

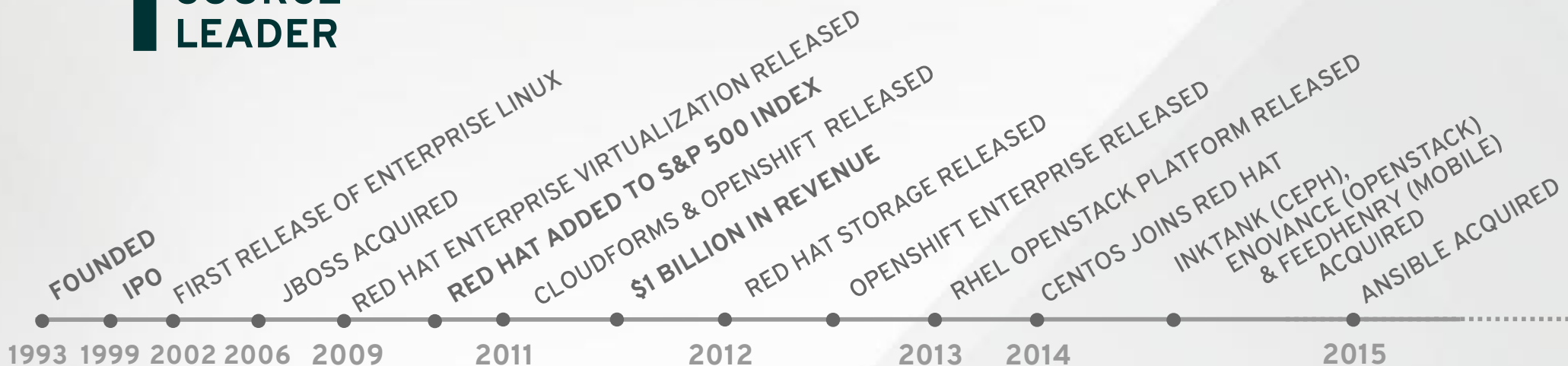


Eine stabile Basis für performante, skalierbare und verfügbare Datenbanken mit Red Hat Software Lösungen

