

OS EC

FORUM 2017

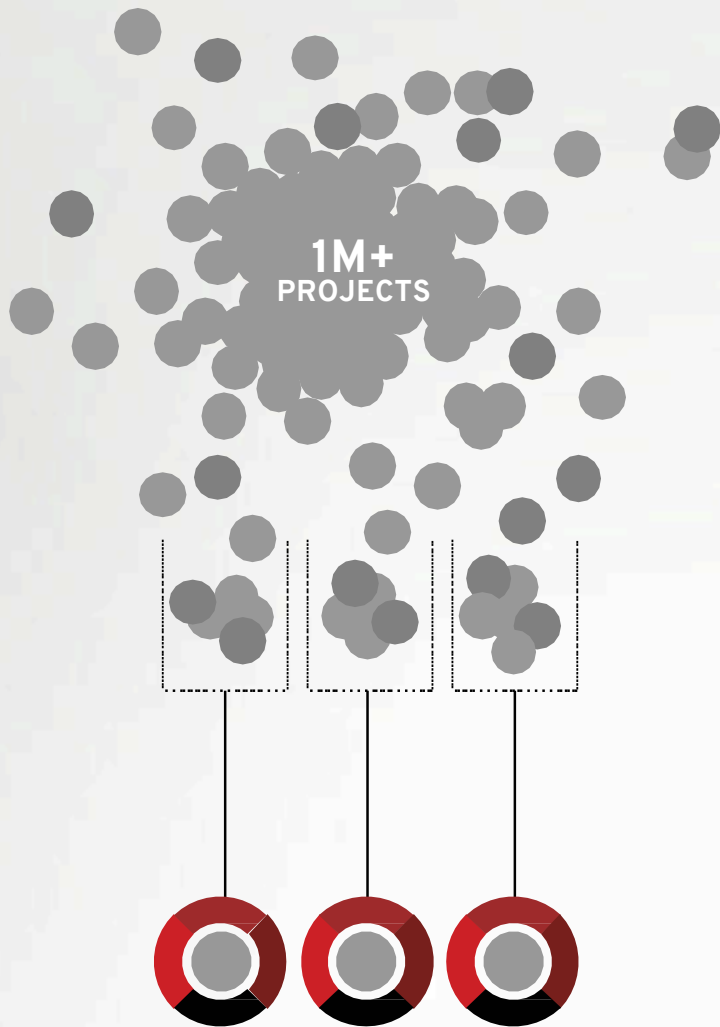


Tam gdzie jakość ma znaczenie, czyli Red Hat w świecie Open Source

Magdalena Szopińska

Channel Sales Account
Manager, Red Hat

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.

