



# Embracing change with partnerships that matter

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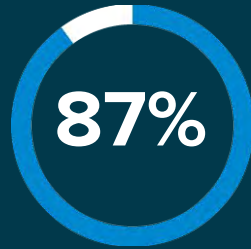
@nadhanEG

[Nadhan on LinkedIn](#)

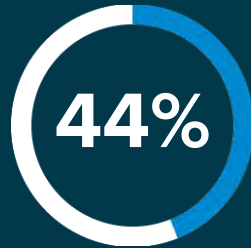
# WHY CHANGE?

# I.T. LEADERS SAY CHANGE IS COMING

IS YOUR ORGANIZATION ALSO SEEING DIGITAL DISRUPTION?



anticipate that their industries will be disrupted by digital trends to a great or moderate extent.

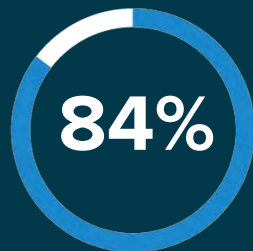


say their organizations are adequately preparing for the disruptions to come.

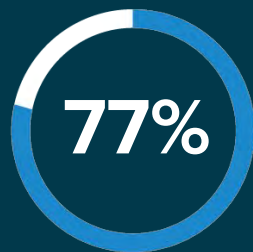
**Source:** MIT Sloan Management Review and Deloitte, [Aligning the Organization for Its Digital Future](http://sloanreview.mit.edu/projects/aligning-for-digital-future/), July 2016. <http://sloanreview.mit.edu/projects/aligning-for-digital-future/>

# A NEW COMPETITIVE ENVIRONMENT

BIGGER EXPECTATIONS FROM CUSTOMERS, USERS, AND THE BUSINESS



feel they are expected to address wider stakeholder needs.



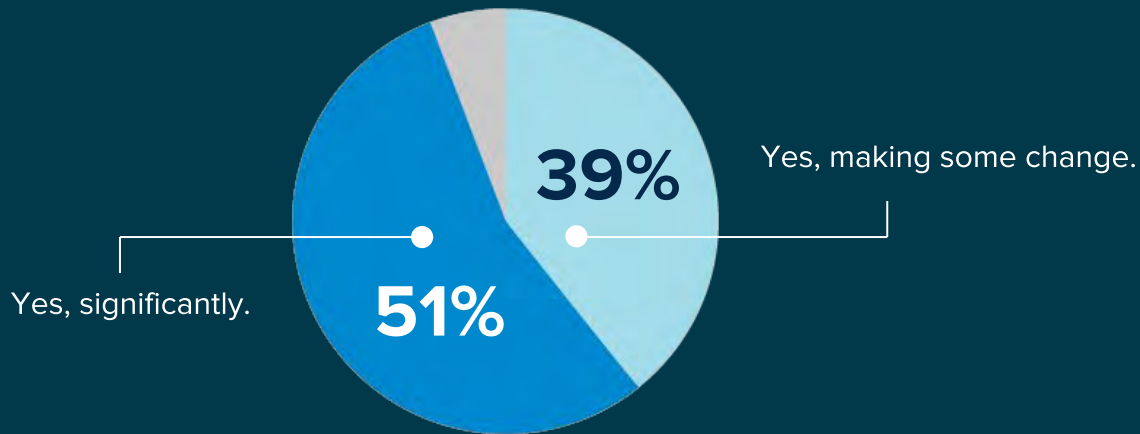
say that technology is one of the top 3 influencers transforming stakeholder expectations for the business

**Source:** Survey of 1,409 CEOs in 83 countries by PricewaterhouseCooper, 19th Annual Global CEO Survey, January 2016.  
<http://www.pwc.com/gx/en/ceo-survey/2016/landing-page/pwc-19th-annual-global-ceo-survey.pdf>

# 90% OF CEOS ARE CHANGING HOW THEY USE TECHNOLOGY

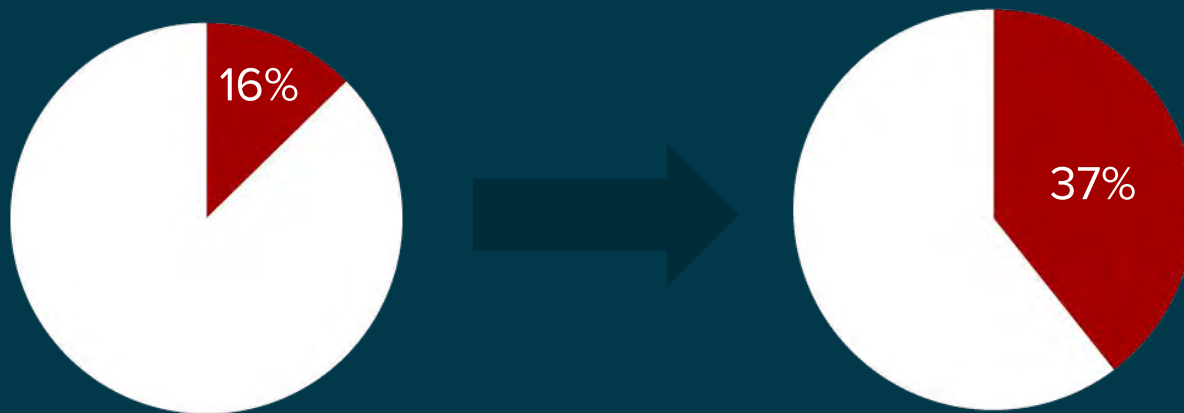
## QUESTION

Are you changing how you use technology to assess and deliver on wider stakeholder expectations?



**Source:** Survey of 1,409 CEOs in 83 countries by PricewaterhouseCooper, **19th Annual Global CEO Survey**, January 2016.  
<http://www.pwc.com/gx/en/ceo-survey/2016/landing-page/pwc-19th-annual-global-ceo-survey.pdf>

# TECHNOLOGY IS DELIVERING DIGITAL REVENUE

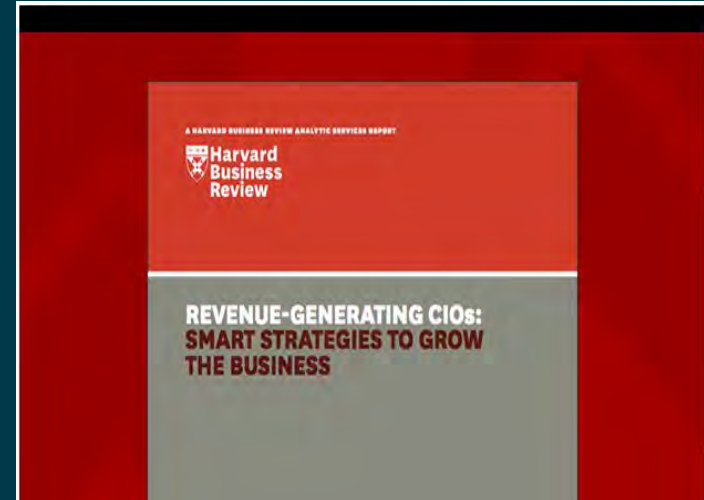


In the private sector, CIOs expect digital revenue to grow from 16% to 37% in the next 5 years.

Source: CIO Survey (n=609), 2,944 CIOs in 84 countries. Graphic created by Red Hat based on Gartner research.  
Building the Digital Platform: The 2016 CIO Agenda, Published: 02 October 2015. [http://www.gartner.com/imagesrv/cio/pdf/cio\\_agenda\\_insights\\_2016.pdf](http://www.gartner.com/imagesrv/cio/pdf/cio_agenda_insights_2016.pdf)

# 4 habits of revenue-generating CIOs

1. Adopt a product mentality
2. Increase the speed of development and delivery
3. Hire, develop, and retain exceptional talent
4. Collaborate deeply with business owners and digital officers



[Revenue-Generating CIOs: Smart Strategies to Grow the Business,"](#)

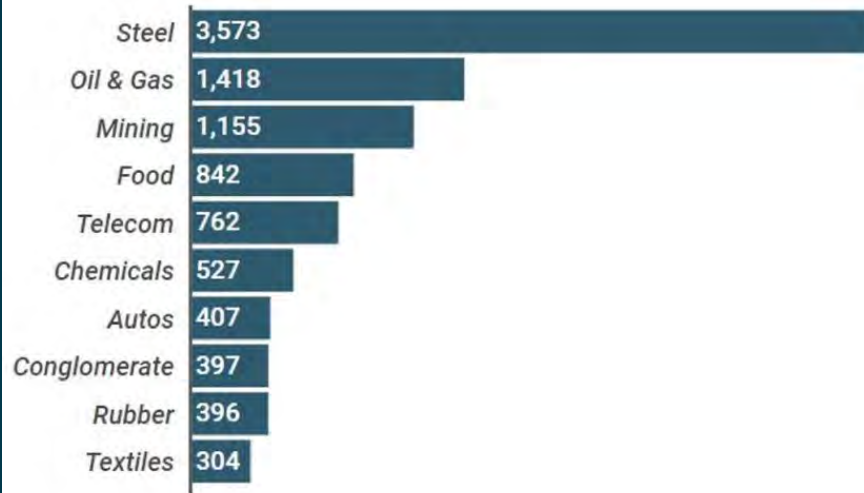
# What is Change?



