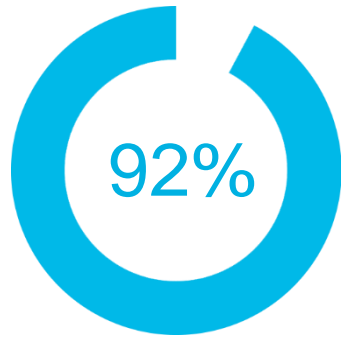


DON'T HOLD BACK

Break down the barriers to IT DevOps Innovation

With Red Hat OpenShift on Microsoft Azure from
Tech Data Cloud Solutions

According to research amongst CIOs:



Want to speed up application delivery to meet increasing demand¹



Working to accelerate service delivery²



Want to add more self-service capabilities³

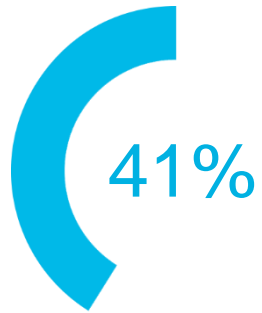
¹ IDG research study for CIO

² Red Hat's 2017 "CIO Top of Mind Survey". Red Hat Global Customer Tech Outlook Research for 2017. Conducted Sept & Oct 2016 by Tech Validate

³ Red Hat's 2017 "CIO Top of Mind Survey". Red Hat Global Customer Tech Outlook Research for 2017. Conducted Sept & Oct 2016 by Tech Validate



Open source supports CIO's in digital transformation



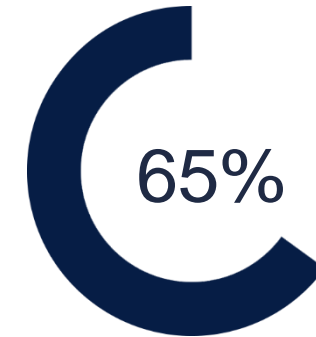
Open source increasingly drives modern applications

41% of decision makers say that increasing use of open source is a high or critical priority for 2016¹



Open source innovation is happening in the cloud

Over 60% of enterprises will adopt open source and open APIs for their cloud integration strategies³



Open source accelerates cultural transformation

65% of DevOps early adopters prefer commercial or community open source solutions²

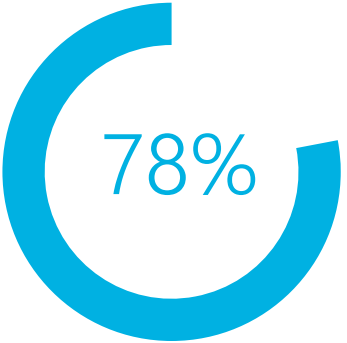
¹ Open Source Powers Enterprise Digital Transformation, Forrester Research, April 25 2016

