



Strategie e Trend di Red Hat nel mondo Open Source

Alessandro Sestini

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ABOUT ME

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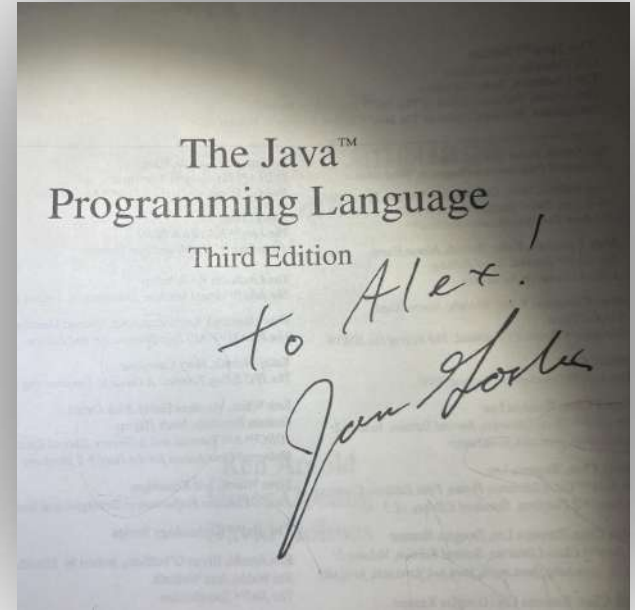
Email: aseptini@redhat.com

Base: Roma

Role: Commercial Leader South

Experience: 20+ years in IT since the old ages of Sun Microsystems.

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ABOUT ME

Name: Andrea Zucchet

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Role: Training Manager for Italy, Israel ,Greece & Cyprus

Experience: 25+ years in IT since the old ages of Sun Microsystems. Once a sysadmin and a consultant and now a in the training arena.

