flexible consumption-based pricing
- Scale clusters on demand



Support & Security

- Fully monitored, managed and updated from infrastructure to daily operations
- Managed upgrades & patching
- Financially backed **99.95% SLA**
- **24x7** support from industry leading SRE team
- Enterprise-grade security & compliance



Service/Tools Integration

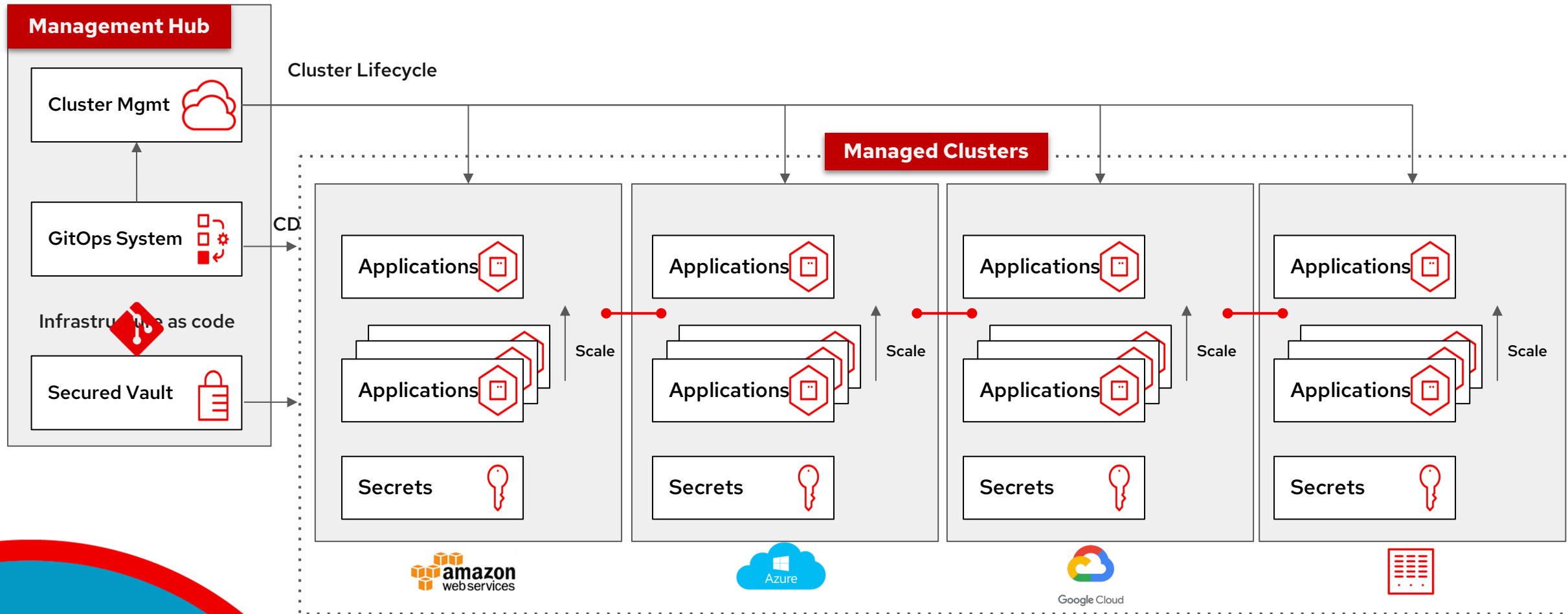
- Cluster services such as monitoring, logging, networking, etc. available
- **Native service integration** with Azure (ARO) & AWS (ROSA)
- Developer productivity tools; Service Mesh, DevSpaces, Serverless etc.



