



# Red Hat's Strategic Importance in Cloud Modernization on AWS

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# Agenda

- Why AWS?
- AWS and Red Hat
- Red Hat OpenShift Service on AWS
- Next Steps

# Why AWS?



## AWS Availability Zone Design

34 AWS Regions  
108 AWS Availability Zones



## TCO Price Reductions

134 Price Reductions  
Since 2006



## Resilient Infrastructure

Gartner Magic Quadrant  
Worldwide Leader for Cloud  
Infrastructure as a Service



## Amazon CloudFront

600+ Points of Presence,  
100+ cities, 50+ countries



## Breadth & Depth

200+ fully featured services  
support any cloud workload

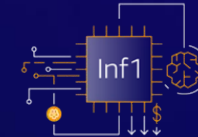


## Sustainable Operations

Match 100% of the  
electricity we consume with  
renewable energy

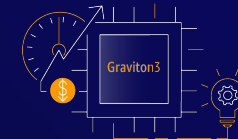
## Hardware Innovation

Recognized as the Most Innovative Cloud Provider;  
Exclusive Purpose-Built Hardware



## AWS Inferentia and AWS Trainium

AI chips built for price performance  
of model training & serving



## AWS Graviton

Powerful & efficient custom  
built Arm-based processors

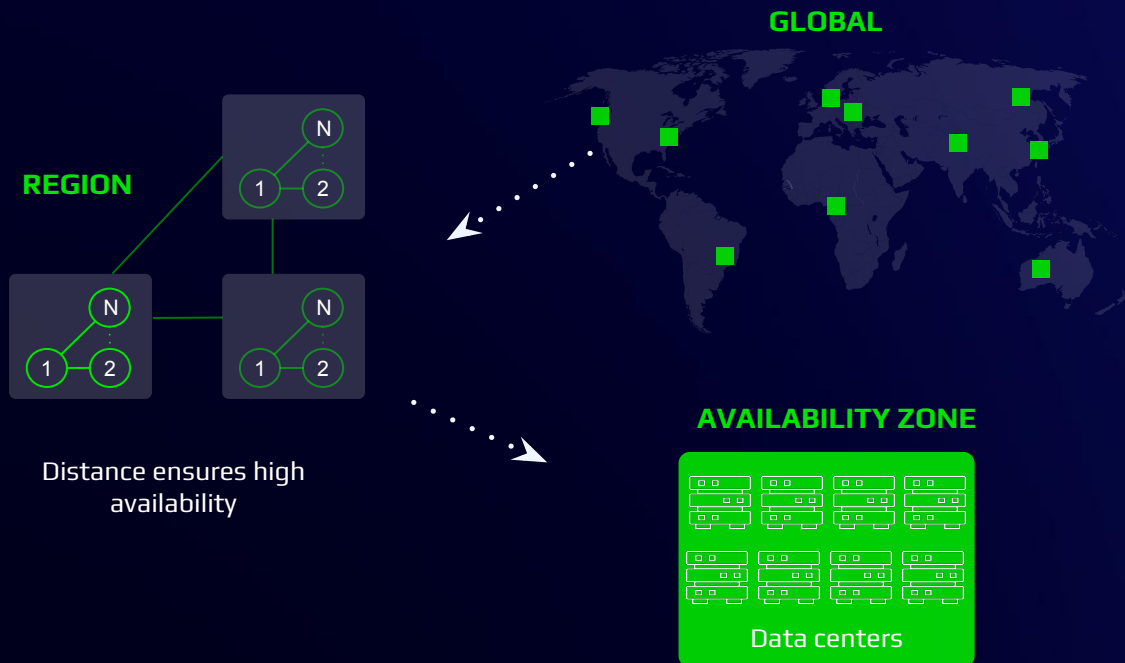


## AWS Nitro System

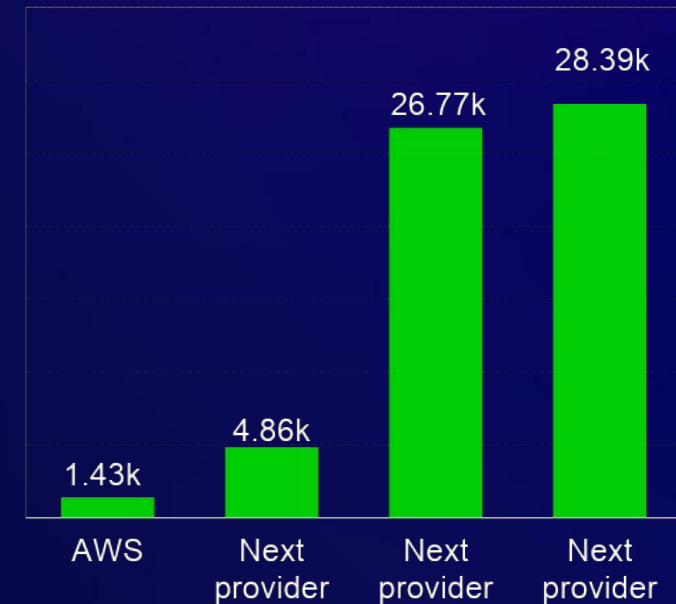
Reduces costs of virtualization &  
maximizes server resources  
delivered to your EC2 instances

# Gartner Recommends AWS For High Availability

The most extensive global cloud infrastructure



Total incident hours (public) by provider in 2023



Incident hours published = Incident hours published \* Regions Impacted \* Services Impacted

# Customers Choose AWS for Resilience

## Financial Impact of Downtime

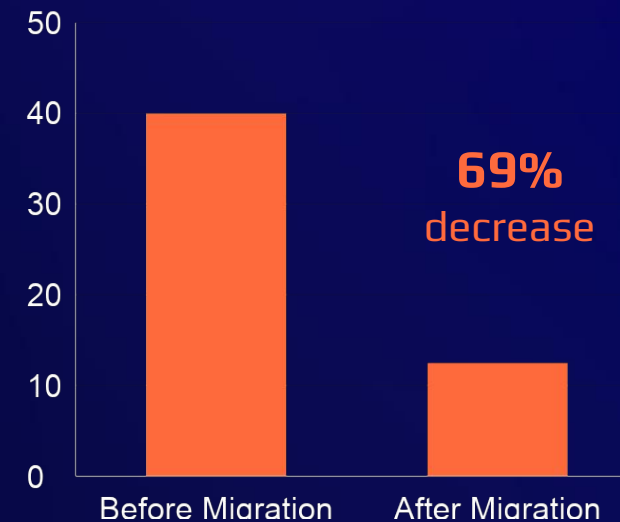
**\$2.5B**  
Annual Fortune 1000 application  
downtime costs

