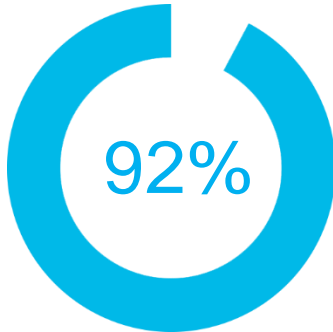




Red Hat OpenShift on Microsoft Azure Solution

According To Research Amongst CIOs:



Want to speed up application delivery to meet increasing demand¹



Working to accelerate service delivery²



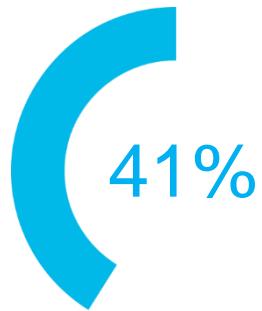
Want to add more self-service capabilities³

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



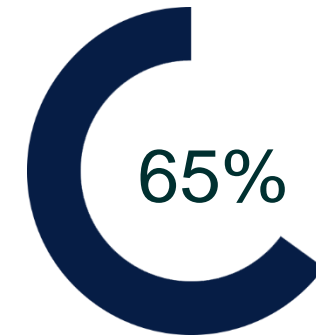
Open source increasingly drives modern applications

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

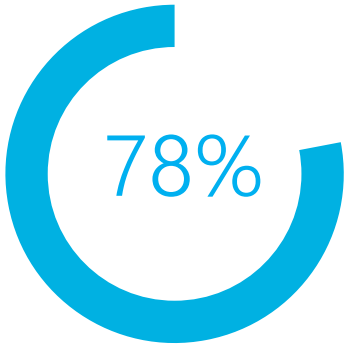
65% of DevOps early adopters prefer commercial or community open source solutions²

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

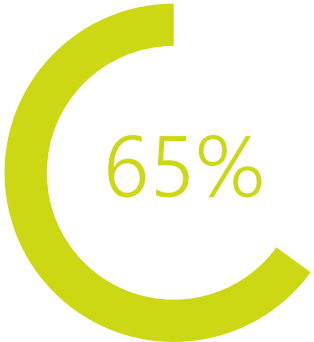
² IDC Early Adopters DevOps Survey, July 2016

