





THE CIO'S ALTERNATIVE

BROCHURE





Red Hat is the world's leading provider of open source solutions and uses a community-powered approach to provide reliable and high-performing **cloud, virtualization, storage, Linux®, and middleware** technologies. Traditional, proprietary software development models cannot match this efficient, rapid customer-focused method.

DOING BUSINESS WITH TODAY'S I.T. VENDORS

	  	 Red Hat
Purchase process	Complex purchasing scenarios	Designed for flexibility and simplicity
Compatible software and hardware	Focus on vendor-only solutions	Comprehensive third-party independent software vendor (ISV) and original equipment manufacturer (OEM) certifications
Maintenance	Complicated support and maintenance products	Unlimited, fully inclusive support, updates, upgrades, and maintenance
Licensing	Proprietary, closed	General Public License (GPL), open
Legal assurance	Indemnification, proprietary IP	Indemnification, open IP
Adoption strategy	High cost-of-entry, high cost-of-exit (lock-in)	Low cost-of-entry, portability with low-cost-of-exit
Budgeting	Purchase: Capital expense Sustaining: Operational expense	Subscriptions: Operational expense only
	COMPLEX, MULTI-FACETED ENGAGEMENT	ALL-INCLUSIVE SUBSCRIPTION MODEL

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Red Hat offerings in contrast to industry alternatives

		 Red Hat	RED HAT CUSTOMERS
Operating system	Microsoft Windows Server, Oracle Linux, Oracle Solaris, IBM AIX, Hewlett Packard Unix (HP-UX), SUSE Linux Enterprise Server, Ubuntu Server	Red Hat® Enterprise Linux	
Platform-as-a-Service (PaaS) and Container-as-a-Service (CaaS)	Pivotal Cloud Foundry, IBM Bluemix, Docker Datacenter, Mesosphere Enterprise DC/OS, Heroku	Red Hat OpenShift	
Cloud orchestration	VMware vRealize Suite, IBM Cloud Orchestrator, HPE Cloud Service Automation, RightScale Cloud Management, BMC Cloud Lifecycle Management, Scalr, Cloudify	Red Hat CloudForms	

Infrastructure-as-a-Service (IaaS)	HPE Helion, VMware Integrated OpenStack® (VIO), Mirantis OpenStack, Ubuntu OpenStack, FusionSphere OpenStack	Red Hat Cloud Infrastructure, Red Hat OpenStack Platform, Red Hat Satellite	
Virtualization	VMware vSphere, Microsoft Hyper-V Server	Red Hat Virtualization	
Storage	NetApp (Solidfire, ONTAP, SANtricity), Dell EMC (Isilon, ScaleIO, Elastic Cloud Storage [ECS], VMware Virtual SAN, Scality RING, IBM (Cleversafe, Cloud Object Storage, Spectrum Scale [GPFS]), AWS (S3, EBS)	Red Hat Gluster Storage, Red Hat Ceph Storage	CLIMB
Application server	Oracle WebLogic Server, IBM WebSphere Application Server, Oracle GlassFish	Red Hat JBoss® Enterprise Application Platform, Red Hat JBoss Web Server	
In-memory data grid	IBM WebSphere eXtreme Scale, Oracle Coherence, Hazelcast, Software AG Terracotta	Red Hat JBoss Data Grid	
Enterprise service bus (ESB) and application integration	IBM Integration Bus, Oracle SOA Suite and Enterprise Service Bus, MuleSoft Anypoint Platform, TIBCO ActiveMatrix, TIBCO BusinessWorks, Software AG webMethods, WSO2 Enterprise Service Bus, WSO2 Enterprise Integrator	Red Hat JBoss Fuse	
Data virtualization and data services	Denodo, Cisco Information Server	Red Hat JBoss Data Virtualization	
Business rules	IBM (Operational Decision Manager, Business Process Manager), FICO Blaze Advisor, Progress Corticon	Red Hat JBoss BRMS	
Process automation	Appian, Pega	Red Hat JBoss BPM Suite	
Messaging	IBM MQ, VMware Pivotal RabbitMQ, TIBCO Enterprise Message Service, TIBCO FTL, Solace Systems, Confluent Platform	Red Hat JBoss AMQ	
System management	HPE Server Automation, BMC BladeLogic, Microsoft System Center Configuration Manager, Puppet Enterprise	Red Hat Satellite	Bank Audi
Mobile	IBM MobileFirst, SAP Mobile Platform (SMP), Kony Mobility Platform, Telerik Platform, OutSystems Platform	Red Hat Mobile Application Platform	
IT automation	HPE (Server Automation, Operations Orchestration), BMC BladeLogic, Capistrano, Juju, Shell Scripts	Red Hat Ansible Tower	
Application programming interface (API) management	Apigee, MuleSoft API Manager, TIBCO Mashery Local, WSO2 API Manager	Red Hat 3scale API Management	

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