



TAKING THE OPENSTACK JOURNEY WITH CONFIDENCE

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DIGITAL TRANSFORMATION

Changing entire industries in fundamental ways



New ways of developing,
delivering, and
integrating applications



Modernize existing and
build new cloud-based
infrastructure

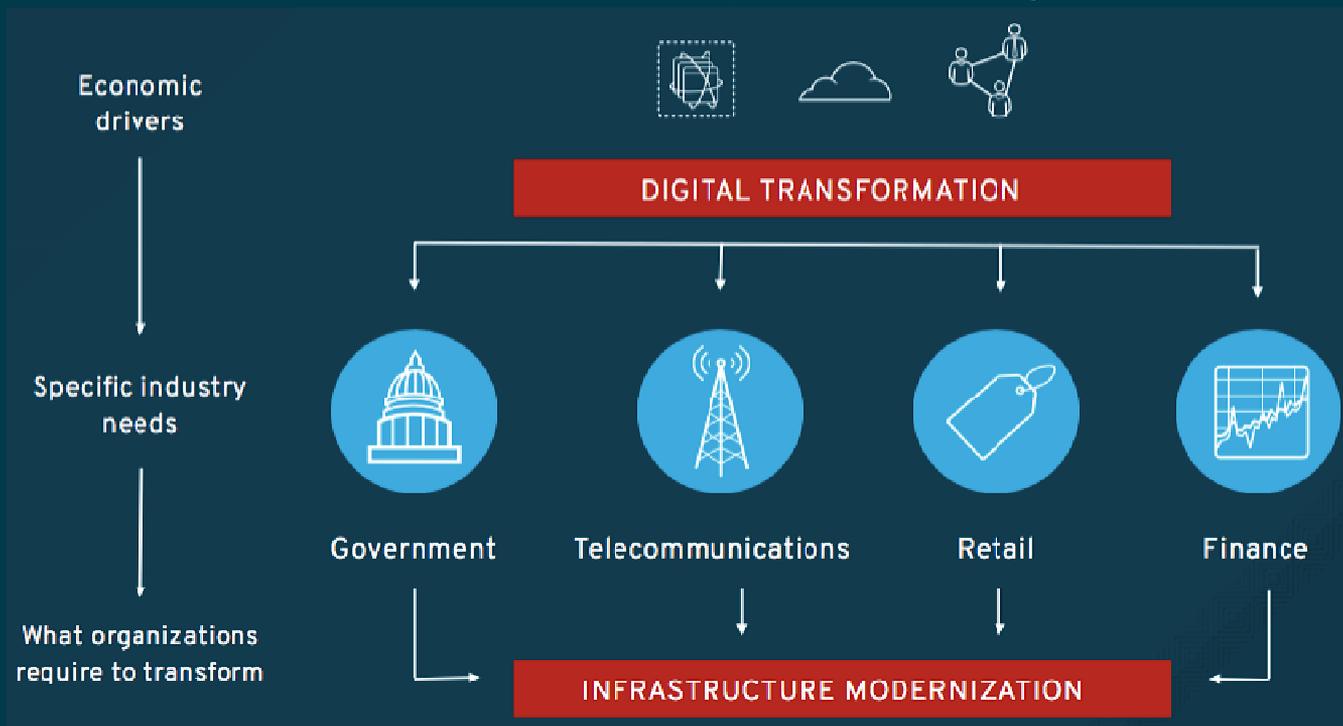


More agile process
across both IT and
the business

By 2018, 67% of Global 2000 CEO's will have Digital Transformation at the center of their corporate strategy – IDC, 2016