Markus Koch

Sr. Solution Architect, Red Hat
mkoch@redhat.com

#1 OPEN SOURCE LEADER



MORE THAN
90%
of the
FORTUNE 500
use
RED HAT
PRODUCTS & SOLUTIONS.*

~8,300
EMPLOYEES
85
WORLDWIDE
OFFICES
 **35**
COUNTRIES

S&P
500
COMPANY

NYSE:
RHT



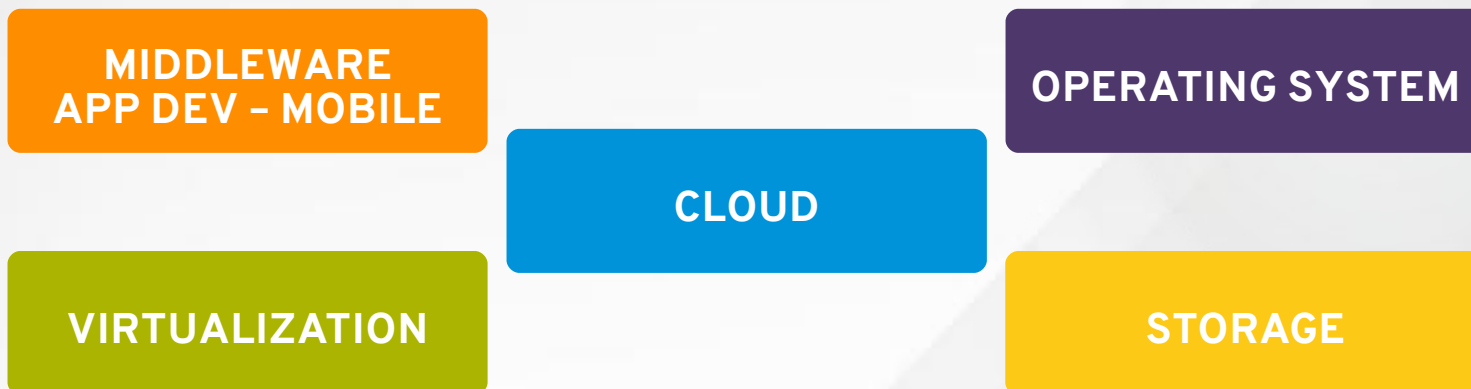
AWARD-WINNING
SOLUTIONS



WHAT WE DO



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

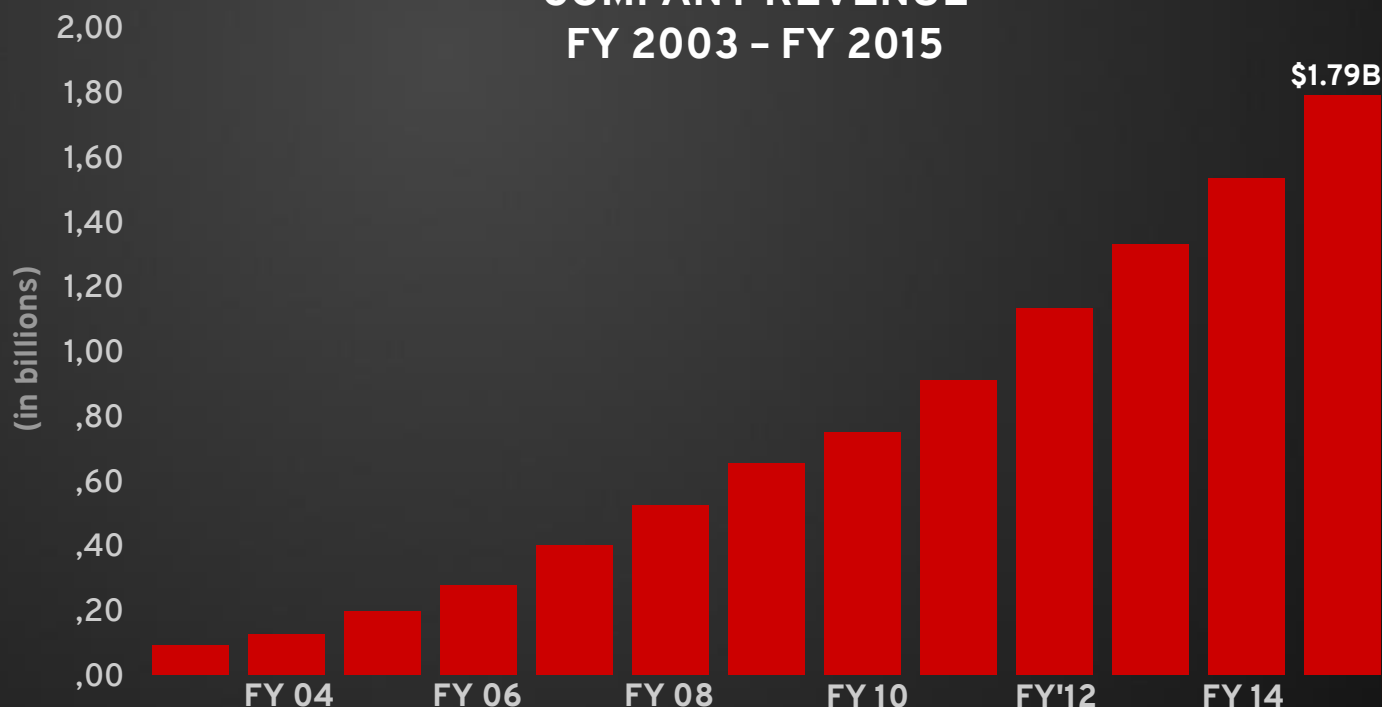


THE BENEFITS

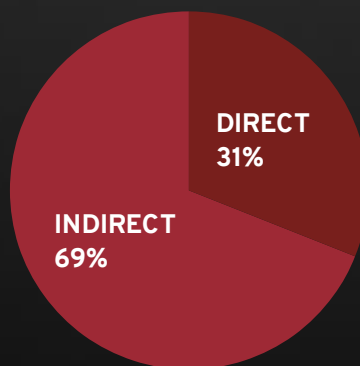
- ✓ Flexibility
- ✓ Faster technology innovation
- ✓ Better quality
- ✓ Better price/performance
- ✓ Long-term deployment
- ✓ Better security—assurance
- ✓ Shared development: Accelerated innovation
- ✓ Open collaboration: Products that meet customer needs

the **FIRST**
\$1 BILLION
DOLLAR
OPEN
SOURCE
COMPANY
 in the
WORLD

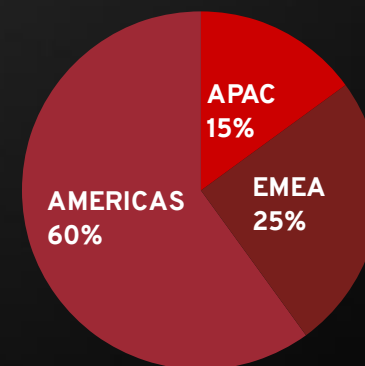
COMPANY REVENUE FY 2003 – FY 2015



BOOKINGS BY CHANNEL FY2015



GLOBAL BOOKINGS FY2015



Source: Red Hat, Inc.

“ 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.

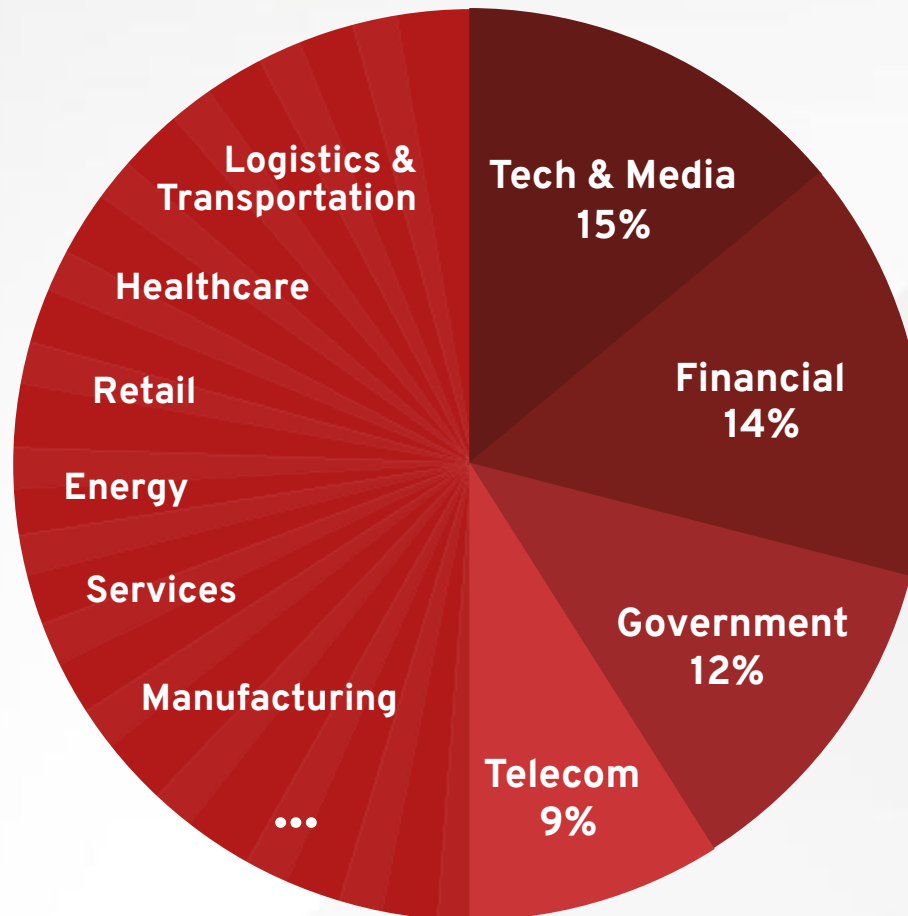
—MICHAEL BLAKE, Director, Systems & Architecture, Verizon

