



Connect

Semplifica, scala, raggiungi il successo:
rendi il tuo IT a prova di futuro
con AWS e Red Hat

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Red Hat



Agenda

- About AWS
- AWS + RedHat
- Operating Systems
- Containers + Virtual Machines
- Automation + AI
- Programs + Tools

Why AWS?



AWS Availability Zone Design

38 AWS Regions
120 AWS Availability Zones



TCO Price Reductions

134 Price Reductions
Since 2006



Resilient Infrastructure

Gartner Magic Quadrant
Worldwide Leader for Cloud
Infrastructure as a Service



Amazon CloudFront

700+ Points of Presence, 100+
cities, 50+ countries



Breadth & Depth

200+ fully featured services
support any cloud workload



Sustainable Operations

Match 100% of the electricity we
consume with renewable energy

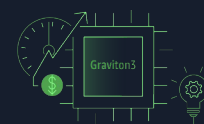
Hardware Innovation

Recognized as the Most Innovative Cloud Provider;
Exclusive Purpose-Built Hardware



AWS Inferentia and AWS Trainium

AI chips built for price performance of
model training & serving



AWS Graviton

Powerful & efficient custom-
built Arm-based processors

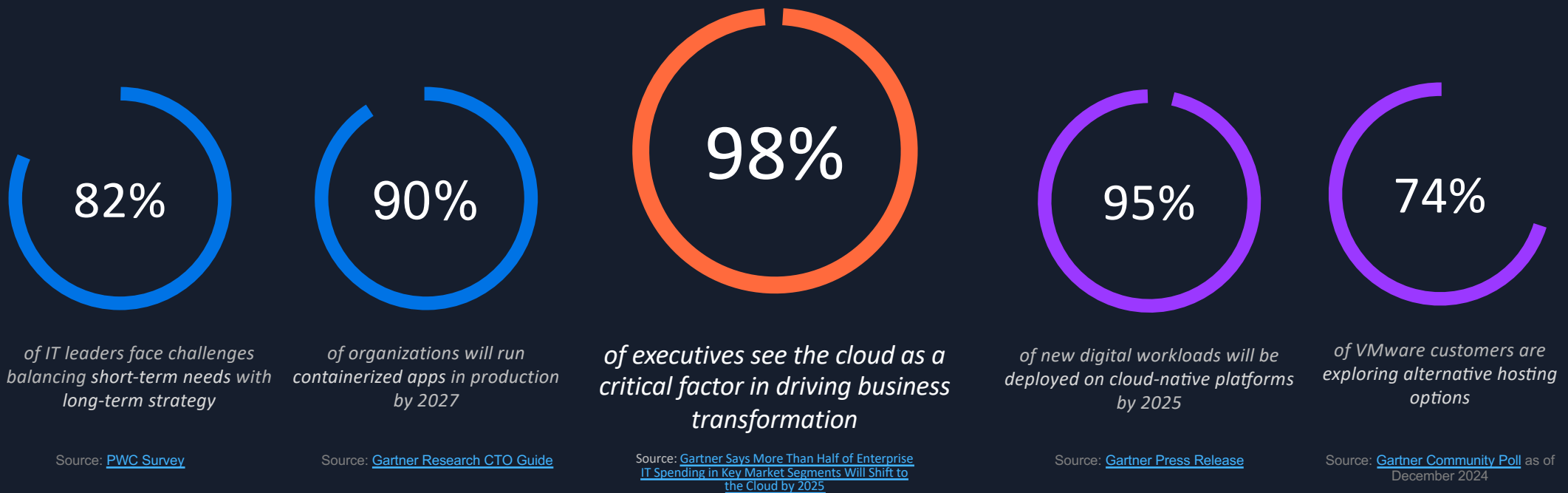


AWS Nitro System

Reduces costs of virtualization &
maximizes server resources delivered
to your EC2 instances