**\$474K**  
Average cost/hr of downtime

**\$1M**  
Cost/hr of a critical application  
failure

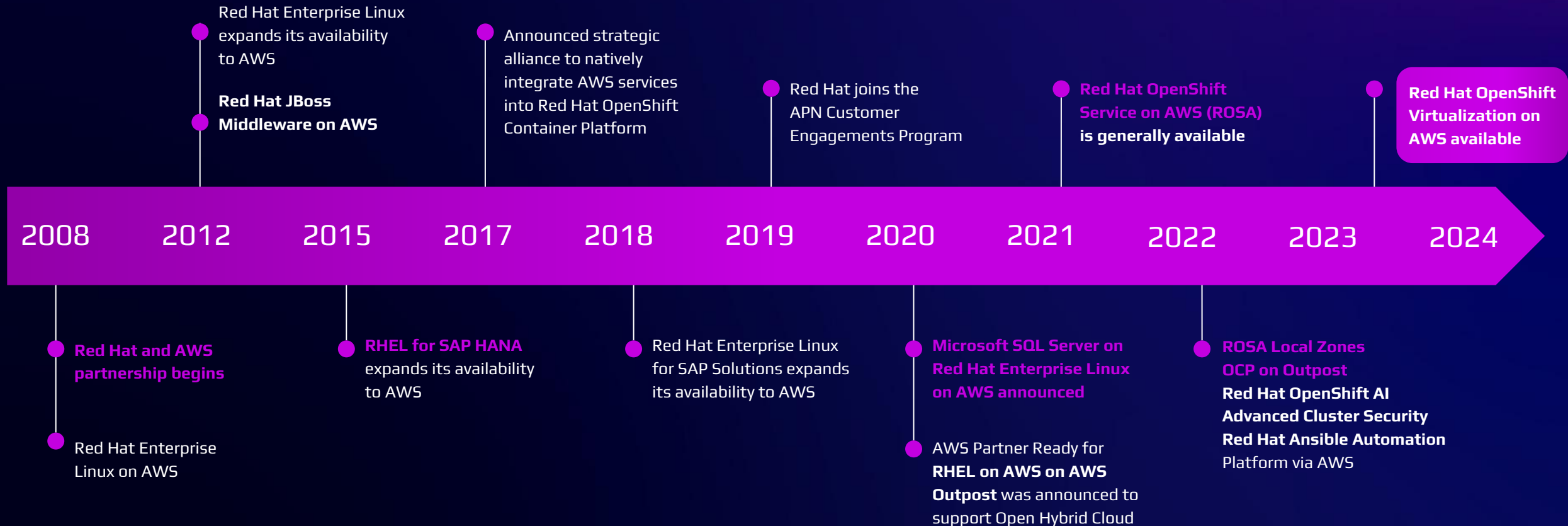
## Before & After Migration to AWS

Unplanned Downtime Hours in  
12-Month Period



# AWS and Red Hat - A Unique Partnership

WORLD'S LARGEST OPEN SOURCE SOFTWARE COMPANY + WORLD'S MOST COMPREHENSIVE AND BROADLY ADOPTED CLOUD PLATFORM



# Why Red Hat OpenShift Service on AWS



**Red Hat**  
**OpenShift**

Red Hat OpenShift Service on AWS is a turnkey application platform that reduces operational complexity, allowing developers to focus on building and scaling applications that add more value to the business, go to market faster, and get more from their cloud investment.