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.

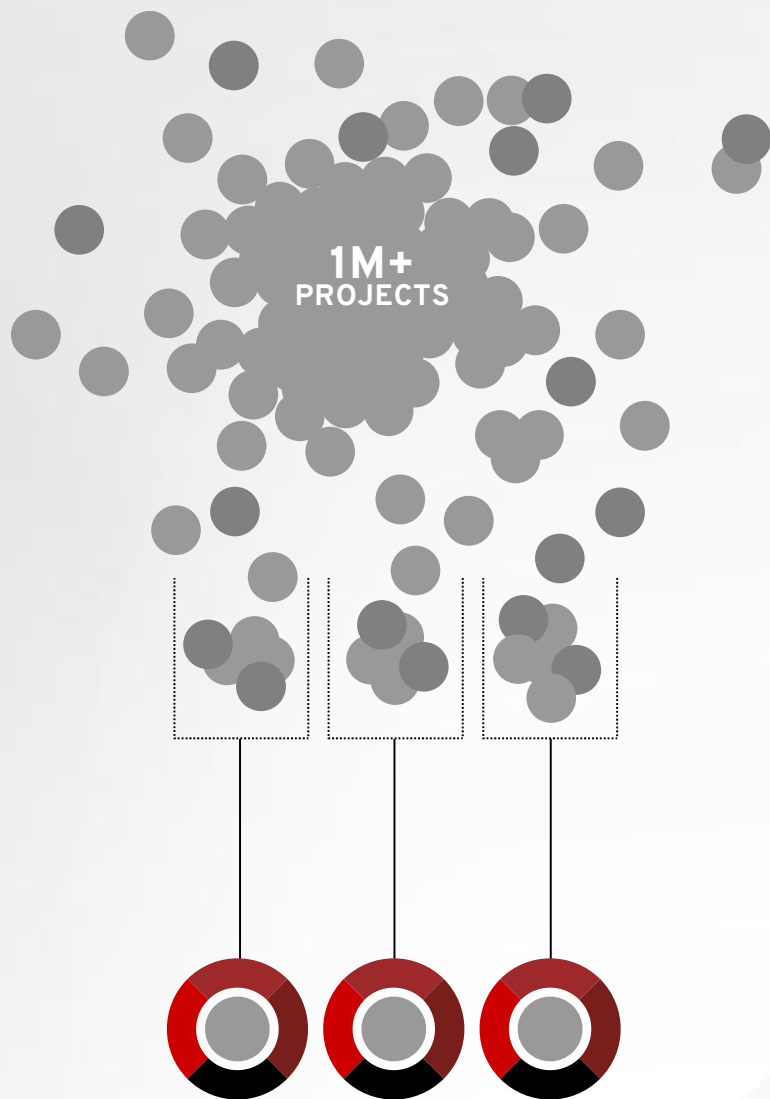
Source: Red Hat customer annual bookings and client data



“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 platforms, CME Group

RED HAT PRODUCT PROCESS



PARTICIPATE (upstream projects)

We participate in and create community-powered upstream projects.



INTEGRATE (community platforms)

We integrate upstream projects, fostering open community platforms.



STABILIZE (supported products platforms, and solutions)

