Open Source : accélérateur d’innovation

Jérôme FENAL
Solution Architect, Red Hat
Paris, le 14 avril 2015
MORE THAN 90% of the FORTUNE 500 use RED HAT PRODUCTS & SOLUTIONS. *

75+ WORLDWIDE OFFICES

35 COUNTRIES

S&P 500 COMPANY

AWARD-WINNING SOLUTIONS

* Red Hat client data, 2014
WHAT WE DO

We offer a range of mission-critical software and services covering:

MIDDLEWARE
OPERATING SYSTEM
CLOUD
VIRTUALIZATION
STORAGE

THE BENEFITS

- Flexibility
- Faster technology innovation
- Better quality
- Better price/performance
- Long-term deployment
- Better security—assurance
- Shared development: Accelerated innovation
- Open collaboration: Products that meet customer needs

“Red Hat’s open source technologies allowed us to solve problems with a real understanding of what is available to us rather than just taking a vendor’s sales pitch.”
—JOHN LIPTAK, principal architect, CenturyLink
By running tests and executing numerous examples for specific teams, we were able to prove [...] not only would the solution work, but it will perform better & at a fraction of the costs.

—MICHAEL BLAKE, Director, Systems & Architecture, Verizon

Source: Red Hat, Inc.
WIDE-RANGING EXPERIENCE

BREADTH ACROSS MULTIPLE VERTICALS GLOBALLY

STRENGTH IN MAJOR VERTICALS GLOBALLY

100% of the Fortune 500 companies in the following industries are Red Hat customers:

- Airlines
- Commercial Banks
- Financial Data Services
- Healthcare
- Telecom

50% of the world's trading volume is powered by Red Hat products and solutions.

Source: Red Hat customer annual bookings and client data

CME Group has stayed with Red Hat for the past ten years because it has provided excellent value and proved to be a strong partner.

—VINOD KUTTY, senior director, enterprise server
Red Hat Cloud Infrastructure Version 5 Adds Advanced Systems Management for OpenStack Private Clouds

Red Hat Cloud Infrastructure is a comprehensive solution that supports organizations on their journey from traditional datacenter virtualization to OpenStack-powered clouds. With Red Hat Cloud Infrastructure Version 5, users can now manage their virtualization and OpenStack environments simultaneously, via a single platform.

SEPTEMBER 18, 2014
Red Hat Acquires FeedHenry, Adds Enterprise Mobile Application Platform

FeedHenry expands Red Hat’s broad portfolio of application development, integration, and Platform-as-a-Service (PaaS) solutions, enabling Red Hat to support mobile application development in public and private environments.

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Choosing Red Hat technologies was important to our organization because of the security of the solutions and lack of vendor lock-in.

—ZDENEK SEDIAK, infrastructure architect, Ikano Bank AB
We look to Red Hat for technology leadership through updates and support that help us to improve our application tuning so that we can give our customers the best possible experience.

—SUNEETI GOEL, chief project engineer, Centre for Railway Information Systems

“Red Hat will thrive over the next decade”

—INVESTORS’ MOSAIC, Seeking Alpha

Source: Based on Red Hat and analyst estimates
Our customers are running their businesses on our service, so we must have confidence in every piece of our infrastructure and architecture. Red Hat, as a piece of our infrastructure, has been very reliable.

— PARKER HARRIS, EVP and co-founder, salesforce.com
**OUR CUSTOMERS – VERTICAL MARKETS**

**FINANCIAL SERVICES**

“In addition to reduced licensing costs, Red Hat JBoss A-MQ delivered stability, scalability, and performance improvement.”

— Duc Doan, director, System Engineering, E*TRADE

**HEALTHCARE**

“Red Hat doesn’t hinder or restrict us with complex licensing or cumbersome policies, which enables us to quickly deliver value to our user community.”

— John DeFeo, vice president of Infrastructure, Cigna

**ENTERTAINMENT & MEDIA**

“Red Hat has impressed us with its outstanding engineering capabilities and commitment to our strategic alliance.”

— Lans Carstensen, principal engineer, DreamWorks

**GOVERNMENT**

Booz | Allen | Hamilton

“[The Red Hat] capabilities are streamlining availability of the organization’s services to a bigger set of users, while achieving better response times and delivering a better user experience.”

— Cameron Mayer, senior associate, Booz Allen Hamilton

**TELECOMMUNICATIONS**

“Since the environment we’ve created is rooted in open source standards, it will allow us to grow our middleware platform at a rational cost and allow us to focus on delivering applications to our business.”

— Jamie Williams, IT director, Sprint

“Healthcare is a 24-hours-a-day, 365-days-a-year industry... Stability is essential for us, and Red Hat Enterprise Linux provides that.”

