

Red Hat
Summit

Connect

The new way of Hybrid Cloud with HPE Greenlake and Red Hat

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Rome

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HPE 
GreenLake

 Red Hat | [intel.](#)



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AGENDA

HPE STRATEGY

HPE EDGE TO CLOUD OPERATING MODEL WITH GREENLAKE EAAS

GREENLAKE OVERVIEW

HPE | RED HAT PARTNERSHIP FOR HYBRID CLOUD PAY AS YOU GO SOLUTION

Q&A

HPE IS THE “EDGE TO CLOUD AS-A-SERVICE COMPANY”

PURPOSE

**We advance
the way
people
live and work**

VISION

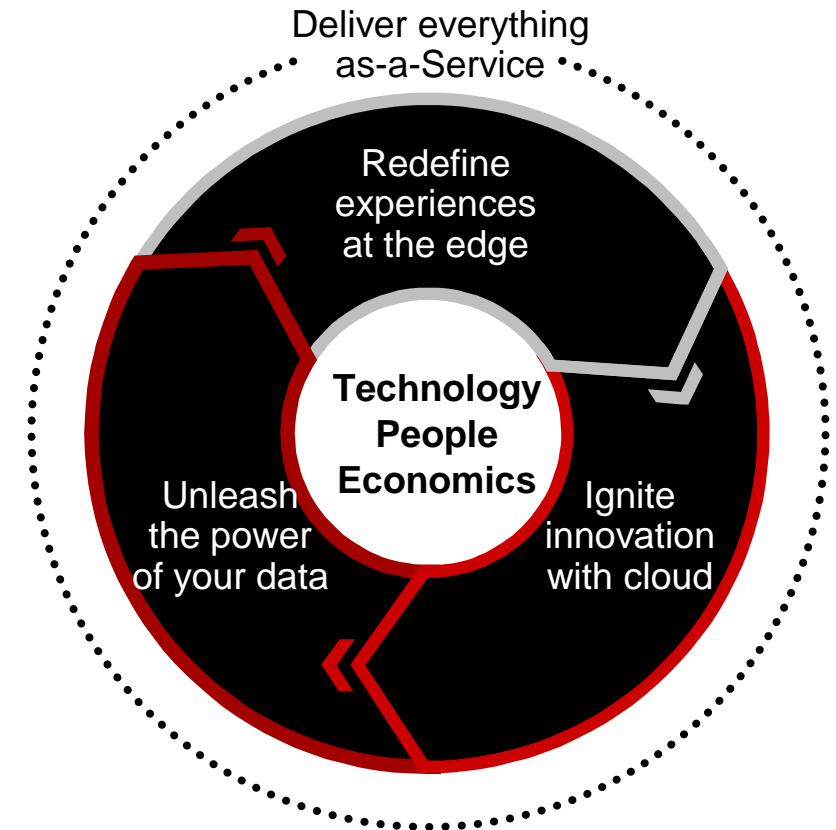
The enterprise of
the future will be

Edge-centric

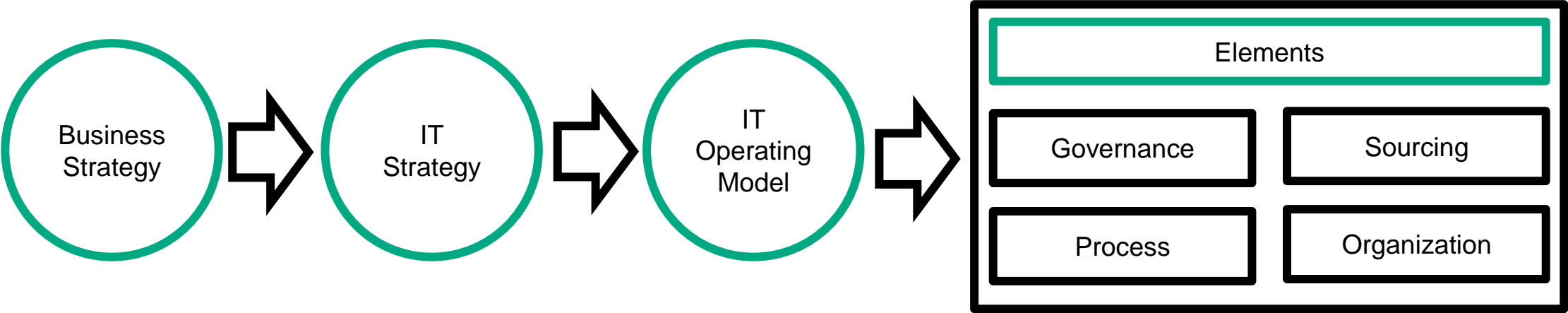
Cloud-enabled

Data-driven

STRATEGY

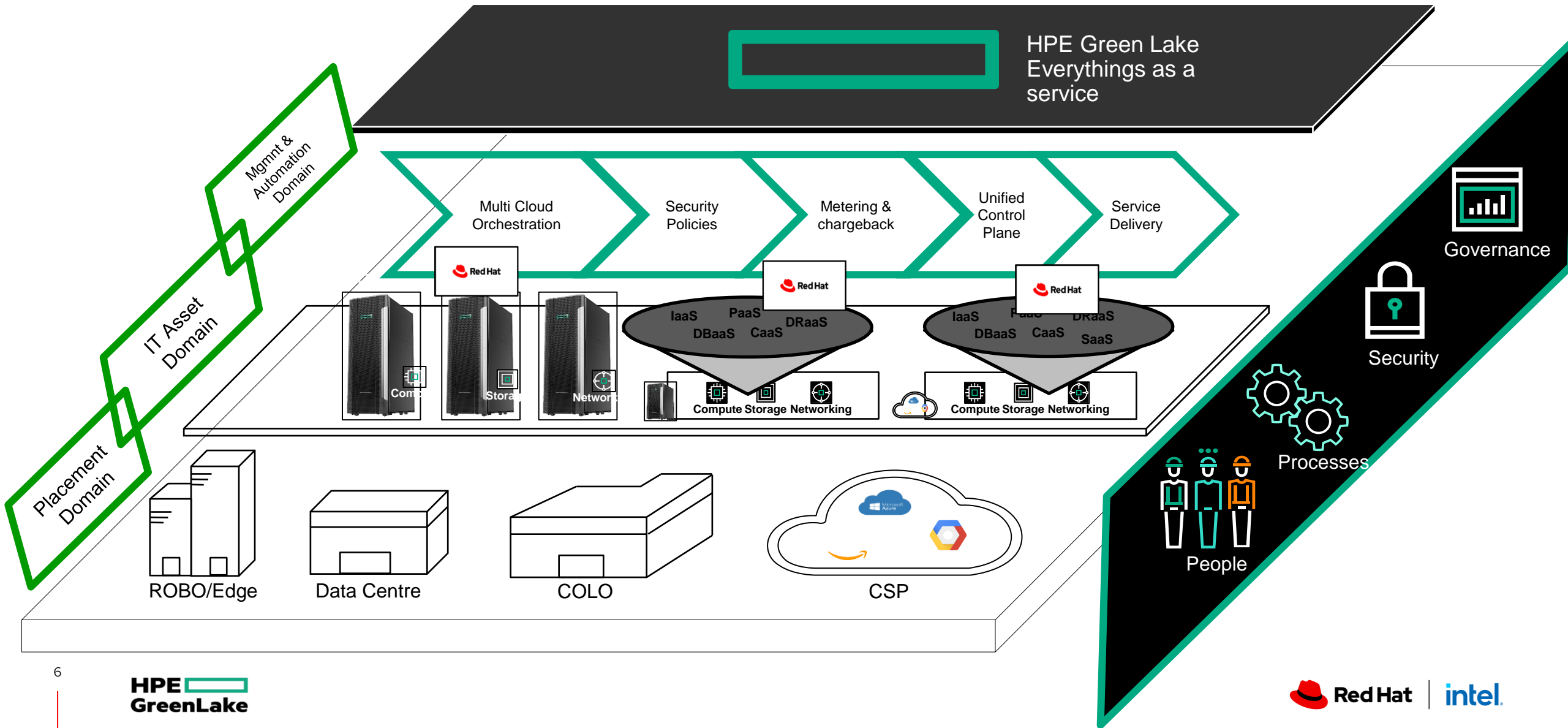


Hpe edge to cloud strategy to speed up the business



Evolve to cloud Operating Model with HPE Edge to Cloud as a service Platform

Hpe hybrid cloud operating model



GREENLAKE OVERVIEW

HPE GREENLAKE

Edge-to-cloud platform

UNIFIED CLOUD SERVICES EXPERIENCE

ANALYTICS | AI | MACHINE LEARNING

WORKLOAD ORCHESTRATION

Bare Metal | VMs | Containers



DATA MANAGEMENT SERVICES

NETWORKING

COMPUTE

STORAGE

HPE GREENLAKE CLOUD PLATFORM

ADVISORY
SERVICES

MANAGED