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

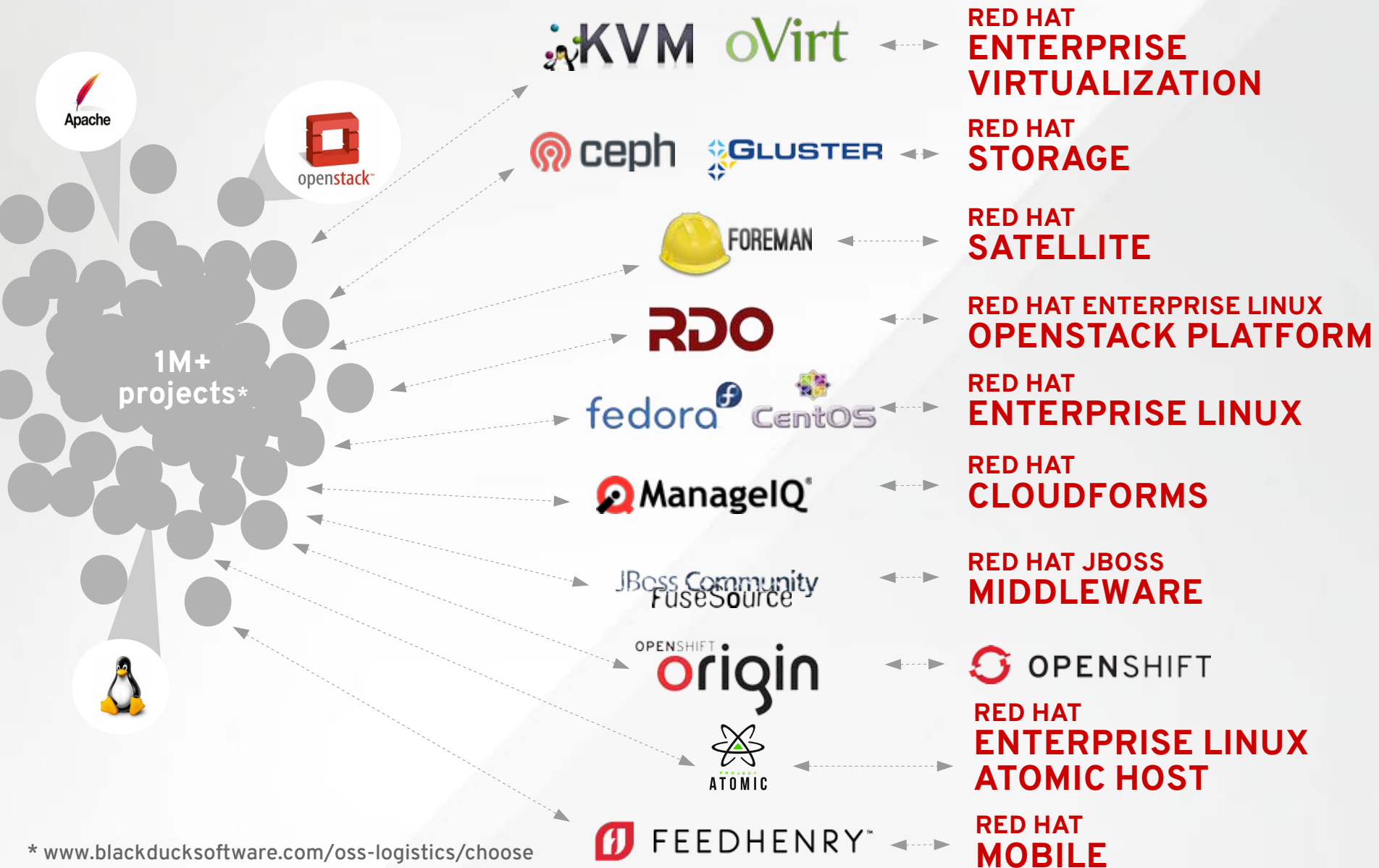
We enable software and hardware partners, customers, and academia to participate at every stage of development.



“ 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

finanz informatik
technologie service

OPEN SOURCE TO THE ENTERPRISE



RED HAT & YOUR BUSINESS: SUBSCRIPTION MODEL



TECHNICAL SUPPORT

- 24 HOURS / 7 DAYS A WEEK
- UNLIMITED INCIDENTS
- MULTI-LINGUAL
- MULTI-VENDOR CASE OWNERSHIP
- MULTI-CHANNEL

ONGOING DELIVERY

- STABILITY WITH A PRODUCT LIFE CYCLE OF UP TO 10 YEARS
- PATCHES
- UPDATES
- UPGRADES
- SECURITY RESPONSE TEAM

EXPERTISE

- CUSTOMER PORTAL & FORUMS
- KNOWLEDGEBASE
- ACCESS LABS
- TRAINING CURRICULA (OPTIONAL)