# America's Top Companies: 1917

## America's Top Companies: 1917

The Largest Firms by Sector, 1917 (Asset Value in \$ Millions)



Industries not shown made up 2% or less of total assets among the top 50 companies.

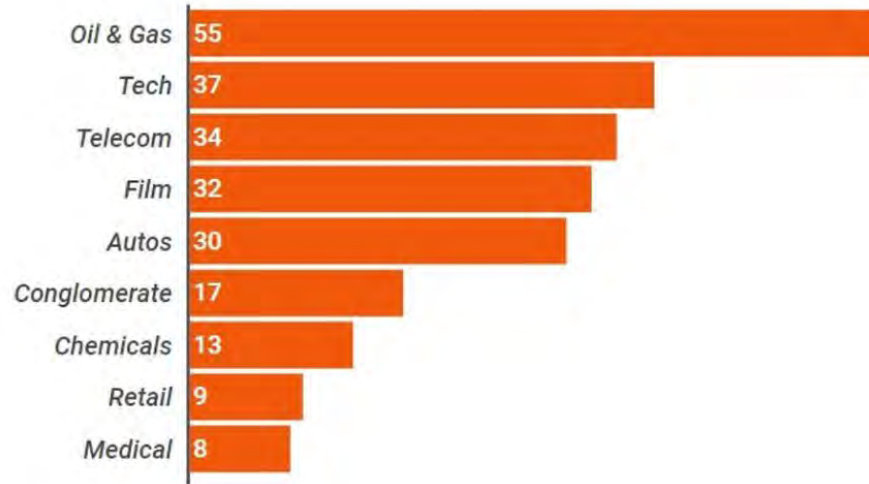
Forbes

[Source: Forbes Americas Top Companies 1917-2017](#)

# America's Top Companies: 1967

## America's Top Companies: 1967

The Largest Firms by Sector, 1967 (Market Value in \$ Billions)



Industries not shown made up 2% or less of total market value among the top 50 companies.

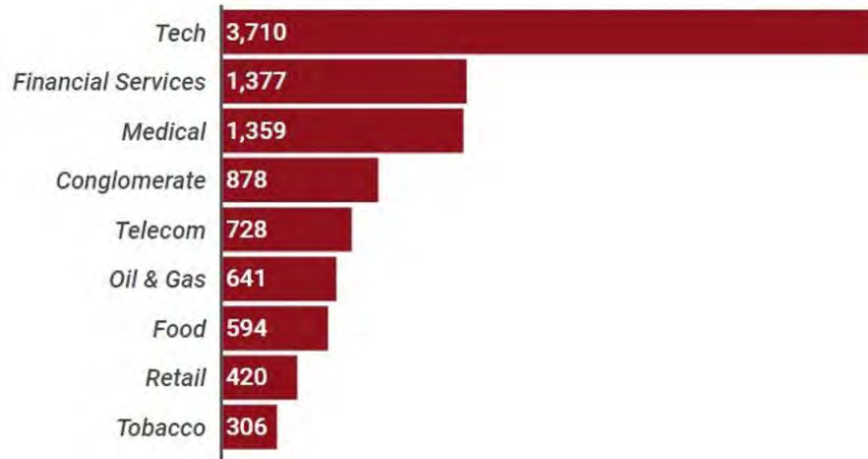
Forbes

[Source: Forbes Americas Top Companies 1917-2017](#)

# America's Top Companies: 2017

## America's Top Companies: 2017

The Largest Firms by Sector, 2017 (Market Value in \$ Billions)

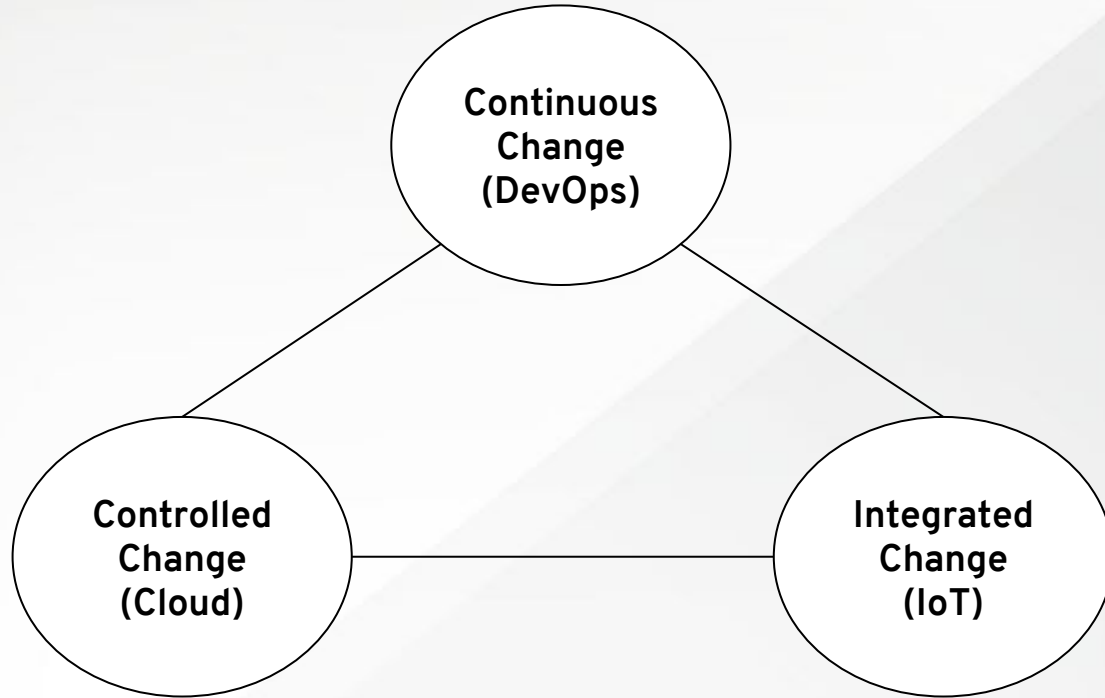


Industries not shown made up 2% or less of total market value among the top 50 companies.  
Market values are as of July 31, 2017.

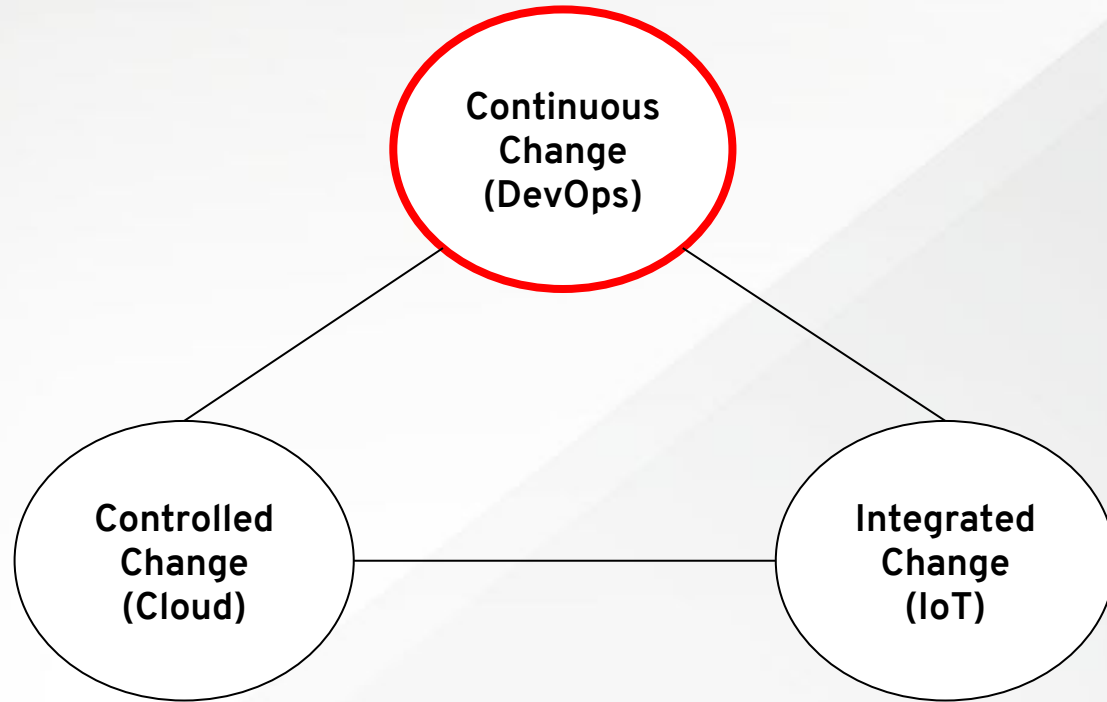
[Source: Forbes Americas Top Companies 1917-2017](#)

# Applying Change to IT today

# How does Change manifest itself today?



# How does Change manifest itself today?



# DevOps

**The mindset of continuous change**

# Manufacturing Industry drivers

**Cost reduction**, including tools to enhance equipment uptime and operational efficiency as a means of increasing profitability as the market becomes more competitive.

