RED HAT

Real Opensource IT for an OpenWorld

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Sept 30th, 2010

Who is actually using Red Hat Opensource software today ?

Challenge: Increase performance while reducing cost

"Our systems now perform **three times faster** while **costing 90% less** when compared side-by-side to other providers."

- Robert Wiseman, CTO, Sabre Holdings

DREAMWORKS SKG

Challenge: Increase performance for large workloads

Red Hat Enterprise Linux is the **primary platform for the animation industry.**

Behind that effort is Ed Leonard, CTO at DreamWorks, who has been recognized for his work with an Annie Award for "promoting the Linux open system for animation in animation studios and gaming software development."

NEW YORK STOCK EXCHA
NYSE Euronext SM

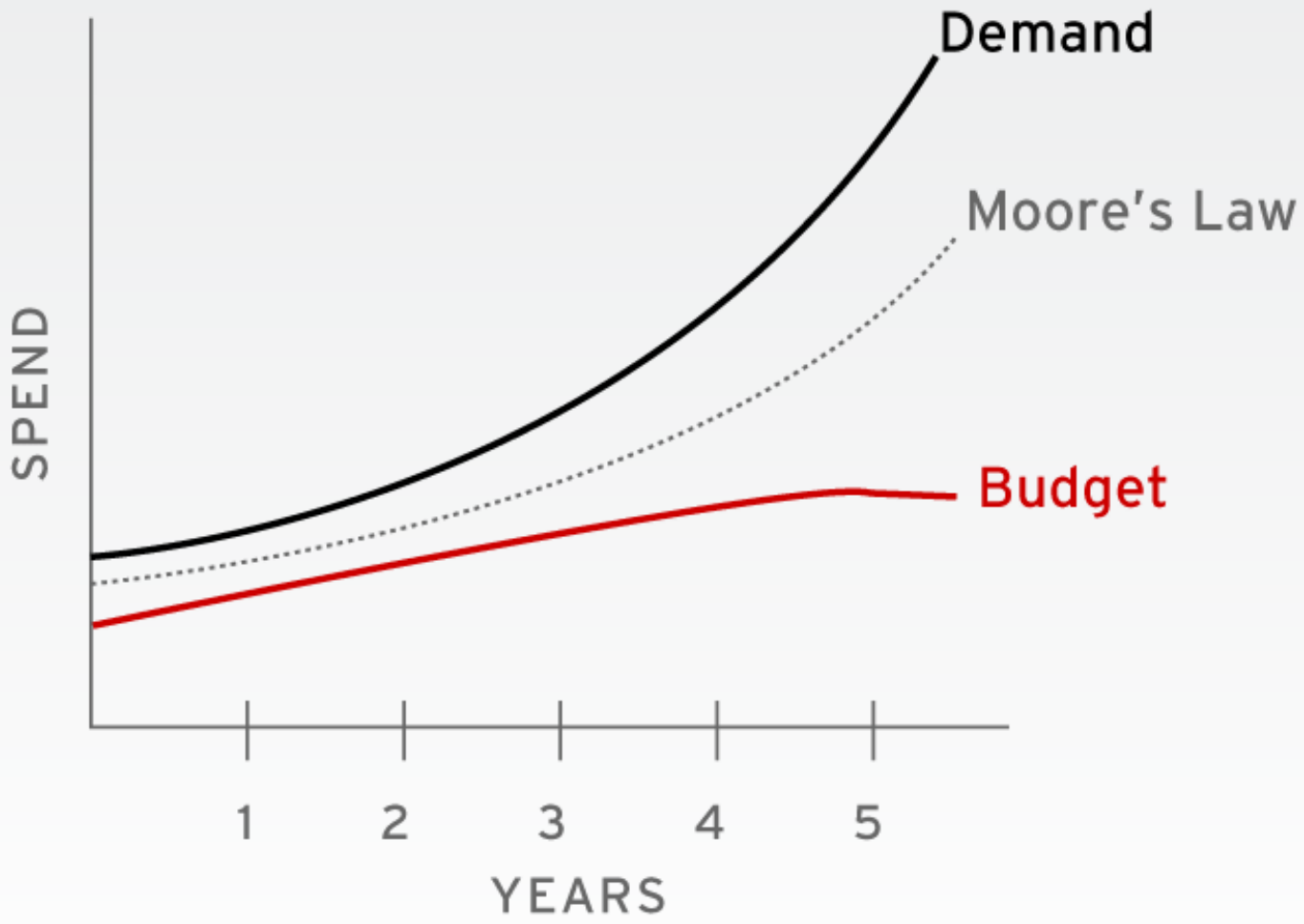
"We needed a good partner and found one in Red Hat. We were looking for a partner that was offering reliable software and one that would help and advise on architecture while providing the value of trusted support services. Red Hat satisfied our objectives."

