



GAIN CHOICE IN HYBRID CLOUD DEPLOYMENT

SOLUTION BRIEF



“This partnership is a powerful win for enterprises, ISVs, and developers. With this partnership, we are expanding our commitment to offering unmatched choice and flexibility in the cloud today, meeting customers where they are so they can do more with their hybrid cloud deployments—all while fulfilling the rigorous security and scalability requirements that enterprises demand.”

SCOTT GUTHRIE,
EXECUTIVE VICE PRESIDENT,
MICROSOFT'S CLOUD +
ENTERPRISE DIVISION

ADVANCE BUSINESS WITH HYBRID CLOUD TECHNOLOGIES

Hybrid cloud technologies can help you achieve greater business agility, efficiency, and competitive advantage by unifying heterogeneous IT environments. As a result, 71% of cloud adopters use hybrid cloud technologies to move their business forward.¹ Interoperability and portability across environments are key to successful hybrid cloud implementations. Workloads must be able to run on multiple platforms and be moved as needs change. Management should be simple and unified. Application development needs to span physical, virtual, and private and public cloud infrastructures.

CREATE A UNIFIED ENVIRONMENT WITH RED HAT AND MICROSOFT

Together, industry leaders Red Hat and Microsoft give you more choice and flexibility for hybrid cloud deployments. The companies are committed to delivering enterprise-class operating systems, rigorous security standards, and an integrated support experience. Through their partnership, Red Hat and Microsoft:

- Deliver and support Red Hat® technologies on Microsoft Azure, making Red Hat Enterprise Linux® the preferred choice for production-grade Linux on Azure.
- Unify management for environments containing Windows and Linux workloads.
- Merge the Microsoft .NET and Linux development and application environments.

As a result, you can:

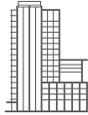
- Deploy applications, workloads, and containers based on Red Hat Enterprise Linux in a Microsoft Azure cloud environment.
- Simply manage your entire hybrid environment and application and container portability from a single interface.
- Easily develop applications that run in both Windows and Linux environments.

The Red Hat and Microsoft partnership offers many customer benefits for both end-users and independent software vendors (ISVs).

DEPLOY MORE FLEXIBLY

Flexibility is critical in allowing cloud environments to adapt to changing business needs. Red Hat and Microsoft extend enterprise customer choice with a variety of deployment and technology options that connect your datacenter and Microsoft Azure environments. Choose where to run your applications—in your datacenter or in your cloud environment—without complicating operations. Use Red Hat Cloud Access to easily move your Red Hat subscriptions to Azure or to launch a Red Hat Enterprise Linux virtual machine (VM) directly on Azure. The choice is yours.

¹ RightScale, “RightScale 2016 State of the Cloud Report,” January 2016.



ABOUT RED HAT

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to provide reliable and high-performing cloud, Linux, middleware, storage, and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As a connective hub in a global network of enterprises, partners, and open source communities, Red Hat helps create relevant, innovative technologies that liberate resources for growth and prepare customers for the future of IT.

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"The datacenter is heterogeneous, and the cloud is hybrid. With Red Hat and the leader in enterprise cloud workloads joining forces, our customers are the winners today as we unite on common solutions to help them solve challenges in the hybrid cloud. Together, we're offering the most comprehensive support agreement for our mixed technologies to support customers."

PAUL CORMIER, PRESIDENT, PRODUCTS AND TECHNOLOGIES, RED HAT

GAIN ENTERPRISE-GRADE SUPPORT

32% of cloud adopters cite a lack of resources and experience to be a challenge in cloud deployment.² Red Hat and Microsoft deliver comprehensive, integrated, global support across hybrid environments. Take advantage of a consistent support experience, regardless of whether you run Red Hat products on premise or in a Microsoft Azure cloud environment. Contact either company for support—Red Hat and Microsoft work together to determine where the issue resides and resolve the problem quickly and efficiently.

EXTEND CLOUD MANAGEMENT AND APPLICATION PORTABILITY

26% of cloud adopters have difficulty managing multiple cloud services.³ With Red Hat CloudForms, you can manage workloads across physical, virtual, and private and public cloud environments—including Microsoft Azure, VMware, Red Hat OpenStack® Platform, Red Hat Enterprise Virtualization, Microsoft Hyper-V, and Amazon Web Services (AWS)—from a single management console. Running Red Hat Enterprise Linux on Microsoft Azure also gives you a consistent enterprise platform and application programming interfaces (APIs) for certified applications and containers, providing increased portability across your entire hybrid cloud environment.

EXPAND YOUR APPLICATION DEVELOPMENT CAPABILITIES

Whether you are a software company or not, applications are essential to your business. Through collaboration on Microsoft .NET, Red Hat and Microsoft deliver a common, enterprise-grade platform for application development and deployment. Build applications using .NET and run them on infrastructure powered by Red Hat Enterprise Linux, including Red Hat OpenShift. Direct support for installation, configuration, and environment issues related to the .NET component in Red Hat technologies lets you create both internal and external applications with confidence.

GET STARTED WITH RED HAT AND MICROSOFT

Hybrid cloud technologies can help your organization succeed in fast-moving, competitive markets. Through integrated technology, joint support, unified management, and interoperable application development, Red Hat and Microsoft deliver more options for building, deploying, and managing a hybrid cloud environment, so you can choose the applications and platforms that meet your business needs today and in the future.

[Learn more at redhat.com/en/partners/strategic-alliance/microsoft.](http://redhat.com/en/partners/strategic-alliance/microsoft)

² RightScale, "RightScale 2016 State of the Cloud Report," January 2016.

³ Ibid.

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