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Red Hat

The world's leading provider of **open source** enterprise IT solutions

More than
90%
of the
Fortune
500
use
Red Hat
products and
solutions¹

~22,000
employees

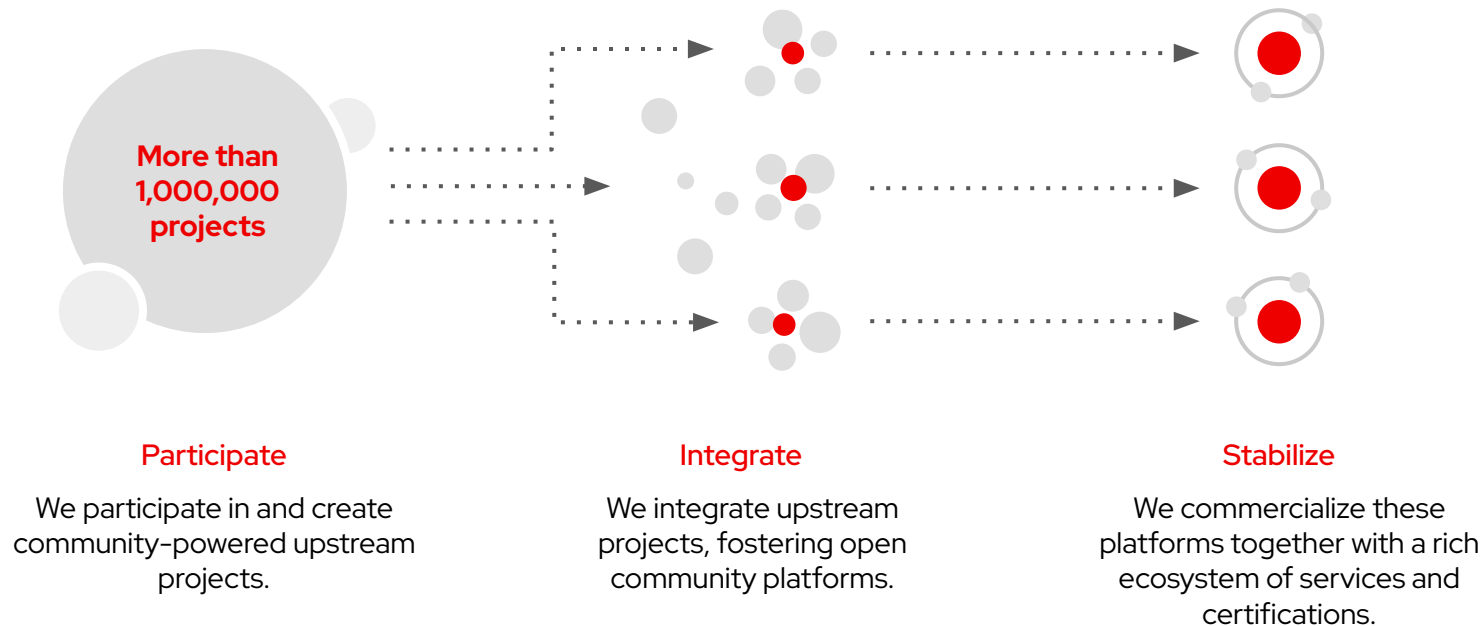
105+
offices

The first
\$3
billion
open
source
company
in the world²

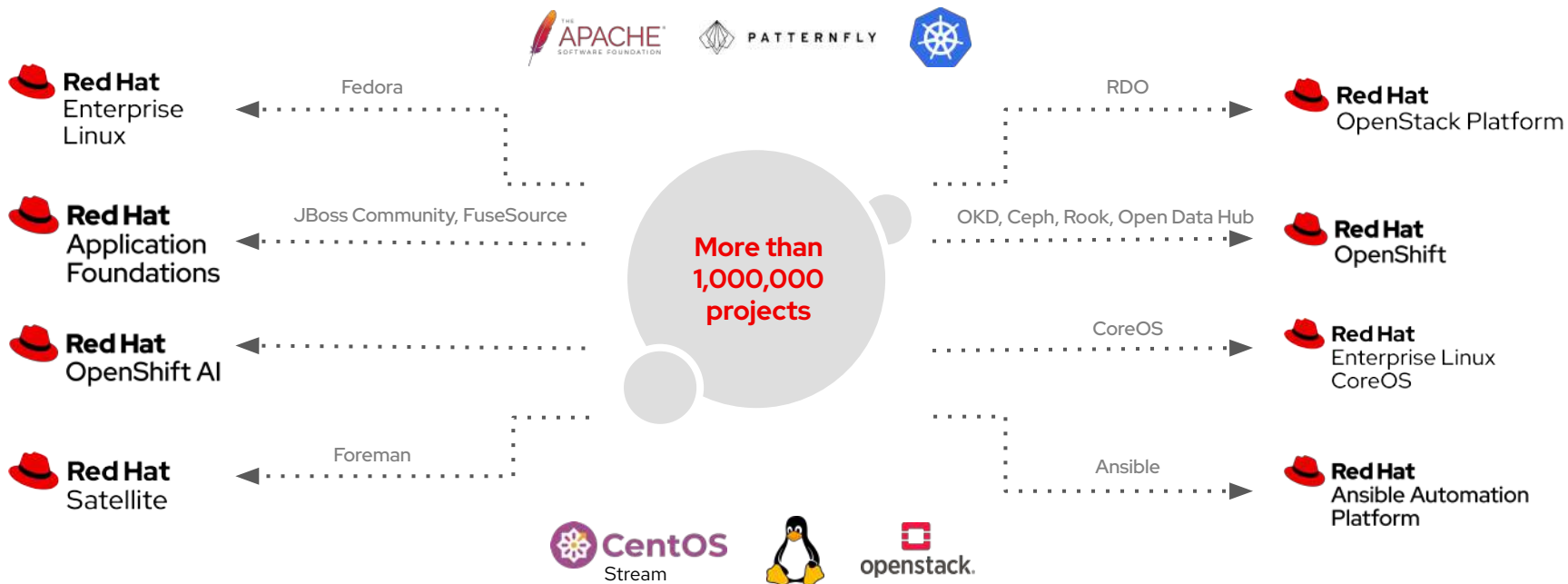
Sources: 1-Red Hat client data and [Fortune 500 list](#), September 2023. (requires subscription)

2 - [Red Hat SEC filings](#) prior to the acquisition by IBM. Note: Currency in U.S. dollars.