Market dynamics and sentiments are shifting

TRADITIONAL WORKLOAD SENTIMENT AND MODERNIZATION MOMENTUM



AWS and Red Hat

A PARTNERSHIP BUILT ON CONTINUOUS CUSTOMER INNOVATION

- Red Hat Enterprise Linux expands its availability to AWS
- Red Hat JBoss Middleware on AWS
- Announced strategic alliance to natively integrate AWS services into Red Hat OpenShift Container Platform
- Red Hat joins the APN Customer Engagements Program
- Red Hat OpenShift Service on AWS (ROSA)
- Red Hat OpenShift Virtualization on AWS
- Red Hat Offerings on AWS Marketplace
- RHEL 10 for AWS

2008 2012 2015 2017 2018 2019 2020 2021 2022 2023 2024 2025

- Red Hat and AWS partnership begins
- Red Hat Enterprise Linux on AWS
- RHEL for SAP HANA expands its availability to AWS
- Red Hat Enterprise Linux for SAP Solutions expands its availability to AWS
- Microsoft SQL Server on Red Hat Enterprise Linux on AWS announced
- AWS Partner Ready for RHEL on AWS on AWS Outpost was announced to support Open Hybrid Cloud
- Red Hat Ansible Automation Platform on AWS
- ROSA Local Zones
ROSA Outpost
Red Hat OpenShift AI
Advanced Cluster Security
- Fully-Managed Ansible Automation Platform on AWS Marketplace
- Red Hat Signs Strategic Collaboration Agreement with AWS



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Customer benefits with AWS + Red Hat

Nucleus studied enterprise organizations' journey from on-premises to the [AWS Cloud](#)

Observations include:

69%

reduction in unplanned downtime

64%

reduction in mean time to resolution

40%

reduction of overall IT costs

43%

reduction in security events



Forrester conducted a Total Economic Impact (TEI) study on [ROSA](#)

Observations include:

60-70%

reduction in development time

50%

improvement in operational efficiency

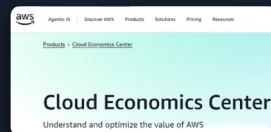
486%

return on investment (ROI)

20%

of developer time recaptured

Visit [AWS Cloud Economics Center](#) to further understand value of AWS



[Red Hat OpenShift Service on AWS enables innovation and agility for modern business](#)



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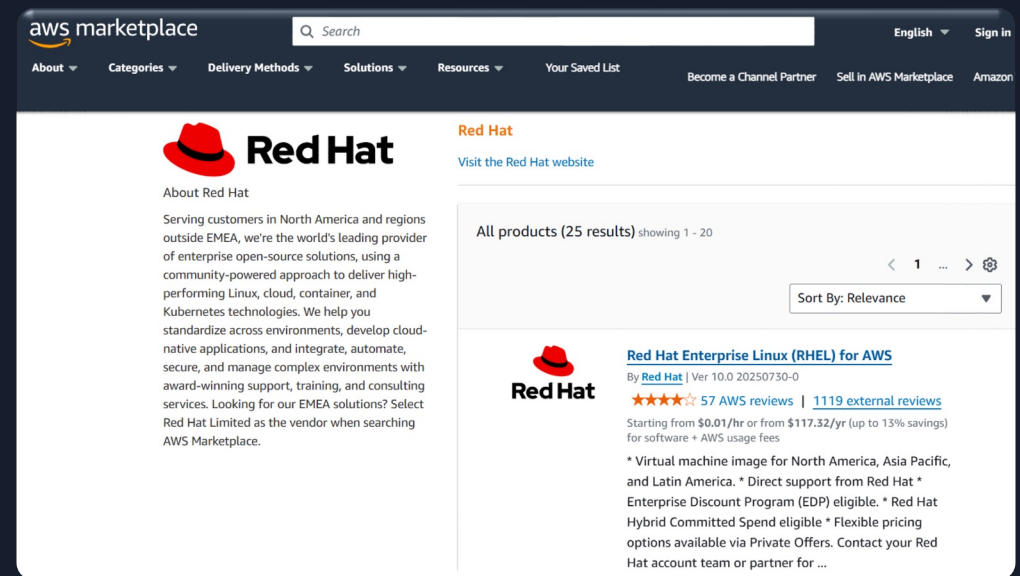
AWS Marketplace

MEET CUSTOMERS WHERE THEY ARE AND WANT TO BUY

- 70% reduction in solution discovery time
- 60% faster procurement processes
- 30% acceleration in time-to-market with deployment efficiencies
- 10% cost savings
- Ability to have custom pricing and a single bill
- AWS License Manager now supports license type conversions for AWS Marketplace products
- All your favorite Red Hat listings



[The Total Economic Impact Of AWS Marketplace](#)



FLEXIBLE CONSUMPTION MODELS

Ease into commitments

FREE TRIALS

Get started with a free trial before committing to purchase.



