



Open Source technologie

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The Fourth Industrial Revolution and the systemic changes it will usher in emphasize more than ever the critical need for collaborative engagement around increasingly complex and fast-moving issues. We need new ways of working together to tackle issues that arise faster than ever, provide clarity of operating environment for business, and provide society with confidence that it is moving forward into a technological future where the opportunities and benefits outweigh risks and unknowns.

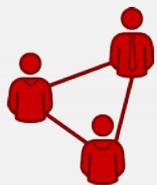
Navigating the next industrial revolution



Revolution	Year	Information	
	1	1784	Steam, water, mechanical production equipment
	2	1870	Division of labour, electricity, mass production
	3	1969	Electronics, IT, automated production
	4	?	Cyber-physical systems

-Klaus Schwab, Chairman of the World Economic Forum

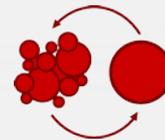
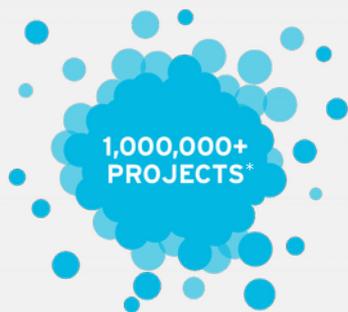
OPEN SOURCE CULTURE



Collaboration



Transparency
(both access and the ability to
act)



Shared problems are
solved faster



Working together
creates standardization

Today, open source projects often provide the basis of critical new technologies and have been vital to the rapid development of cloud, big data, and continuous agile DevOps initiatives. Rather than simply provide unpaid, functionally similar alternatives to proprietary software, open source is more likely to lead the charge toward innovation.

- IDC, Al Gilen April 2016

Myths and facts

Myth: Constant updates and untested changes to open source code make it unreliable and result in disruptions to critical business applications.

Fact: Enterprise-grade open source distributions are stable and support a wide range of mission-critical applications. The process of creating commercial open source implementations results in an enterprise-ready product that features industrial hardening, certification backed by testing, and compatibility commitments by hardware and third-party software vendors. Backward compatibility and a continuous stream of security fixes through the product's life cycle are also provided.

Myth: Mission-critical workloads require the performance and security guaranteed by closed source commercial software.

Fact: This concern may have been true 20 years ago, but today open source software is widely used as embedded enabling technology in many mission-critical solutions. Hyperscale datacenters operated by Google, Amazon, Facebook, and others are built on an open source software foundation. Many commercial software products are built on or built to work with open source code and infrastructure. Enterprise-grade open source software has proven it can compete with proprietary solutions.

Myths and facts vol.2

Myth: Open source software support skill sets are hard to find and hard to develop.

Fact: Enterprise-grade open source software vendors typically offer a broad range of training and certification options to get existing IT staff up to speed. Most university computer science departments use open source technologies as teaching aids, and new graduates are able to be productive quickly after graduation. IT managers interviewed today say finding skilled employees familiar with a variety of open source technologies is relatively easy and is not a significant impediment for using open source solutions.

Myth: The only ROI for open source comes from commoditization of infrastructure.

Fact: The ROI for open source software extends far beyond infrastructure commoditization to include:

- Efficient and repeatable deployment
- Ability to standardize software and hardware layers
- Developer productivity
- Code quality
- Time-to-market improvements

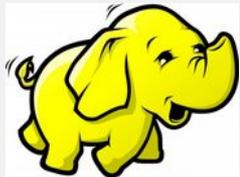
The open source community has created a wide range of DevOps and cloud technology innovations.

OPEN SOURCE FUELS RAPID INNOVATION

TECHNOLOGIES AND BUSINESS APPLICATION

010001000
**BIG
DATA**
101011010

- Big Data Analytics
- Artificial Intelligence
- Neural Networks



OpenAI



- Virtual Reality
- Augmented reality
- Personalized Apps



- Social business model interactions
- Blockchain & Connectome
- Targeted advertisement



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THE WORLD'S LEADING DEVELOPER AND SUPPLIER OF
OPEN SOURCE SOFTWARE
FOR ENTERPRISE I.T.