How do community projects become enterprise products?



From communities to enterprise



our mission is to build the best platform to support your business



Linux Kernel



Linux distribution



Red Hat
Enterprise Linux



Kubernetes



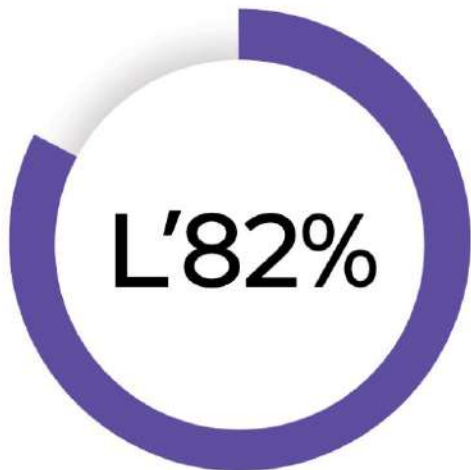
the open native multi cloud **platform**



Red Hat
OpenShift

From a newstack article defining a cloud native stack, OpenShift container platform neatly fits the definition. [What Is the Modern Cloud Native Stack? – The New Stack](#)

La conferma che la strada dell'**open source** e' quella giusta...



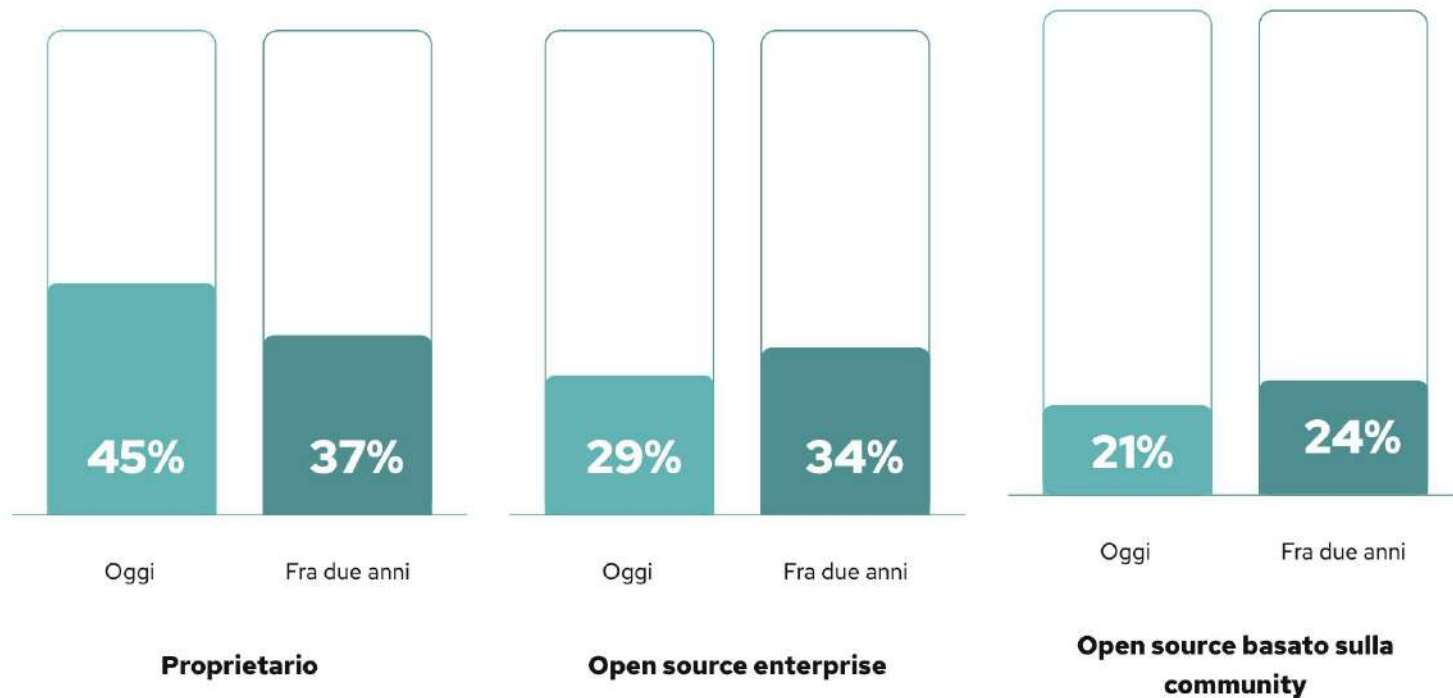
dei responsabili IT è più propenso a scegliere un fornitore che contribuisce alla community open source.