BRING YOUR OWN LICENSE

Migrate to AWS with your existing product licenses. Intended for pre-existing customers.



USAGE-BASED SUBSCRIPTIONS

Pay for software and compute capacity by the second or hour with no long-term commitments.



CONTRACTS

Make a monthly, annual, or multi-year payment and receive a discount.



PRIVATE OFFERS

Negotiate a custom price with a seller or Channel Partner. Accept the offer in AWS Marketplace.



FLEXIBLE PAYMENT SCHEDULER

Set a custom billing frequency with your seller.



Operating Systems



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Red Hat Enterprise Linux on AWS

THE FOUNDATION FOR STABLE, SECURE, AND SCALABLE CLOUD OPERATIONS

Certified Compatibility

Optimized Performance

Built to deliver optimal performance on AWS infrastructure with pre-tuned images and AWS-specific performance profiles

Streamlined Subscription Management

Integrate with AWS License Manager for discovering and tracking RHEL instances, simplified subscription compliance, and cost management

Stability and Consistency

Unified Management Experience

Same tools for cloud/on-premises deployments
Simplified operations across environments
Streamlined workflow management

Backed by Industry Leaders

Joint support from AWS and Red Hat
Integrated system protection
Regular updates and maintenance

Cloud Capacity

Dynamic Infrastructure

Resizable compute capacity on demand
Cost-effective scaling options
Flexible deployment models

Seamless AWS Integration

Full integration with AWS services and features, including EC2 Elastic Load Balancing, Autoscaling Groups, CloudWatch, License Manager, Amazon S3, Elastic Block Store (EBS)

Containers+Virtual Machines



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Why Red Hat OpenShift Service on AWS



Red Hat OpenShift Service on AWS is a turnkey application platform that reduces operational complexity, allowing developers to focus on building and scaling applications that add more value to the business, go to market faster, and get more from their cloud investment.

Consolidated billing



- ▶ Use your existing AWS commitment/EDP to use Red Hat OpenShift
- ▶ Get a single unified bill from AWS for both Red Hat OpenShift and AWS consumption

Joint support



- ▶ Integrated support systems
- ▶ Contact Red Hat or AWS support
- ▶ Foundation based on RHEL with decades of enterprise IT knowledge and experience

Built for hybrid



- ▶ Consistent OpenShift experience across clouds and on-premises
- ▶ Runs on bare metal and VMs
- ▶ Mitigates customer concerns about cloud lock-in

Integration with AWS services



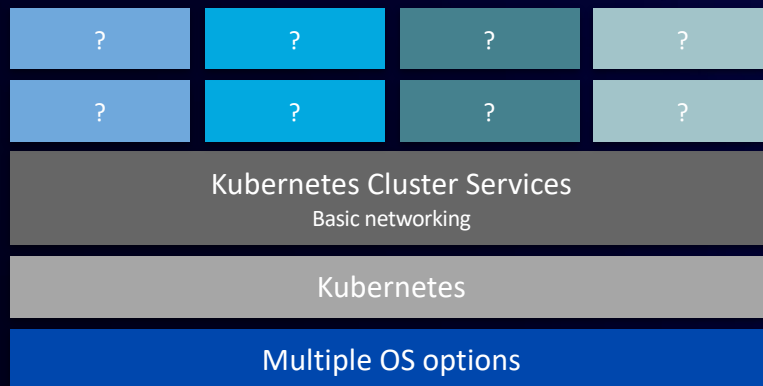
- ▶ Build containerized applications that integrate natively with more than 170+ AWS cloud services