## Consolidated billing



- ▶ Use your existing AWS commitment/EDP to use Red Hat OpenShift
- ▶ Get a single unified bill from AWS for both Red Hat OpenShift and AWS consumption

## Joint support



- ▶ Integrated support systems
- ▶ Contact Red Hat or AWS support
- ▶ Foundation based on RHEL with decades of enterprise IT knowledge and experience

## Built for hybrid



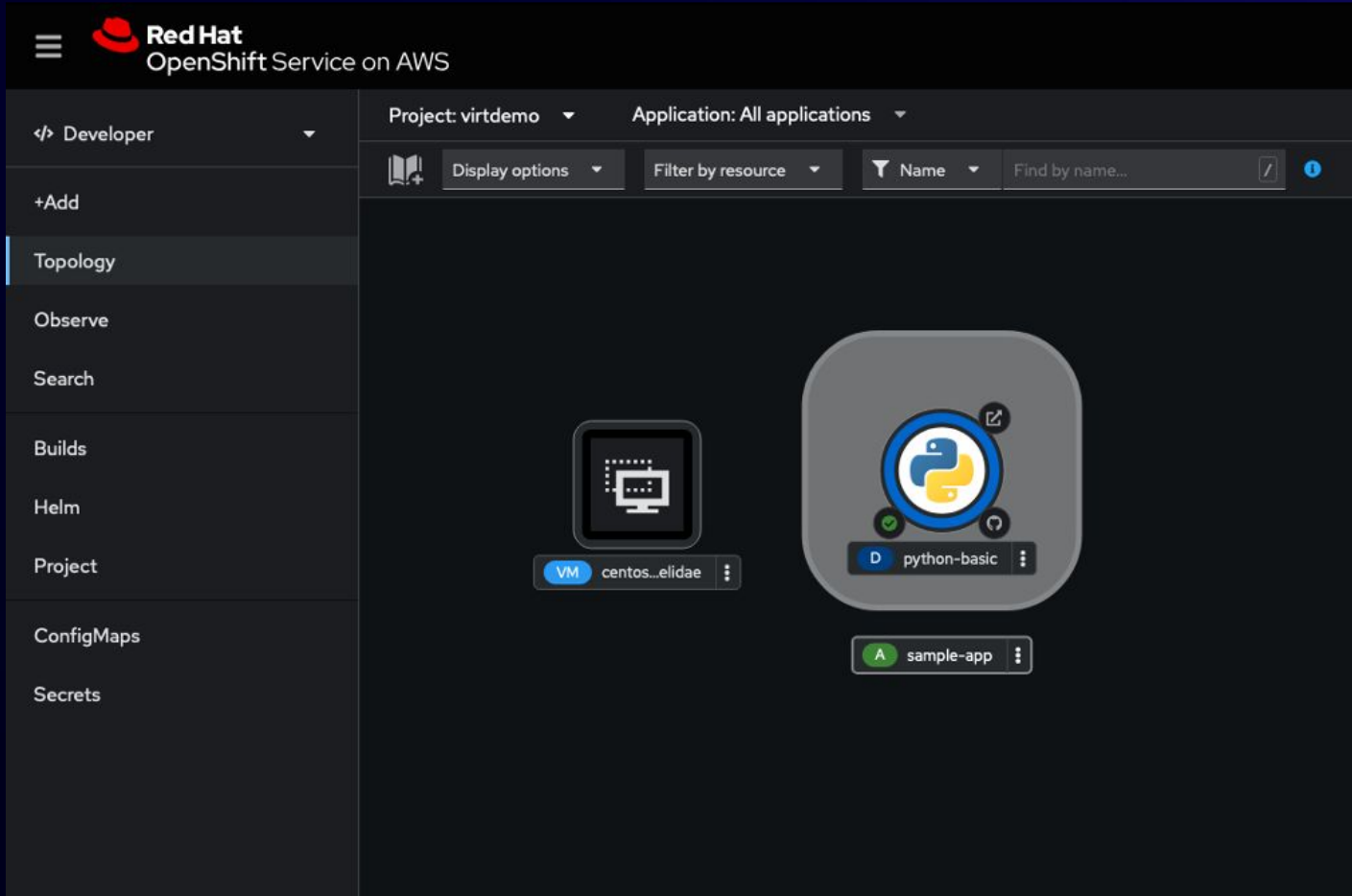
- ▶ Consistent OpenShift experience across clouds and on-premises
- ▶ Run on baremetal and VMs
- ▶ Mitigates customer concerns about cloud lock-in