(APAC = 77%, EMEA = 82%, LATAM = 83%, USA = 82%)

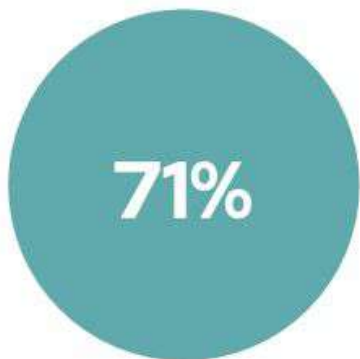
La piena partecipazione a un **modello di sviluppo** open source consente a un fornitore di maturare grande esperienza e di **influenzare di conseguenza le roadmap** di sviluppo secondo modalità che offrono agli utenti benefici direttamente tangibili.



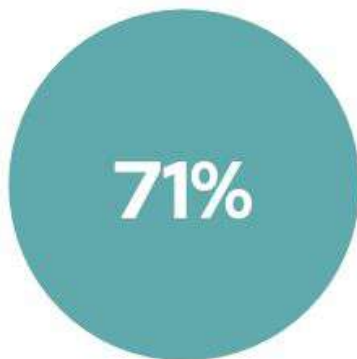
Il software proprietario cede il passo all'open source



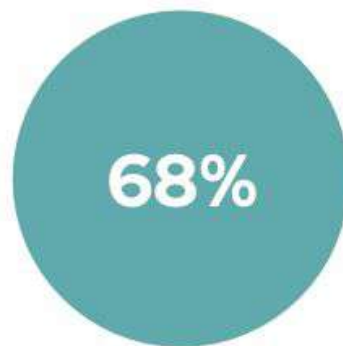
Open Source sinonimo anche di innovazione...



Intelligenza artificiale (AI)
o machine learning (ML)



Edge computing o
Internet of Things (IoT)