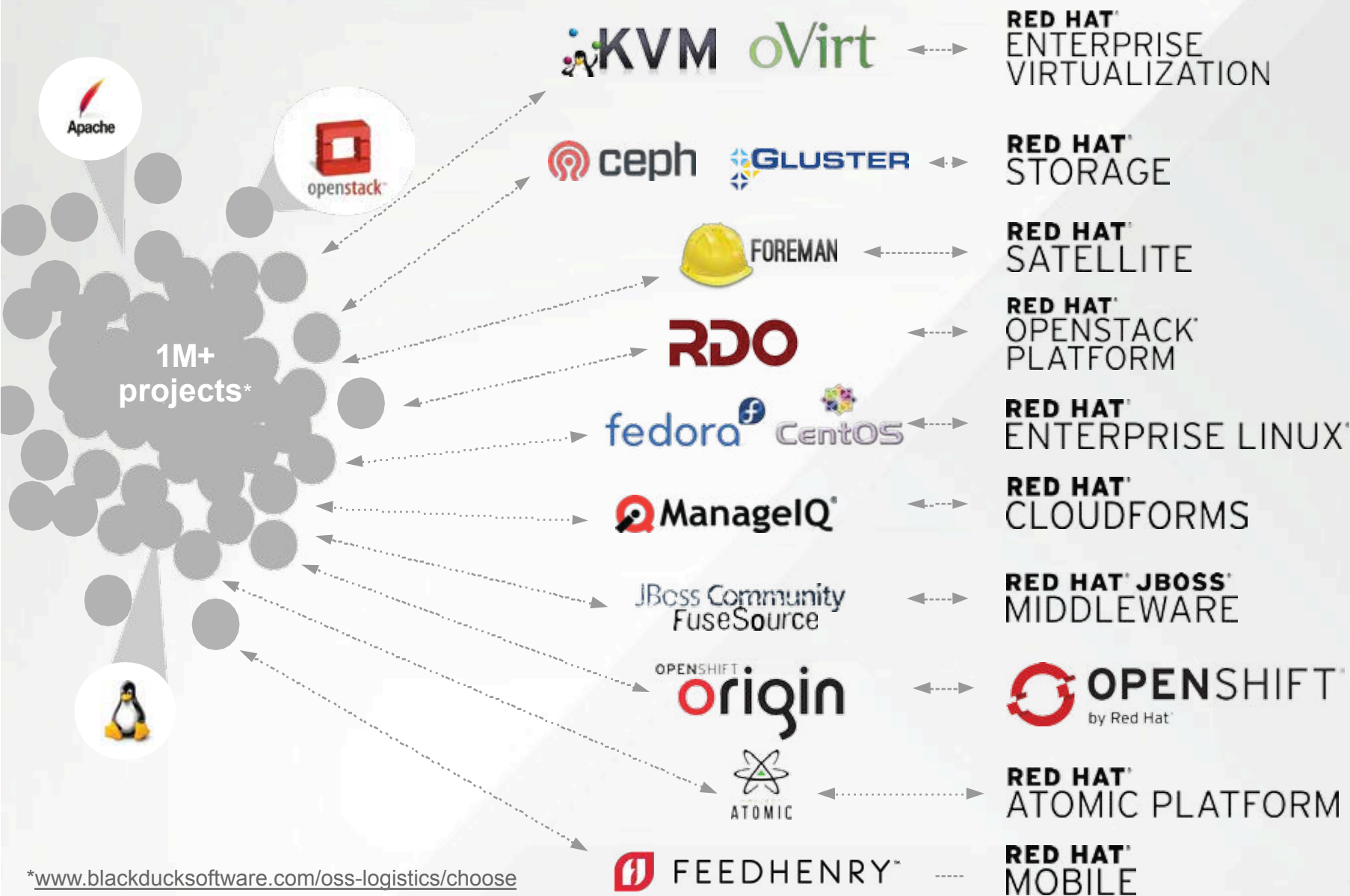
We enable software and hardware partners, customers, and academia to participate at every stage of development.



“ 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

finanzinformatik
technologie service

OPEN SOURCE TO THE ENTERPRISE



*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.