² IDC Early Adopters DevOps Survey, July 2016

³ IDC FutureScape: Worldwide Cloud 2016 Predictions, November 2015



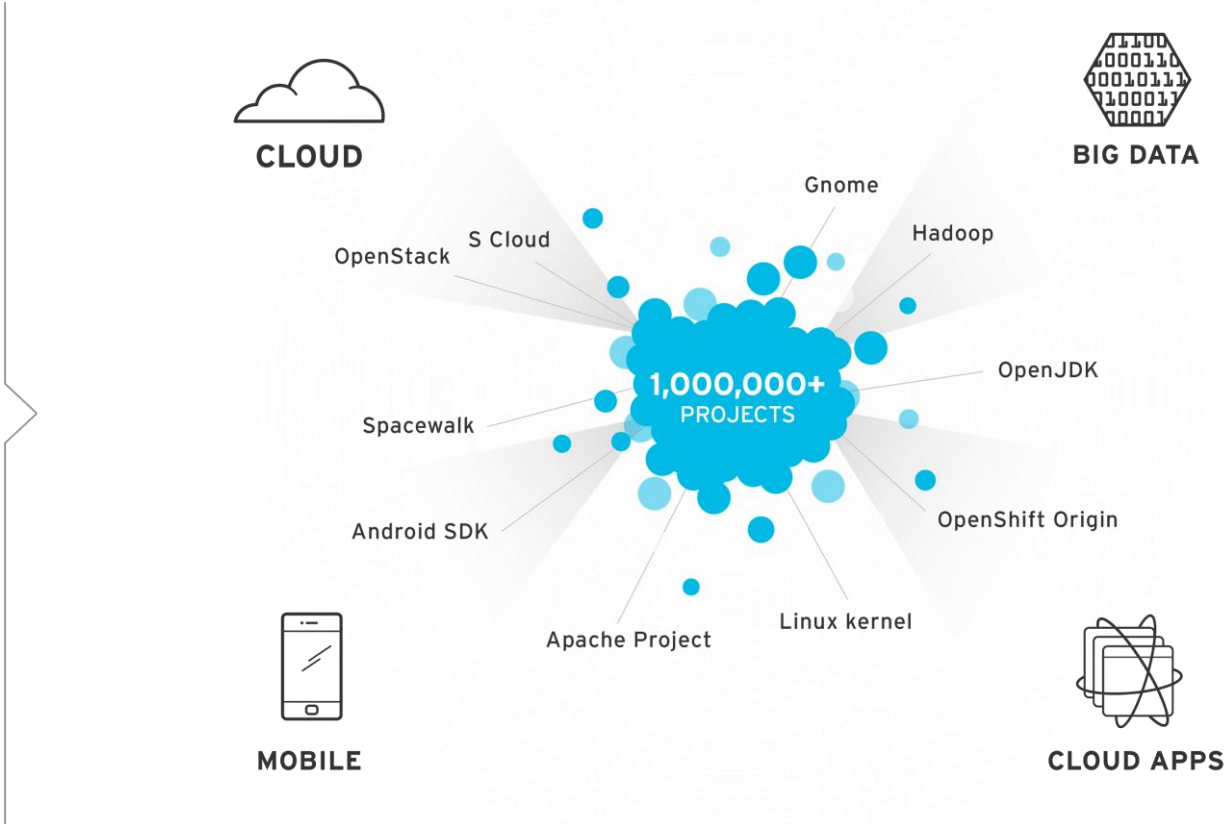
Open source fuels rapid innovation



of enterprises run open source.¹



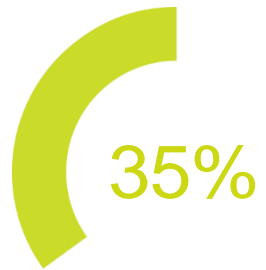
of companies are contributing to open software.²



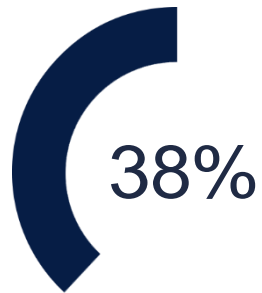
¹ Black Duck Software, 9th Annual Future of Open Source survey, 2015. www.blackducksoftware.com/2015-future-of-open-source
² Black Duck Software, 10th Annual Future of Open Source survey, 2016. www.blackducksoftware.com/2016-future-of-open-source³



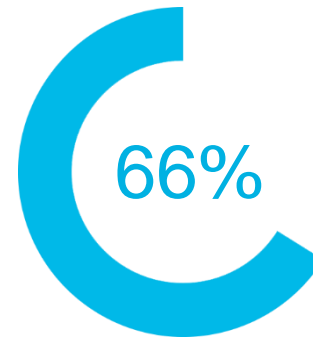
The Business Value of Red Hat OpenShift Container Platform



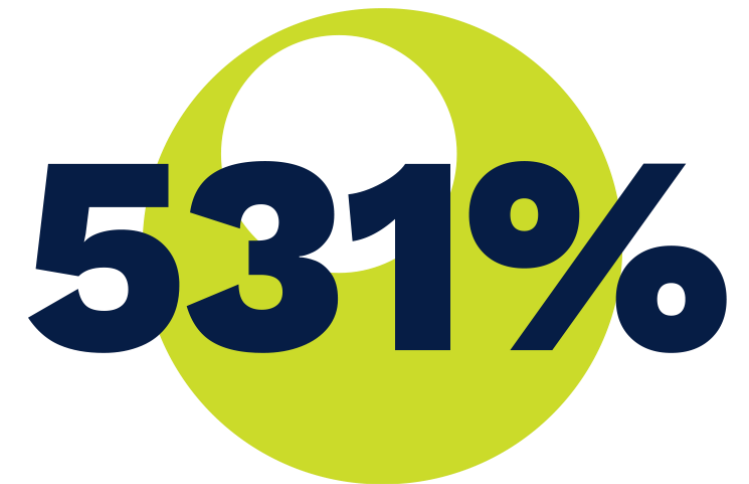
Less IT staff time
required per application
Developed*



