



redhat

BUILD A PROFITABLE AND DIFFERENTIATED PaaS PRACTICE

with Red Hat OpenShift Practice Builder Program



BUILD. ACCELERATE. INNOVATE

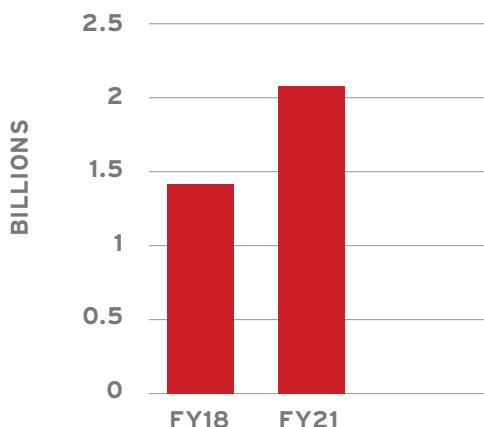
ACCELERATE YOUR CUSTOMERS' INNOVATION JOURNEY

With digital disruption, the speed of change and innovation is moving faster than ever. Nearly every organization is seeking better and faster ways to generate new ideas to keep them on the cutting edge. According to IDC¹, enterprise IT is transforming by taking a fresh approach and leveraging modern tools to help developers become more efficient in delivering innovative solutions.

Red Hat OpenShift is an award-winning application development platform that enables your clients to quickly, easily and securely build and deploy applications on nearly any infrastructure: whether it is on-premise, or in a private, public or hybrid cloud. Combined with Red Hat's comprehensive JBoss Middleware developer tools engineered for Red Hat OpenShift, DevOps and IT operation teams can take advantage of the powerful benefits of containerization and PaaS to build and modernize applications for the cloud, deliver new services at significantly lower costs, and accelerate the development process for quicker ROI.

A BILLION-DOLLAR MARKET THAT IS RAPIDLY GROWING

According to Gartner, the PaaS market is growing at CAGR of 18.3% worldwide, and the addressable market opportunities for Asia Pacific will be at 2.2 Billion in FY21.



WHY BUSINESSES LOVE OPENSIFT



66% faster
application development
lifecycles



38% lower
IT infrastructure
and development cost
per application



8 months
payback period

Source: "The Business Value of Red Hat OpenShift", IDC, October 2017

At Red Hat, we had close to 100 customers adopting OpenShift in the last 3 years, this has grown by more than 3 times.

What customers say about OpenShift



"Red Hat technology has helped us to work in a more efficient way, with speed and agility as the biggest outcomes. By continually using the (OpenShift) platform, we expect huge benefits over the coming months and years. We're just at the beginning of the journey."

Luis Uguina, Chief Digital Officer, Macquarie



"(We're now) delivering everything as a service. From 20% adoption to 40% in one year, (we're) planning to move 85% of all applications to the OpenShift platform. We (have) won the hearts and minds of developers."

Pat Healy, CTO, Deutsche Bank

USE CASES

Red Hat OpenShift Container DevOps Platform

Accelerate application delivery with containers and DevOps

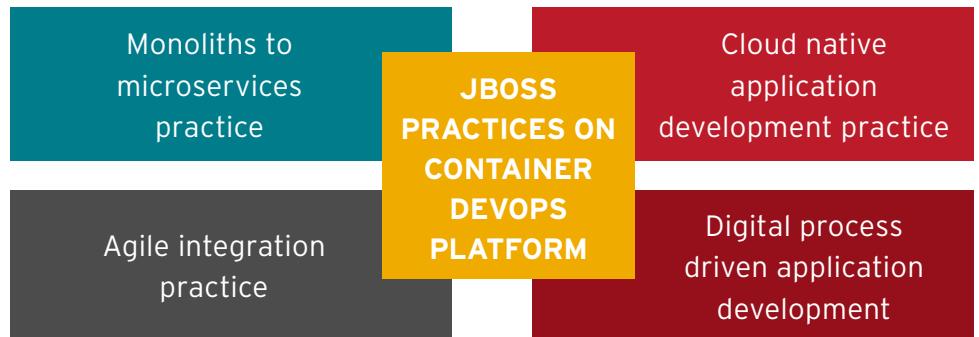
**OPENSIFT
CONTAINER
DEVOPS
PLAFORM**

Modernizing existing application & build next-gen applications

Adopt a consistent application platform for hybrid cloud deployments.