³ IDC FutureScape: Worldwide Cloud 2016 Predictions, November 2015

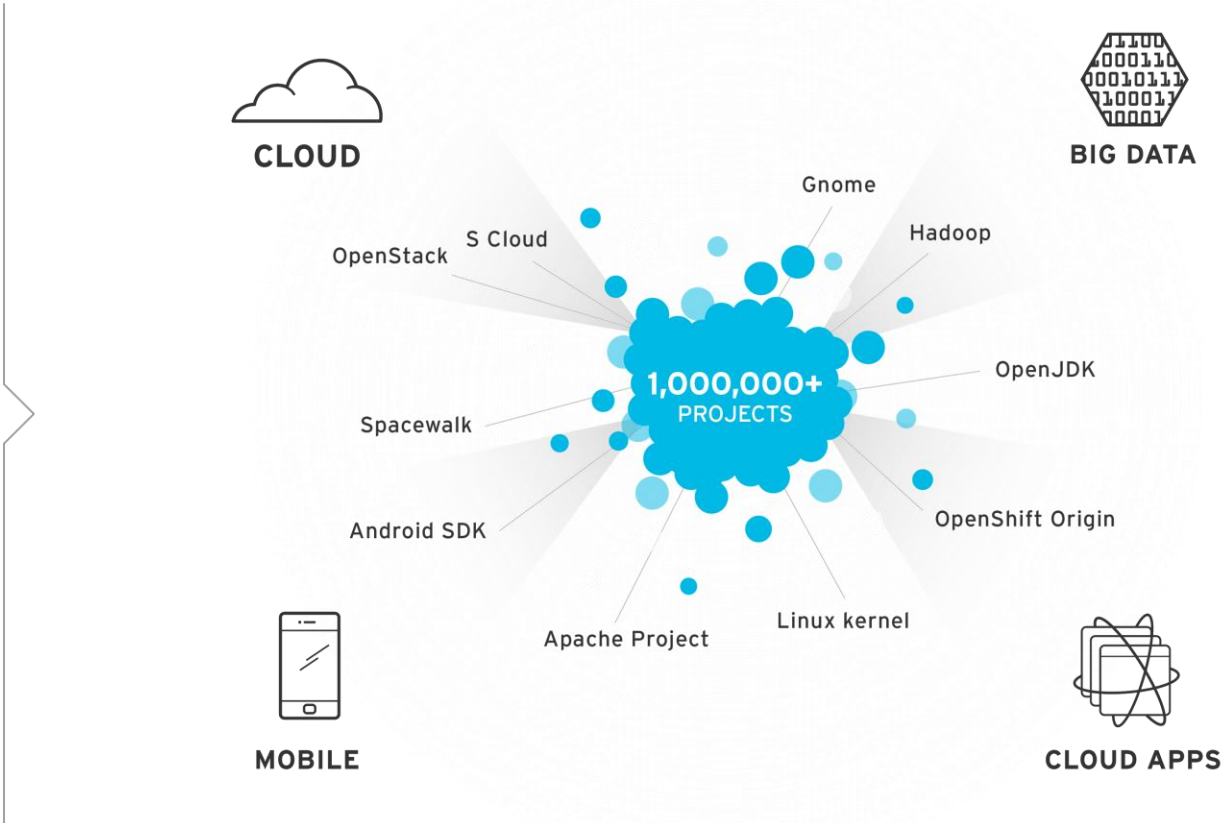
Open Source Fuels Rapid Innovation



of enterprises run open source.¹



of companies are contributing to open software.²



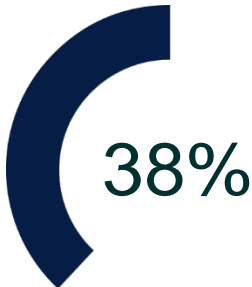
¹ Black Duck Software, 9th Annual Future of Open Source survey, 2015. www.blackduckssoftware.com/2015-future-of-open-source

² Black Duck Software, 10th Annual Future of Open Source survey, 2016. www.blackduckssoftware.com/2016-future-of-open-source³

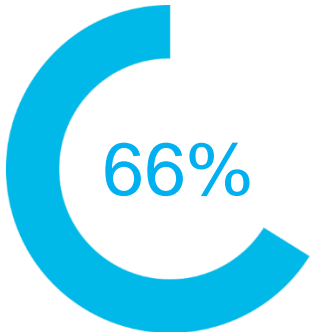
The Business Value of Red Hat OpenShift Container Platform



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 organization's 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