**Agility and time-to-market** improvement to compete with new entrants that have novel business models and to support the introduction of more agile platforms.

**Productivity and efficiency** enhancement to support new real-time use cases and to launch new products and services more quickly.



# The Industrial Revolution of Manufacturing



Standardization

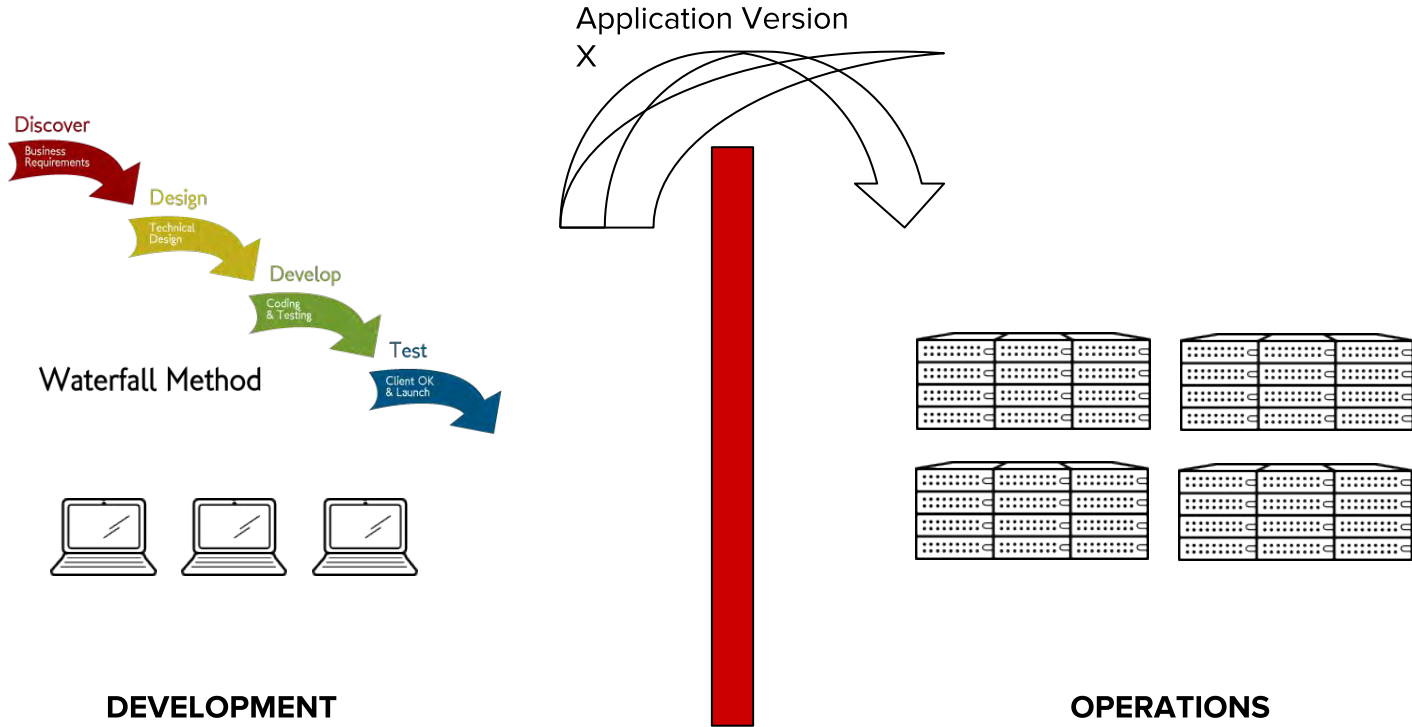


Continuous Delivery

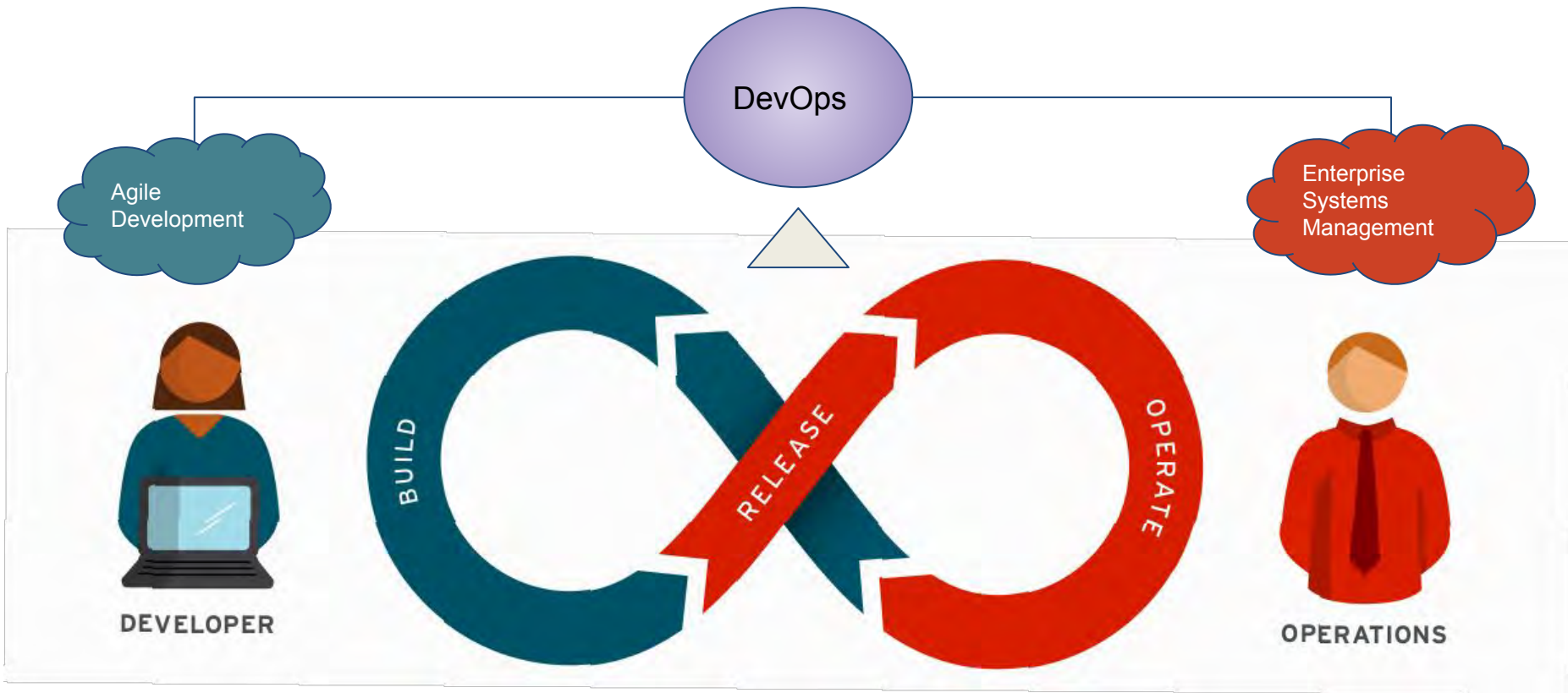


Automation

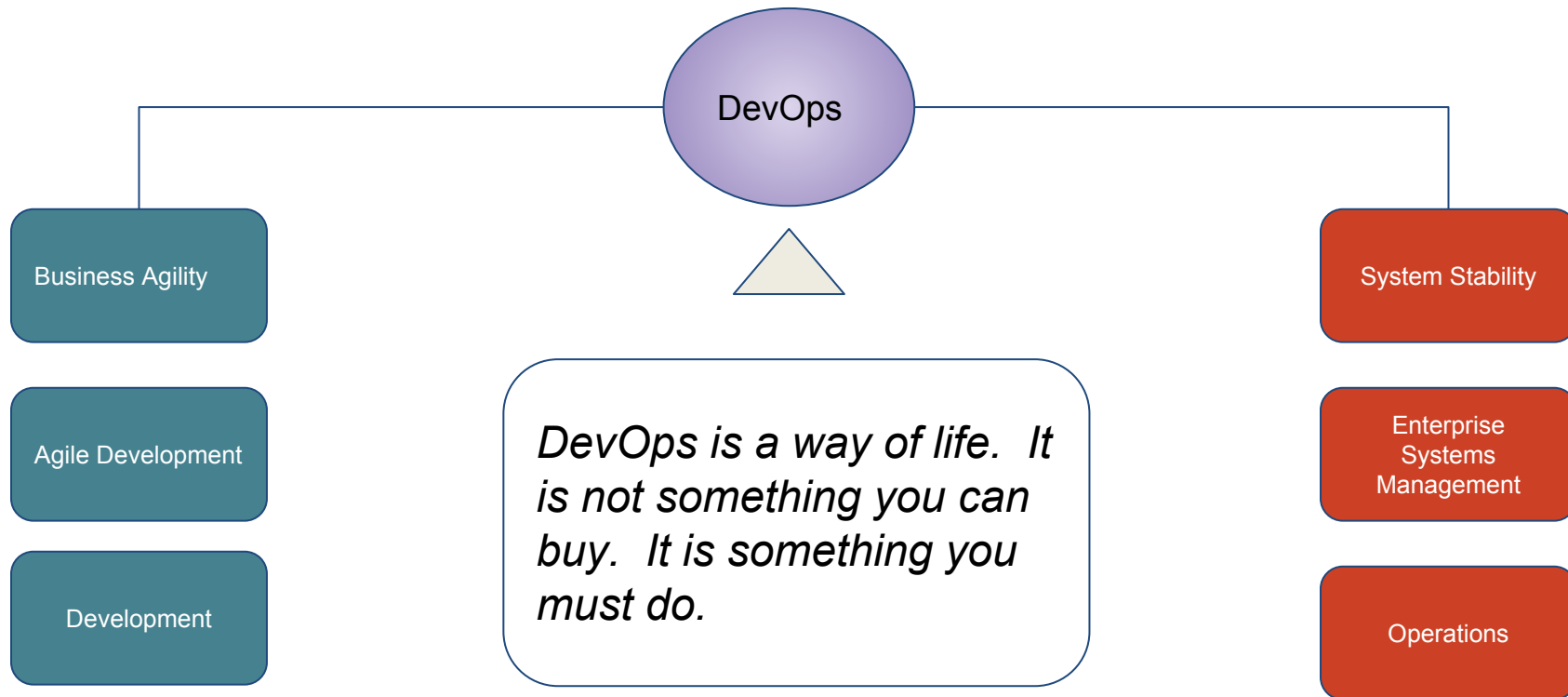
# But where was Enterprise IT?