SERVICES

FINANCIAL
SERVICES

SECURITY
COMPLIANCE



OPEN | ELASTIC | PARTNER ENABLED

Consumption is the Foundation of HPE GreenLake

Build Your Solution from There

Consumption Economics

- **Features**
 - Pay per use
 - Reserve and on-demand
 - Metering
- **Benefits**
 - Right-size assets
 - Align cost with revenue
 - Cost drops as usage rises

Technology Services Enabled

- **Features**
 - Global Service Desk
 - ITSM aligned
 - Base or fully managed
 - Advisory Services
- **Benefits**
 - De-risk new tech adoption
 - Labor cost scaling
 - Alleviates skill gap
 - Free up skilled resources

Cloud Experience

- **Features**
 - GL Central Hybrid Cloud Management
 - Containers aaS (Kubernetes)
 - Custom Service Catalog
 - Self-provisioning
- **Benefits**
 - Multi-cloud visibility
 - Enables show-back
 - Focus on apps not ops

Location Optimized

- **Features**
 - Your Data Center
 - Your Colo
 - HPE Contracted CoLo
- **Benefits**
 - Reduce data gravity issues
 - No egress fees
 - Low latency / adjacency
 - Predictable pricing

HPE Resources for Enabling Cloud & Managing hybrid Clouds

Advisory & Professional Services (A&PS)

A&PS enables the cloud experience for customers that want to manage their own Greenlake environment