Lower IT infrastructure
and development platform
costs per application*



Faster application
Development
lifecycles*



Average 5 year ROI*

*IDC research paper. October 2017. Surveyed organisations already using Red Hat OpenShift,

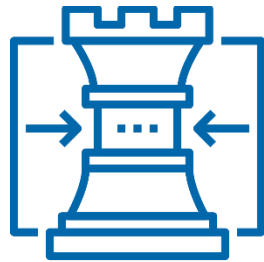


IT DevOps belongs in the cloud

▶ Key benefits of running Red Hat OpenShift on Microsoft Azure include:



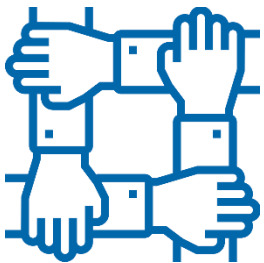
Security



Competitive advantage



Enable innovation



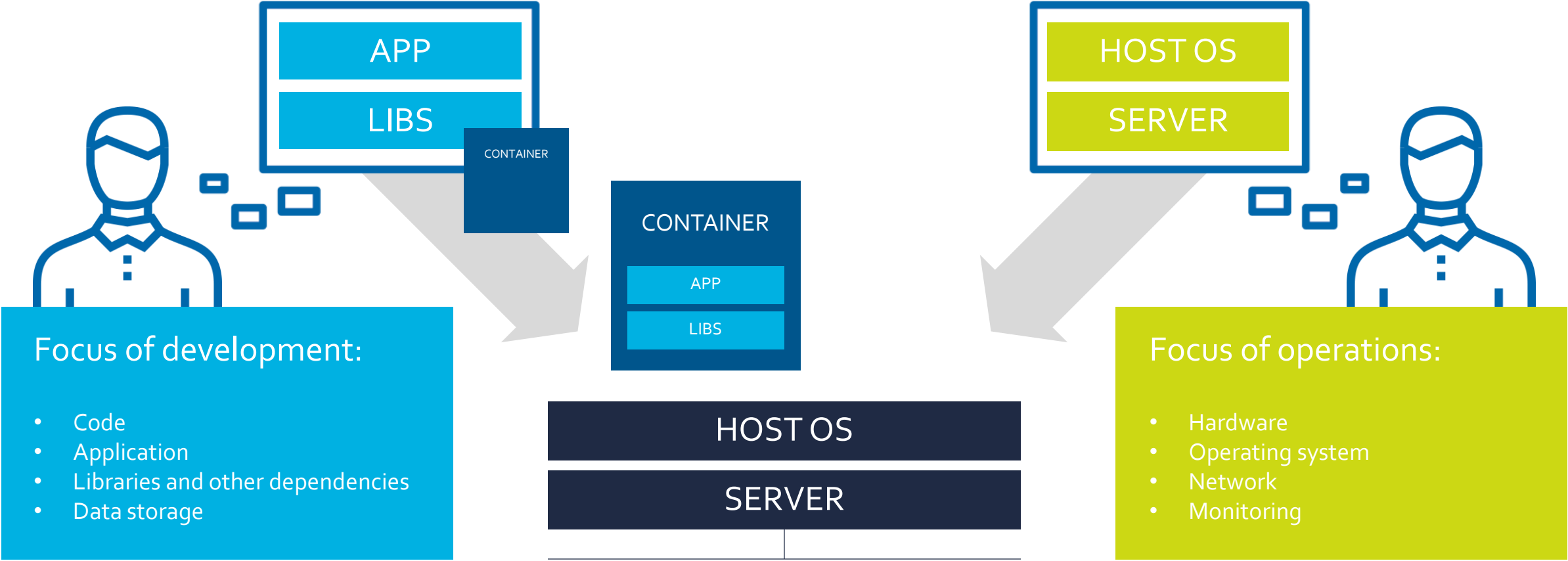
End-to-end support



Simplicity



Red Hat OpenShift – Dev/Ops



Container enable continuous development Dev/Ops



OpenShift – Then and today

How



Waterfall



Agile



DevOps

What



Monolithic Apps



N-Tier Apps with Appservers



Microservices with APIs

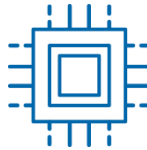