#1 OPEN SOURCE LEADER



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

~10,000
EMPLOYEES

85
WORLDWIDE
OFFICES

 **35**
COUNTRIES

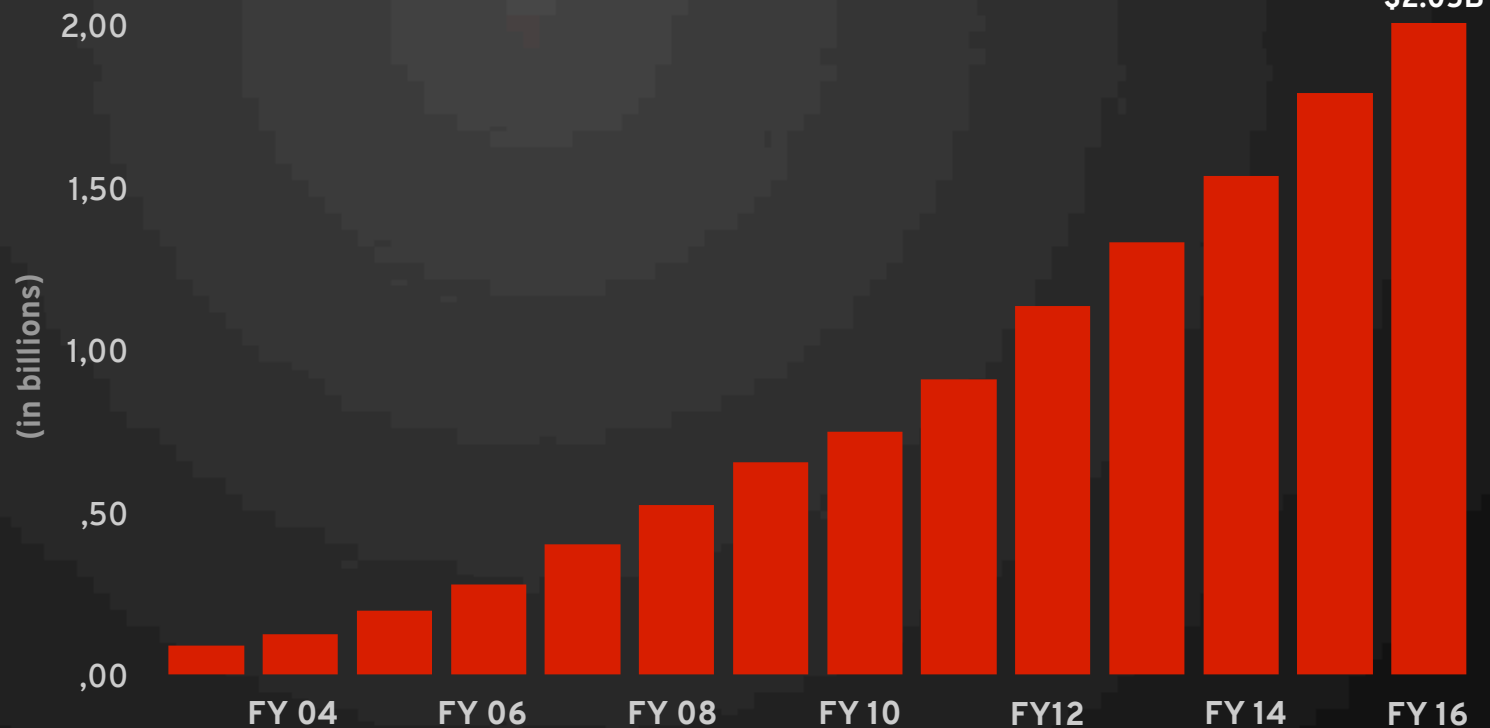
 AWARD-WINNING
SOLUTIONS

S&P
500
COMPANY

NYSE:
RHT

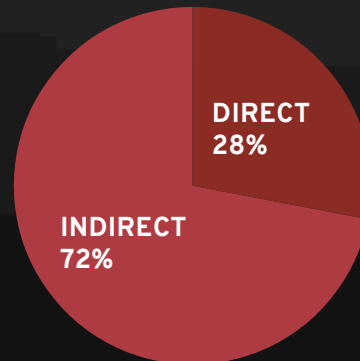


COMPANY REVENUE FY 2003 – FY 2016

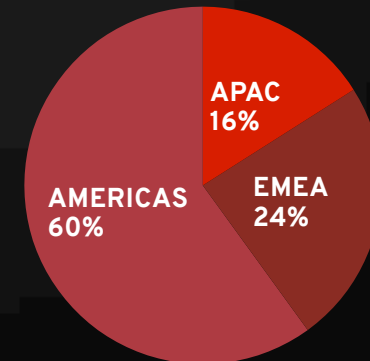


the **FIRST**
\$2 BILLION DOLLAR