DIGITAL TRANSFORMATION

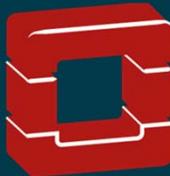
Different demands, Same Journey



INFRASTRUCTURE MODERNIZATION



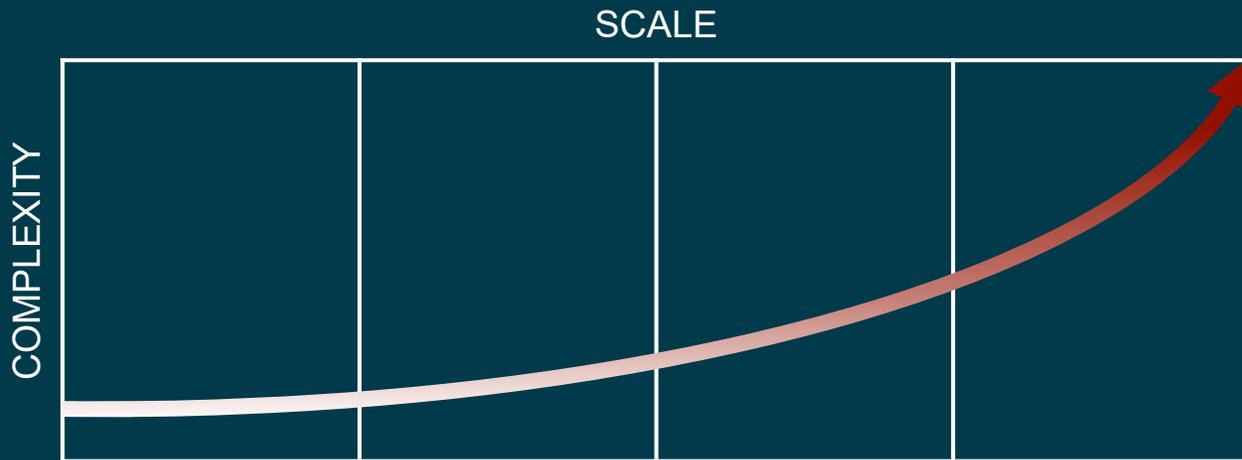
SOFTWARE DEFINED



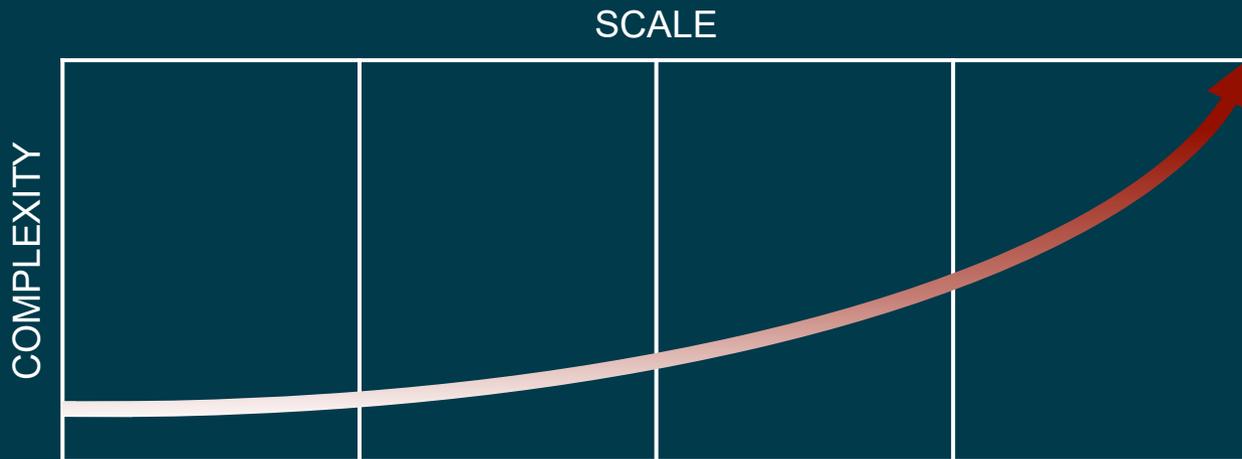
openstack™

of respondents expected OpenStack
a role in their overall cloud strategy
the next three years” [1]

OPENSTACK CLOUD JOURNEY



OPENSTACK CLOUD JOURNEY



AM I CLOUD
PROFICIENT?