- Container Adoption Service
- Custom Service Catalog
- Self-provisioning

Greenlake Management Services (GMS)

GMS is HPE's Managed Services Practice that delivers a Cloud Service Provider outcome

GMS enables and runs/operates the cloud experience for customers Greenlake environment

- Hybrid Cloud Management
- Global Service Desk
- ITSM aligned
- Custom Service Catalog
- Self-provisioning
- Etc.

HPE | RED HAT PARTNERSHIP

Turning insights into actualities

Future-focused solutions from partners you trust

Two companies, one vision for open hybrid cloud, working together for you

HPE GreenLake with Red Hat Open Hybrid Cloud offers the best of both worlds.

HPE GreenLake brought cloud economics to you from edge to cloud.

Red Hat Open Hybrid Cloud is a truly scalable platform that seamlessly runs workloads on any footprint at scale.

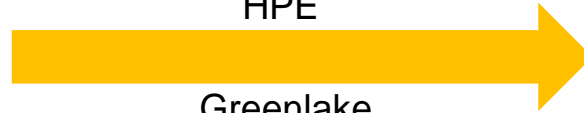
Together, HPE GreenLake with Red Hat can tackle any workload in a cloud-consumable manner.

Evolution of HPE | Red Hat Partnership

ISV-as-a-Service experience

- The OEM partnership between HPE and Red Hat goes back a long way.
- Red Hat software have been certified on most HPE hardware.
- Various HPE delivery organizations have implemented Red Hat software on HPE hardware.