OPEN SOURCE COMPANY
 in the
WORLD

BOOKINGS BY CHANNEL FY2016



GLOBAL BOOKINGS FY2016



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

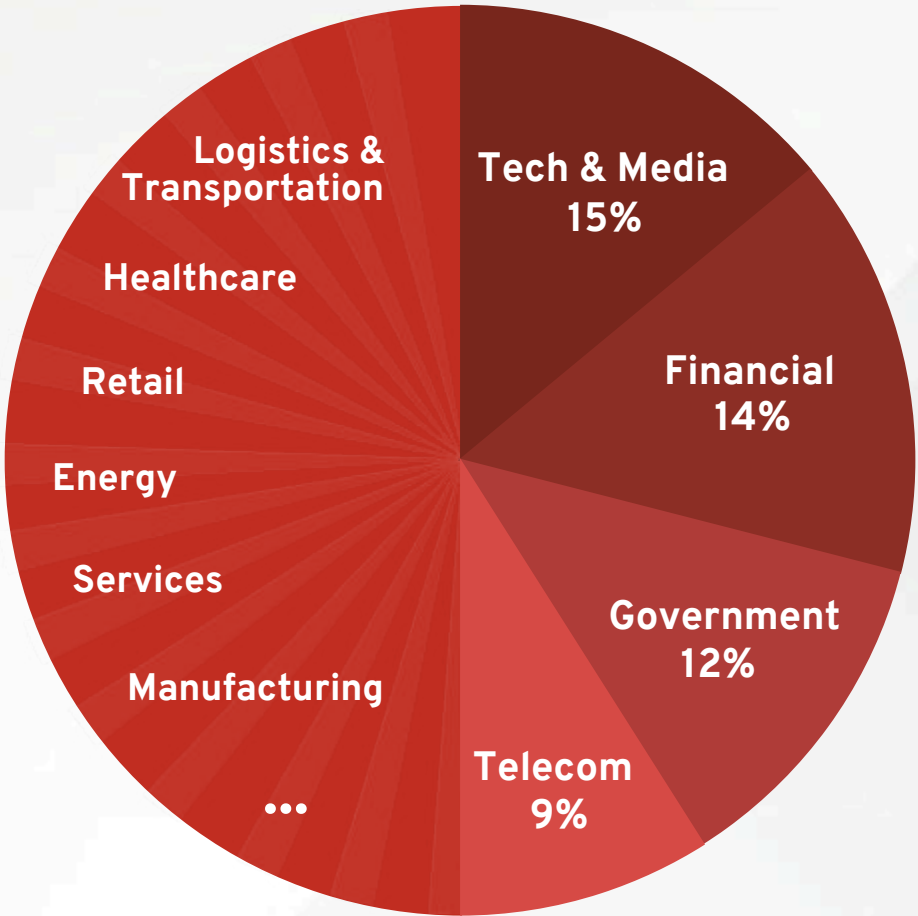


WIDE-RANGING EXPERIENCE



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

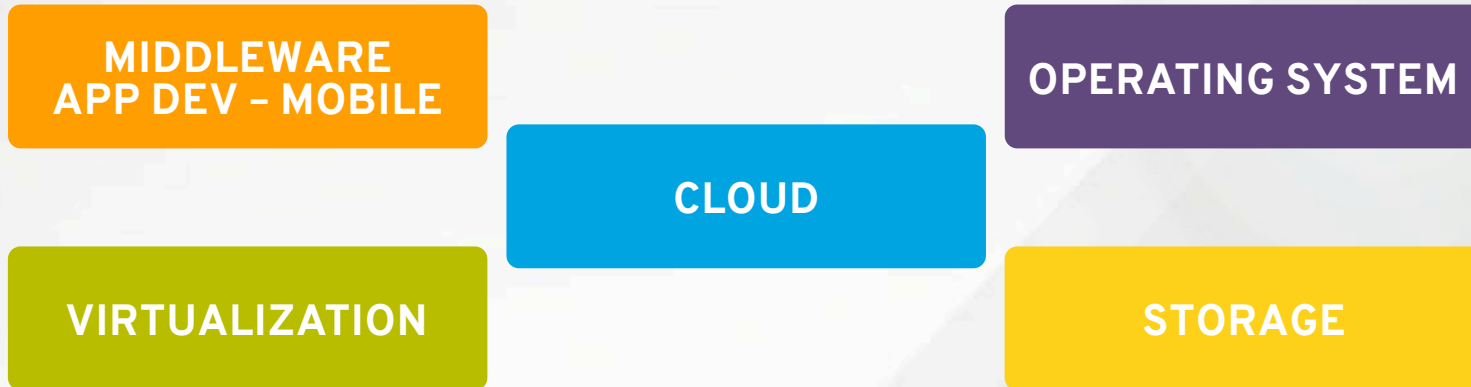
50% of the world's trading volume is powered by Red Hat products and solutions.

