The CIO's Alternative

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. This efficient, focused method outpaces traditional proprietary software development models.

Doing business with today's IT vendors

Doing business with Red Hat versus proprietary vendors

	vmware® / ORACLE®	Red Hat
Purchase process	Complex purchasing scenarios	Designed for flexibility and simplicity
Maintenance	Complicated products and support	Unlimited, fully inclusive support, updates, upgrades, and maintenance
Adoption strategy	High cost of entry and cost of exit (vendor lock-in)	Low cost of entry and cost of exit (portablity)

The CIO's alternative

		Red Hat solutions	Customer successes
Operating system	Microsoft Windows Server, Oracle Linux, Oracle Solaris, IBM AIX, Hewlett Packard Unix (HP-UX), SUSE Linux Enterprise Server, Ubuntu Server	Red Hat® Enterprise Linux	TransUnion®
Platform-as-a-Service (PaaS) and Container-as-a-Service (CaaS)	Pivotal Cloud Foundry & Container Service (PKS), IBM Cloud Kubernetes Service & Cloud Foundry, Amazon Elastic Container Service for Kubernetes (EKS), Microsoft Azure Kubernetes Services (AKS), Google Kubernetes Engine (GKE), Docker Enterprise, Mesosphere DC/OS Enterprise	Red Hat OpenShift®, Red Hat Developer Studio, Red Hat OpenShift Application Runtimes	BARCLAYS
Cloud orchestration	VMware vRealize Suite, IBM Cloud Orchestrator, HPE Cloud Service Automation, RightScale Cloud Management, BMC Cloud Lifecycle Management, Scalr, Cloudify	Red Hat CloudForms®	COX AUTOMOTIVE™

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	Red Hat solutions	Customer successes
Infrastructure-as-a-Service (IaaS)	VMware Integrated OpenStack® (VIO), Mirantis OpenStack, Ubuntu OpenStack, Huawei FusionSphere Openstack	Red Hat Cloud Infrastructure for Service Providers, Red Hat OpenStack Platform, Red Hat Satellite	
Virtualization	VMware vSphere, Microsoft Hyper-V Server, Citrix Hypervisor	Red Hat Virtualization, Red Hat Virtualization Suite	
Storage	NetApp (Solidfire, ONTAP, SANtricity), Dell EMC (Isilon, ScaleIO, Elastic Cloud Storage [ECS]), VMware vSAN, Scality RING, IBM (Cloud Object Storage, Spectrum Scale), Amazon AWS (S3, Elastic Block Store [EBS]), Portworx	Red Hat Gluster® Storage, Red Hat Ceph® Storage	
Application server	Oracle (WebLogic Server, GlassFish), IBM WebSphere Application Server	Red Hat JBoss® Enterprise Application Platform, Red Hat JBoss Web Server	
In-memory data grid	IBM WebSphere eXtreme Scale, Oracle Coherence, Hazelcast, Software AG Terracotta DB	Red Hat Data Grid	
Application/data integration, iPaaS, enterprise service bus (ESB)	IBM Integration Bus, Oracle (Integration Cloud Service, SOA Suite), MuleSoft Anypoint Platform, TIBCO Cloud Integration & BusinessWorks, Software AG webMethods, WSO2 Enterprise Integrator	Red Hat Fuse, Red Hat Fuse Online	
Data virtualization and services	Denodo, TIBCO Data Virtualization	Red Hat Data Virtualization	
Business rules management	IBM (Operational Decision Manager, Business Process Manager), FICO Decision Management Suite, ACTICO Platform	Red Hat Decision Manager	
Process automation	Appian, Pega Platform, Camunda (BPMN Workflow Engine, DMN Decision Engine)	Red Hat Process Automation Manager	
Messaging and Messaging-as-a-Service (MaaS)	IBM MQ, VMware Pivotal RabbitMQ, TIBCO (Enterprise Message Service, Cloud Messaging), Solace PubSub+, Confluent Platform	Red Hat AMQ, Red Hat AMQ Online	
System management	HPE OneView, BMC TrueSight Server Automation, Microsoft System Center Configuration Manager, Puppet Enterprise	Red Hat Satellite, Red Hat Insights	
Mobile	IBM MobileFirst Platform Foundation, SAP Mobile Platform , Kony AppPlatform, Telerik NativeScript, OutSystems Platform, Amazon Web Services (AWS), Microsoft Azure, Google Cloud Platform	Red Hat Mobile Application Platform	
IT automation	HPE XP7 Automation Director, BMC TrueSight Server Automation, Puppet, Chef, SaltStack Enterprise, shell scripts	Red Hat Ansible® Automation, Red Hat Insights	
Application programming interface (API) management	Apigee Edge, MuleSoft Anypoint API Manager, TIBCO Cloud Mashery, WSO2 API Manager, Kong Enterprise	Red Hat 3Scale API Management	