Cloud Choice & Flexibility

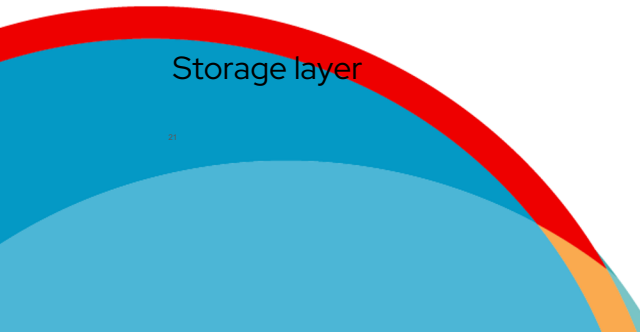
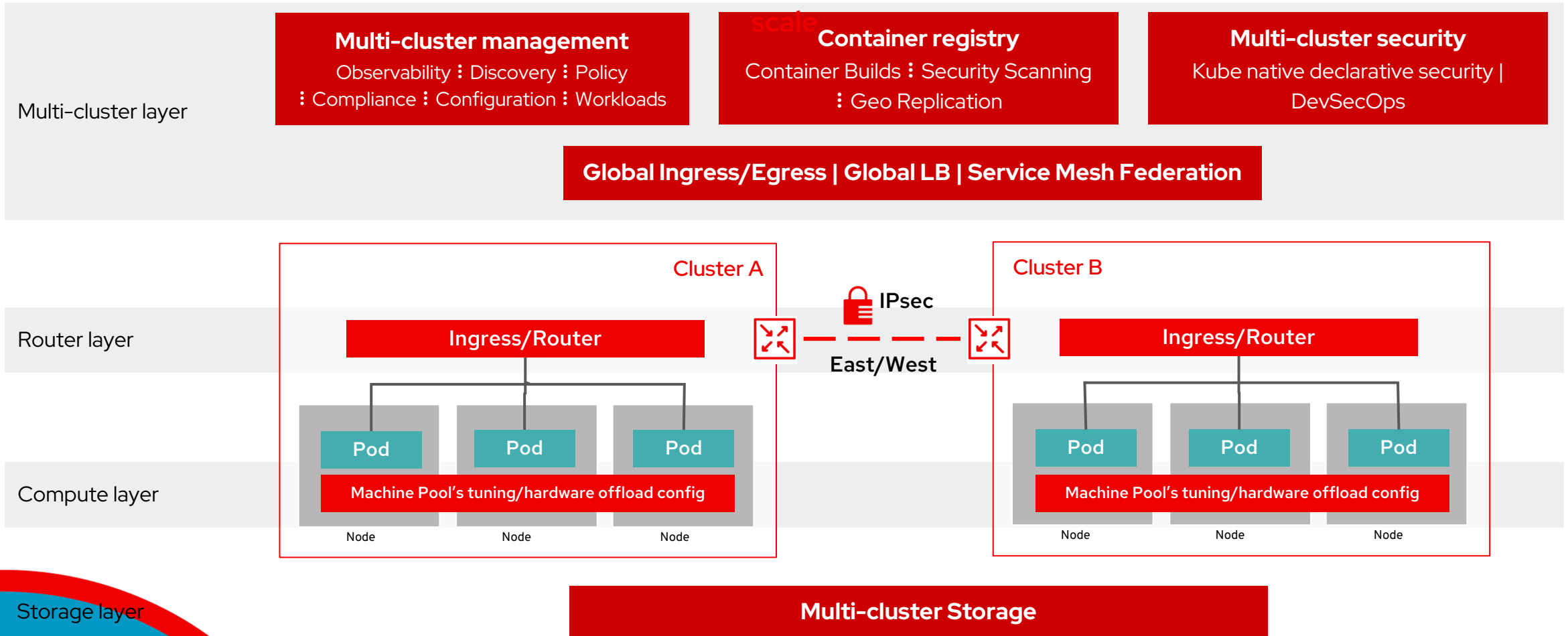
- Managed Kubernetes offerings on major public clouds
- Native joint offerings on Azure, AWS & IBM Cloud
- Consistent OpenShift experience across clouds
- Lower “ramp-up” by using familiar cloud technology

Enable Declarative Multi Cluster Management with GitOps



Standardized Tools for Your 1st and 100th Cluster

A single hybrid cloud platform for enterprises to build, deploy, run, manage, automate, and secure intelligent applications at



Red Hat
Summit

Thank you



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