COMMITMENTS

- HARDWARE CERTIFICATION
- SOFTWARE CERTIFICATION
- CLOUD PROVIDER CERTIFICATION
- SOFTWARE ASSURANCE

AWARD-WINNING SUPPORT



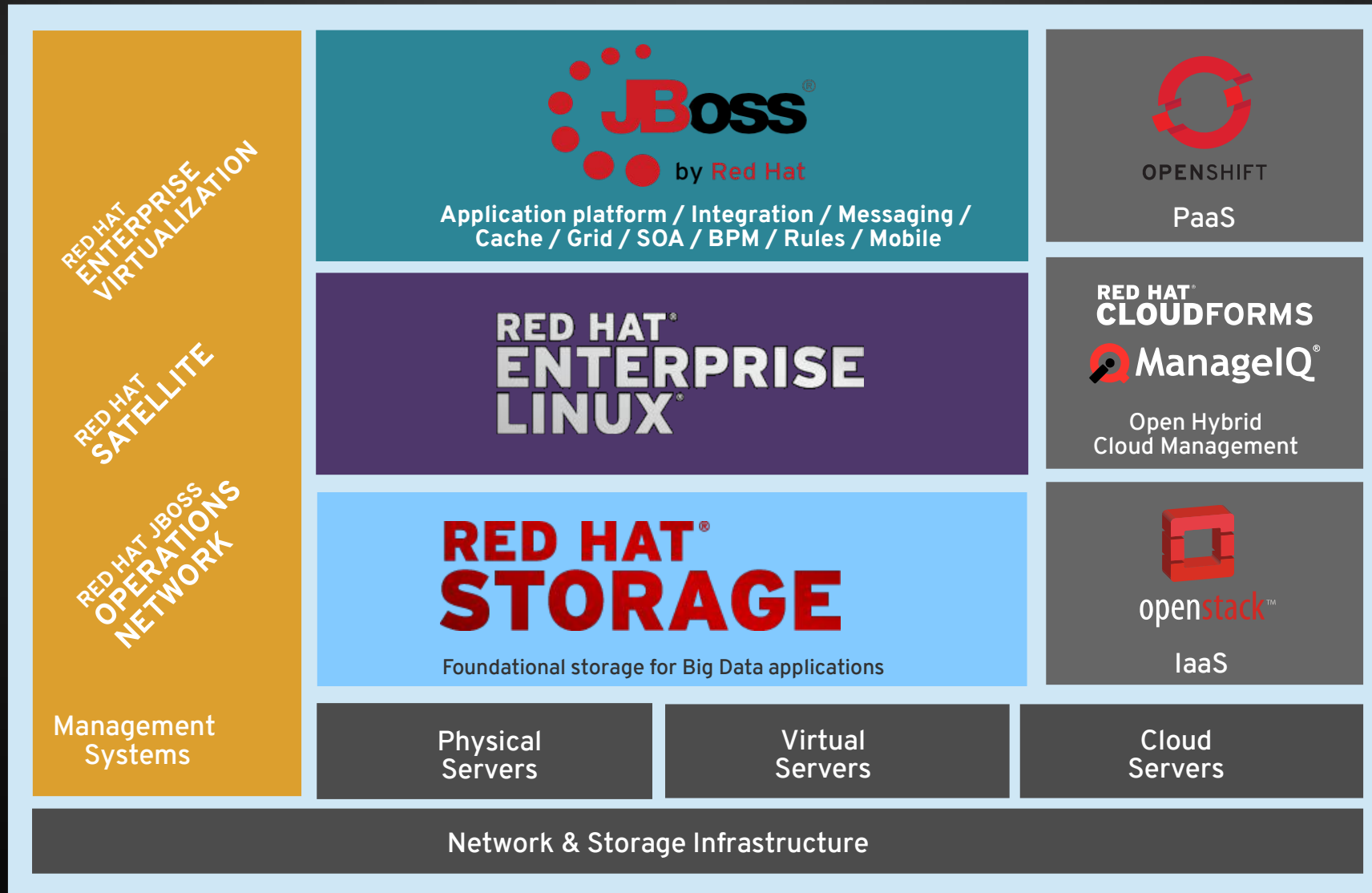
YEARS
AWARDED:

2011 2013 2015
2012 2014



“ 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 toward one-time licensing in every deployment.
– VINAY ANAND, chief operating officer, Enhancesys Innovations

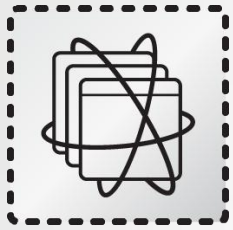
enhancesys™



“ I wouldn't be in the SaaS business if it weren't for Red Hat. If we'd had to make the capital investment in infrastructure that HP-UX or Solaris required, the margins for achieving profitability [...] just wouldn't be there.

—MARK TIRSCHWELL, CTO

Changing Customer Dynamics Driving New Demands, Requirements



Faster, more agile
application
development

New delivery and
service models
required

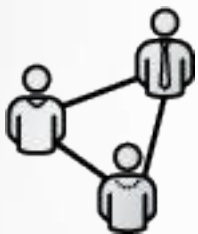
Modular, flexible
platform.
Designed for ITaaS



Manage increasing
complexity to
incorporate growing
LOB needs

Vibrant and
trustworthy
ecosystem

Agile and scalable
innovation and
productization
model



Developers gaining
greater influence
over decision making

Balance needs of
operations and
applications
developers

Developer
experience

RED HAT ENTERPRISE LINUX 7 HIGHLIGHTS

FLEXIBLE

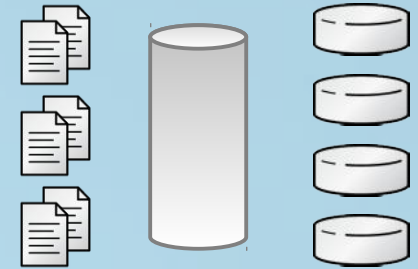
LIGHTWEIGHT APPLICATION ISOLATION (LINUX CONTAINERS)