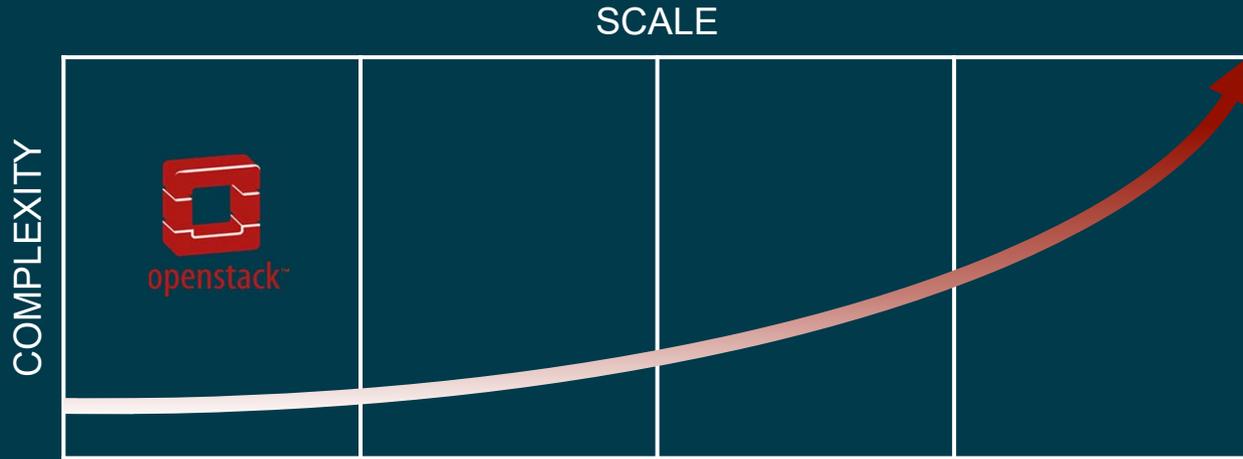
HOW CAN WE
MOVE
FASTER?

HOW DO WE
RUN AT
SCALE?

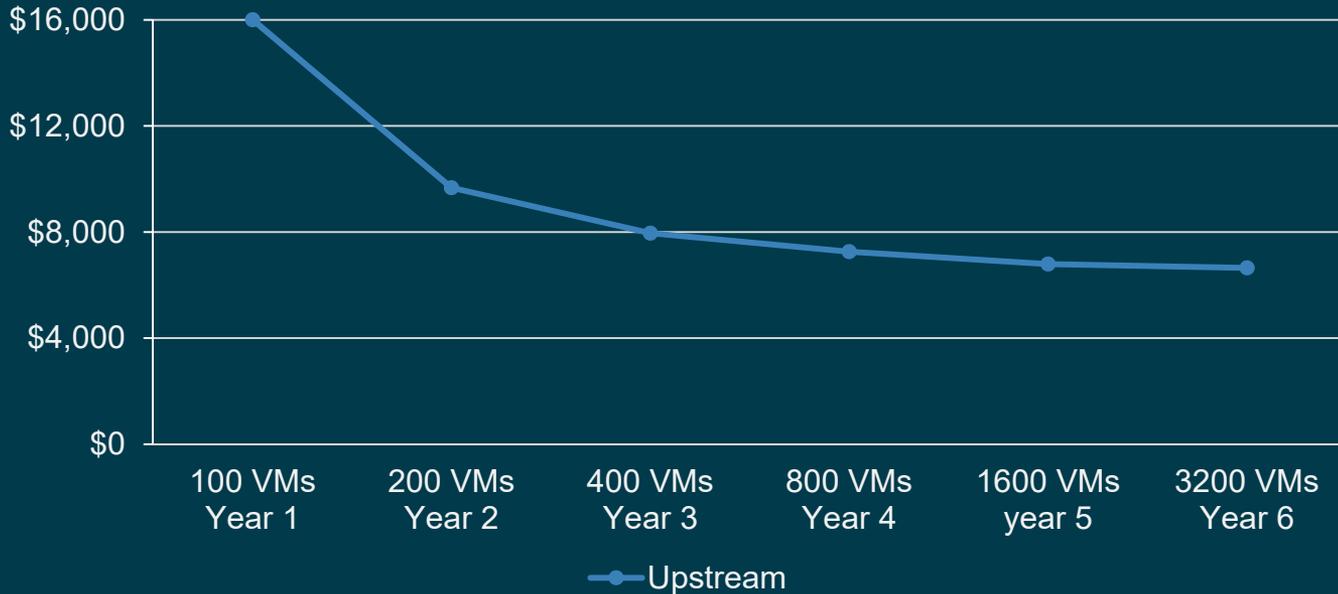
HOW DO WE
OPTIMIZE
OUR CLOUD?

HOW DO WE
MANAGE AT
SCALE?