# DevOps is about striking a balance



# DevOps is about striking a balance



# DevOps is defined by

- The **culture** of the enterprise
- The **mindset** of the people
  - The **art** of collaboration
    - The **science** of automation
    - The **discipline** of continuous integration
    - The **passion** for continuous testing
    - The **need** for continuous delivery
    - The **system** of continuous monitoring
      - The **power** of standardized tooling

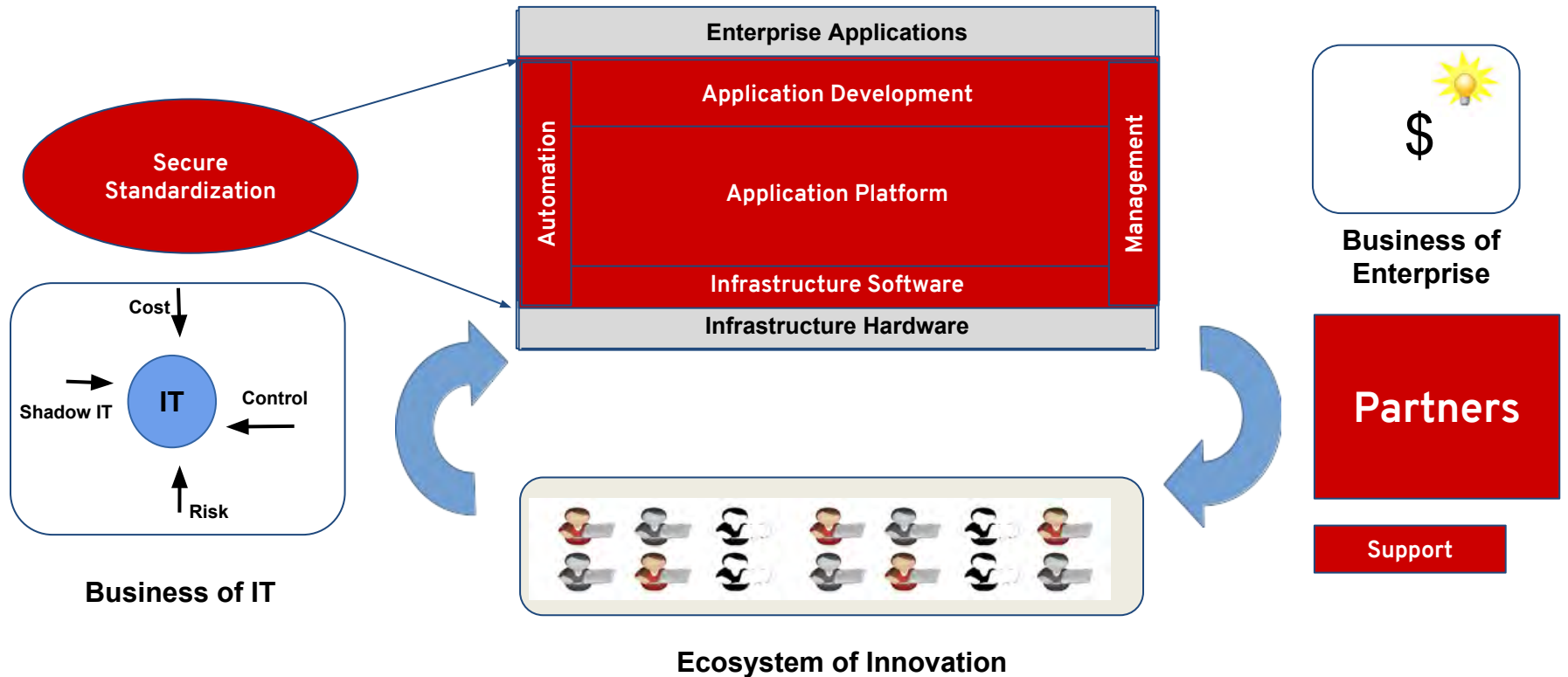
*“You can use as much DevOps as you want”*

Tim Yeaton, SVP, Red Hat

Gartner ITXPO 2016

# Continuous Change at Red Hat

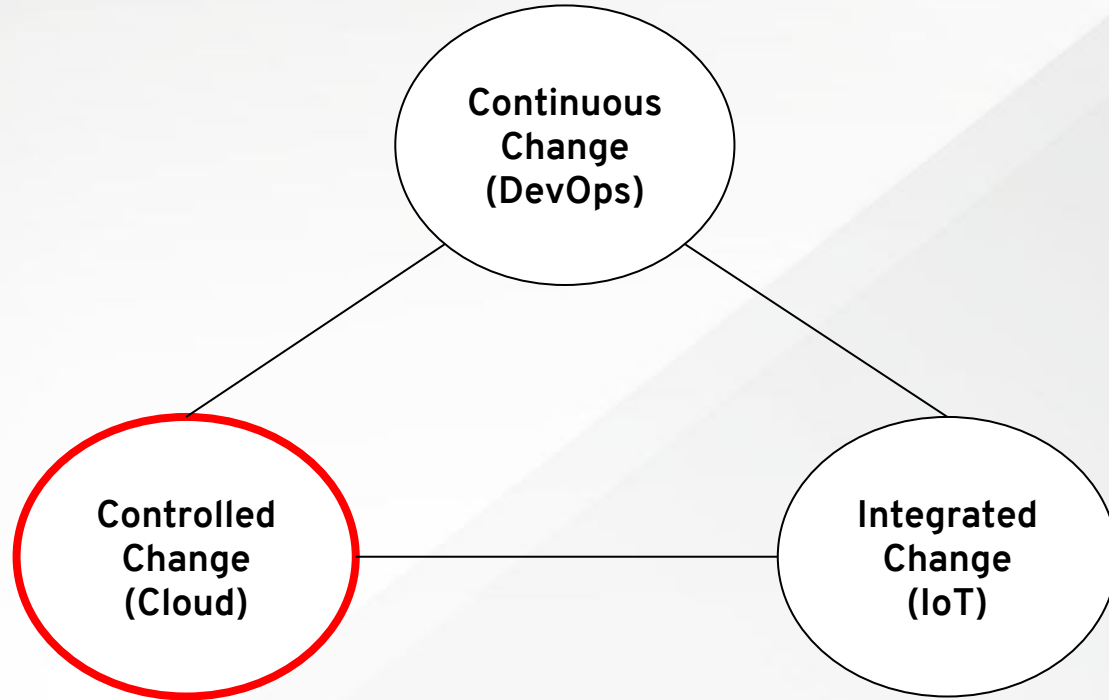
# The partnership of Open Source with Technology Innovation



