



# The Business Value of Red Hat Solutions Compared to Unpaid Alternatives

Interviewed Red Hat customers attributed strong value to their decision to invest in paid Red Hat solutions, including Red Hat Enterprise Linux, Red Hat Satellite, and Red Hat Insights, by establishing more **efficient, cost-effective, and high performing IT infrastructures** for their businesses **compared with using alternative unpaid, unsupported open-source software alternatives.**

## KEY RESULTS



**26% lower**  
3-year cost of operations



**573%**  
3-year ROI



**6 months**  
payback period

### CUSTOMER QUOTE, HIGHER EDUCATION:

“We moved applications to paid Red Hat support because they are mission critical and must be available. It also made more sense from a total cost of ownership perspective to have an actual supported product.”

## IMPACT ON IT, SECURITY, AND DEVELOPMENT ACTIVITIES



**32% more efficient**  
IT infrastructure team



**56% more efficient**  
security team



**16% more productive**  
development team



**21% fewer number**  
of servers



**65% less time**  
to identify security risk



**35% less time**  
development life cycle

### CUSTOMER QUOTE, FINANCIAL SERVICES:

“We have a diverse infrastructure with various tools and technologies, and RHEL and Red Hat solutions allow us to manage the infrastructure more efficiently than with unpaid solutions.”

## BUSINESS AND PERFORMANCE BENEFITS



**81% less**  
unplanned  
downtime



**\$9.23M average**  
revenue gain  
per year



**\$21,200 average**  
productivity and revenue  
gains per year per 100 users

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