Build vs Buy

ROSA – A FULLY CONFIGURABLE, TURN-KEY APPLICATION PLATFORM

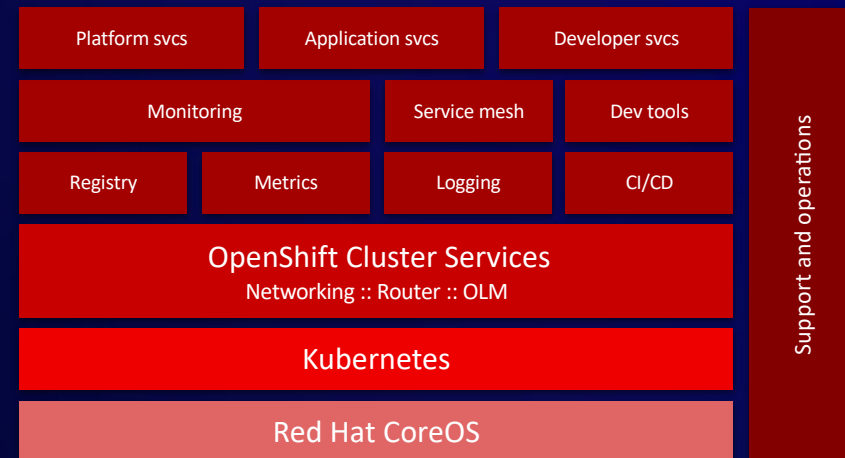
Do It Yourself - K8s

- Full assembly required
- Unmanaged
- No defaults
- No integrations



ROSA

- No assembly required
- Managed platform stack
- Opinionated defaults
- Supported set of integrations



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Red Hat OpenShift Virtualization on ROSA

THE MODERN CHOICE FOR GENERAL-PURPOSE VIRTUALIZATION



VMs



Containers

Red Hat
OpenShift Virtualization

Red Hat OpenShift OCP

Red Hat Enterprise Linux

Physical machine

Unified platform

for virtual machines and containers

Consistent management

tools, interfaces, and APIs incl. ACM and AAP integrations

Performance and stability

of Linux, KVM, and qemu

Healthy open source community

the KubeVirt project is a top 10 CNCF active project, with 200+ contributing companies

Diverse ecosystem

of Red Hat & partner operators

Included feature

of all OpenShift subscriptions

Includes Autoscaling

allows for adjusting cluster resources on demand

Supports Microsoft Windows

guests through Microsoft SVVP

Inbound guest migration

using Ansible Automation Platform + Migration Toolkit for Virtualization, Training, and Consulting