Where



Physical Servers



VMs

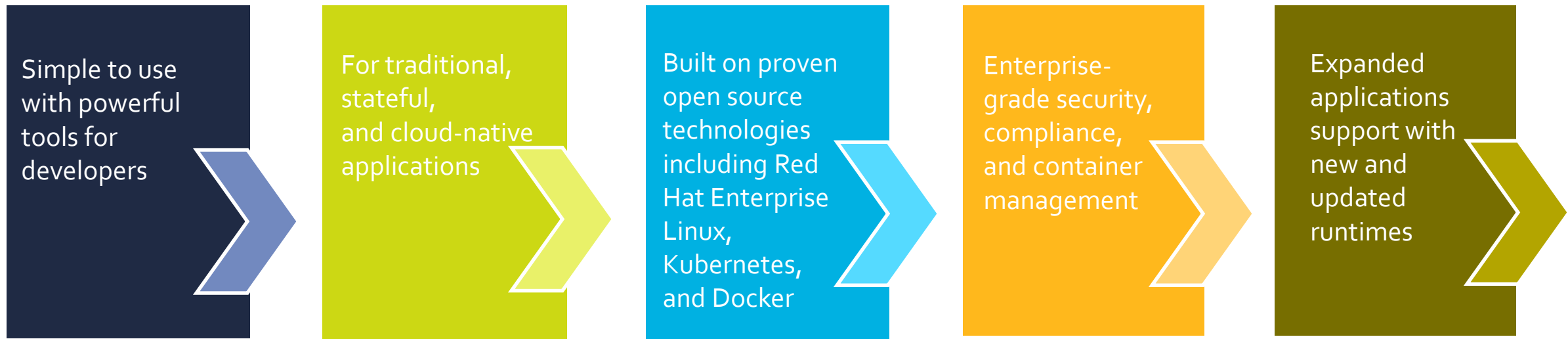


Containers



Accelerated development, hosting and scaling of applications

- ▶ Red Hat OpenShift Container Platform helps organizations develop, deploy, and manage container-based applications seamlessly across physical, virtual, and public cloud infrastructures.
- ▶ OpenShift Container Platform brings application development and IT operations teams together in order to modernize applications, accelerate development processes, and deliver new services faster.
- ▶ OpenShift Highlights:



Why should you be selling Red Hat solutions on Microsoft Azure?

1

You're already an advocate of Red Hat open source

2

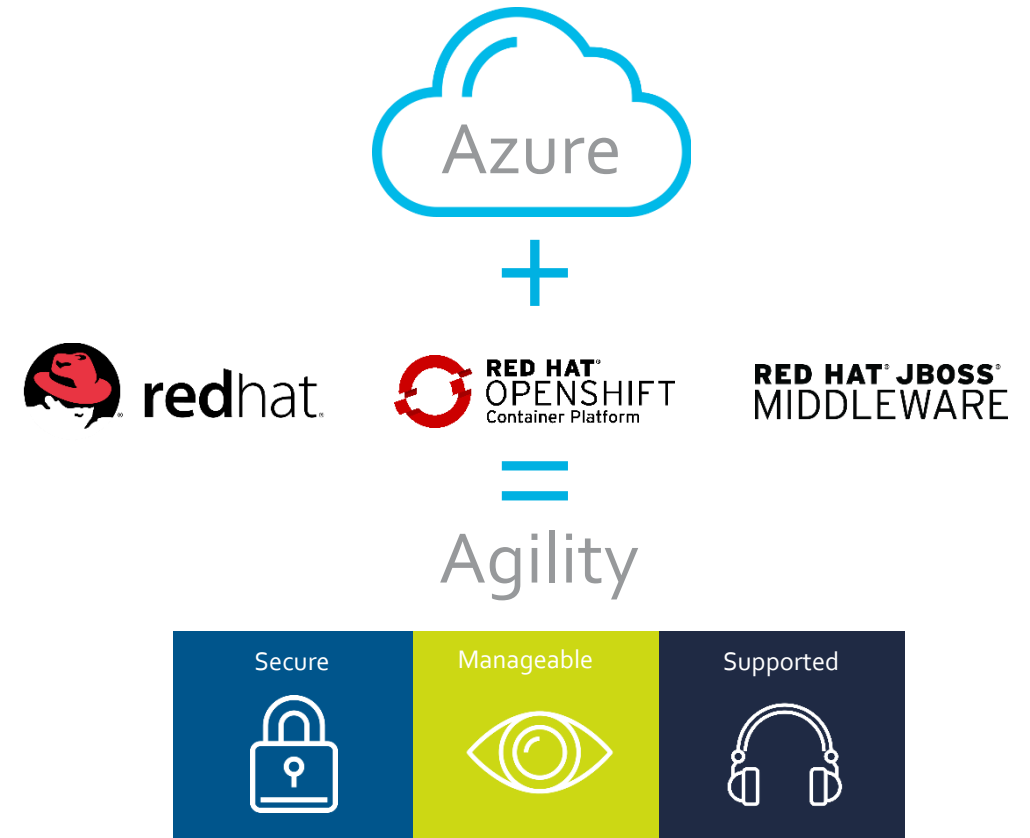
The cloud is where open enterprise innovation is happening.