OPENSTACK CLOUD JOURNEY



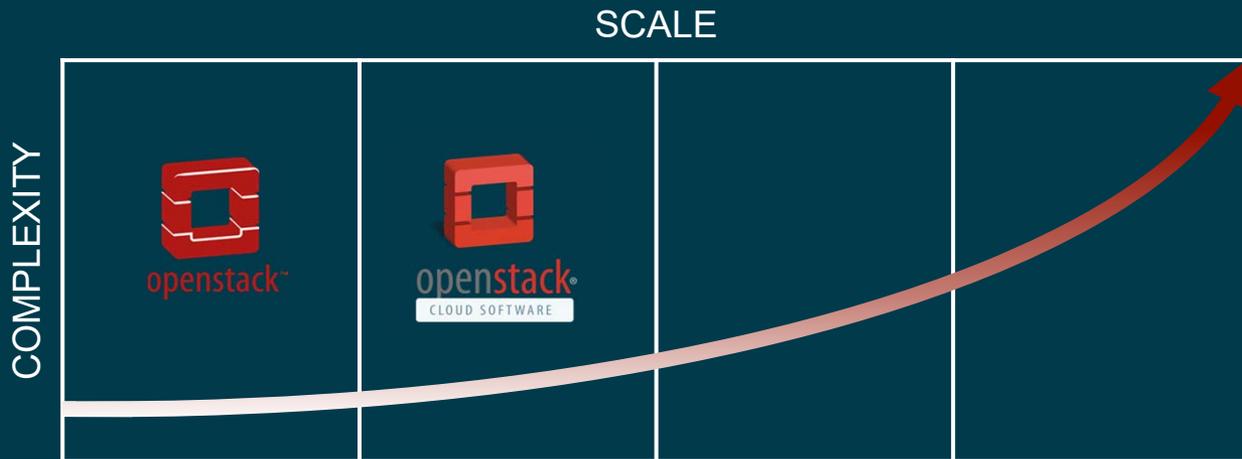
Per VM Cost Analysis DIY



You are acting as both the vendor and the end user, supporting your cloud and the code!

- Least expensive software acquisition costs
- Highest cost per VM due to salaries, hiring, training, loaded costs, benefits, raises, retention
- Maintaining a Software Engineering team + Operations team!

OPENSTACK CLOUD JOURNEY



ASSESSMENT

UPSTREAM

COMMERCIAL
DISTRIBUTION

HOW DO WE
OPTIMIZE
OUR CLOUD?

HOW DO WE
MANAGE AT
SCALE?