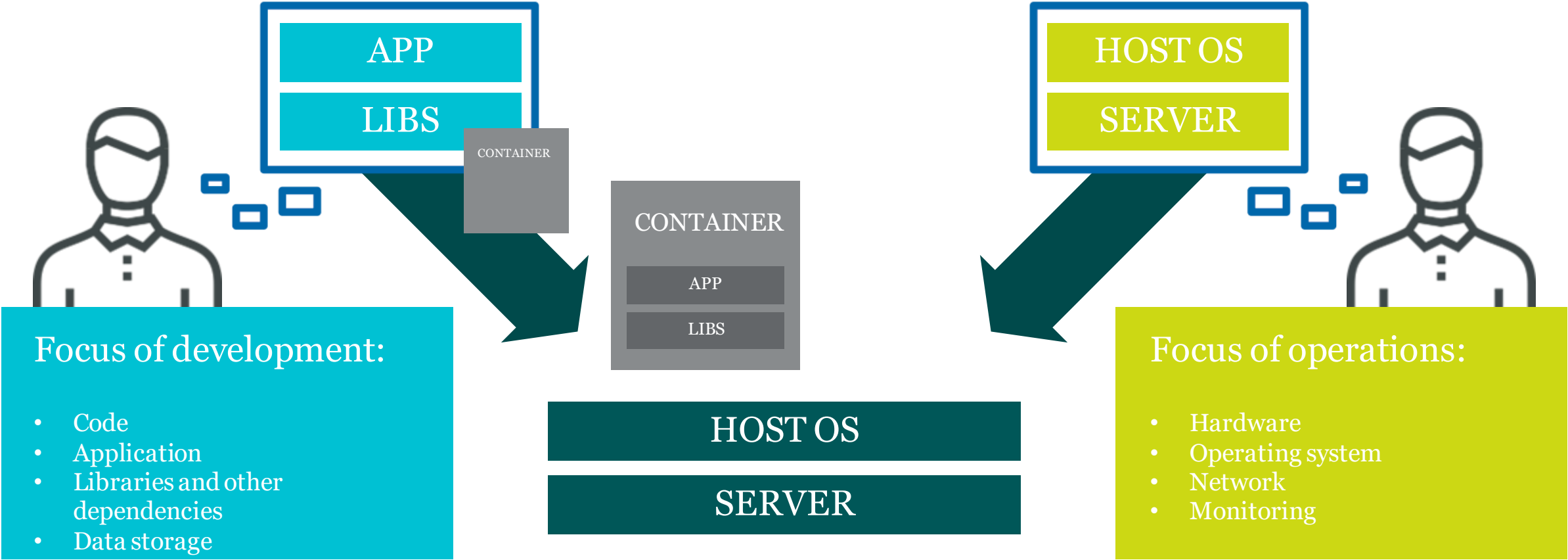


End-to-end support



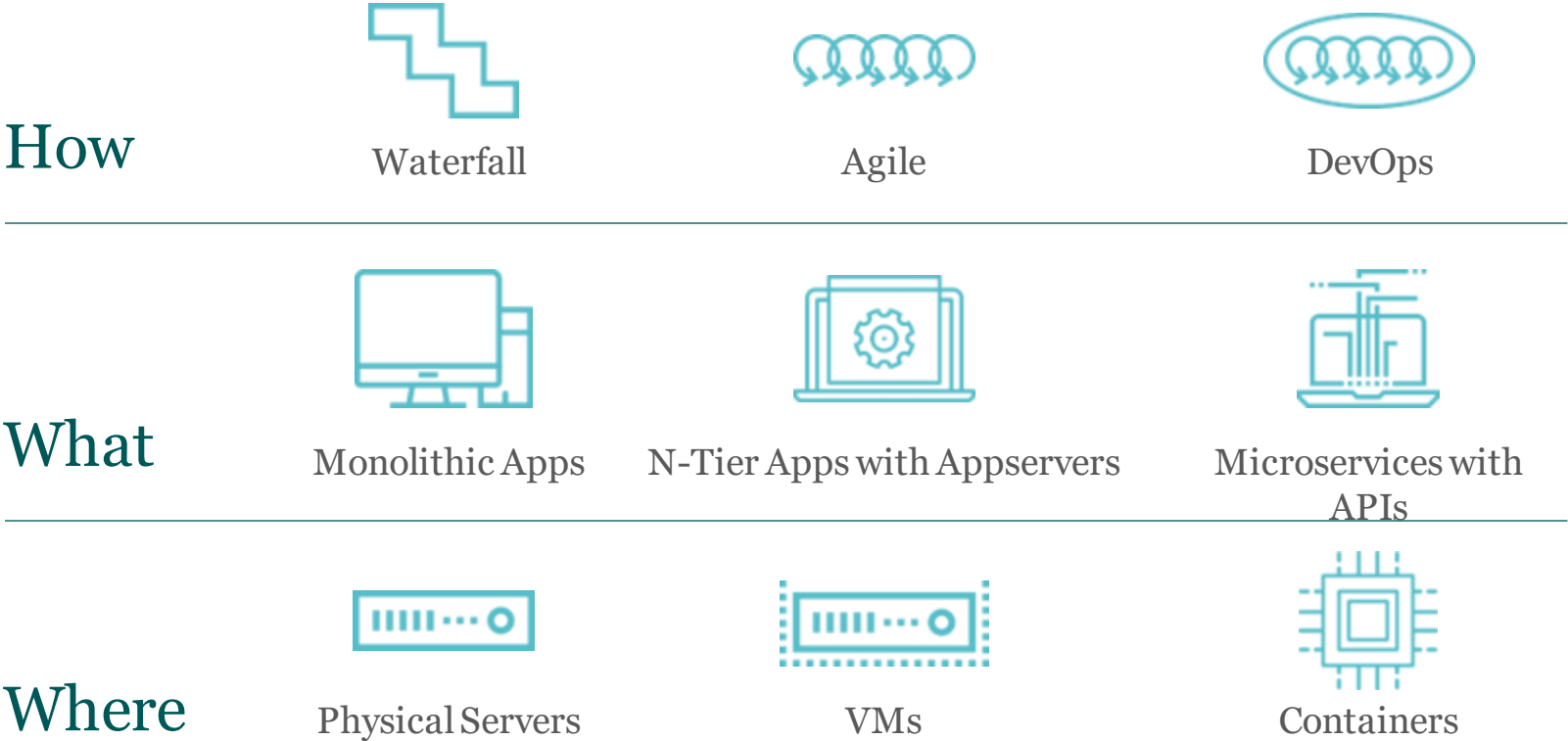
Simplicity

Red Hat OpenShift – Dev/Ops



Container enable continuous development Dev/Ops

OpenShift – Then & Today



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

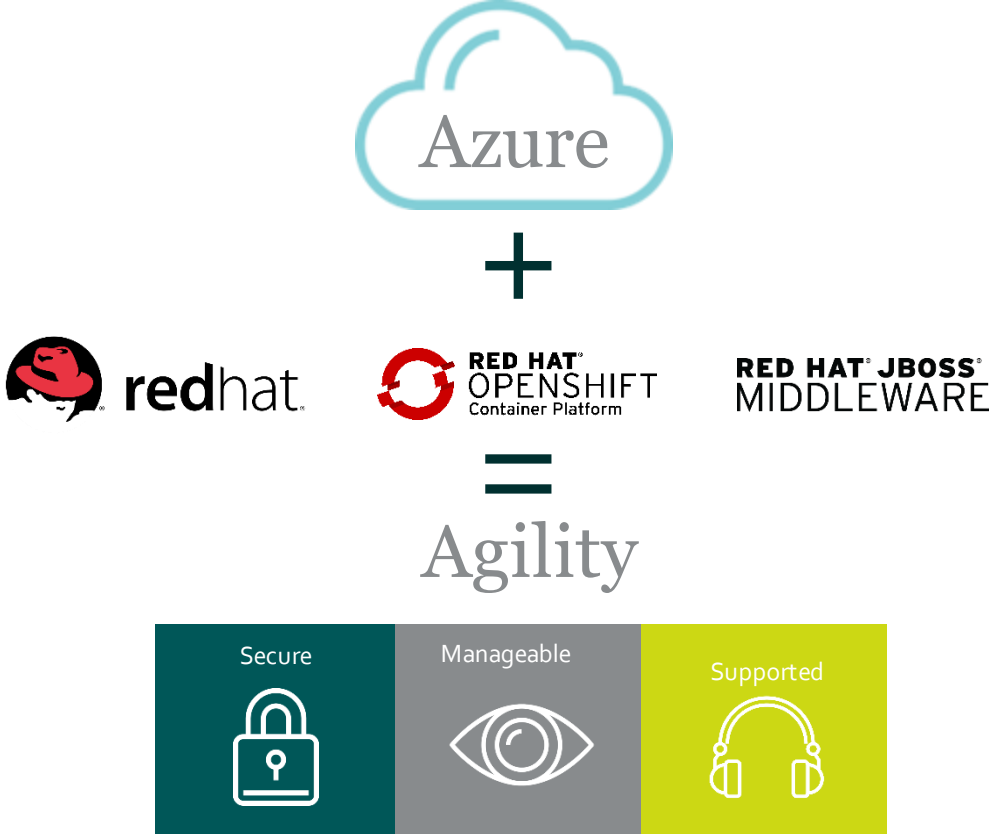
The cloud is where open enterprise innovation is happening

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 TD SYNnex Cloud Solutions?

- Building on long-standing partnerships with Red Hat and Microsoft, TD SYNnex 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 TD SYNnex CSP Tier 2
- Partner must be signed up for Red Hat CCSP via TD SYNnex
- 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			
Systems management 	Management RED HAT CLOUDFORMS 		
	Containers  RED HAT OPENSIFT		RED HAT JBOSS MIDDLEWARE 
	Virtualization RED HAT VIRTUALIZATION 		Private cloud RED HAT OPENSTACK PLATFORM
RED HAT SATELLITE			
Platform RED HAT ENTERPRISE LINUX 		Storage RED HAT CEPH STORAGE	RED HAT GLUSTER STORAGE 

What's Next?

Next Steps:

- Sign up for Azure Tier-2 CSP at TD SYNEX
- Sign up for Red Hat CCSP at TD SYNEX
- Apply for Selected Training
- Workshop to discuss/setup use case
- Apply for Certification



Why Will Your Customers Be Interested?

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