In 2022, Red Hat software is part of HPE



Greenlake consumption economics

Consumption Economics

- Initially applied to only Hardware, now it includes Red Hat software
- Pay per use
- Reserve and on-demand
- Metering



Spotlight on Red Hat

Complete portfolio of open-source enterprise IT solutions

The complete Red Hat® portfolio of open-source software solutions will be available as a service via

HPE GreenLake including:

Red Hat OpenShift®

Container Platform

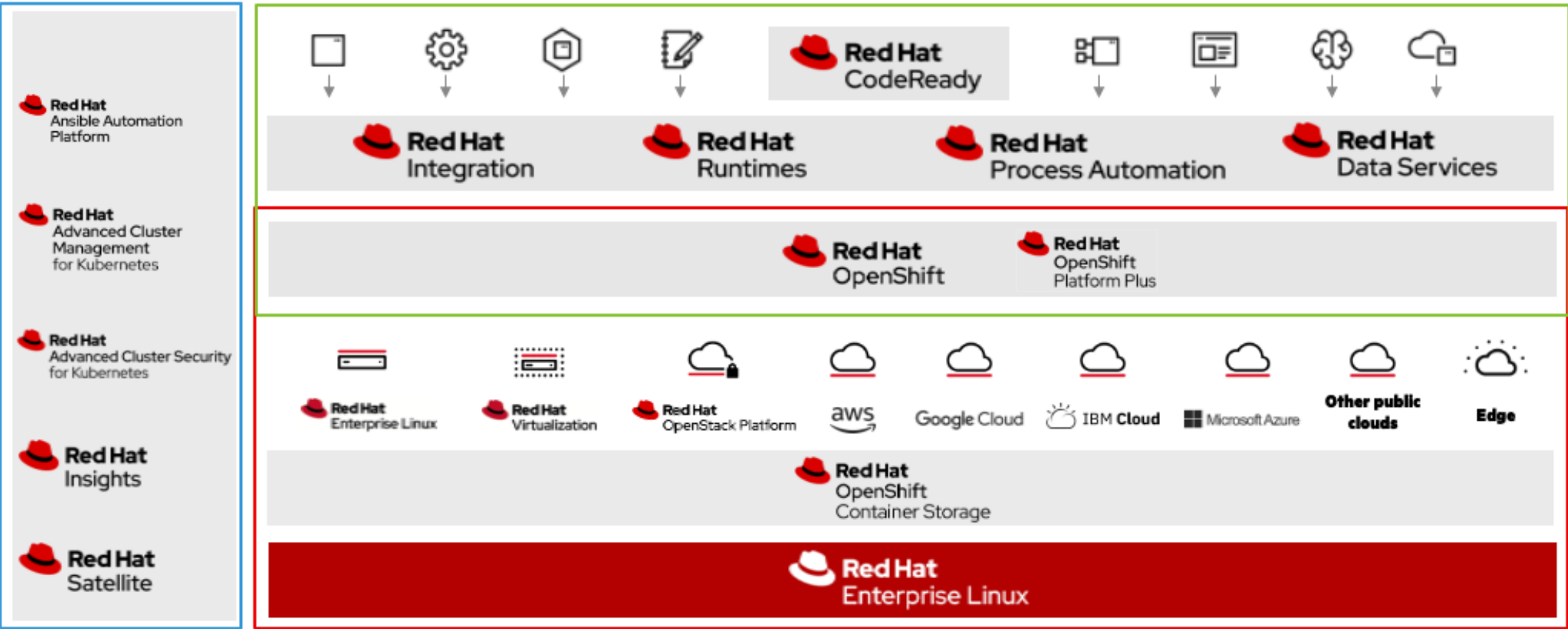
Red Hat Enterprise Linux®

Red Hat Ansible®

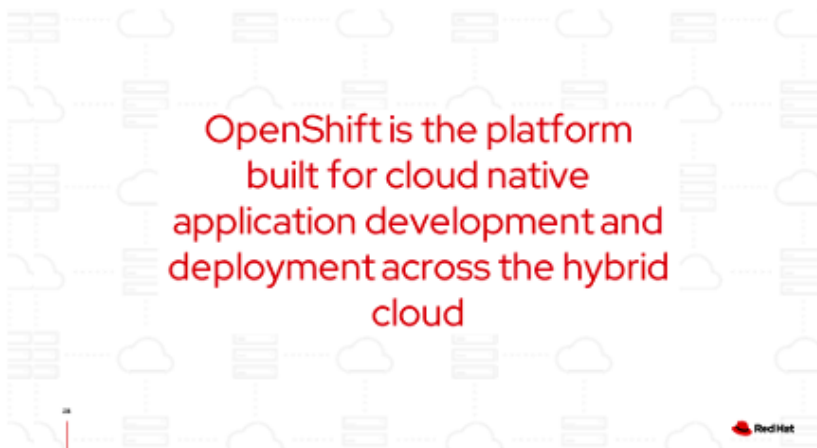
Automation Platform

**Adding Red Hat open-source solutions
and hybrid cloud leadership
delivers an unprecedented as-a-
service consumption model
from two industry leaders.**

