



# 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

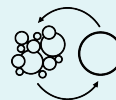
# THE RED HAT SUBSCRIPTION ADVANTAGE

## Access to INNOVATION & EXPERIENCE

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



direct hardware,  
software, & cloud  
partner roadmaps



lead & contribute to  
open source  
innovation

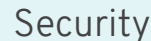


provide assurance  
& certifications

## Advocacy for your FUTURE REQUIREMENTS

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through digital transformation



“ 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&D<sup>1</sup>

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

1<sup>st</sup> 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 knowledge<sup>1</sup>

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

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.



cut in IT environment operating costs

“ WE CAN SAVE OPEX  
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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 <sup>[1]</sup>



**100%**

of **telcos** in the Fortune  
Global 500 rely on Red  
Hat <sup>[2]</sup>



**100%**

of **commercial banks** in  
the Fortune 500 rely on  
Red Hat <sup>[3]</sup>



**100%**

of **U.S. executive  
departments** rely on Red  
Hat <sup>[4]</sup>



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LEARN MORE  
[www.redhat.com/Value-of-Subscription](http://www.redhat.com/Value-of-Subscription)

RED HAT  
**SUMMIT**

# THANK YOU



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