



HOW TO MAKE THE CASE TO MANAGEMENT: PAYING FOR OPEN SOURCE

The Value of a Red Hat Subscription

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“ WHY ARE WE PAYING
RED HAT FOR
FREE SOFTWARE ?

A RED HAT SUBSCRIPTION
frees up resources so you can

MOVE YOUR BUSINESS FORWARD
instead of maintaining the status quo

THE RED HAT SUBSCRIPTION ADVANTAGE

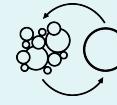


Access to INNOVATION & EXPERIENCE

- ▶ stable technology
- ▶ experience & support
- ▶ flexibility for your plans



direct hardware,
software, & cloud
partner roadmaps



lead & contribute to
open source
innovation



provide assurance
& certifications

Advocacy for your FUTURE REQUIREMENTS



YOU NEED TO FOCUS ON

BUSINESS INNOVATION

through digital transformation



Cost Efficiencies



Security



Predictability

“ WE CAN SAVE OPEX
WITH THIRD-PARTY
SUPPORT OR FREE,
SELF-SUPPORTED
OPEN SOURCE
SOFTWARE !

“ WHY DOESN’T AN
AIRLINE BUILD AND
MAINTAIN THEIR OWN
AIRPLANES ?

LET'S BUILD AN AIRPLANE





SIMILAR REQUIREMENTS FOR BOTH



Safely and effectively deliver passengers and goods.



Securely, reliably, and efficiently power the applications that drive your business.

SIMILAR REQUIREMENTS

- Technology
- Certifications & Compliance
- Assurances
- Experience/Support
- Security
- Flexibility with Long Life Cycles



TECHNOLOGY

Red Hat advocates for your requirements so your resources and budget can

FOCUS ON DIGITAL TRANSFORMATION

19% of revenue goes back into R&D¹

Contribute and lead upstream community innovation

Partner with thousands of hardware, software, and cloud partners to deliver enterprise innovation

Develop, test, and harden enterprise-ready open source

CERTIFICATIONS & COMPLIANCE

Red Hat gives you the certified components and tools so you can

OPERATE WITH CONFIDENCE

Common Criteria EAL 4+ security & FIPS 140-2 certified

1st OS with Linux Container Framework Support to be Common Criteria-certified (v7.1)

NIST-certified scanner with National Checklist Program content (e.g., DISA STIG)

Red Hat Insights for continued monitoring & remediation

ASSURANCES

Red Hat assurances
**PROTECT YOUR
INVESTMENTS**

Thousands of certified hardware, software, and cloud solutions

Complete infrastructure stack and the tooling to manage the entire environment

Long life-cycle compatibility commitments:

- Stable kernel ABIs
- Stable management interfaces
- Stable APIs and ABIs

EXPERIENCE & SUPPORT



Red Hat support gives
you predictability to
**CONTROL
OPERATING
EXPENDITURES**

100s of community projects driving innovation,
but 1 place to call when you need help

Access to portal, knowledgebase, and certified
engineers

Access to training

Access to round-the-clock support

SECURITY

Red Hat security support helps you to
SECURE YOUR INFRASTRUCTURE

Secure supply chain

Built-in security

73% of CVEs patched within 24 hours of public knowledge¹

Guidance for high risk CVEs (*the ones that matter aren't branded*)¹

Proactive security scanning from Red Hat Insights

SPECTRE AND MELTDOWN

Subscription Value



Partnered with Intel and other members of community under security embargo; Provided RHEL-specific code back to community to protect the ecosystem value

Released fixes on day one

- Only vendor to maintain application and third party driver compatibility with fix
- Backported fixes for all supported RHEL versions, architectures, variants, and the entire container portfolio beyond RHEL

The Red Hat Product Security Team provides **CONTINUOUS SECURITY**

FLEXIBILITY

Red Hat gives you the predictability to
EXECUTE ON YOUR TIMELINES

10-year life-cycle

Deploy the major version of your choice

Or park on a minor version

Extend beyond the life cycle for an additional 3 years



Reduced downtime and simplified management

Gained enterprise-grade security

75% reduction in annual server rack rental costs

Source:

Red Hat case study, CTOS improves agility for faster business expansion with Red Hat, November, 2017.

CUSTOMER SAVINGS

Migrated from community Linux to enterprise-supported open source solutions.



“ WE CAN SAVE OPEX
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SELF-SUPPORTED
OPEN SOURCE
SOFTWARE !

WHAT YOU REALLY GET

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Hidden OPEX, NOT eliminated

No security guidance or backports

Lack of predictability assurances for
hardware, software, and cloud
investments/compatibility

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A RED HAT SUBSCRIPTION IS TRUSTED BY

100%

of **airlines** in the Fortune Global 500 rely on Red Hat ^[1]



100%

of **telcos** in the Fortune Global 500 rely on Red Hat ^[2]



100%

of **commercial banks** in the Fortune 500 rely on Red Hat ^[3]



100%

of **U.S. executive departments** rely on Red Hat ^[4]



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LEARN MORE
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THANK YOU



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