— TIM ERDEL, senior director, Technology Services, Cerner
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<th>NORTH AMERICA</th>
<th>LATIN AMERICA</th>
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<td><img src="image" alt="Intuit" /></td>
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<td>“Although going down a new path sometimes means taking risks, the rewards can be huge if you can deliver breakthroughs in performance and scalability while reducing costs. Red Hat enabled us to do that.”</td>
<td>“Working with Red Hat has brought us multiple benefits, such as [the] flexibility to replicate our solution in different environments to accommodate the needs of each customer.”</td>
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<td>—JEFF LUDWIG, Director of Product Development, Intuit TurboTax</td>
<td>—VICTOR VARGAS, CIO, Ampersand</td>
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<th>EUROPE / MIDDLE EAST / AFRICA</th>
<th>ASIA-PACIFIC</th>
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<td>“We have used Red Hat solutions in various parts of our business for 10 years, and we are pleased to continue our long-standing relationship by deploying Red Hat Enterprise Virtualization.”</td>
<td>“Red Hat Enterprise Linux provides the robust platform upon which a substantial number of NTT Group’s services and supporting IT infrastructure have been built.”</td>
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<td>—RICHARD DAWSON, UNIX and Linux infrastructure consultant, British Airways</td>
<td>—MASAHIKO IWATA, general manager, NTT Open Source Software Center, Nippon Telegraph and Telephone Corp.</td>
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“Red Hat Enterprise Linux offers the stability, flexibility, and performance necessary to power the next generation of computing applications.”
—SVEN MEISSNER, Linux operation manager at Bayer Business Services in Leverkusen
RED HAT PRODUCT PROCESS

We participate in and create community-powered upstream projects.

We integrate upstream projects, fostering open community platforms.

We commercialize these platforms together with a rich ecosystem of services and certifications.

We enable software and hardware partners, customers, and academia to participate at every stage of development.

The combination of Red Hat Enterprise Virtualization and the Cisco UCS platform allows us to provide financial service providers with a highly available, scalable, and secure SAP environment in the cloud.

—MARIO BRUGNERA, head of SAP Competence Center, FI-TS
OPEN SOURCE TO THE ENTERPRISE

RED HAT ENTERPRISE VIRTUALIZATION
RED HAT STORAGE SERVER
RED HAT SATELLITE
RED HAT ENTERPRISE LINUX
OPENSTACK PLATFORM
RED HAT ENTERPRISE LINUX
CLOUDFORMS
RED HAT JBOSS MIDDLEWARE

IaaS

PaaS

1M+ projects*

* www.blackducksoftware.com/oss-logistics/choose

Having free access to the code, being able to respond flexibly to the requests, and being able to adapt it directly within the company give us a competitive advantage over the rest.

—LAUTARO GONZÁLEZ, CIO, Nación Servicios S.A.
If we had used proprietary, licensed products from Red Hat competitors, we would have to shell out up to five times the current subscription costs towards one-time licensing in every deployment.

— VINAY ANAND, chief operating officer, Enhancesys Innovations
Who do you think will be the most strategic cloud IT supplier for your organization in five years? (n=80)


Red Hat offers us a cloud solution that can be integrated with our previous infrastructure, without the need to demount what we already had in place to carry on moving ahead.

—SARA ISABEL RUBIO, global platforms operation and security, Telefónica Global Solutions
The flexibility provided by the open architecture of Red Hat Cloud Infrastructure enabled us to enhance our virtual environment’s performance without having to overhaul current physical resources.

—YENG CHAI SOH, founding director, High Performance Computing Centre, Nanyang Technological University

Cloud integration strategies must be hybrid in nature, linking solutions and architectures for application, data, identity and infrastructure integration.

Architects across these disciplines need a coordinated strategy that must address competing needs for rapid delivery and long-term modernization.

Using Red Hat Enterprise Linux OpenStack Platform gave us the strong foundation we needed for building our internal cloud from the ground up.

—JAMES WEATHERELL, Linux enterprise engineer III, The Broad Institute of MIT and Harvard
The assistance provided by Red Hat was extremely helpful. We can deliver business applications fast on a completely secure platform.

—ERIC SWINIARSKI, information systems architect, Filhet-Allard & Cie
Red Hat Enterprise Linux provides a robust, efficient, and safe solution at a low cost and, when combined with other Red Hat offerings, has helped us provide better services to our customers.

—EFRAÍN CARBALLO, director of technology services, Banco Azteca
Red Hat Enterprise Linux OpenStack Platform enables us to react faster to customer demands, and is instrumental for our own internal cloud development needs.

—YOSHI TAMURA, product manager, Midokura

As of June 2014, more than 97% of the world's 500 fastest supercomputers run some variant of Linux, including all of the 44 fastest.