COMMERCIAL DISTRIBUTION

Multi Year Product Lifecycle

Expertise in the underlying operating system

Security response

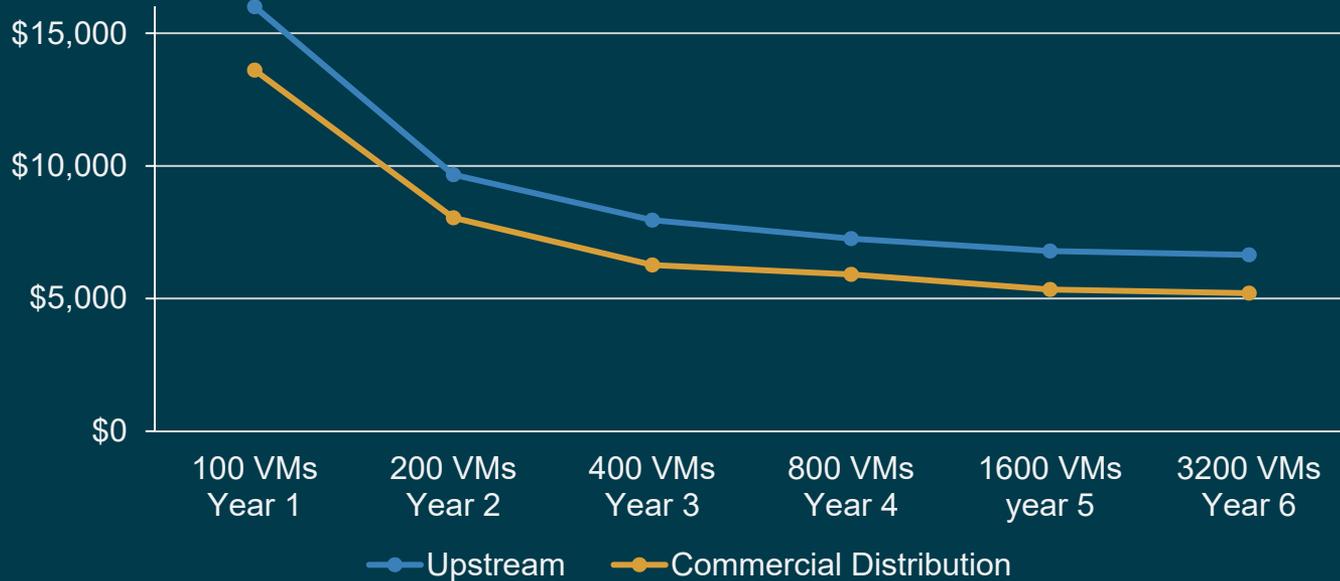
Certification and compliance

Vertical consulting

Code indemnification

Extended cloud management

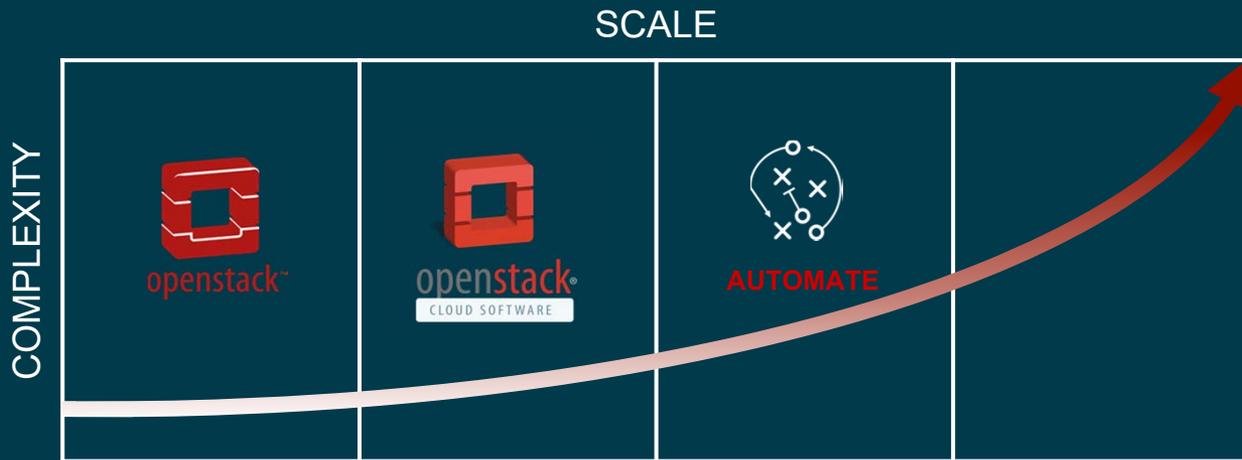
Per VM Cost Analysis Commercial vs DIY



Hire people in areas that are core / differentiate your business, rely on others where it is not!

- Higher cost of software acquisition (vs free)
- Significantly lower per VM costs due to reduced software engineering team
- Increased uptime through hardware certification and product lifecycle

OPENSTACK CLOUD JOURNEY



```
- hosts: webservers
vars:
  http_port: 80
  max_clients: 200
remote_user: root
tasks:
- name: ensure apache is at the latest version
  yum: name=httpd state=latest
- name: write the apache config file
  template: src=/srv/httpd.j2 dest=/etc/httpd.conf
  notify:
  - restart apache
- name: ensure apache is running (and enable it at boot)
  service: name=httpd state=started enabled=yes
handlers:
- name: restart apache
  service: name=httpd state=restarted
```