- Steve Rubinow, CIO, NYSE Euronext

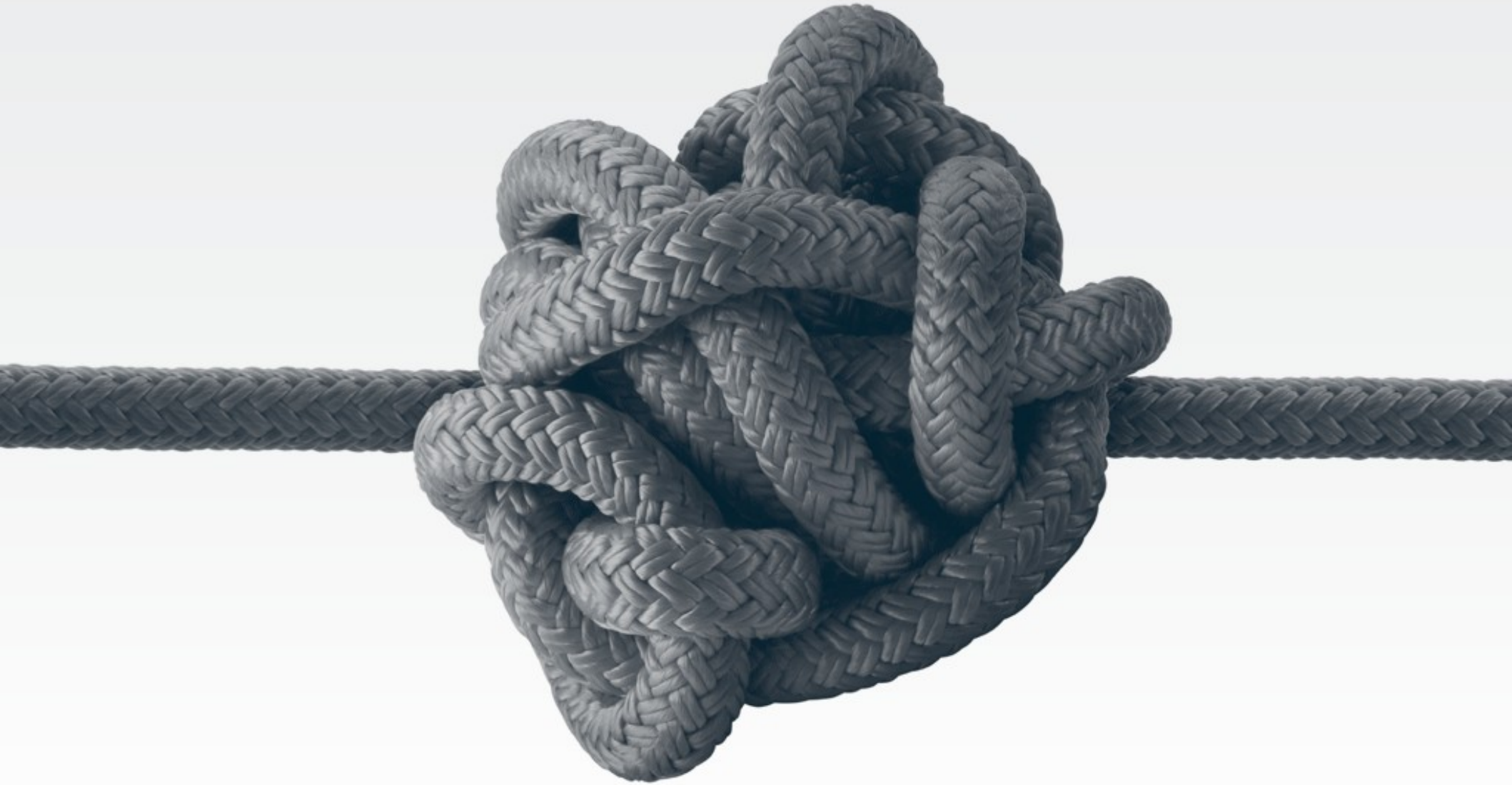
RED HAT CLOUD CUSTOMERS

Some French Customers :

THE OLD DEVELOPMENT MODEL CAN'T INNOVATE FAST ENOUGH



THE OLD CUSTOMER MODEL IS TOO COMPLEX



RED HAT BRIDGES
THE GAP

WE CAN DO MORE
WHEN WE WORK
TOGETHER

CATALYST IN COMMUNITIES

FEDORA = $11 BILLION

WHY RED HAT?