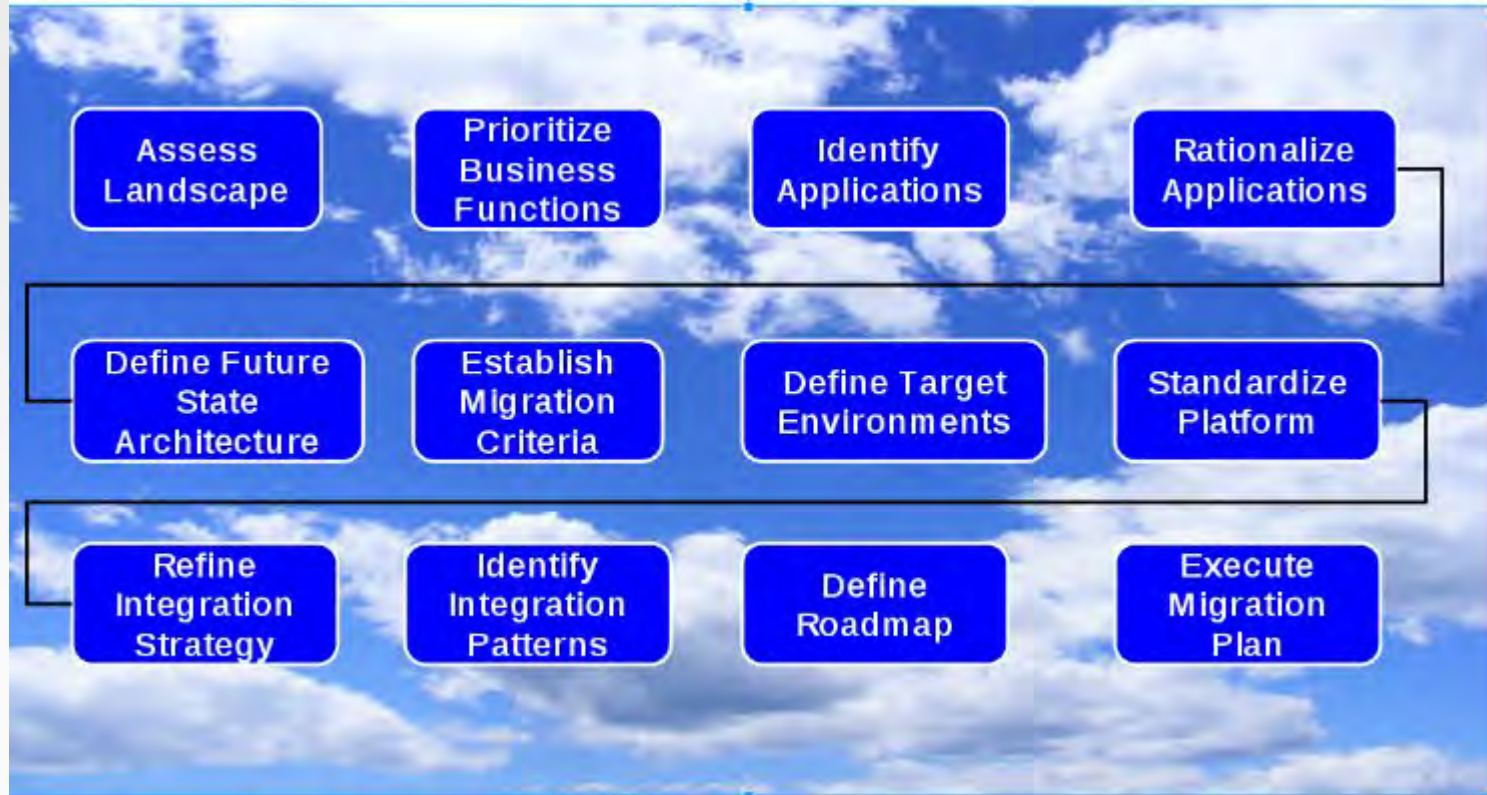
# Controlled change to The Cloud



# How does Change manifest itself today?



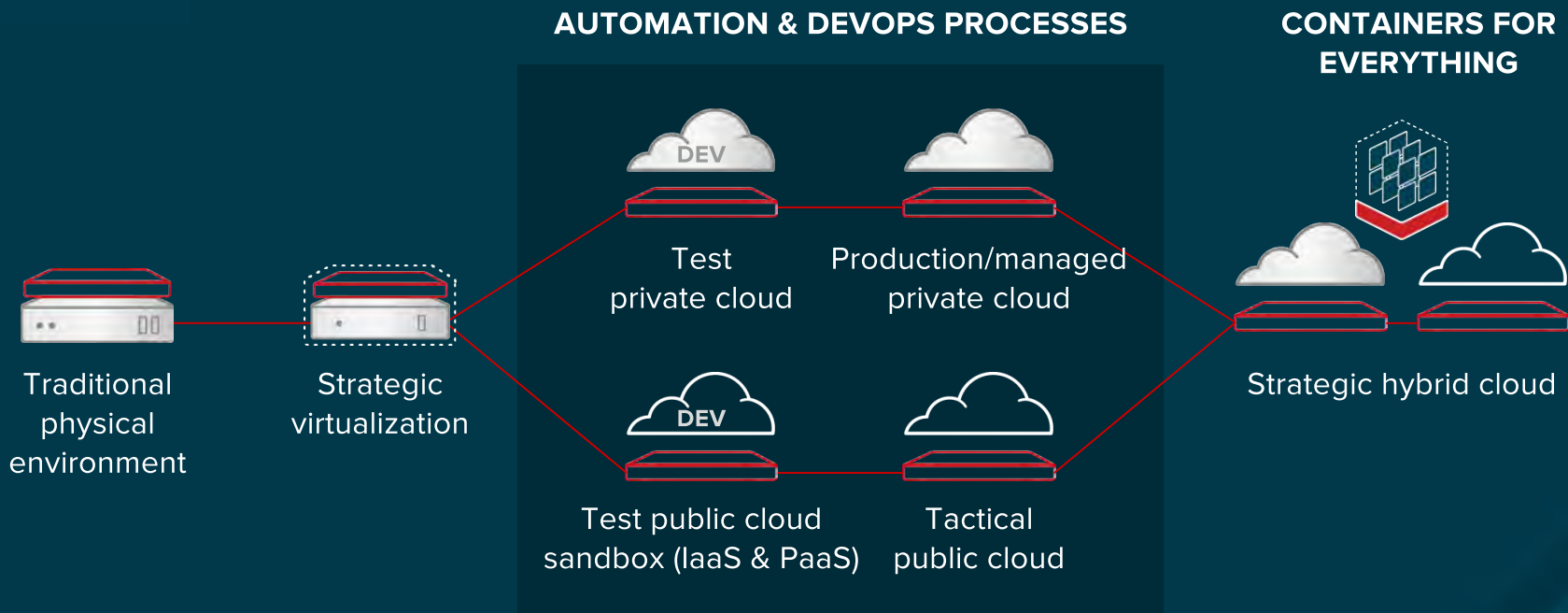
# Cloud Transformation is about controlled change