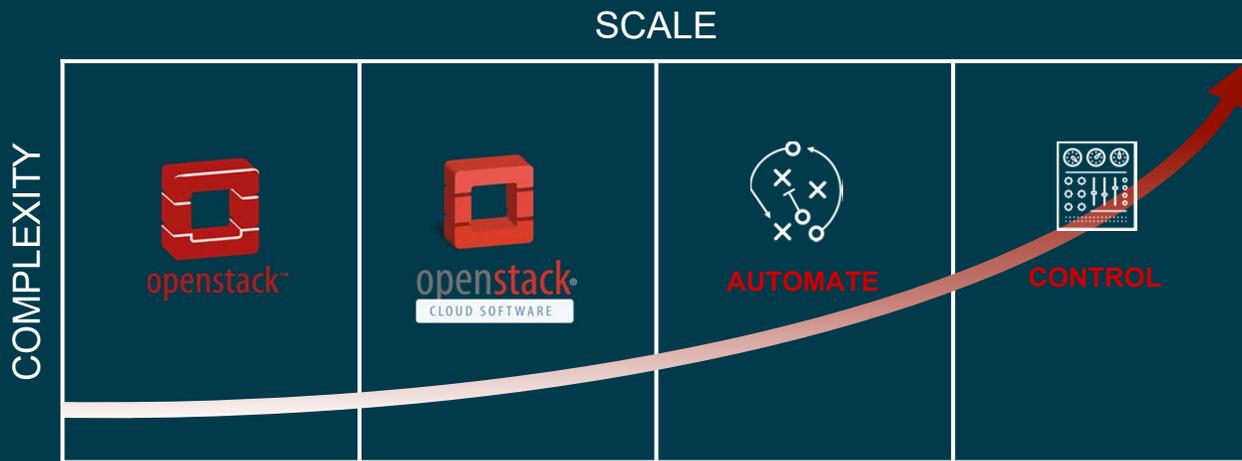
ANSIBLE

BY



redhat.