WE INNOVATE THROUGH COLLABORATION

WE HAVE A CUSTOMER-FRIENDLY BUSINESS MODEL

WE SOLVE OLD PROBLEMS IN NEW WAYS

WE DO MORE WHEN WE WORK WITH OUR CUSTOMERS

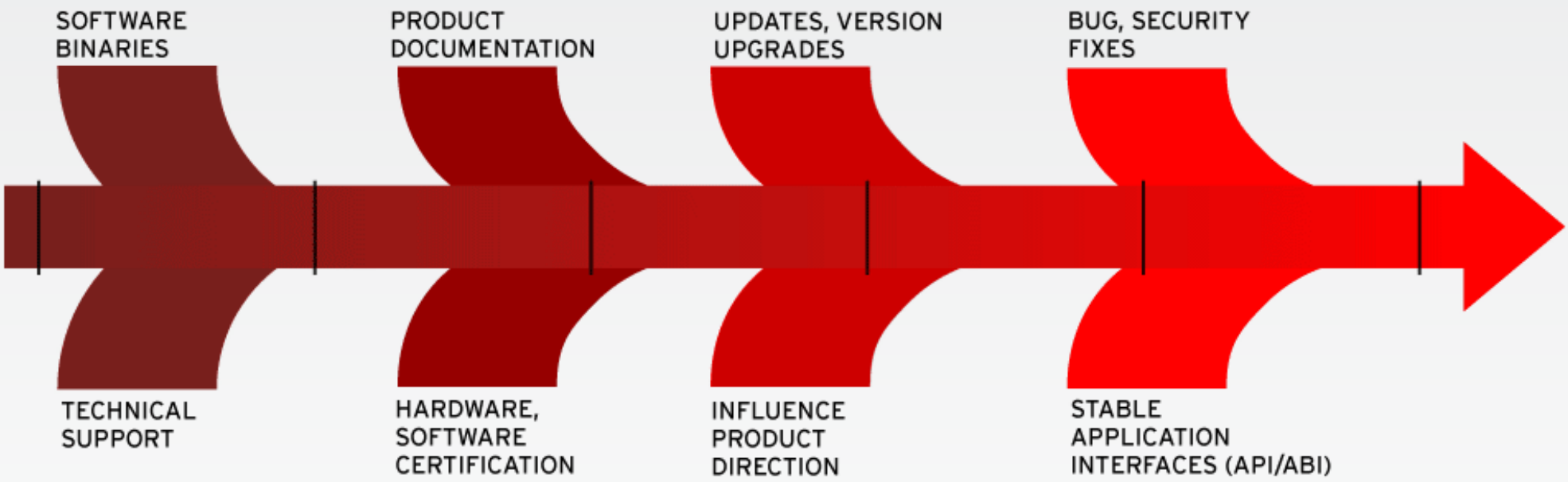
TOP 10 SOFTWARE VENDORS IN 2009

RANK 2009	RANK 2008	RANK 2007	RANK 2006	VENDOR	AVERAGE OF ALL RATINGS 2009 (%)	VALUE (%)	RELIABILITY (%)	PREFER TO STAY WITH VENDOR (% YES)
1	2	1	1	Red Hat	85	85	86	92
1	1	2	-	Google	85	85	85	97
3	-	-	-	WebEx (Cisco)	79	78	80	89
4	3	3	2	Citrix	76	75	77	89
5	4	4	-	Adobe	73	72	73	93
6	7	6	4	Microsoft	71	71	70	90
7	6	-	-	Salesforce.com	70	70	70	89
8	5	7	3	Novell	67	66	68	68
9	8	8	6	Oracle (including PeopleSoft)	62	60	65	82
10	9	5	5	SAP	53	51	55	79

Source: *CIO Insight* Vendor Value 2009

Red Hat has been in first positions for last 4 years .

VALUE OF A RED HAT SUBSCRIPTION



PREDICTABLE COST, CONTINUOUS VALUE

RED HAT CLOUD Solution

UNLOCKING THE VALUE OF THE CLOUD

RED HAT PRODUCT PORTFOLIO

INFRASTRUCTURE

Red Hat Enterprise Linux