A HIGH-GROWTH, MULTIBILLION-DOLLAR
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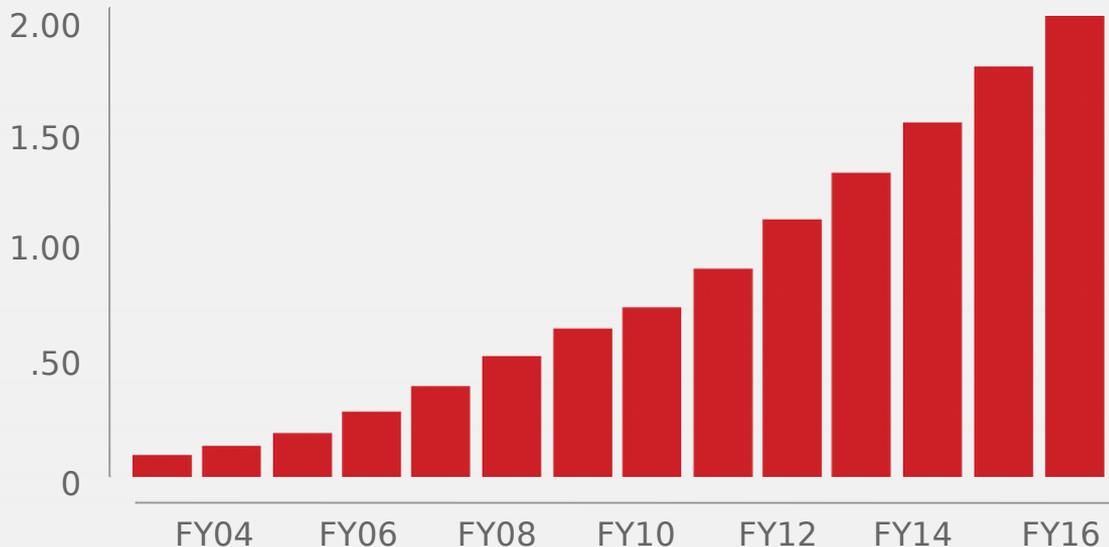
OFFERING A COMPREHENSIVE PORTFOLIO OF
PRODUCTS AND SERVICES

GLOBALLY ACTIVE
IN ALL VERTICAL MARKETS, WITH
STRONG CHANNEL AND DIRECT DELIVERY MODELS

COMPANY REVENUE

FY2003 - FY2016

\$ BILLIONS



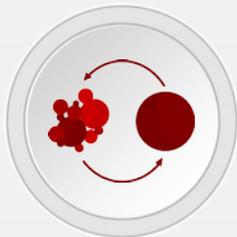
In terms of being the most strategic vendor three years from now, Google, Amazon and Red Hat are expected to be the biggest gainers, and IBM, SAP, and Oracle are expected to be the biggest losers relative to their current position.

- *Goldman Sachs, 2016*

Gartner creates Vendor Ratings for approximately 30 leading IT vendors, and Red Hat believes its "Positive" rating reflects on the importance of its technologies and solutions in today's IT market.

- *Gartner, Inc.*

WHAT WE BRING TO YOUR BUSINESS



Technology

Secure. Stable.
Reliable.



Assurance

Enterprise-grade
certainty.



Expertise

Experience you can
trust.

CUSTOMER SUCCESS

The Ministry of Health is the federal agency responsible for organizing and preparing public plans and policies related to healthcare for Brazilians. Brazil's National Health System (SUS), coordinated by the Ministry of Health, is one of the largest public health systems in the world. It ranges from simple outpatient care to organ transplants, ensuring comprehensive, universal, and free access for the country's entire population.

“We hope to guarantee greater security and reliability in our mission-critical applications, which include data management for the entire public network of hospitals and clinics, as well as information from private insurance plans..”



-Jose Marques, general coordinator of analysis and maintenance for the Ministry of Health

CUSTOMER SUCCESS

The Government of British Columbia needed to develop innovative public services faster to meet evolving demand and improve its user experience. The province established the BC Developers' Exchange to take advantage of the innovation of private sector technology companies and entrepreneurs by supporting collaboration using open source tools, such as online code repository GitHub and enterprise software from Red Hat. As a result, the province can support agile, collaborative development following a DevOps approach, create and update services faster, and balance innovation with security requirements.

“We really think it’s the right way for governments to work.

Creating in the open, taking advantage of open source technologies, is the best way to engage your citizens and employees and work with the technology sector.

It’s about getting better software and working with people in a more natural way”



TODD WILSON
DEVOPS PRODUCT DIRECTOR,
BC DEVELOPERS' EXCHANGE

CUSTOMER SUCCESS

Making the right business decisions requires the capability to access the right information at the right time. Companies that can tap into the massive, growing volumes of data available to them can expect to make better informed decisions. Modernizing application infrastructure can help IT departments to federate data so that it can be analyzed quickly for business success. Middleware plays an important role in building an IT application infrastructure that delivers timely access to business-critical data. With Red Hat® JBoss® Middleware, you can eliminate expensive and hard-to-manage middleware solutions and create application infrastructure that is truly dynamic across multiple environments.

“We were able to create a virtual database without the need to move any data. We are now able to build business-focused applications using a single database connection.”



FRANCIS MOUNIER
INTEGRATION AND DEVELOPMENT
MANAGER, CORPORATE ICT,
CAMDEN COUNCIL



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