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

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

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™

DOING BUSINESS WITH TODAY'S I.T. VENDORS



MICROSOFT, VMWARE, ORACLE

RED HAT

PURCHASE PROCESS	Complex purchasing scenarios	Designed for flexibility and simplicity
COMPATIBLE SOFTWARE & HARDWARE	Focus on vendor-only solutions	Comprehensive third-party ISV and OEM certifications
MAINTAINING	Complicated support and maintenance products	Unlimited, fully inclusive support, updates, upgrades, and maintenance
LICENSING	Proprietary, closed	GPL, open
LEGAL ASSURANCE	Indemnification, proprietary IP	Indemnification, open IP
ADOPTION STRATEGY	High cost-of-entry, high cost-of-exit (lock-in)	Low cost-of-entry, portability with low cost-of-exit
BUDGETING	Purchase: Capital expense Sustaining: Operational expense	Subscriptions: Operational expense only

COMPLEX, MULTI-FACETED MODEL

ALL-INCLUSIVE SUBSCRIPTION MODEL

“ 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

RED HAT TRAINING AND CERTIFICATION

ADDRESSING THE SKILLS GAP IN YOUR ORGANIZATION



OPTION 1: HIRE

Time consuming
Expensive
Difficult



OPTION 2: CONTRACT

Quick
Expensive
Short-term



OPTION 3: TRAIN

Flexible
Cost effective
Long-term

*Training is **cheaper** than other alternatives when you consider the hidden costs of hiring, high turnover, low productivity, and employee disengagement*

WE CATER TO YOU



CURRICULUM

Spans the complete Red Hat portfolio

Cloud and DevOps

Linux and Middleware

Storage and Virtualization



DELIVERY

Options to match learning preferences

Classroom learning

High definition video

On-site team training

Virtual training



AVAILABILITY

Address the needs of global workforces

Accessible in over 200 countries

Available in up to 9 languages

Nobody is better qualified to address the diverse and varied training needs of global organizations using Red Hat products than Red Hat training

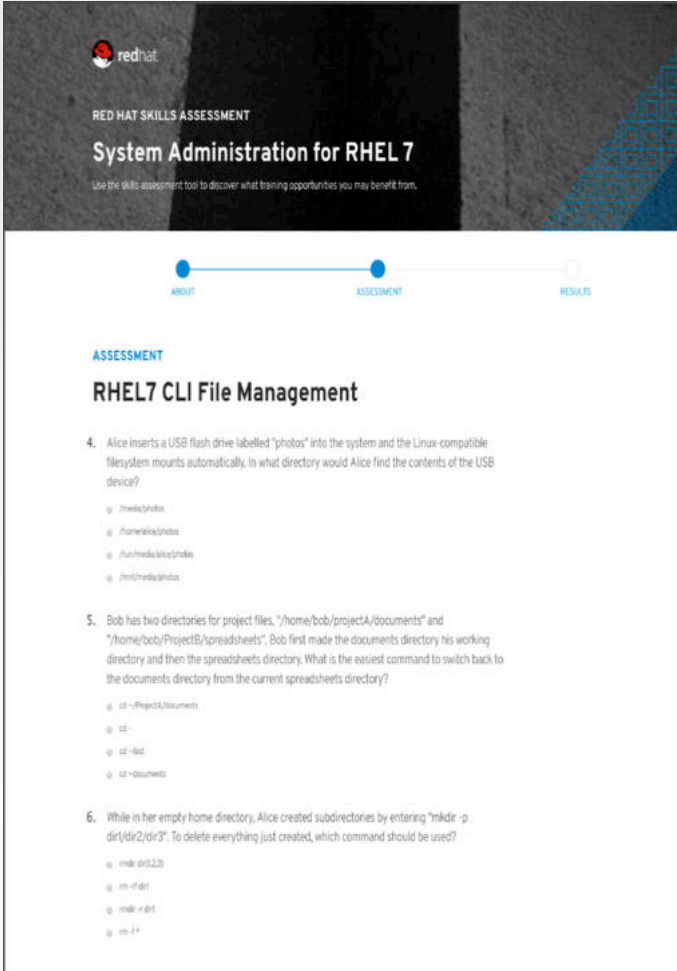
ASSESS, TRAIN, VALIDATE

Learning based on your needs, not ours

RED HAT SKILLS

ASSESSMENTS

- No-cost assessments available online
- Covers the Red Hat Training portfolio
- Identifies strengths and areas for improvement
- Provides personalized recommendations
- Helps IT professionals focus on what they need to learn



