

# RED HAT CLOUD COMPUTING WORKSHOP

## DETERMINING AN OPEN SOURCE STRATEGY FOR CLOUD COMPUTING

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### BACKGROUND

All enterprise IT organisations now have a view on Cloud Computing. They recognise that as it moves from being leading edge to being a key part of an organisation's strategy, there is an increasing need to understand what the true benefits are and what is the route to achieving them. The benefits are potentially significant, including:

- pay per use, moving costs from capital to operational expenditure
- rapid deployment, based on a self-service framework
- ability to adopt and change to new technologies quickly without significant adoption and exit costs
- scalability and flexibility

It will be no surprise that at Red Hat we believe an open source approach to cloud computing is essential as it ensures current, and more importantly future, interoperability, provides freedom of choice between suppliers and their technologies and means that you don't have to choose a single vendor now. The Red Hat Cloud Pathway approach will ensure that all cloud prerequisites are in place, that you can use existing technology where possible, that your staff are ready and that you have a full view of the technologies available to you.

Red Hat has been the major catalyst for open source software adoption in the enterprise with Red Hat Enterprise Linux and JBoss and is now ensuring that Cloud Computing will also see the same benefits.

### RED HAT CLOUD ENABLEMENT

Red Hat Consulting provides an assessment and design service for those organisations that are looking to develop an open source cloud strategy. This may lead to a full implementation solution for private or public cloud, whether that be an infrastructure solution or Platform-as-a-Service.

Through this process, we will work with your organisation to:

**Assess** the current state of cloud readiness, looking at prerequisites, such as the components for a standard operating environment (SOE), staffing needs and business needs. We'll look at total cost of ownership for cloud solutions and ensure the benefits are real.

**Identify** the type of cloud needs (no cloud solution will be the same), ensuring the right functionality is included and that the technology will interoperate.

**Select** the right open source technology (products, projects and services) to build the solution. This will usually be based on Red Hat enterprise-ready solutions such as Red Hat Enterprise Virtualization, Red Hat Network and CloudForms.

**Design** private, public and hybrid clouds, based on the specific requirements of the organisation.

**Devise** a roadmap for Red Hat CloudForms, open source and other technologies, determining what is more than hype and what future technology will be directly relevant to you.

**Advisory** services will be provided by a senior architect throughout the design and implementation of the project.

### CLOUD COMPUTING WORKSHOP

To start this process Red Hat offers a workshop that enables key decision makers in your organisation to meet with Red Hat Architects to discuss your current situation and requirements, and find out more about Red Hat's technology, experience and views on open source cloud computing.

Before the workshop, Red Hat will send you a detailed agenda and a summary of the methodology we use, so that you can ensure the right people are available and that you can prepare, making the most of the workshop.

## DELIVERABLES

The workshop is run using a successful methodology developed by Red Hat Consulting as part of its Pathways offering and will result in an executive report. This will provide details on:

- readiness for cloud: current systems management and process
- review of your requirements for cloud, with commentary on how this is likely to be achieved
- specific product and roadmap information, tailored to your requirements
- information on next steps and your options for further development

Red Hat can present the report to an audience in your organisation with a follow-up discussion session.

## ABOUT RED HAT CONSULTING

Using Red Hat Consulting is a wise investment for organisations looking for trusted advisors with expertise in enterprise open source.

Red Hat Consulting has a proven track record of helping customers understand and develop solutions that tackle real pain points effectively, both in terms of functionality and cost. Cumulatively, our consultants have decades of experience integrating Red Hat enterprise products and solutions into unique and varying environments - always ensuring maximum performance and value.

## ABOUT RED HAT

Red Hat, the world's leading provider of open source solutions and an S&P 500 company, is headquartered in Raleigh, NC with more than 70 offices spanning the globe. Red Hat provides high quality, affordable technology with its operating system platform, Red Hat Enterprise Linux, together with cloud, virtualization, management, storage and service-oriented architecture (SOA) solutions, including Red Hat Enterprise Virtualization and JBoss Enterprise Middleware. Red Hat also offers support, training and consulting services to its customers worldwide. Learn more: [redhat.com](http://redhat.com).

## RED HAT SALES AND GENERAL INQUIRIES

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