WINDOWS INTEROPERABILITY



SCALABLE FILE SYSTEMS

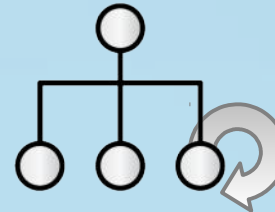


STABLE AND EFFICIENT

OPTIMAL PERFORMANCE VIA PROFILES



STREAMLINED INSTALLATION AND DEPLOYMENT



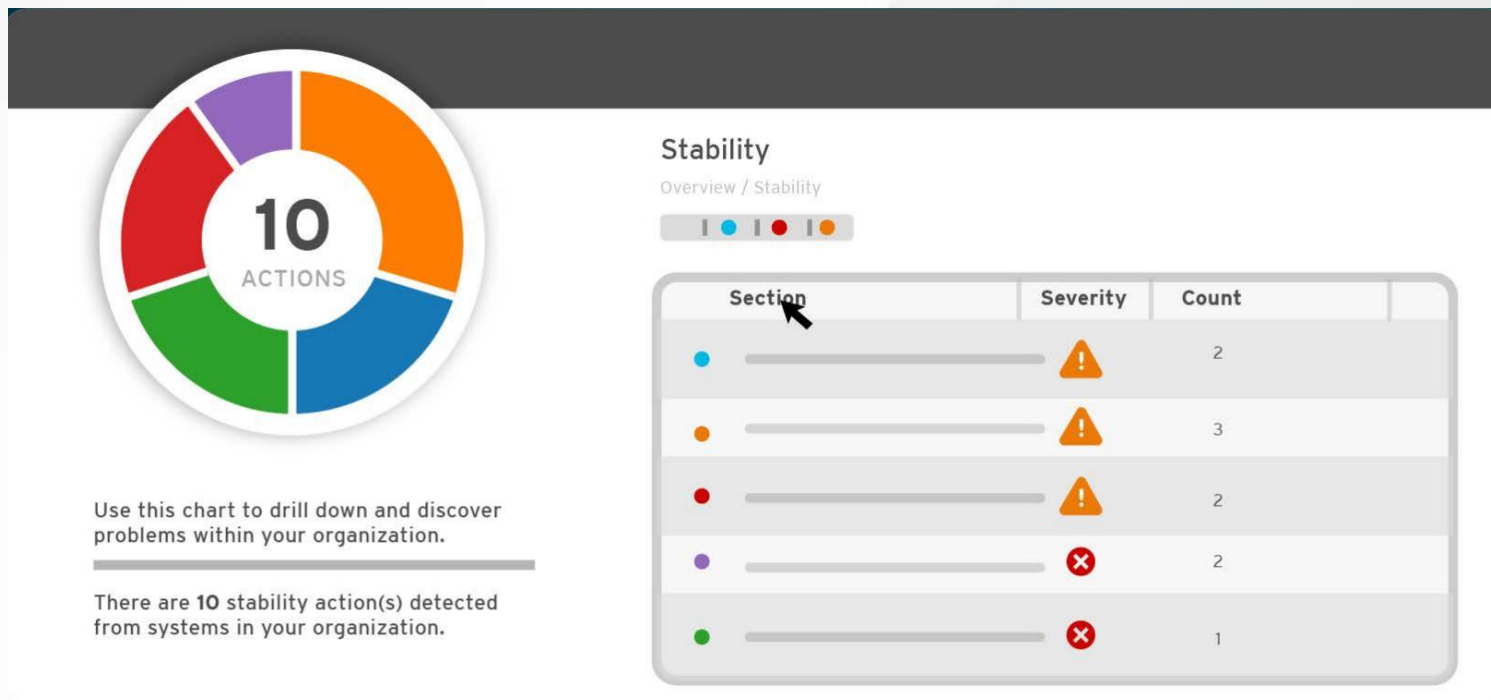
SYSTEM MANAGEMENT AND FEATURES




CERTAINTY OF MISSION-CRITICAL RELIABILITY AND MILITARY-GRADE SECURITY

Red Hat Insights: Proactively Manage Your Infrastructure

- Red Hat Insights is an add-on operational analytics service designed to help you proactively identify, prioritize, and resolve critical issues in your Red Hat Enterprise Linux environment before they impact business operations.




Red Hat Insights: Verified Resolution Steps and Support Resources

 Stability > Transparent hugepages unsuccessfully disabled


DETECTED ISSUE

STEPS TO RESOLVE

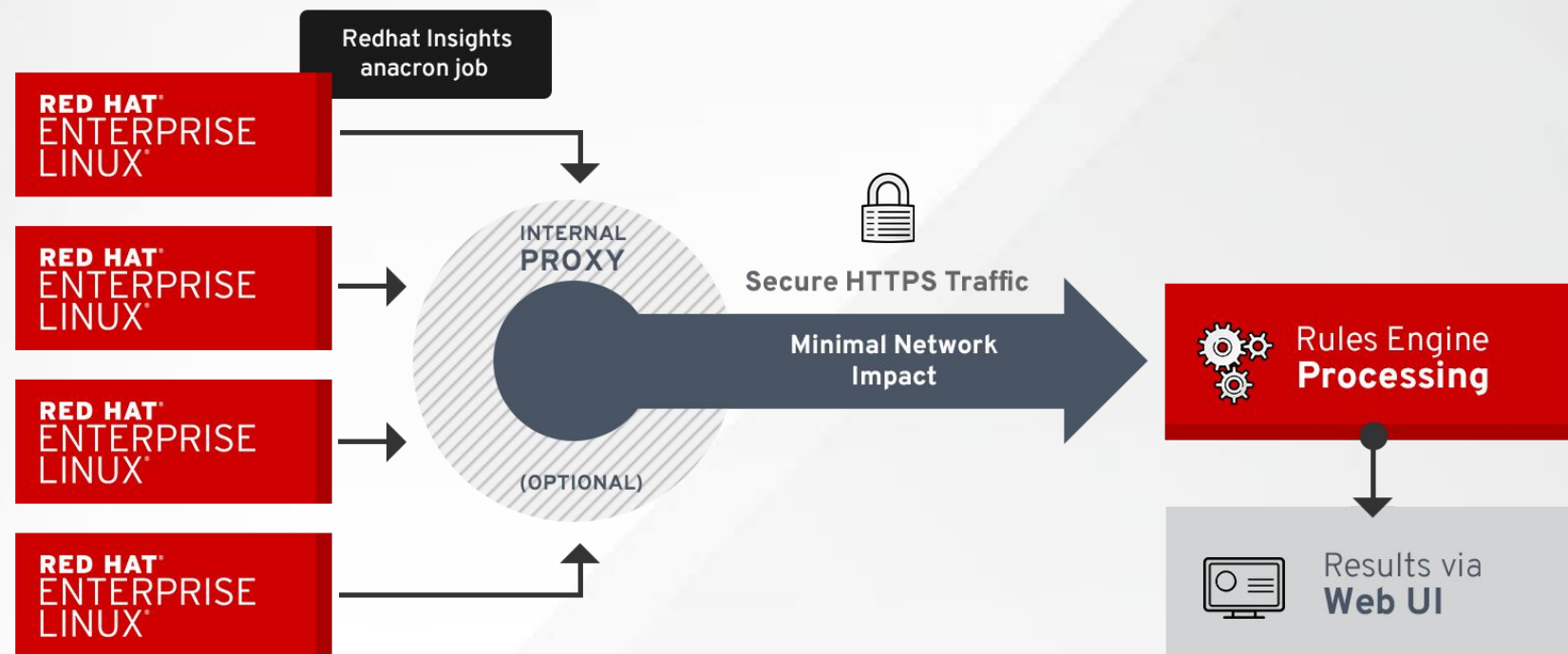
 Related Knowledgebase articles:

18

RED HAT CONFIDENTIAL | NDA REQUIRED

 redhat.

Red Hat Insights: Daily Risk Assessment



Red Hat Sights: Complete Stack Analysis

RED HAT INSIGHTS

Applications
Red Hat Enterprise Linux
Device drivers
Firmware
Physical hardware

AMD

vmware®



EMULEX®



IBM





CISCO™

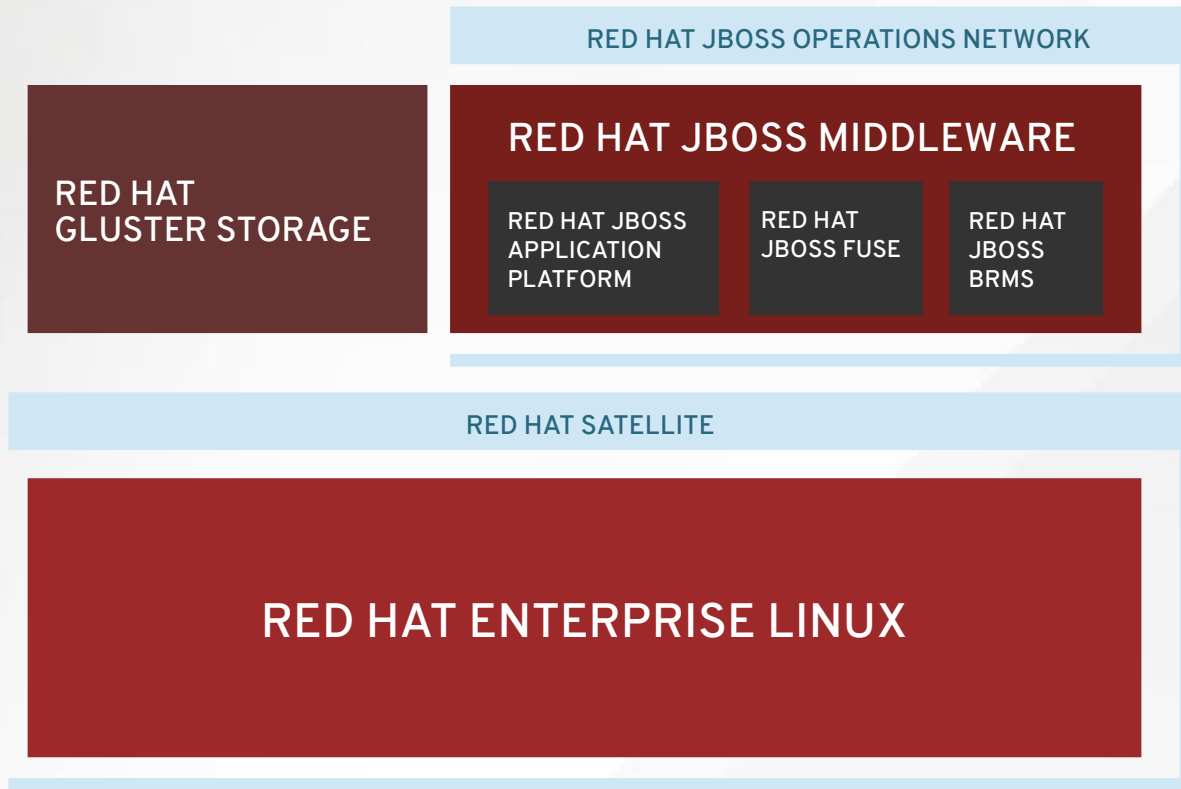
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ORACLE®

Red Hat Insights

	Red Hat Insights is delivered via the Red Hat Customer Portal and Red Hat Satellite.
	Red Hat Enterprise Linux (Version 6+) subscription includes registration for up to 10 systems. To register additional systems, please contact Red Hat sales.
	To get started and register systems with Red Hat Insights, visit: access.redhat.com/getting-started .
	To learn more about Red Hat Insights, visit: access.redhat.com/insights .



“Red Hat Gluster Storage 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 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





ACCELERATE

Develop your applications faster and deploy them across any environment.

- **Provide innovative solutions for dynamic business environments**
- **Scale elastically with fewer data bottlenecks**



INTEGRATE

Connect systems, applications, and data across your entire enterprise.

- **Application integration**
- **Messaging**
- **Data virtualization**



AUTOMATE

Automate business processes to react quickly to IT changes.