Innovative new applications, services and business model

JBoss Practices on top of Container DevOps Platform



What partners say about OpenShift



"Customers value OpenShift not just for providing a stable and supported Kubernetes distribution, but because it provides a comprehensive and fully supported enterprise container platform...one they can rely on to run their mission-critical applications. We in Wipro are excited to embark on this journey of Red Hat OpenShift which complements well in our transformation themes causing disruption in the industry today."

Dominic Dsilva, Practice Head, Cloud, Compute and Storage SIMS



"We believe Red Hat OpenShift Container Platform is the core technology to drive "Legacy-Digital Integration". NTT DATA offers this platform to maximize the value, generated from the customer systems, by promptly migrating their on premise assets to clouds. NTT DATA offers Red Hat OpenShift services in Europe, via Openshift-based PaaS by everis, and in the APAC market."

Hiroshi Tomiyasu, Technology and Innovation General Headquarters - NTT DATA

Join Red Hat OpenShift Practice Builder Program

Looking to create new and sustainable revenue opportunities for PaaS? The Red Hat OpenShift Practice Builder Program is designed to help systems integrators build a modern cloud native practice using Openshift and JBoss to take advantage of the significant and growing demand for containerized application development.

YOUR BENEFITS

New revenue opportunities

For every \$1 spent in OpenShift subscriptions, partners can generate \$5 in services*

New service capabilities

Add to your menu of offerings, including monolith-to-microservice application modernization, cloud native application development, API-centric agile integration, containerization, migration, DevOps, managed services and hybrid cloud delivery models.

Deeper customer relationships

Raise your relationship levels with your customers from transactional to deriving a business-aligned, agile and Minimal Viable Products (MVP) engagement model in a fast growing market.

Find out how you can join
the Red Hat OpenShift
Practice Builder Program,
visit [www.redhat.com/en/
openshift-practicebuilder](http://www.redhat.com/en/openshift-practicebuilder)
or contact
apac-partner-helpdesk@redhat.com



[@redhatnews](https://facebook.com/redhatinc)
linkedin.com/company/red-hat-redhat.com



SIGN UP NOW

Join the Red Hat OpenShift Practice Builder Program and receive:

**10% rebate for every US\$100K
new business booked***

**Up to US\$20K worth of
market development funds***

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.

NORTH AMERICA
1888 REDHAT1

**EUROPE, MIDDLE EAST,
AND AFRICA**
00800 7334 2835
europe@redhat.com

ASIA PACIFIC
+65 6490 4200
apac@redhat.com

LATIN AMERICA
+54 11 4329 7300
info-latam@redhat.com

The OpenStack word mark and the Square O Design, together or apart, are trademarks or registered trademarks of OpenStack Foundation in the United States and other countries, and are used with the OpenStack Foundation's permission. Red Hat, Inc. is not affiliated with, endorsed by, or sponsored by the OpenStack Foundation or the OpenStack community.

Copyright © 2018 Red Hat, Inc. Red Hat, Red Hat Enterprise Linux, the Shadowman logo, and JBoss are trademarks or registered trademarks of Red Hat, Inc. or its subsidiaries in the United States and other countries. Linux® is the registered trademark of Linus Torvalds in the U.S. and other countries.

Source: Gartner Enterprise Software Forecast 2017 Q4 and Gartner Cloud Systems Forecast 2017 Q4

* Source: Red Hat: An average value, ratios may vary by region.

*Terms & Conditions apply