## Integration with AWS services



- ▶ Build containerized applications that integrate natively with more than 170+ AWS cloud services

# OpenShift Virtualization on ROSA



## Unified Platform

for VMs and Containers

## Built-In Modernization Pathways

connect & consume VMs as container-native host workloads

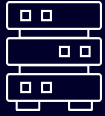
- Includes RHEL guest entitlements
- Supports Microsoft Windows guests through Microsoft SVVP
- Inbound guest migration using Migration Toolkit for Virtualization
- Established community  
KubeVirt is a top 10 CNCF active project, with 200+ contributing companies
- Advanced Cluster Management

Unique bare metal support on AWS!



# Virtual Machine Modernization Journey

WITH OPENSIFT VIRTUALIZATION, VMS ARE JUST ANOTHER WORKLOAD MANAGED BY ROSA



On-Prem VMs

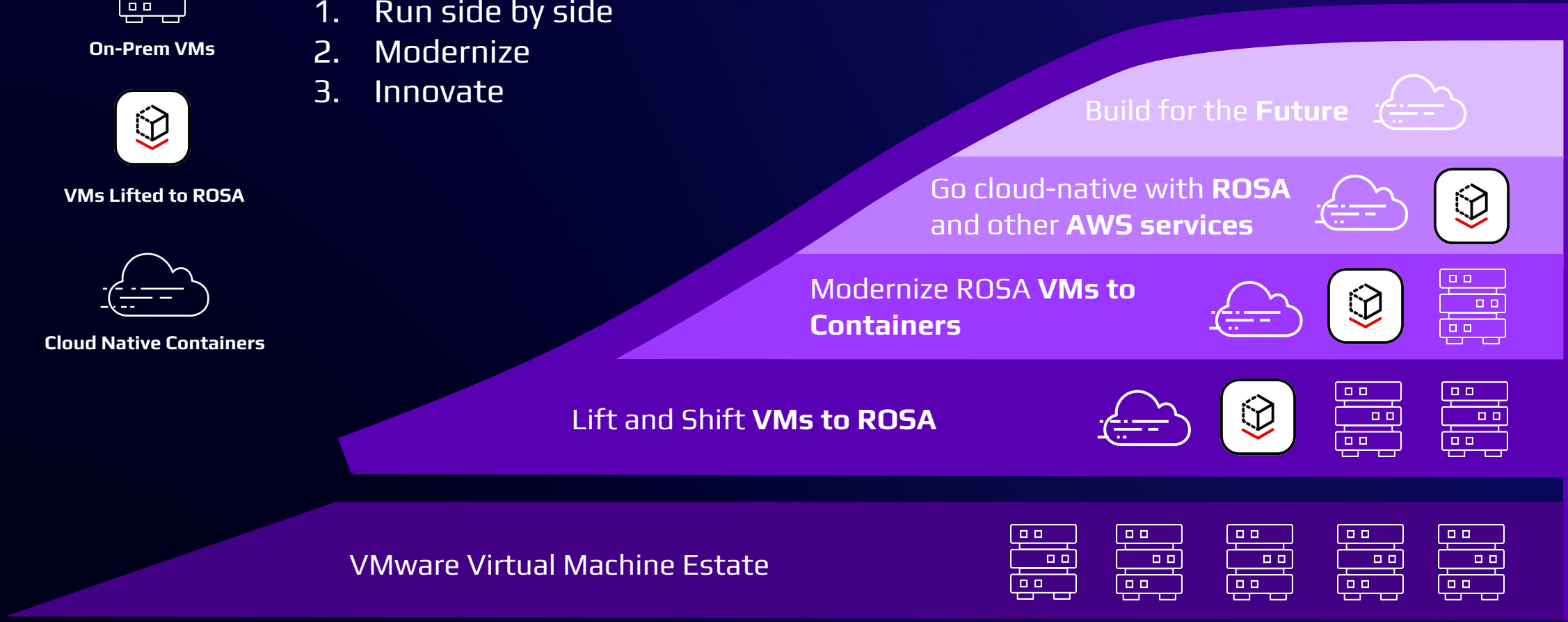


VMs Lifted to ROSA



Cloud Native Containers

1. Run side by side
2. Modernize
3. Innovate



State 4  
Innovate

State 3  
Refactor

State 2  
Replatform

State 1  
Lift & Shift

State 0

# Delta Air Lines Uses ROSA to Run Wi-Fi on 600+ Planes

“ We chose ROSA as our container platform, and it’s given us great benefits. If you’ve flown with us recently, it’s hard to miss the free Wi-Fi. We’ve got about 600 planes flying all across the United States that are equipped with fast, free streaming Wi-Fi. That entire chassis, that entire user experience, is built on the cloud in a cloud-native way on ROSA. A real example of business value, business benefit, speed to market with security, with portability, with scalability, with resilience... all of those things that we need as technologists. ”

**Rahul Samant**

Executive Vice President and Chief Information Officer  
Delta Air Lines



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Upgraded flight experiences. Fueled by hybrid cloud.