redhat

RED HAT SKILLS ASSESSMENT

System Administration for RHEL 7

Use the skills assessment tool to discover what training opportunities you may benefit from.

ABOUT ASSESSMENT RESULTS

ASSESSMENT

RHEL7 CLI File Management

4. Alice inserts a USB flash drive labelled "photos" into the system and the Linux-compatible filesystem mounts automatically. In what directory would Alice find the contents of the USB device?

- /media/photos
- /home/alice/photos
- /run/media/alice/photos
- /mnt/media/photos

5. Bob has two directories for project files, "/home/bob/projectA/documents" and "/home/bob/ProjectB/spreadsheets". Bob first made the documents directory his working directory and then the spreadsheets directory. What is the easiest command to switch back to the documents directory from the current spreadsheets directory?

- cd -/ProjectA/documents
- cd -
- cd -/sd
- cd -documents

6. While in her empty home directory, Alice created subdirectories by entering "mkdir -p dir1/dir2/dir3". To delete everything just created, which command should be used?

- rm -r dir2,3
- rm -r dir1
- rm -r -d1
- rm -f

ASSESS, TRAIN, VALIDATE

Best-in-class curriculum and instructors

RED HAT TRAINING

- **Job role and solution focused**
- **Task driven instructional design** focused on real-world solutions
- **Curriculum designed on input** from support, engineering, consulting and management
- **Concepts reinforced** by hands-on labs

RED HAT INSTRUCTORS

- **20 years of experience in IT**
- **11 years experience with Red Hat**
- **11 years of experience teaching**
- **100% Red Hat certified*** - with almost 50% being Red Hat Certified Architects

Red Hat training combines the highest quality courseware with instruction from true industry experts

ASSESS, TRAIN, **VALIDATE**

Ensure a return on your training investment



93% of Red Hat Certified Professionals agree that Red Hat's hands-on testing provides better measures of skills and knowledge

- 2015 Red Hat Certification Study

RED HAT CERTIFICATIONS ARE BEST OF

INDUSTRY

- > **100% performance-based** exams for students
- > **Strict security** ensures legitimacy of results
- > **Flexible testing options** allows for convenience in validating employee skills
- > **Online verification system** for certification

CONTINUOUS LEARNING WITH RED HAT LEARNING SUBSCRIPTION

Maximize your training budget and retention

24/7 learning access

All 50+ online courses
added

Immediate access to new
courses

Continuous learning at
continuous value

400 hours of lab time

Exams included (Standard
option)

“Continuous learning inspires innovation. Keeping the skills of our IT team up-to-date and providing them with the right training is essential. By equipping the team with high-level technical competency and knowledge of best practices, we are able to innovate and consistently deliver high quality solutions to our customers.”

- Anurag Sindhwani, Vice President and Head of Technology and Architecture, Xchanging Malaysia SDN

The Value of Authorized Red Hat Training

Red Hat training and certification is the best way for employees to acquire new skills or sharpen existing ones and increase productivity. It is also the best for organizations to ensure that employees have the skills needed to achieve organizational objectives and maximize technology investments. What sets Red Hat training and certification apart from other providers?

Red Hat Authorized Training includes:

- **Red Hat Hands-on labs**
- **Complete Red Hat product ecosystem**
- **Certified Instructors by Red Hat**
- **Hands-on Exams**
- **Red Hat original course material**

Unauthorized Training:

- **Do not use Red Hat labs or technical environment**
- **Do not cover the complete Red Hat portfolio of products**
- **Do not hire Red Hat Certified trainers**
- **Can not delivered Red Hat exams**
- **Provide unofficial material or courseware copies**

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



Dziękuję!



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