RED HAT PORTFOLIO



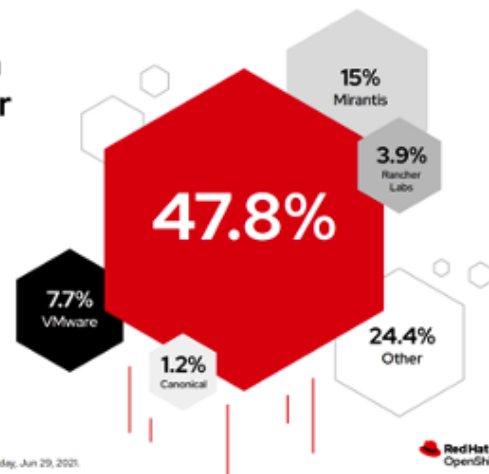
RED HAT OPENSIFT CONTAINER PLATFORM



RED HAT OPENSIFT

Container platform market share leader

"Red Hat commanded 47.8% of the market based on container software revenues of \$460.7 million. To give one perspective on how commanding a market position that is – the next four companies in the top five container software vendors hold only 27.8% of the market – combined. The remaining 24.4% market share is held by all other companies below the top five."



Source: Who's Winning in the Container Software Market, IT Pro Today, Jun 29, 2021.



Fortune Global 500

64%

of the top 25 companies on the Fortune Global 500 list use Red Hat® OpenShift®

Source: Fortune Global 500 subscription data as of 20 January 2021



Red Hat OpenShift is for every innovator



Ready for IT operators

- Automate processes. Reduce complexity.
- Operate more securely from end to end.



Empowering developers

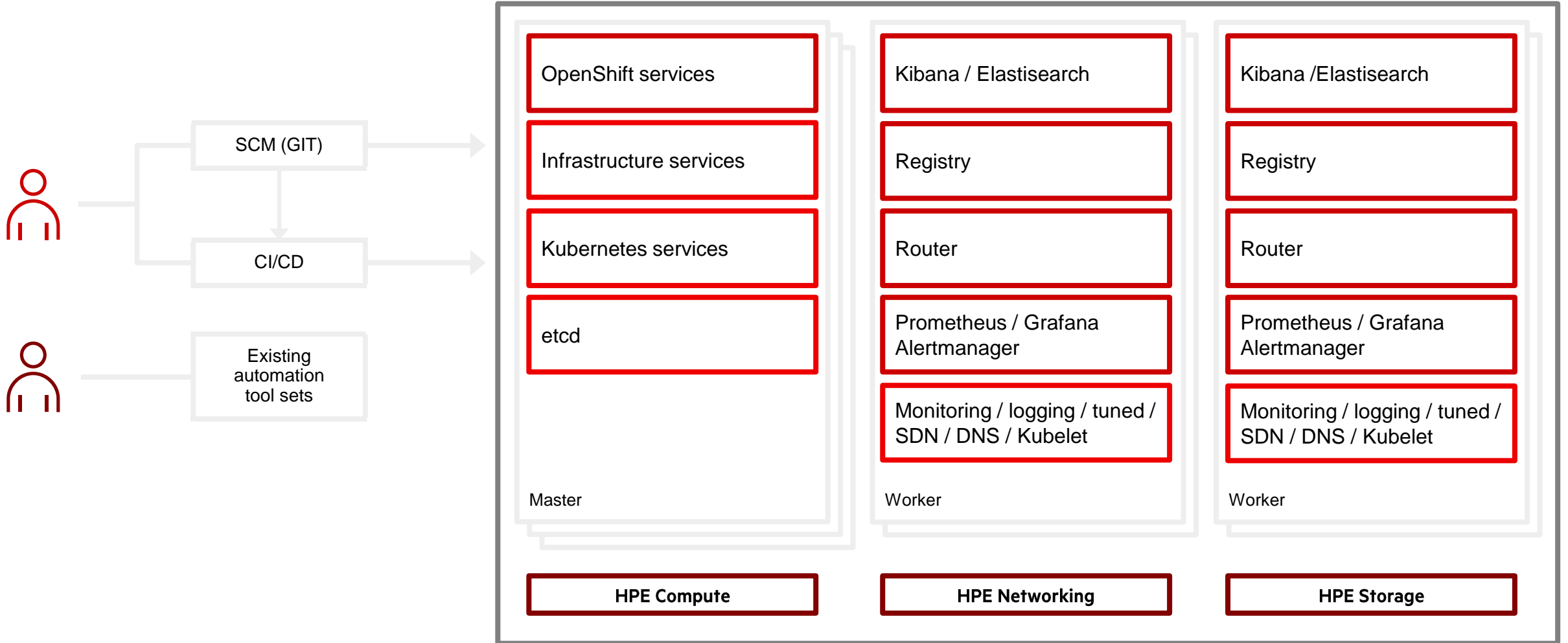
- Code fast with familiar tools.
- Rapidly deliver without roadblocks.