# Controlled change at Red Hat

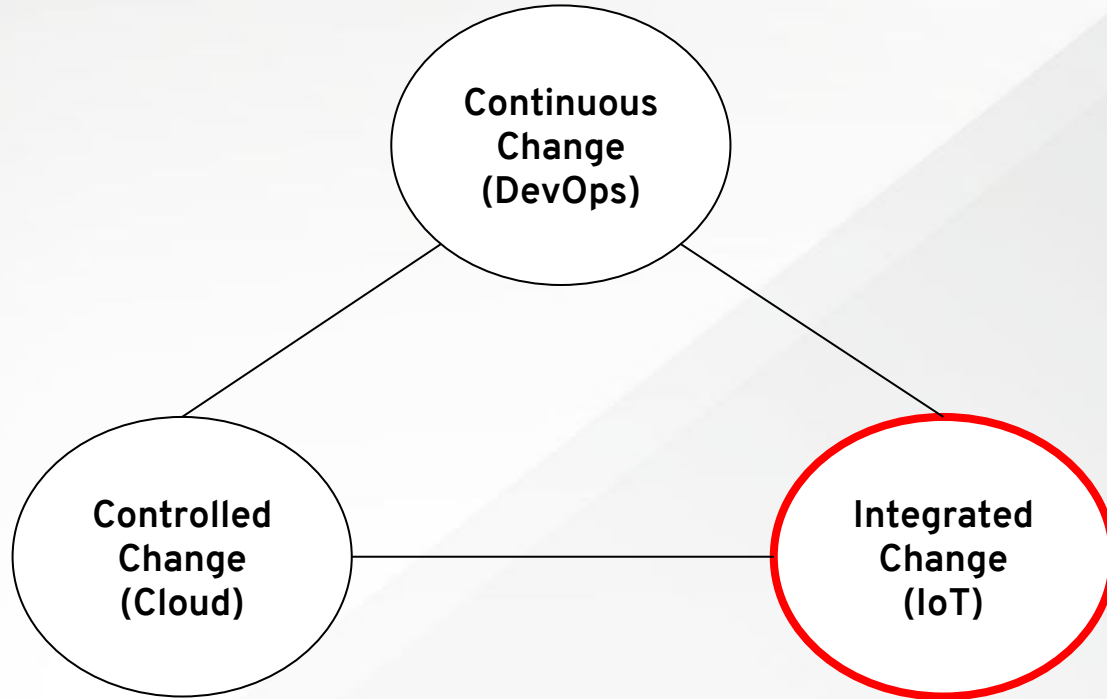
# IT'S A DIFFERENT JOURNEY FOR EVERYONE

BUT HERE'S WHAT IT LOOKS LIKE FOR ONE FINANCIAL SERVICES CUSTOMER



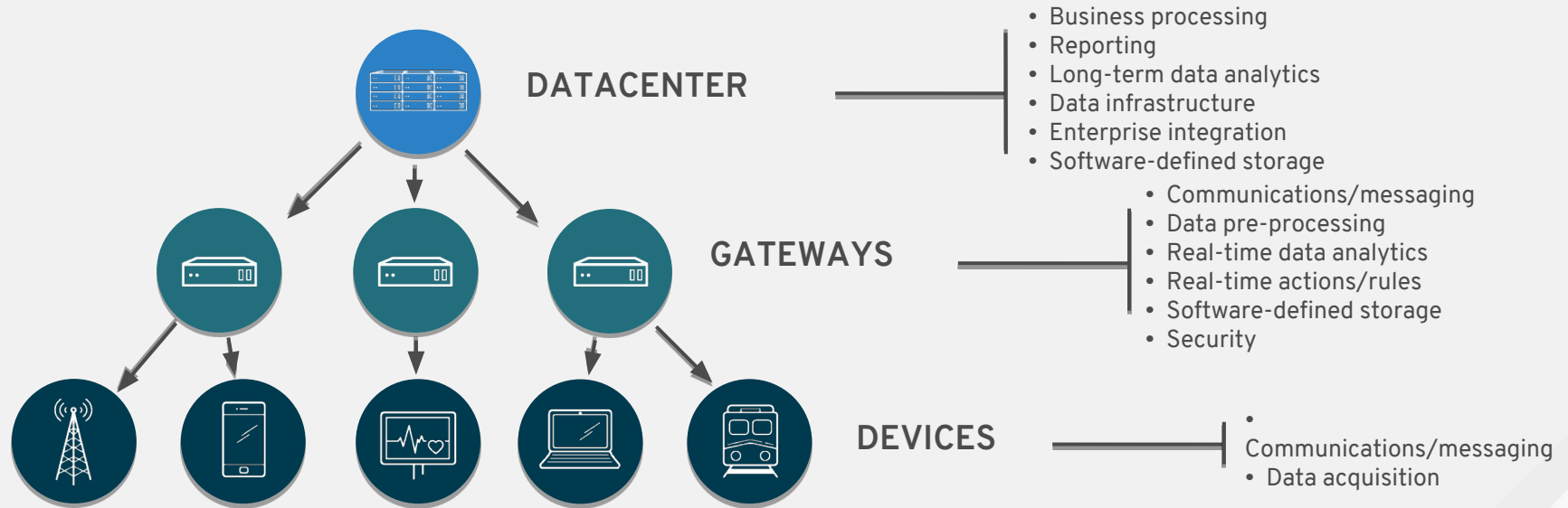
# Changing the Integration of Things

# How does Change manifest itself today?

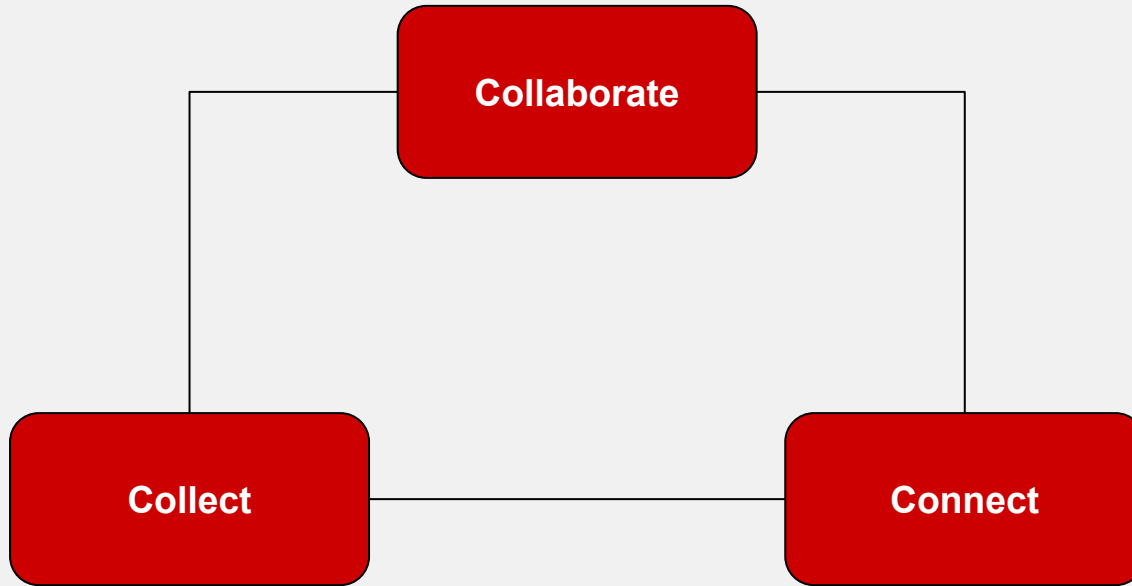


# ENTERPRISE IoT ARCHITECTURE

Driving datacenter function to the edge

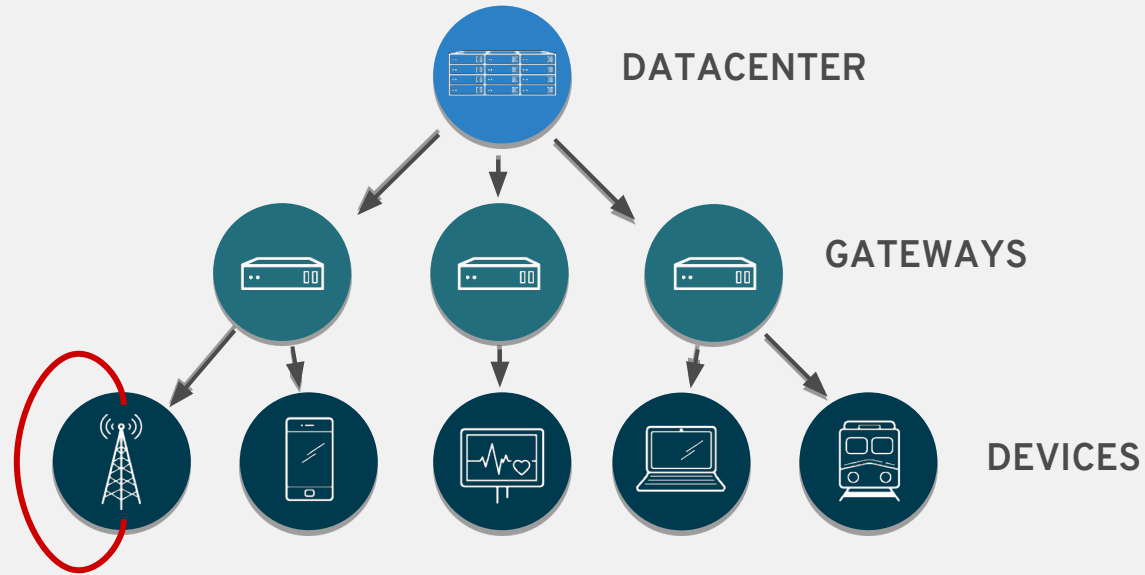


# “I” is for Integration in IoT

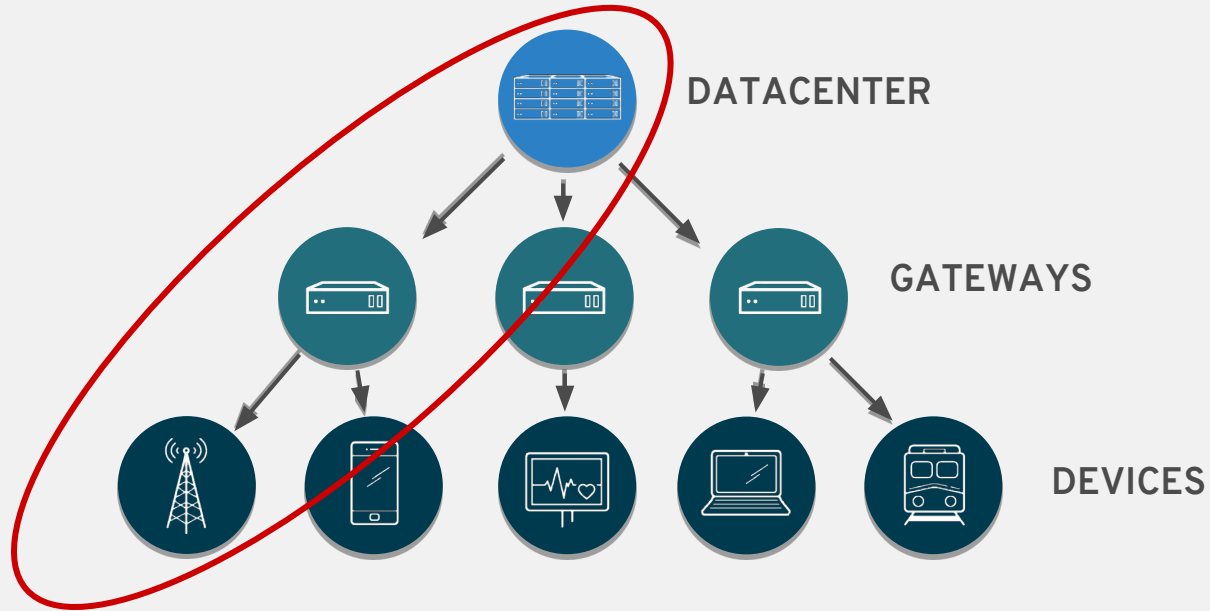




# Integrating to Collect



# Integrating to Connect



# Integration is dead! Long live integration



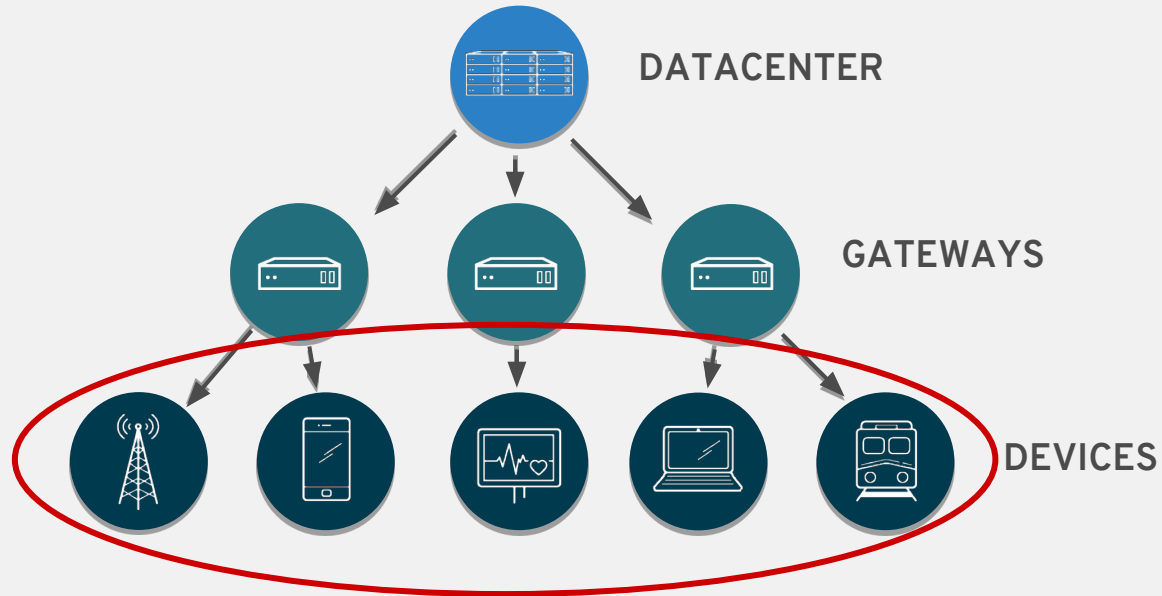
**API Management**

**Elastic Messaging**

**Microservices Integration**

**New styles of integration are the hallmark of Digital Transformation**

# Integrating to Collaborate



# Brave new ecosystem of devices



Collaboration drives Pizza delivery automation