Virt admin focused training

DO316, EX316

OpenShift upgrades are part of the service

Virtual Machine Modernization Journey

RED HAT AND AWS MEET YOU WHERE YOU ARE WITH ALL THE TOOLS YOU NEED



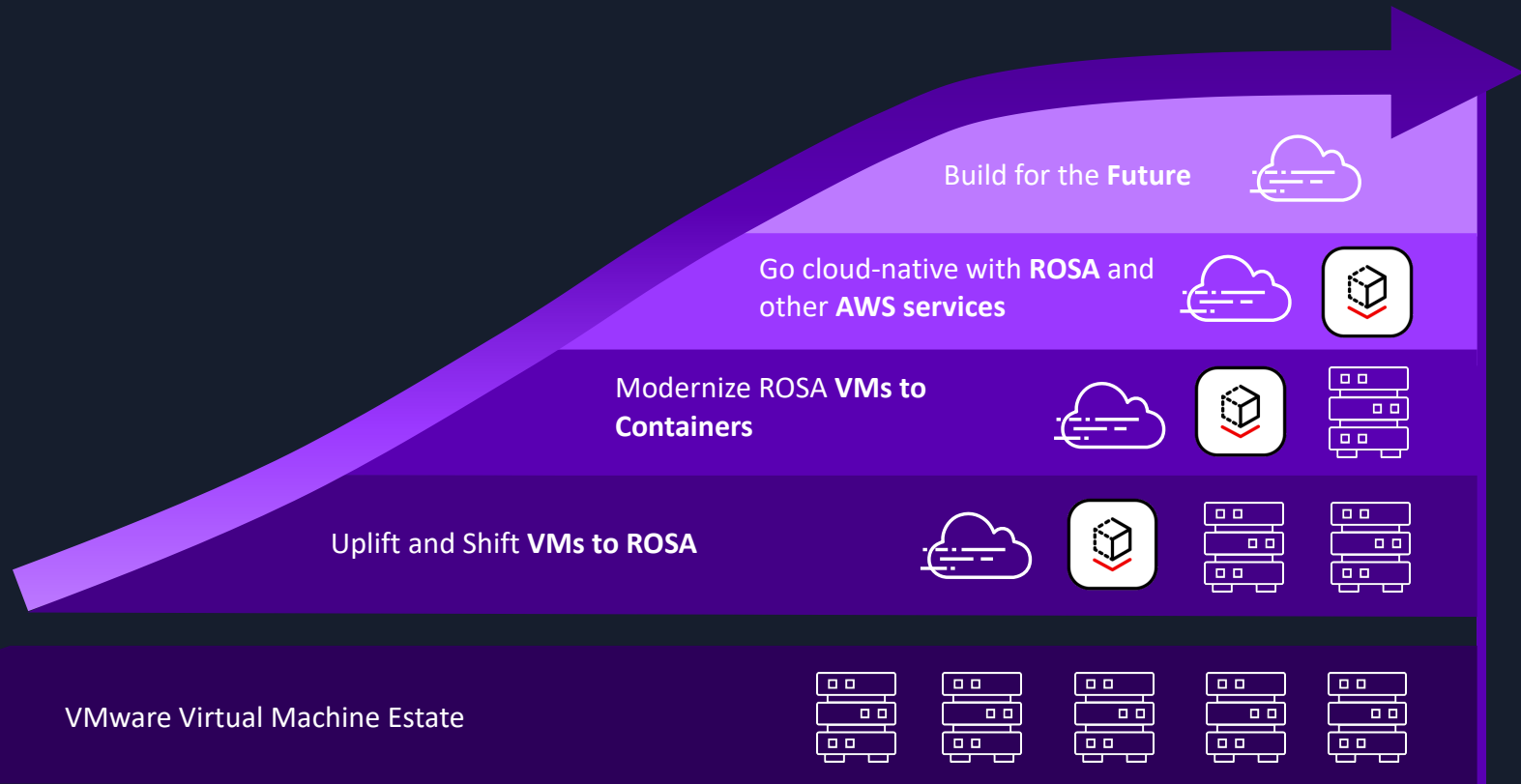
On-Prem VMs



VMs Lifted to ROSA



Cloud Native Containers



State 4
Innovate

State 3
Refactor

State 2
Replatform

State 1
Uplift & Shift

State 0



“ With Red Hat OpenShift Virtualization on ROSA we were able to support bringing C•CURE’s latest developments to a hybrid cloud environment that enables our customers to run the application consistently wherever works best for them.

