SOLUTION BRIEF

RED HAT OPENSTACK PLATFORM FOR CCSP PARTNERS
Secure, scalable platform for building public and private clouds

OVERVIEW

Innovation and agility are essential to succeed in a competitive business environment. As a result, 54% of organizations have implemented cloud technologies and a further 37% have plans to do so.[2] These organizations are choosing OpenStack®- the most popular open cloud platform- to help them increase agility and operational efficiency. Red Hat OpenStack Platform® combines the power of Red Hat Enterprise Linux® with Red Hat OpenStack technology to deliver a scalable and secure foundation to build and manage an open, private or public cloud. As an integrated, optimized, and managed foundation for production-ready clouds, Red Hat OpenStack Platform adds immediate value to the product portfolios of Red Hat Certified Cloud and Service Providers (CCSPs).

RED HAT OPENSTACK PLATFORM FOR CCSP PARTNERS

By choosing Red Hat OpenStack Platform, Red Hat's CCSP partners are able to benefit from the fast pace of open source project innovation while maintaining a stable platform for production deployments for public, private, and managed cloud services. With Red Hat OpenStack Platform, CCSPs can concentrate on delivering the cloud services their customers demand, while Red Hat maintains the core OpenStack code and the underlying Red Hat Enterprise Linux platform on which it depends.

Red Hat OpenStack Platform offers CCSPs access to several key service models. Partners providing managed private cloud services can swiftly deploy and scale their private cloud infrastructures with Red Hat OpenStack Platform's fully-integrated automation and management tools. While partners tasked with provisioning public cloud resources are able to scale their services to meet shifting client demand with usage-based pricing.

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RED HAT OPENSTACK FEATURE	BENEFIT TO CCSP PARTNER
Technology leadership	Red Hat is a top contributor to many upstream OpenStack projects and a long-time leader in Linux communities- which gives CCSPs an influential advocate to shape future OpenStack features and makes Red Hat an ideal supporter of full-scale OpenStack deployments.
Security	Military-grade Linux security technologies prevent intrusions and protect data when running in public or private OpenStack clouds.
Hardened for the enterprise	An extensive patching, bug-fixing, testing, and certification process ensures broad compatibility and performance with upstream community releases.
Performance	The Red Hat Virtualization Hypervisor, based on Kernel-based Virtual Machine (KVM) provides superior performance for OpenStack workloads.
Integrated orchestration	The Red Hat OpenStack Platform director provides system-wide orchestration of OpenStack resources, including bare-metal provisioning.
Reliable deployments with live upgrades	Red Hat OpenStack Platform provides consistent, automated cloud deployments. It features live orchestrated system upgrades and updates, ensuring long-term, production-ready stability with little downtime.
Highly available infrastructure	Red Hat OpenStack Platform maintains high availability and policy-driven measures, including failure recognitions, automated host node evacuation, downed node fencing, and automatically restarts workloads on remaining available hosts.

54%
of organizations have implemented cloud technologies

65%
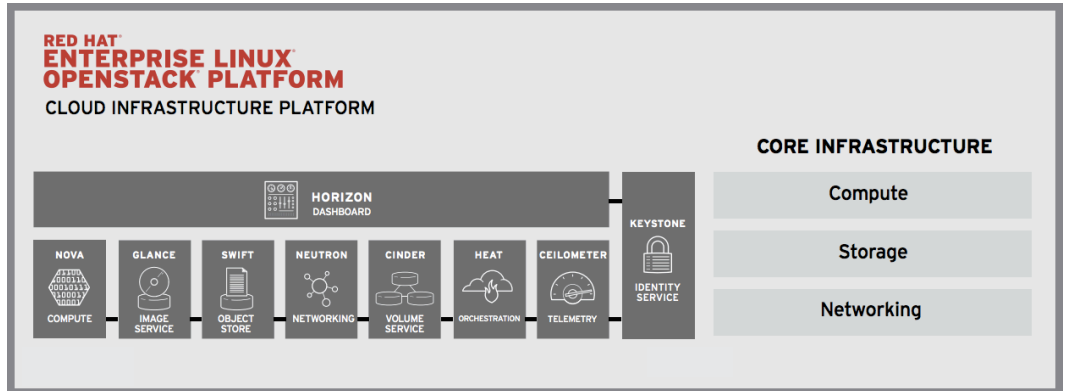of cloud adopters say OpenStack is important to their cloud strategy. [1]

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1) IDC, "Don't Get Left Behind: The Business Benefits of Achieving Greater Cloud Adoption," August 2015
2) RightScale, "RightScale 2016 State of the Cloud Report," January 2016

RED HAT OPENSTACK PLATFORM BENEFITS

IMPROVE IT SECURITY AND CONTROL

Security and compliance remain key concerns for cloud adopters.[3] Red Hat OpenStack Platform helps CCSP partners deliver cloud innovation and agility while retaining tight control of applications, data, and intellectual property. Ensure security and regulatory compliance throughout your cloud environment with an integrated platform. Red Hat OpenStack Platform is vigorously tested, patched, and commercially hardened for increased safety, stability, and reliability, so that CCSP partners can focus on creating added business value.

Additionally, Red Hat's dedicated security team provides timely fixes for Red Hat products. To date, Red Hat Product Security released patches for 98% of all Red Hat Enterprise Linux 7 security issues within one day. [4] Because Red Hat OpenStack Platform is based on an co-engineered with Red Hat Enterprise Linux, this protection extends throughout the cloud software stack. As the demand for public and private cloud resources continues to grow, Red Hat and its CCSP partners are able to benefit from these emerging revenue streams by providing a stable, interoperable, cloud platform that responds rapidly to security threats.

RED HAT CERTIFIED CLOUD AND SERVICE PROVIDER PROGRAM

The Red Hat CCSP program lets you offer trusted, secure, and enterprise-grade cloud and managed services to your customers based on Red Hat technologies. Premium support and joint customer resolution lets you deliver high-quality services and support to your own customers while access to training and enablement resources helps you successfully adopt a managed services business model.

Red Hat Certified Cloud and Service Provider Program		
Flexibility	Support (for the CCSP partner business)	Access (to enterprise OS technology)
• Pay-as-you-go pricing • Simplified procurement • Deliver Red Hat-based cloud and managed services	• 24x7 premium support • Large ecosystem of certified third-party solutions • Variety of training and enablement resources	• Consistent product updates • Security patches and bug fixes • Access to Red Hat technologies

ADDITIONAL RESOURCES
For more information on how to integrate Red Hat OpenStack offerings into your solution portfolio, please visit **redhat.com/ccsp**

3) RightScale, "RightScale 2016 State of the Cloud Report," January 2016
4) Information from redhat.com/security/data/metrics as on August 8, 2016