Source: Top500 Project, June 2014 Report (top500.org)

Red Hat Enterprise Linux

FLEXIBILITY to quickly adapt to demands for business agility

STABILITY to efficiently meet current challenges of datacenter virtualization and cloud

CERTAINTY of mission-critical reliability and military-class security*

* www.redhat.com/solutions/industry/government/certifications.html

Titan at Oak Ridge National Laboratory
Red Hat Enterprise Linux has proved its value as the operating system platform for mission-critical applications. It is important to stress the very high level of expertise that Red Hat and its partners have to offer.

—HEIKO MICHELSEN, team leader for Virtualization and Cloud Services, ING-DiBa
## THE CIO'S ALTERNATIVE

<table>
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<tr>
<th>Operating System</th>
<th>PaaS Cloud</th>
<th>Cloud Management</th>
<th>Cloud Infrastructure</th>
<th>Virtualization</th>
<th>Storage</th>
<th>Systems Management</th>
<th>Application Server</th>
<th>In-memory data grid</th>
<th>Application integration</th>
<th>Data services and integration</th>
<th>Business process, decision, and rules automation</th>
<th>Messaging</th>
<th>Mobile</th>
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In Red Hat, we have found a partner capable of working with us and supporting us on all our technology requirements, while also being open to discussion and always ready to collaborate.

—FABIO GRIGNANI, senior vice president, SIA
Red Hat has played a fundamental role in implementing our solutions. OSDE’s decision to base its technology architecture and business support on open source technologies demanded products with large market participation and first-level enterprise support.

—Gustavo Aguirre, CIO, OSDE Binario

Red Hat Storage Server allowed us to satisfy our current and future backup space requirements while being reliable, scalable, economical, and easy to use.

—Oskar Pienkos, server and storage architect, Simon Fraser University
Red Hat Enterprise Linux provides us availability and access to information in a way that is easier and simpler than proprietary solutions, which allows us to be much more productive.

—DANIEL CONCEPCION, managing director of IT

We chose OpenShift as the PaaS foundation for cloud offerings thanks to its flexible, open source architecture, its minimal-overhead application programming model, and its excellent support for DevOps. Our teams are finding OpenShift to be enterprise-grade, scalable, stable, and productive.

—Brett Adam, senior vice president, Platform, CA Technologies
We have looked at other vendors, but the experience we have with Red Hat and the quality of its consultants and architects is of a really high level. The relationship has developed into a partnership.

—DHARMINDER DEBISARUN, IT advisor concern director NOVAMEDIA

We chose Red Hat for our internal cloud roll-out because it’s the only multi-platform cloud solution currently in the market that is genuinely multi-vendor... Red Hat offers us a cloud solution that can be integrated with our previous infrastructure, without the need to demount what we already had in place to carry on moving ahead."

—Sara Isabel Rubio, global platforms operation and security, Telefónica Global Solutions

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RED HAT CONSULTING

Takes a big-picture view of your organization, analyzes your challenges, and helps you solve them with comprehensive, cost-effective solutions.

Integrate your enterprise to make your business more automated, flexible, and responsive.

Modernize your systems and applications to save money and time—so you can focus on new areas of innovation.

Harness the power of the cloud by establishing an intelligent, open cloud infrastructure.

Provide better efficiency through standardization, repeatability, and finely tuned processes.

RED HAT TRAINING

Arms your IT organization with knowledge and hands-on skills to optimize your Red Hat deployments—enhancing productivity and mitigating risk.

- Employees gain skills, promoting IT success
- 40+ courses on Red Hat technologies
- Hands-on certification programs to prove knowledge and skills
- More than 1 million Red Hat Training attendees

The solution architect from Red Hat Consulting played a key part in the solution, offering guidance and explaining the various functionalities of the tool.

—GUSTAVO MARTÍN, technician, Operations and Telecommunications Systems, Metro de Madrid
Assurances for customers purchasing Red Hat subscriptions
- Designed to allow customers to use their chosen solutions without interruption

- Challenges flaws in systems related to software patents
- Support for patent law reform in Congress
- U.S. Supreme Court briefs in Bilski, Global Tech, and i4i
- Spoke out against chilling effects of U.S. SOPA and PIPA legislation on open source innovation

Commitment not to enforce patents with respect to open source software

Performance is easily twice as fast under Red Hat Enterprise Linux. We also reduced our total hardware and operating system licensing costs by 25 percent. I’d say that the case for Red Hat Enterprise Linux is an open and shut one.

—TIM NOLAN, Manager, Linux Engineering
RED HAT IS:

The world's leading developer and supplier of open source software for enterprise IT.

A high-growth, billion dollar, S&P 500 index company.

Globally active in all major vertical markets, with strong channel and direct delivery models.

Offering a comprehensive portfolio of products and services.

RED HAT DELIVERS:

Exceptional price/performance
Operational flexibility

Open source quality and innovation
Alignment with customer requirements
THANK YOU.