OPENSTACK CLOUD JOURNEY



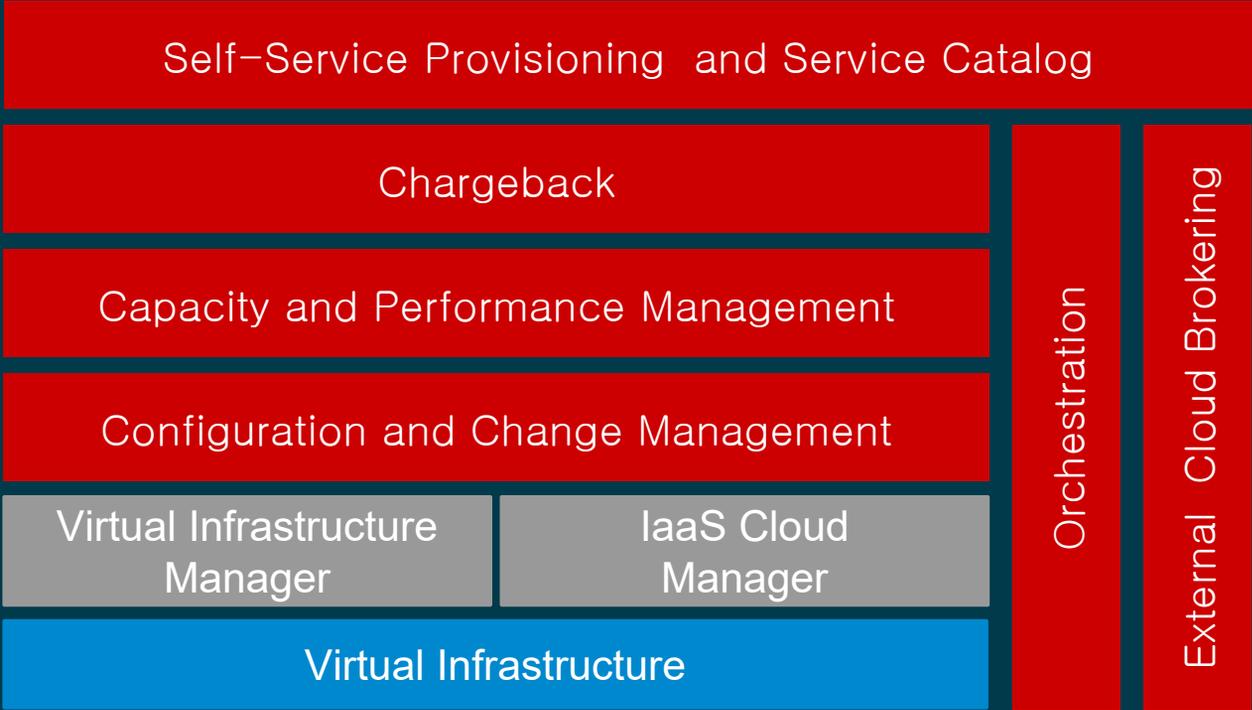
ASSESSMENT

UPSTREAM

COMMERCIAL
DISTRIBUTION

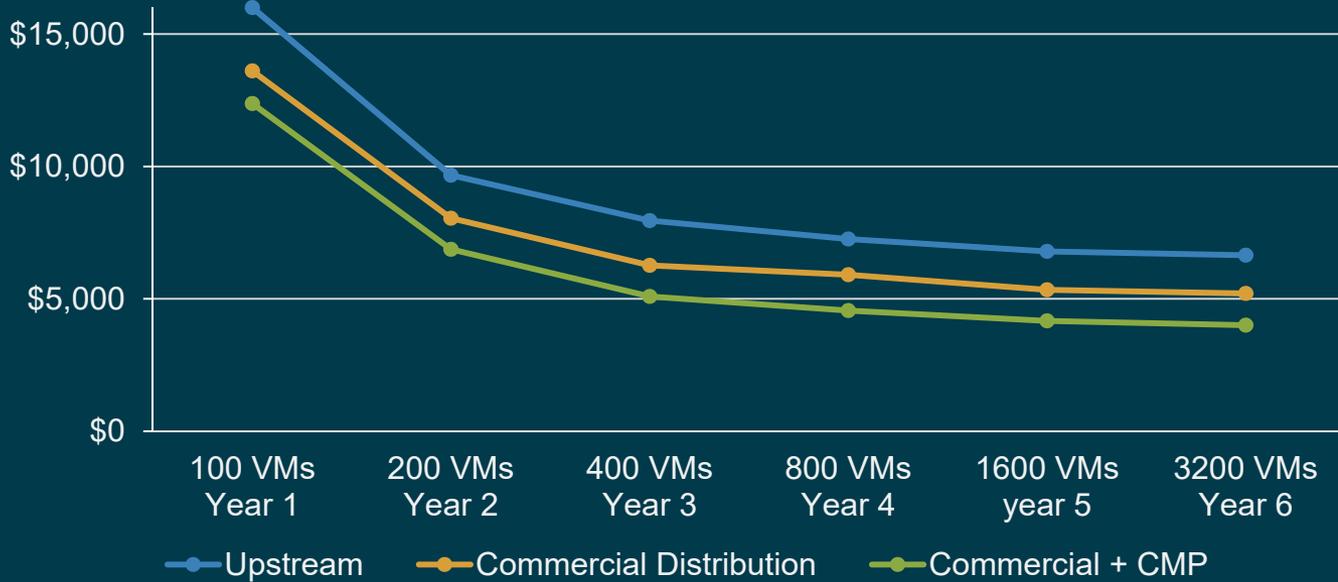
COMMERCIAL
DISTRO +
AUTOMATION

COMMERCIAL
DISTRO +
AUTOMATION +
CMP



 Cloud Management Platform

Per VM Cost Analysis Full Picture



average organization, with average automation levels, supports 53 OS instances per administrator. The organization but with a high level of automation supports 100 instances per admin. [1]

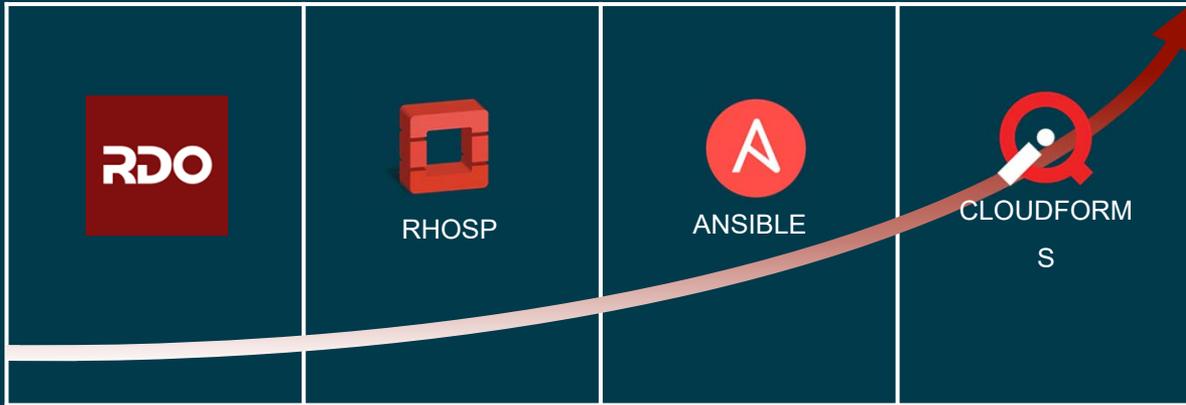
g more people will not address scalability challenge. Automation & CMP will!

source: <http://tinyurl.com/j8sa74n>

OPENSTACK CLOUD JOURNEY WITH RED HAT

SCALE

COMPLEXITY



CUSTOMER SUCCESS

LARGE GLOBAL CREDIT CARD COMPANY

Migrated over 12,000 Virtual Machines to OpenStack to reduce cost of virtual infrastructure

Enabled data center consolidation and reduced complexity of IT's portfolio

Managing more workloads with fewer resources



MORE THAN JUST LINUX.



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