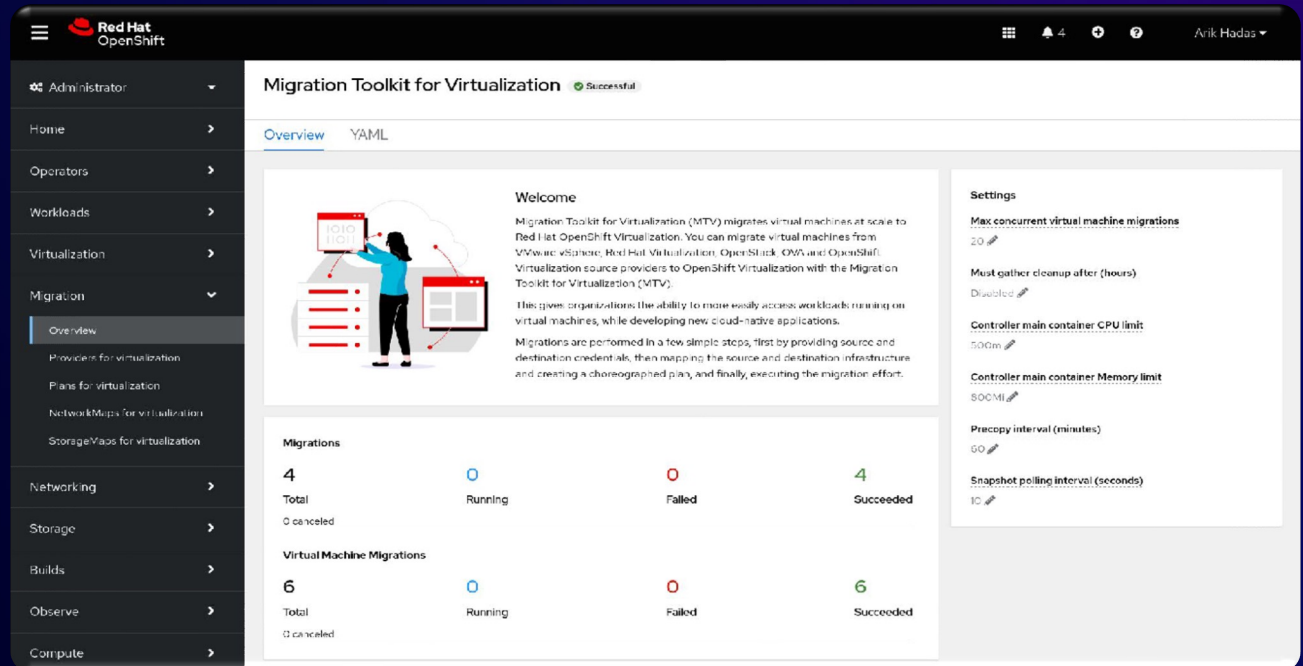
Scott Stout, Director of Cloud Engineering
Johnson Controls

[Johnson Control's Press Release](#)

Red Hat Migration toolkit for virtualization (MTV)

INCLUDED FEATURE IN ROSA

- Easy migration of virtual machines
Linux and Windows
- Migrate virtual machines to OpenShift Virtualization in a few simple steps
- Provide source and destination credentials, map infrastructure, and create migration plans



Automation + AI



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Ansible is now fully-managed on AWS

RED HAT ANSIBLE AUTOMATION PLATFORM SERVICE IS ON AWS MARKETPLACE



Integrated with
AWS Services & Billing



Expert
Guidance



SRE Platform
Management



24/7
Joint-Support



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Red Hat Certified Collection for AWS