Container

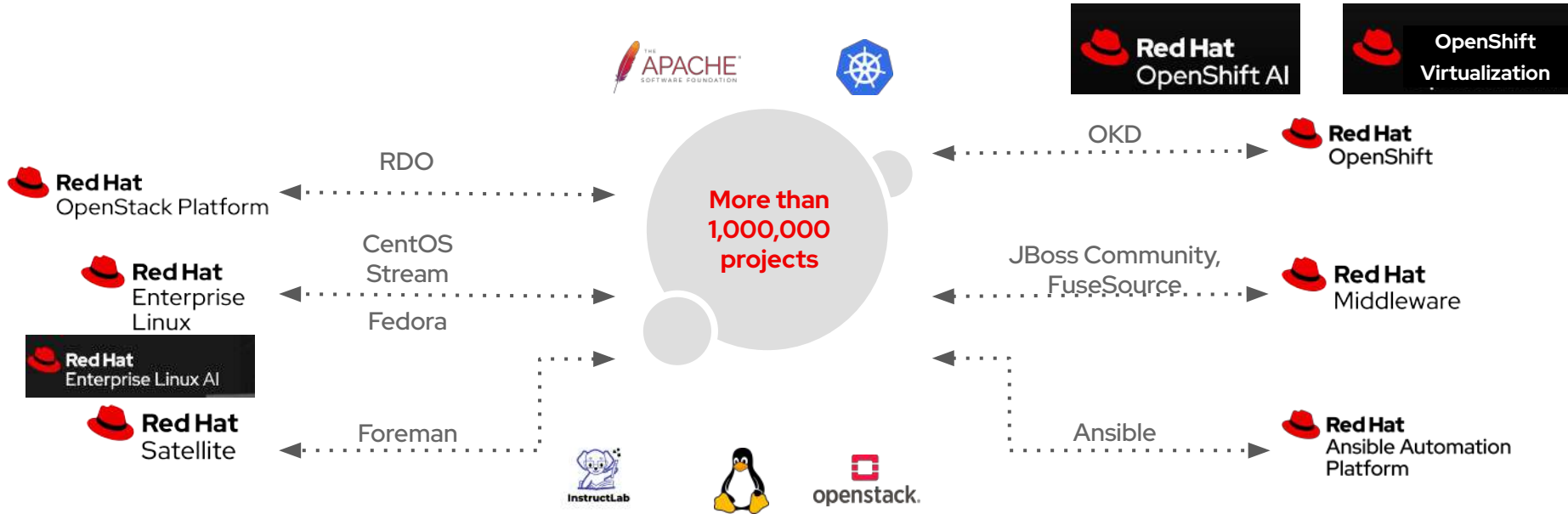


Serverless computing

L'80% degli intervistati è intenzionato ad aumentare l'utilizzo di software **open source** enterprise per le tecnologie emergenti.



... and we are leaders in open source innovation



In che modo le organizzazioni utilizzano l'open source enterprise

1

Modernizzazione
dell'infrastruttura
IT

62%

2

Trasformazione
digitale

54%

3

Sviluppo
applicativo

52%

4

Modernizzazione
delle applicazioni

48%



Un nuovo standard a supporto della digitalizzazione



dei responsabili IT lavora per organizzazioni che utilizzano Kubernetes.

(APAC = 67%, EMEA = 70%, LATAM = 73%, USA = 68%)

Il 70% dei responsabili IT intervistati lavora presso organizzazioni che utilizzano **Kubernetes**; quasi un terzo pianifica di incrementare significativamente l'uso dei container nei prossimi 12 mesi.