Proven for business leaders

- Choose a platform to power business today.
- Create a cloud strategy for the future.

Red Hat OpenShift is hybrid enterprise Kubernetes on HPE GreenLake



Complete IT automation

Network + Storage + Compute

Red Hat–certified software with HPE

Tested, verified, and supported enterprise-grade software from Red Hat and HPE, ready to deploy in your environment

Network

Aruba

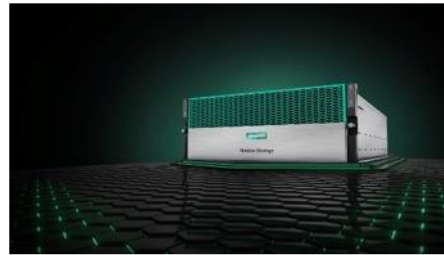
“ Ansible bridges the gap between programmer and network engineer by making network automation simple, powerful, and easily integrated into any campus, branch, or data center environment.



Simplify network operations with Aruba and Red Hat Ansible
Deploy networks faster
Improve IT agility
Lower costs

Storage

HPE Nimble Content Collection for Ansible



HPE Nimble Storage platform leverages flash storage and the power of predictive analytics

- Delivers fast and reliable access to data

Infrastructure

Software-defined templates in HPE OneView



Automate provisioning of physical infrastructure in conjunction with Ansible Core

Red Hat Pay as you go (PAYG) product enablement (WIP)

PAYG contract signed
May 2022

HPE Discover announcements for Red Hat June 2022

HPE GreenLake with Red Hat “ala carte” enabled Sept 2022

HPE GreenLake with Red Hat OCP December 2022

Additional Red Hat portfolio “ala carte” enabled
December 2022



OpenShift (OCP) Bare Metal
Ansible

RHEL (non-metered interim inclusion)

