RED HAT CONNECT for business partners | **Certified Cloud & Service Provider Program**

SOLUTION BRIEF

# RED HAT VIRTUALIZATION FOR CCSP PARTNERS
## Lay the foundation for a seamless path to the cloud

## OVERVIEW

Virtualization has revolutionized the way organizations in every industry, agency, and government deploy and manage software. Whether executed on a datacenter, cloud, or mobile platform, virtualization can provide flexible application deployment options that improve the automation, scalability, and uptime of limited resources- increasing the efficiency of hardware, space, power, and cooling. Red Hat Virtualization has taken organizations beyond bare metal to meet critical virtualization demands for today and for the future. As a high performance, enterprise-ready virtualization solution that offers multiple cloud service models, Red Hat Virtualization adds immediate value to the product portfolios of Red Hat Certified Cloud and Service Providers (CCSPs).

## RED HAT VIRTUALIZATION FOR CCSP PARTNERS

Red Hat CCSPs offering Red Hat Virtualization are able to take advantage of private, public, and managed cloud service models. These service models free CCSPs to build and manage private cloud Infrastructure-as-a-Service (IaaS). Red Hat Virtualization provides common underlying services and management technologies for traditional virtualization workloads while providing an on-ramp to high-level cloud functionality.  Built on the powerful Red Hat Enterprise Linux platform, Red Hat Virtualization provides agility, security, reliability, and scalability for, resource-intensive, critical workloads. Red Hat Virtualization helps Red Hat CCSPs evolve their IT infrastructure while delivering the performance benefits, competitive pricing, and trusted environment end users expect from Red Hat.

| RED HAT VIRTUALIZATION FEATURE | BENEFIT TO CCSP PARTNER |
|---|---|
| Cost-effectiveness | With a lower total cost of ownership as compared to expensive proprietary solutions, Red Hat Virtualization enables partners to deliver competitively priced solutions and services without compromising performance. |
| Unparalleled performance and scalability | The KVM hypervisor in Red Hat Virtualization is an industry-leading platform capable of supporting the highest possible VM density, based on independent, public SPECvirt benchmarks. [1] |
| Flexibility | Based on open standards, Red Hat Virtualization supports Linux and Windows environments, and enterprise applications like Oracle and SAP, freeing partners and end users from vendor lock-in. |
| Security and reliability | Red Hat Virtualization incorporates secure virtualization and Security- Enhanced Linux (SELinux) technologies to harden the hypervisor against attack vectors aimed at the host or virtual machines. |
| Interoperability | Partners have access to open application programming interfaces that support the integration of existing and preferred tools such as Active Directory. |

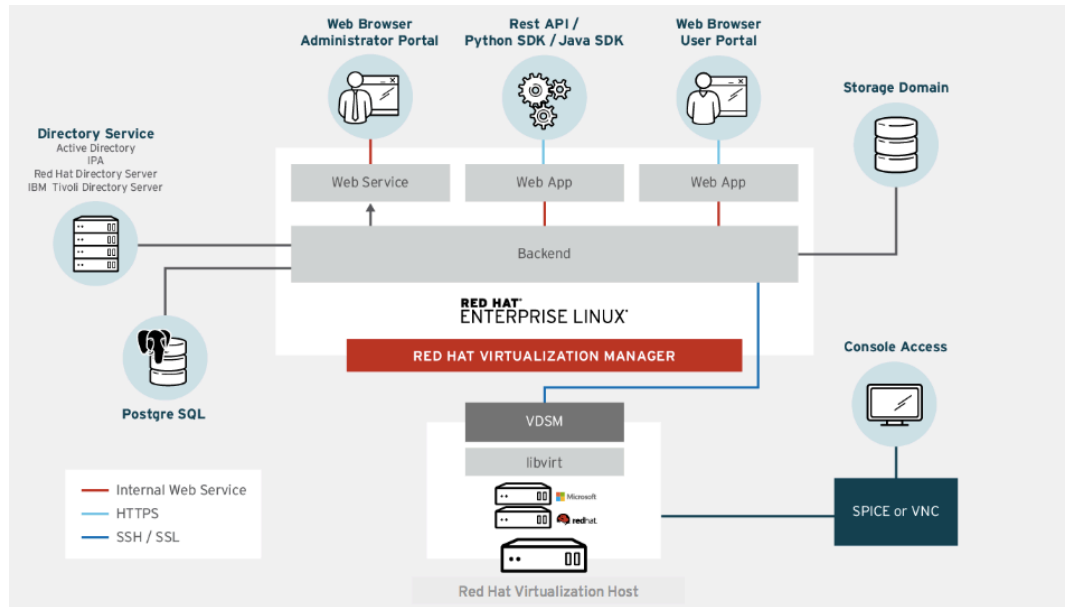1) https://www.spec.org/virt_sc2013/results/specvirt_sc2013_perf.html

## RED HAT VIRTUALIZATION OVERVIEW

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### ENHANCED SECURITY

Virtual environments have unique administrative and security threats that must be contained in an efficient and secure process. The security features of Red Hat Virtualization include Red Hat Secure Virtualization (sVirt) and proven Security-Enhanced Linux (SELinux) technologies. SELinux, first deployed in Red Hat Enterprise Linux 4.0, was developed by the National Security Agency, Red Hat, and the open source community. Red Hat Virtualization provides partners a powerful mix of enterprise-ready security features specifically developed to detect and prevent complex threats.

The Red Hat Virtualization architecture treats each virtual machine as its own process that is managed by a kernel-level hypervisor. Since each virtual machine process can be labeled by SELinux, it establishes a security boundary around each virtual machine. This security boundary is monitored and enforced by the kernel, restricting the virtual machine's access to resources outside of its boundary, such as host machine data files. As IT security threats become increasingly prevalent and complex, Red Hat and its CCSP partners are able to generate new revenue streams by providing an open, agile, secure virtualization solution that goes beyond bare metal.

### 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<br>• Simplified procurement<br>• Deliver Red Hat-based cloud and managed services | • 24x7 premium support<br>• Large ecosystem of certified third-party solutions<br>• Variety of training and enablement resources | • Consistent product updates<br>• Securitypatche and bug fixes<br>• Access to Red Hat technologies |

### ADDITIONAL RESOURCES

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