# Partnering with Change

## Red Hat

# The Open Organization

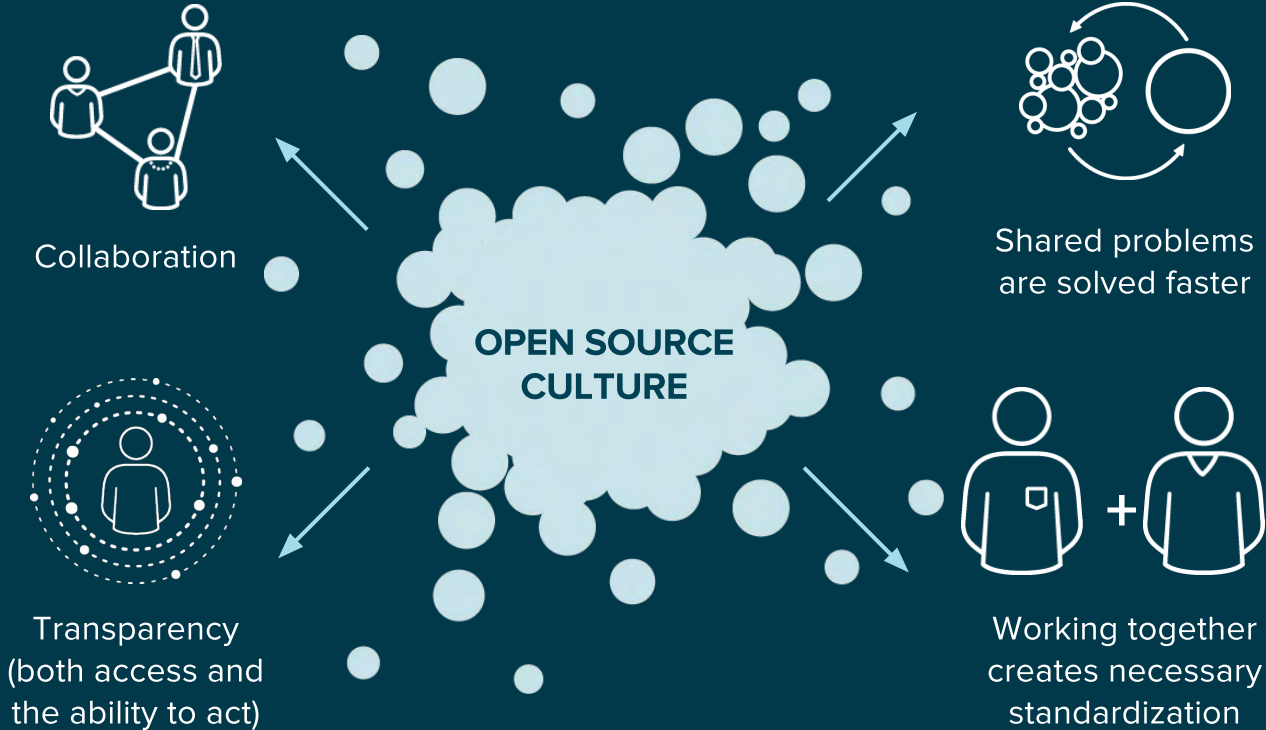
## *Igniting Passion and Performance*



The Open Organization is for leaders who want to create business environments that can respond quickly in today's fast-paced world. It's for those who want to encourage the best ideas, hear honest advice, and attract (and retain) the brightest talent.

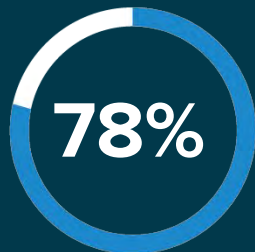


# IT'S NOT JUST CODE; IT'S CULTURE

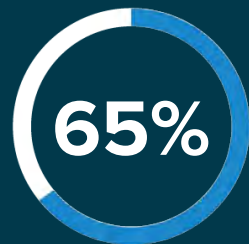




# OPEN SOURCE ADOPTION



of enterprises run open source. <sup>[1]</sup>

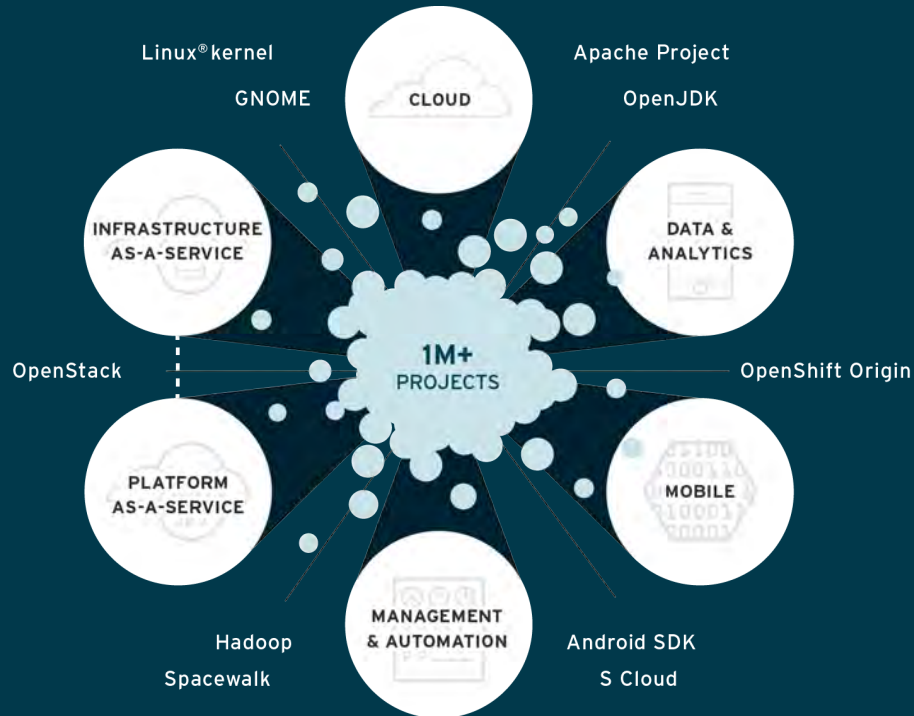


of companies are contributing to open software. <sup>[2]</sup>

[1] Black Duck Software, [9th Annual Future of Open Source survey](http://www.blackducksoftware.com/2015-future-of-open-source), 2015. [www.blackducksoftware.com/2015-future-of-open-source](http://www.blackducksoftware.com/2015-future-of-open-source)