Delta transforms employee engagement, productivity, and speed to market with IBM + AWS



Read the full [Delta Air Lines Case Study](#)

# Red Hat on AWS Availability

Most comprehensive listing of your favorite Red Hat products in the industry



## Available Via AWS Marketplace

- ▶ Red Hat OpenShift Container Platform (w/ Arm support)
- ▶ Red Hat OpenShift Kubernetes Engine (w/ Arm support)
- ▶ Red Hat OpenShift Platform Plus (w/ Arm support)
- ▶ Red Hat OpenShift AI
- ▶ Red Hat Ansible Automation Platform
- ▶ Red Hat Learning Subscription
- ▶ Developer Sandbox for Red Hat OpenShift
- ▶ JBoss Enterprise Application Platform
- ▶ Red Hat Enterprise Linux for Third Party Linux Migration with Extended Life Cycle Support



## AWS Console / On Demand

- ▶ Red Hat Enterprise Linux Server: w/ Graviton support and an optional ELS Add-On
- ▶ Red Hat Enterprise Linux for SAP (w/ HA)
- ▶ Red Hat Enterprise Linux on Outposts
- ▶ Red Hat Enterprise Linux workstation
- ▶ Red Hat Enterprise Linux w/ SQL Server: Also available w/ HA
- ▶ Red Hat OpenShift Service on AWS (Commercial, GovCloud, Local Zones)
- ▶ Red Hat OpenShift Virtualization on AWS



## Next Steps

- 📍 **Chat** with us after the session
- 📍 **Engage** ask your AWS representative about incentives for VMWare Migrations
- 📍 **Learn** by diving into our digital assets

Scan:



- 📍 **Register** for the ROSA Virtual Workshop

Secure Software Development with Red Hat OpenShift on AWS (ROSA)

October 23, 2024  
1:00 PM – 2:30 PM ET

Virtual event

Secure software development with Red Hat OpenShift Service on AWS (ROSA)

October 23, 2024 | 1:00 PM - 2:30 PM ET

The banner features a dark background with a red cloud icon at the top right, a server rack icon at the bottom right, and a red pause button icon at the bottom right.

**Let's grow your business together**



**Red Hat**

**Thank You!**