THE CIO'S ALTERNATIVE

BROCHURE

Red Hat is the world's leading provider of open source solutions, using a community-powered approach to provide reliable and high-performing **cloud, virtualization, storage, Linux, and middleware** technologies. Red Hat also offers award-winning support, training, and consulting services.

For the past 20 years, the Red Hat open source software development model has produced high-performance, cost-effective solutions. Our model mirrors the highly interconnected world we live in and takes advantage of the ability to share ideas and information worldwide, in seconds. It allows our customers to enjoy the highest levels of technology innovation while remaining aligned with real-world business requirements. Traditional, proprietary software development models cannot match this efficient, rapid, customer-focused method.

DOING BUSINESS WITH TODAY'S IT VENDORS

	Microsoft vmware ORACLE	redhat
Purchase process	Complex purchasing scenarios	Designed for flexibility and simplicity
Compatible software and 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 ENGAGEMENT	ALL-INCLUSIVE SUBSCRIPTION MODEL

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		redhat
Operating system	Microsoft Windows, Oracle Solaris, IBM AIX, HP/UX	Red Hat Enterprise Linux
PaaS	VMware Cloud Foundry/Pivotal, Microsoft Azure, Google App Engine, Stackato	OpenShift by Red Hat
Cloud orchestration	VMware vCloud Automation Center, RightScale Cloud Management, BMC Cloud Lifecycle Management	Red Hat CloudForms
IaaS	VMware vCloud Director, Citrix CloudPlatform, Eucalyptus Cloud, Microsoft System Center, Rackspace	Red Hat Cloud Infrastructure, Red Hat Enterprise Linux OpenStack Platform
Virtualization	VMare vSphere, Cirtrix XenServer, Microsoft HyperV	Red Hat Enterprise Virtualization
Storage	NetApp, EMC Isilon	Red Hat Storage Server
Application server	IBM WebSphere Application Server, VMware vFabric tc Server, Oracle WebLogic Server	Red Hat JBoss Enterprise Application Platform
Portal / WCM	IBM WebSphere Portal Server, Liferay Portal, Oracle WebCenter Portal	Red Hat JBoss Portal
In-memory data grid	IBM WebSphere eXtreme Scale, Oracle Coherence, VMware vFabric GemFire	Red Hat JBoss Data Grid
Enterprise service bus (ESB)	IBM WebSphere ESB and Message Broker, Oracle SOA Suite and ES, MuleSule ESB, Sonic ESB, Tibco ActiveMatrix	Red Hat JBoss Fuse Service Works
Data services	IBM InfoSphere Federation Server, Progress DataXend SI, Oracle Data Integration Suite, Composite Information Server	Red Hat JBoss Data Virtualization
Business rules	IBM Operational Decision Manger and IBM Business Process Manager, Oracle BPM Suite, Pegasystems Business Rules, FICO Blaze Advisor	Red Hat JBoss BRMS
Messaging	IBM WebSphereMQ, VMware vFabric RabbitMQ, Oracle AQ, Tibco EMS	Red Hat JBoss A-MQ

ABOUT RED HAT

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