[2] Black Duck Software, [10th Annual Future of Open Source survey](http://www.blackducksoftware.com/2016-future-of-open-source), 2016. [www.blackducksoftware.com/2016-future-of-open-source](http://www.blackducksoftware.com/2016-future-of-open-source)

# OPEN SOURCE DEVELOPMENT DRIVES RAPID INNOVATION



# IT'S ABOUT MORE THAN OPEN SOURCE



# TRIED. TESTED. TRUSTED.

**100%**

of airlines in the  
Fortune Global 500  
rely on Red Hat



**100%**

of telcos in the  
Fortune Global 500  
rely on Red Hat



**100%**

of healthcare  
companies in the  
Fortune Global 500  
rely on Red Hat

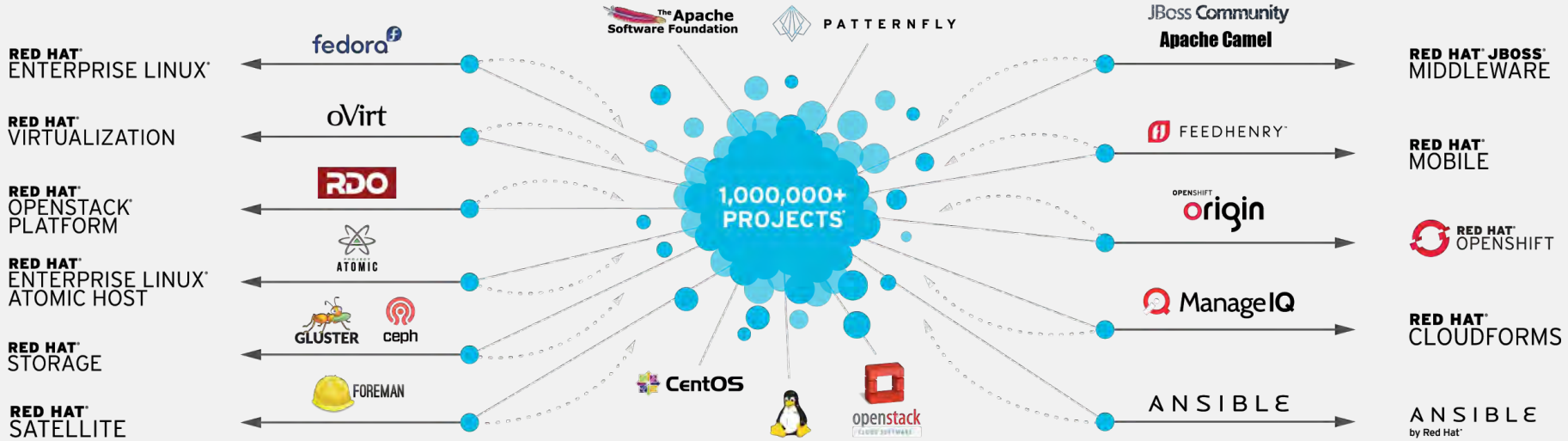


**100%**

of commercial  
banks in the  
Fortune 500 rely  
on Red Hat

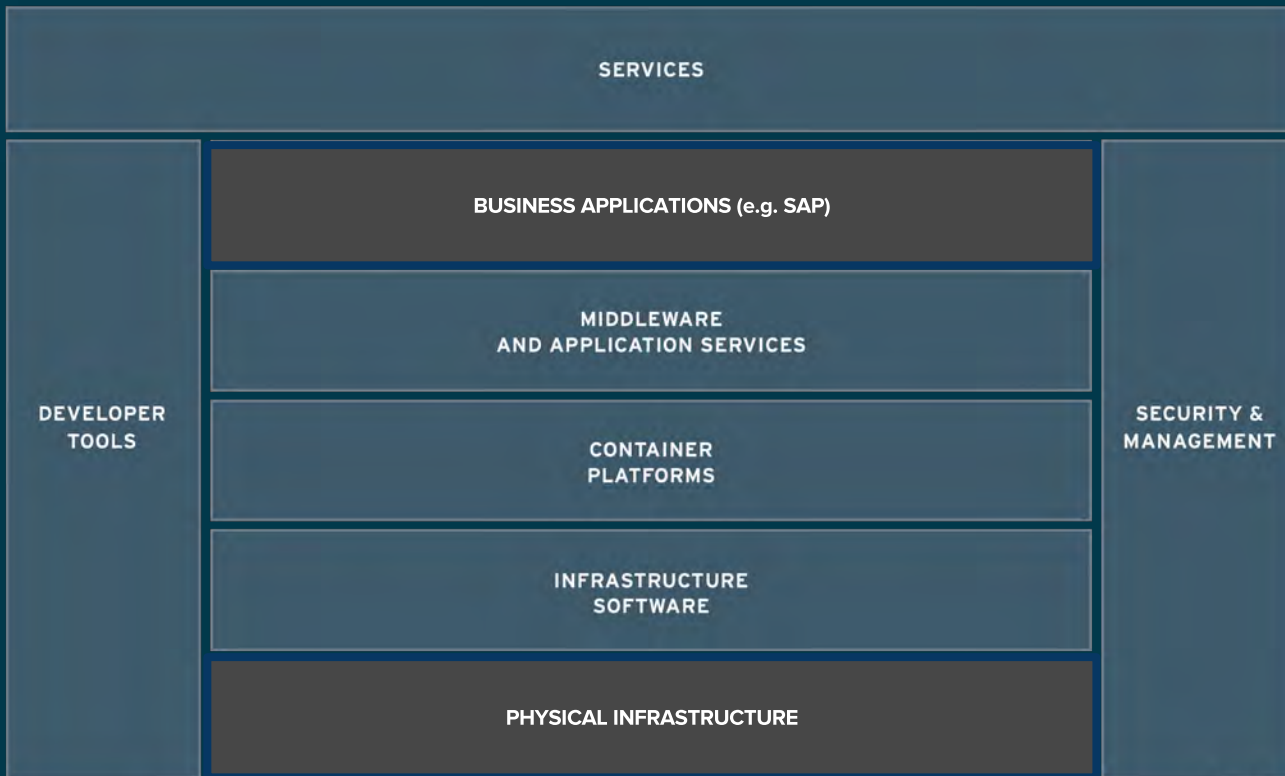


# FROM COMMUNITIES TO ENTERPRISE



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# A COMPLETE TECHNOLOGY STACK



RH0075-02

# SERVICES

RED HAT  
OPEN INNOVATION LABS

RED HAT  
CONSULTING

RED HAT  
TRAINING +  
CERTIFICATION

RED HAT  
SERVICES

## DEVELOPER TOOLS

### BUSINESS APPLICATIONS (e.g. SAP)

## SECURITY & MANAGEMENT

RED HAT JBOSS  
DEVELOPER STUDIO

### MIDDLEWARE AND APPLICATION SERVICES

RED HAT REGISTRY



RED HAT JBOSS  
BPM SUITE

RED HAT JBOSS  
FUSE

RED HAT JBOSS  
DATA GRID

RED HAT JBOSS  
ENTERPRISE  
APPLICATION PLATFORM



RED HAT JBOSS  
BRMS

RED HAT JBOSS  
A-MQ

RED HAT JBOSS  
DATA VIRTUALIZATION

RED HAT  
MOBILE APPLICATION  
PLATFORM

RED HAT  
INSIGHTS

RED HAT  
CONTAINER  
DEVELOPMENT KIT

### CONTAINER PLATFORMS

ANSIBLE  
by Red Hat



RED HAT  
SATELLITE

RED HAT  
APPLICATION  
LIFECYCLE TOOLS

### INFRASTRUCTURE SOFTWARE

RED HAT  
CLOUDFORMS

RED HAT  
ENTERPRISE LINUX

RED HAT  
ENTERPRISE LINUX  
ATOMIC HOST

RED HAT  
STORAGE

RED HAT  
OPENSTACK  
PLATFORM

RED HAT  
VIRTUALIZATION

### PHYSICAL INFRASTRUCTURE

# TAKING A NEW APPROACH

TRADITIONAL I.T. VERSUS OPEN INNOVATION

## TRADITIONAL | OPEN INNOVATION LABS





# COMPREHENSIVE SERVICES



## TRAINING AND CERTIFICATION

- 40+ courses
- Hands-on certifications and exams
- Automation with Ansible courses
- Container-based app dev courses
- Red Hat Learning Subscription

## SUPPORT

- Award-winning Customer Portal
- Technical support, available 24x7
- Automated, proactive support tools
- Strategic and technical roadmap planning
- Emerging technology support and guidance



## CONSULTING

- Open solutions using Red Hat products
- Architect, consultant, PM expertise
- Both process and IT alignment
- On-site or remote delivery
- Hands-on mentoring

## HARDWARE, SOFTWARE, AND CLOUD CERTIFICATION

- Hundreds of public cloud providers
- Thousands of hardware platforms
- Tens of thousands of applications
- Red Hat Container Certification



# Thank You

*Partnership matters for effective change*