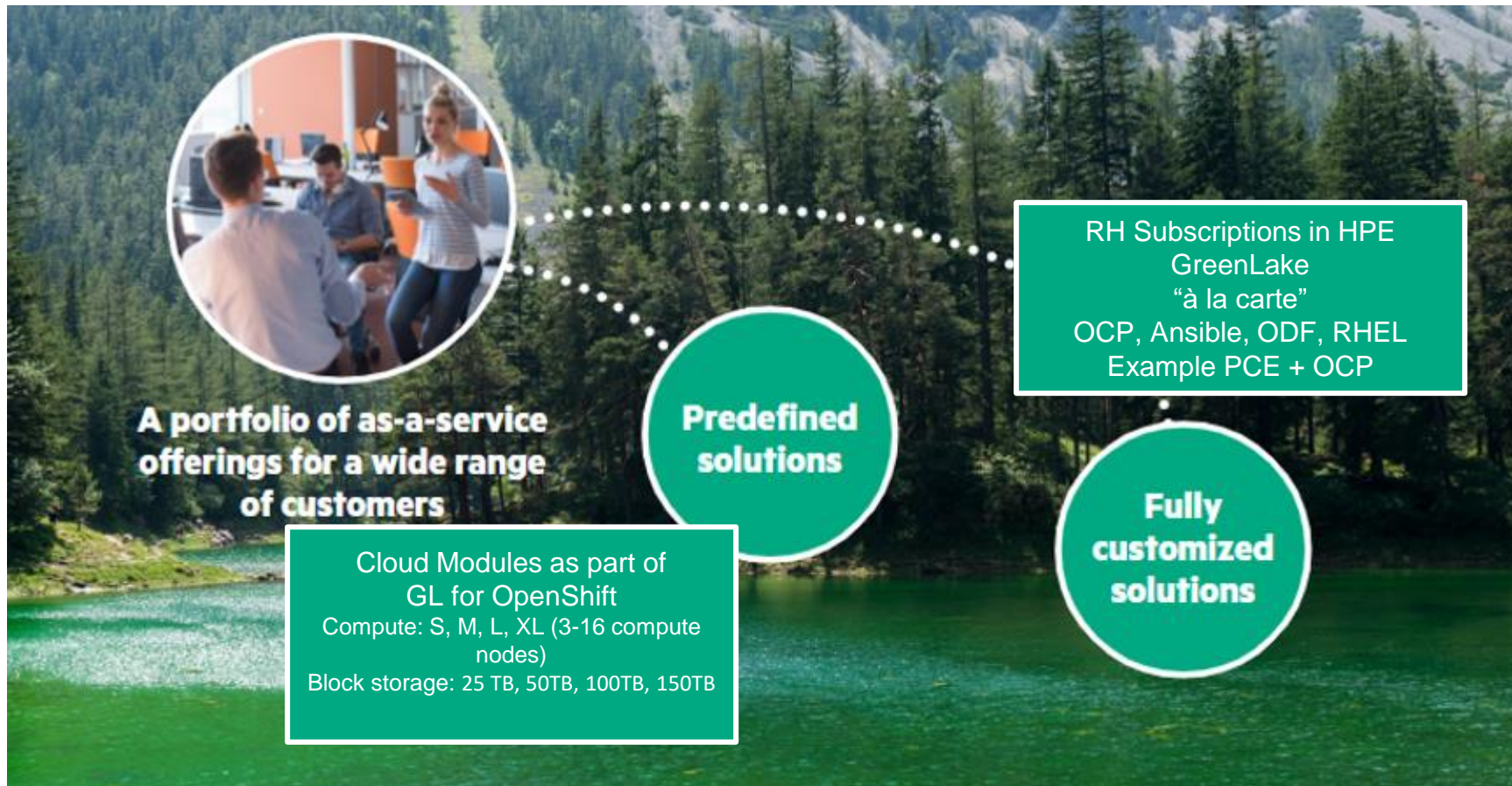


OpenShift (OCP) Bare Metal on Cloud Modules



OpenShift (OCP) Bare Metal
Ansible
OpenShift (Virtualized version)
OpenShift Data Foundation Essentials
Advanced Cluster Mgt for K8
RHEL
RHEL for HPC
RHEL for SAP
RHEL for Virtual Data Centers
OpenStack
Virtualization
Smart Management

Red Hat subscriptions in HPE GreenLake



Branded offerings:

- HPE GreenLake for Red Hat OpenShift Container Platform

Three Experience Categories of The GreenLake Cloud Portfolio

Red Hat is compatible / integrated in every HPE Greenlake configuration

Greenlake Cloud Services

HPE branded private cloud solutions.

Red Hat OpenShift Container Platform can be placed on top of the solution



GreenLake ISV-Optimized Solutions

ISV branded private cloud solutions.

HPE Greenlake for Red Hat OpenShift Container Platform



GreenLake Custom Services

Can use all software in the HPE / Red Hat contract

Customer can bring their own license (BYOL) which is compatible with HPE Greenlake, or

Customer can purchase Red Hat licenses through HPE and they can be integrated with HPE Greenlake (operationally and financially)



Red Hat
Summit

Connect

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