3

Microsoft Azure offers the security, manageability and support expected from Red Hat solutions.

4

Microsoft and Red Hat partnership offers joint portfolio and engineering, global reach, and integrated, co-located support.



Why work with Tech Data Cloud Solutions?

- ▶ Building on long-standing partnerships with Red Hat and Microsoft, Tech Data has developed a pre-configured and click-to-deploy solution for Red Hat OpenShift on Microsoft Azure:

Easy to sell:

- Monthly pay-per-use subscriptions
- Choose from click-to-run solutions or build-your-own Azure environment

Easy to order:

- Order and deploy in minutes via Tech Data's StreamOne cloud platform
- Fully automated process. Tech Data partners can use existing credit accounts

Easy to use:

- In-depth technical 'how to' guides available for each solution

Easy to learn:

- Benefit from comprehensive Azure training for your whole team
- From commercial bite-sized video tutorials, to in-depth, on-site technical training



Why will your customers be interested?

► Break down the barriers to IT DevOps innovation – creating your own 'as-a-service' package:

Accelerated time to market

- Help your customers gain a competitive edge – accelerating IT DevOps innovation
- Up and running in minutes, without any upfront infrastructure investment

Cost-effective, right-sized solutions:

- Easy to buy in an OpEx-based 'pay-as-you-go' model

Easy to manage:

- Solutions can be deployed and managed remotely

Enterprise-grade security:

- Data protection, compliance and container management is assured

Partner Pre-Requisites








- ▶ Partner must be signed up to transact Azure services via Tech Data CSP Tier 2
- ▶ Partner must be signed up for Red Hat CCSP via Tech Data
- ▶ Partner must be certified as Red Hat CCSP partner (4 certifications per partner)
 - 2x RHCE/Red Hat Certified Engineer
 - 2x PaaS/OpenShift
- ▶ Partner must agree with Red Hat on a CCSP specific business plan



CCSP technology offerings

► Our products & technology: your choice

Red Hat Product Portfolio

<p>Systems management</p>  <p>RED HAT SATELLITE</p>	<p>Management</p> <p>RED HAT CLOUDFORMS</p> 
	<p>Containers</p> <p>RED HAT OPENSIFT</p> <p>RED HAT JBOSS MIDDLEWARE</p>  
	<p>Virtualization</p> <p>RED HAT VIRTUALIZATION</p> 
<p>Platform</p> <p>RED HAT ENTERPRISE LINUX[®]</p> 	<p>Storage</p> <p>RED HAT CEPH STORAGE</p> <p>RED HAT GLUSTER STORAGE</p> 

What's Next?



Next steps:

Sign up for Azure Tier-2 CSP at Tech Data

Sign up for Red Hat CCSP at Tech Data

Apply for Selected Training

Apply for Certification

Workshop to discuss/setup use case



Red Hat OpenShift on Microsoft Azure represents a significant and profitable opportunity for you – helping your customers to break down the barriers to IT DevOps innovation

DON'T HOLD BACK

[Visit our website](#) to access further information and support resources