Focus sulla virtualizzazione Open Source

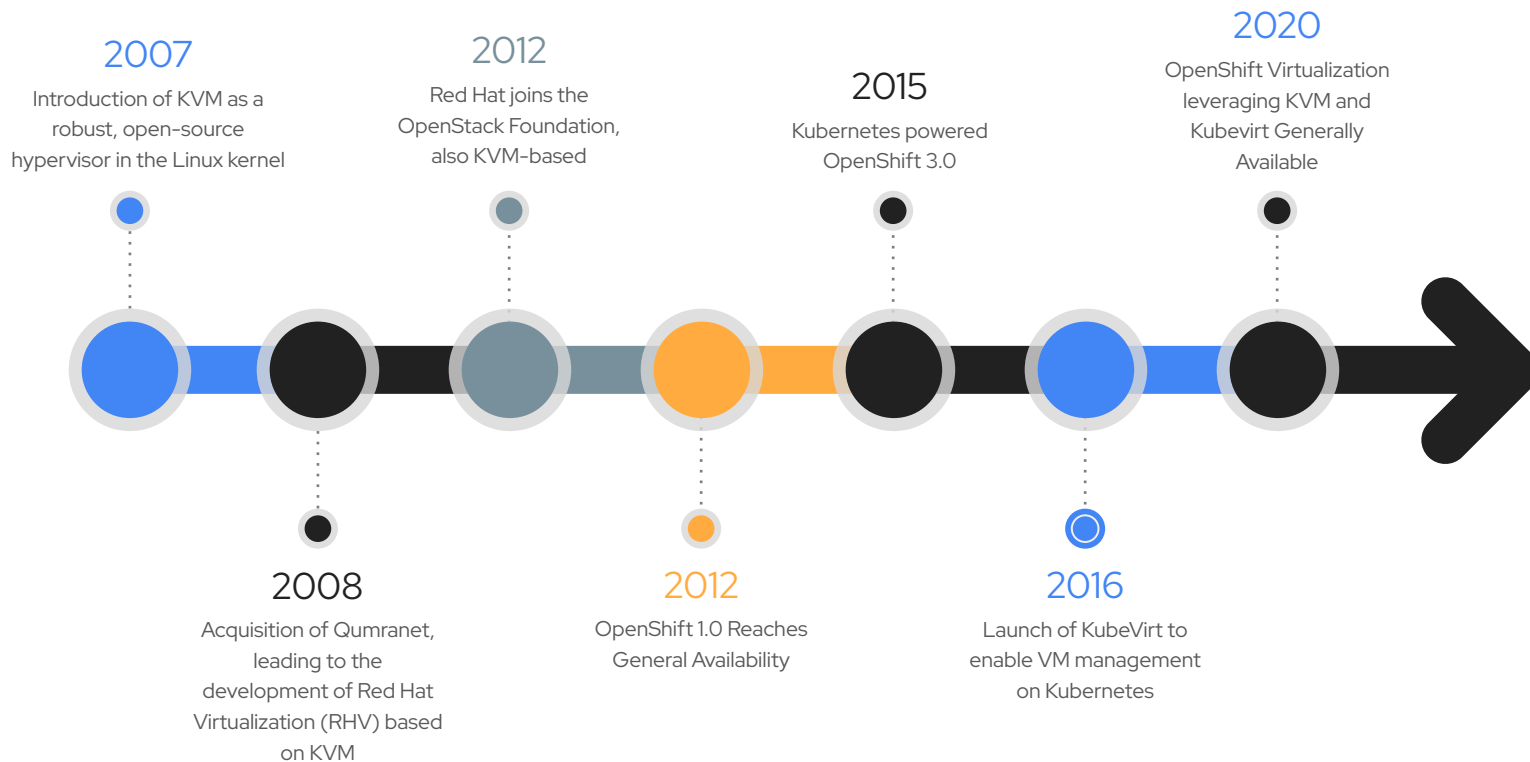
Red Hat Cloud Native Virtualization

Open Source + Linux (kvm) + Kubernetes (Kubevirt)

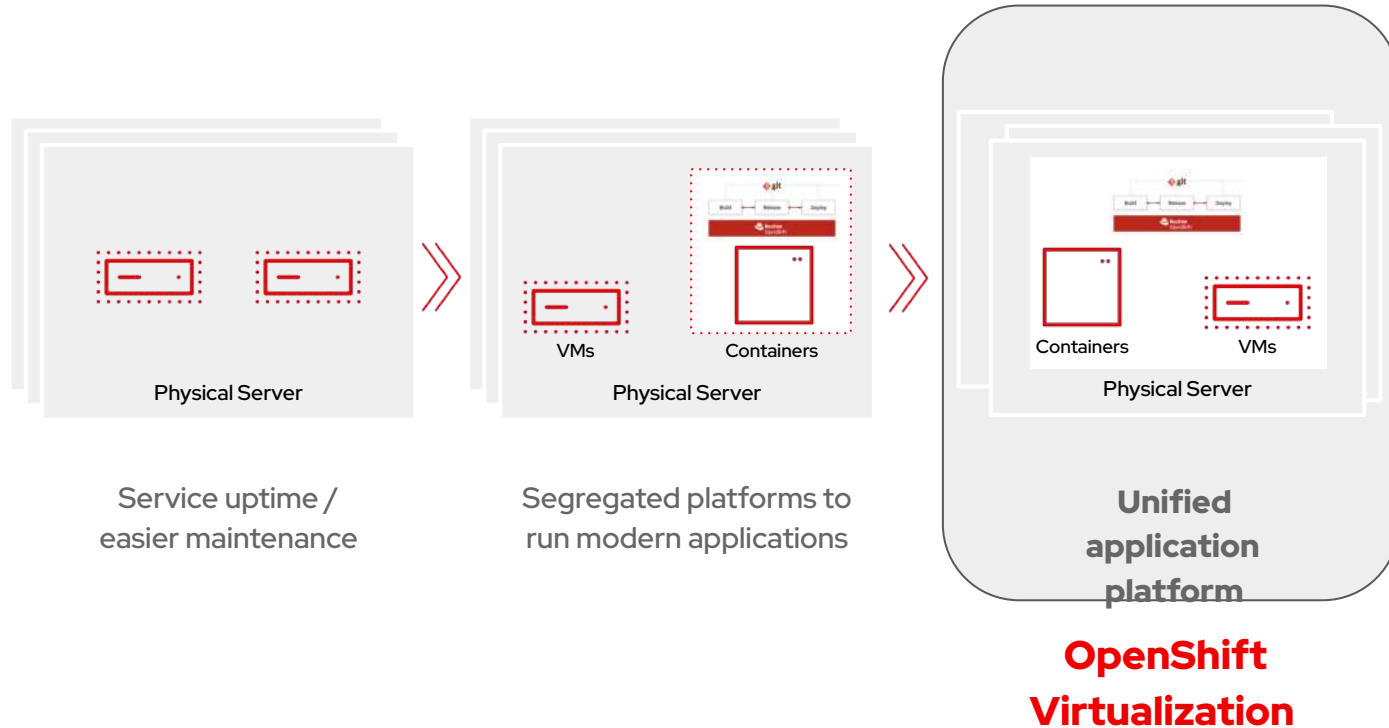
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Virtualizzazione Cloud Native