Red Hat Enterprise Linux Advanced Platform
Red Hat Enterprise Linux Desktop
Red Hat Enterprise MRG
Red Hat Enterprise Virtualization
- Red Hat Enterprise Virtualization Hypervisor
- Red Hat Enterprise Virtualization Manager for Servers
- Red Hat Enterprise Virtualization Manager for Desktops

MIDDLEWARE

JBoss Open Choice
- JBoss Enterprise Application Platform
- JBoss Enterprise Web Platform
- JBoss Enterprise Web Server

JBoss Frameworks
- JBoss Hibernate
- JBoss Seam
- JBoss Web Framework Kit
- JBoss jBPM

JBoss SOA Platform
JBoss BRMS Platform
JBoss Portal Platform
JBoss Data Services Platform
JBoss Developer Studio

MANAGEMENT

Red Hat Network Satellite
JBoss Operations Network
Red Hat Directory Server
Red Hat Certificate System

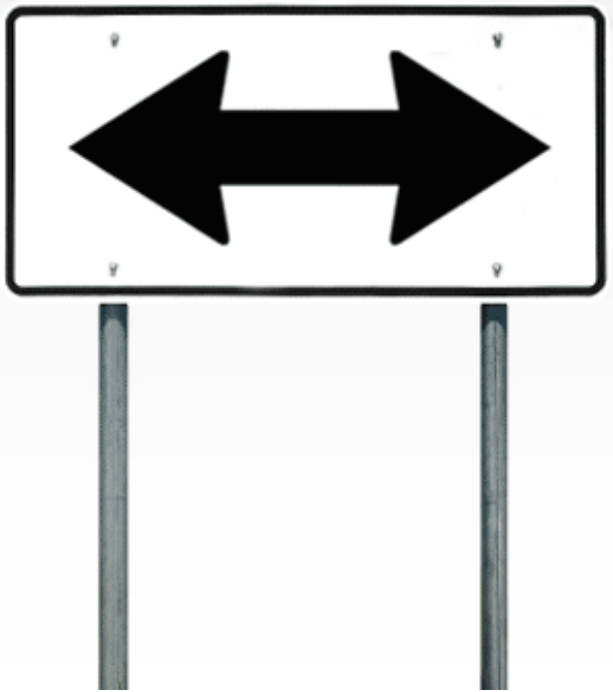
SERVICES

Red Hat Consulting
Red Hat Support Services
Red Hat Training and Certification

A FUTURE AS OPEN AS POSSIBLE

OPEN STANDARDS
OPEN CONTENT
OPEN SOURCE

WHY?
All roads lead to interoperability.



Q&A
redhat.