- **Complex event processing for faster decision making**
- **Better collaboration between business and IT teams**

RED HAT JBOSS MIDDLEWARE

RED HAT JBOSS
ENTERPRISE
APPLICATION
PLATFORM

RED HAT
JBOSS FUSE

RED HAT
JBOSS
BRMS

RED HAT MOBILE

RED HAT MOBILE
APPLICATION
PLATFORM

RED HAT ENTERPRISE LINUX

RED HAT SOFTWARE COLLECTIONS

PYTHON

RUBY

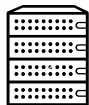
JAVA

...

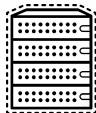
DOCKER CONTAINERS



OPENSIFT BY RED HAT



BARE METAL



VIRTUALIZED



PRIVATE CLOUD

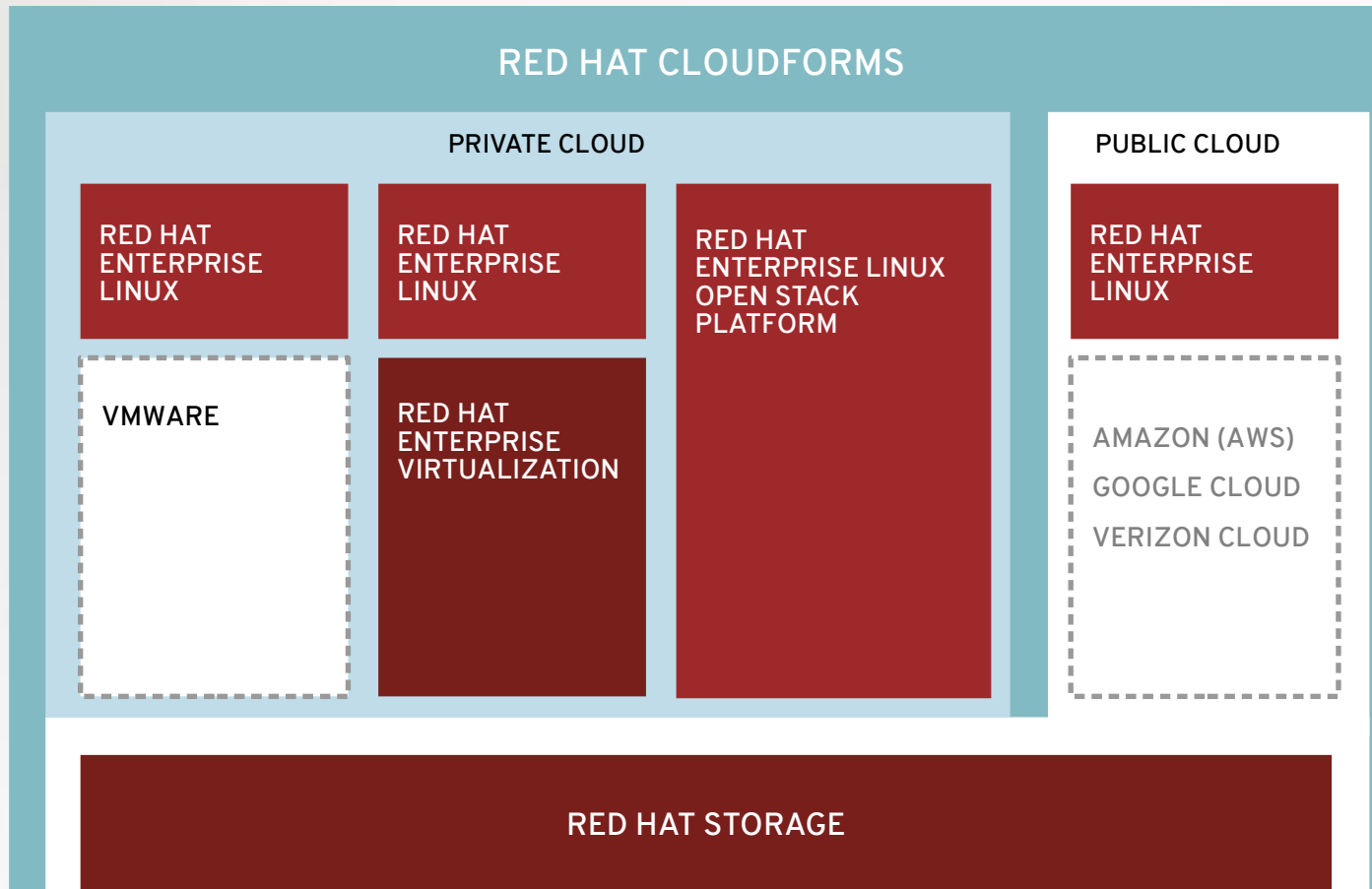


PUBLIC CLOUD

“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 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

Telefonica

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**

PROTECTING CUSTOMERS

OPEN SOURCE ASSURANCE PROGRAM

- Assurances for customers purchasing Red Hat subscriptions
- Designed to allow customers to use their chosen solutions without interruption

OPEN SOURCE LEADERSHIP

- 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

RED HAT PATENT PROMISE

Commitment not to enforce patents with respect to open source software

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:

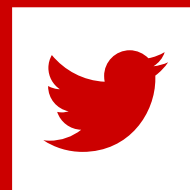
- Exceptional price/performance
- Operational flexibility
- Open source quality and innovation
- Alignment with customer requirements

THANK YOU.



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on Twitter

twitter.com/RedHatNews



RedHatVideos
on YouTube

youtube.com/RedHatVideos



Red Hat
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