Flashback: Red Hat has a long history with Virtualization



La virtualizzazione Cloud Native



Managing both VMs and containers



Virtual machines

VMs have been built for decades, and they will not go away overnight.



Containers

Containers solve certain use cases and will continue to rise, but some VMs will remain.



Applications

VMs and containers will be used to build applications, and some might even build on both.

Cloud Native Virtualization “Use Cases”



Dual vendor strategy

Reduce lockin from other virtualization vendors



Cost saving

Reduce operating costs
One team to operate



Dev /Test Environments

Simple self-service infrastructure



Boost new apps and legacy integration

Integrate New and legacy
Windows workloads lift and shift



Simplify the architecture

Same operations
Infrastructure as Code also for VMs

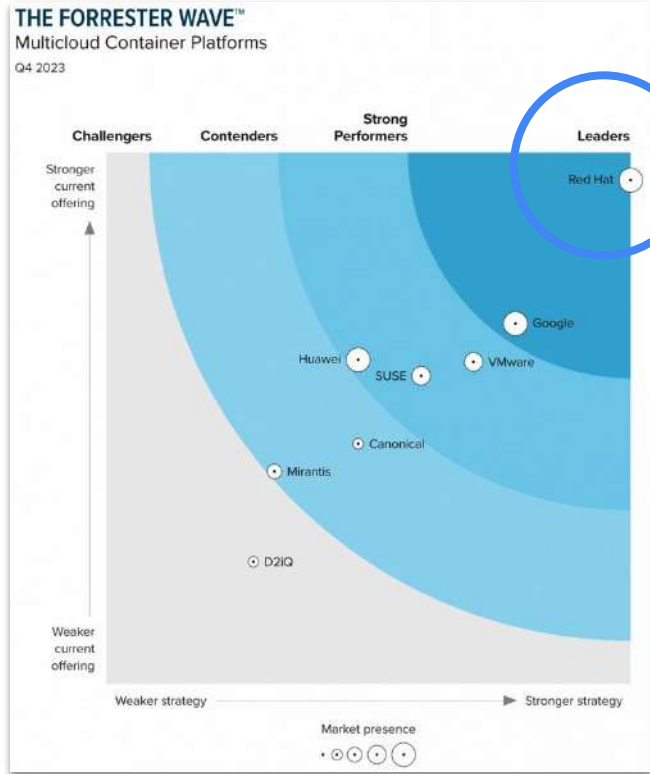


Edge

Branch Offices

Analysts recognize OpenShift's strategy and leadership

Gartner Magic Quadrant & Forrester Wave



Customers, partners and communities

Customers, partners, and communities work together to make Red Hat solutions ready for enterprise deployments.

We could not do this alone.