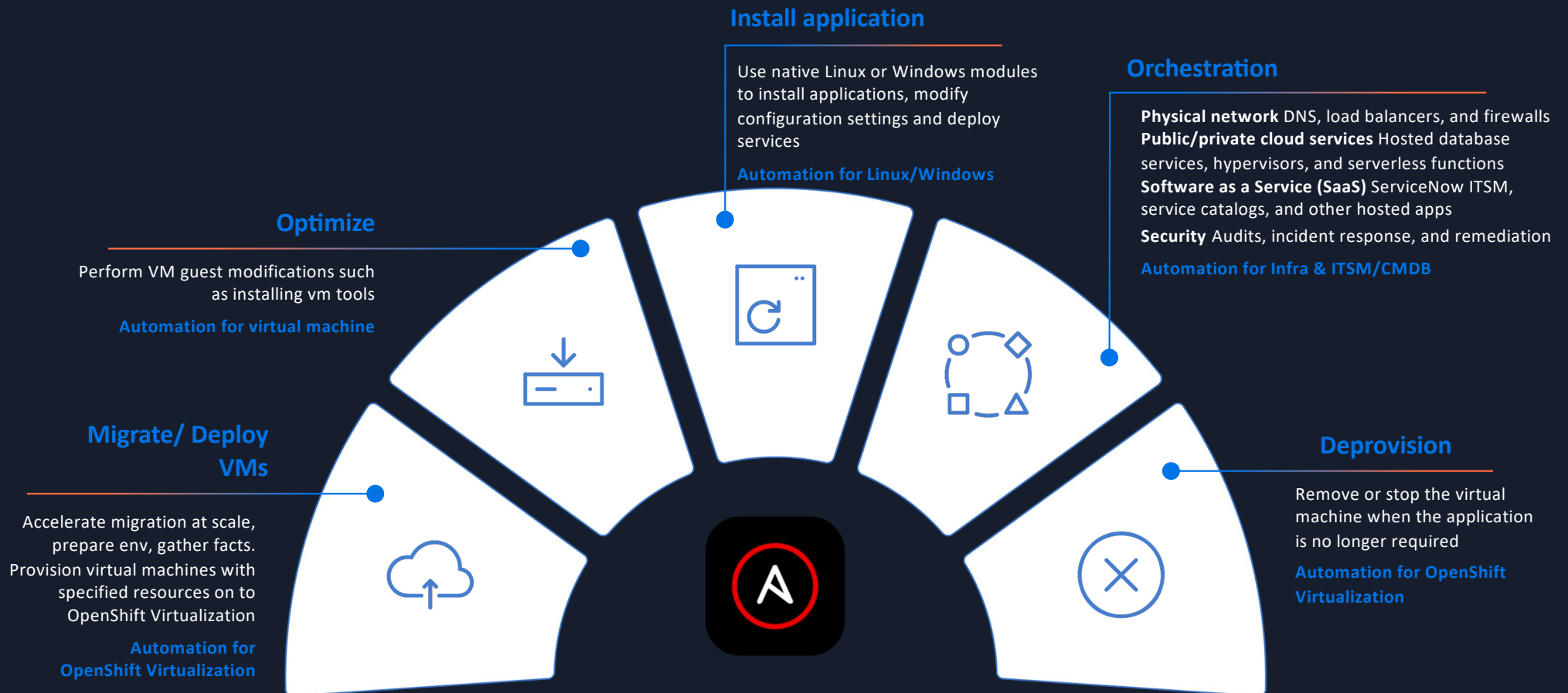
- Collection name: **amazon.aws**
- Numerous modules, inventory, and lookup plugins (90+)
- Simplifies automation against AWS resources
- Sample YAML code

The screenshot displays the Red Hat Hybrid Cloud Console interface. At the top, the navigation bar includes the Red Hat logo, 'Red Hat Hybrid Cloud Console', and a dropdown for 'All apps and services'. Below this, the 'Ansible Automation Platform' section is visible, with an 'Overview' tab selected. The main content area shows a list of collections. The 'amazon' collection is highlighted with a red box and an orange arrow pointing to its details. The details for the 'amazon' collection show it is 'Provided by Amazon' and has 82 modules, 0 roles, 8 plugins, and 0 dependencies. Below this, a table lists the contents of the 'amazon' collection, including modules like 'autoscaling_group', 'autoscaling_group_info', 'aws_az_info', 'aws_caller_info', 'cloudformation', 'cloudformation_info', 'cloudtrail', 'cloudtrail_info', 'cloudwatch_metric_alarm', 'cloudwatch_metric_alarm_info', 'cloudwatchevent_rule', 'cloudwatchlogs_log_group', and 'cloudwatchlogs_log_group_info'. The table has columns for 'Name', 'Type', and 'Description'. The 'Showing:' filter is set to 'All (90)', and the 'Module (82)' tab is selected. The 'cloudwatchlogs_log_group_info' module is highlighted in blue.

Name	Type	Description
autoscaling_group	module	Create or delete AWS AutoScaling Groups (ASGs)
autoscaling_group_info	module	Gather information about EC2 Auto Scaling Groups (ASGs) in AWS
aws_az_info	module	Gather information about availability zones in AWS
aws_caller_info	module	Get information about the user and account being used to make AWS calls
cloudformation	module	Create or delete an AWS CloudFormation stack
cloudformation_info	module	Obtain information about an AWS CloudFormation stack
cloudtrail	module	manage CloudTrail create, delete, update
cloudtrail_info	module	Gather information about trails in AWS Cloud Trail.
cloudwatch_metric_alarm	module	Create/update or delete AWS CloudWatch 'metric alarms'
cloudwatch_metric_alarm_info	module	Gather information about the alarms for the specified metric
cloudwatchevent_rule	module	Manage CloudWatch Event rules and targets
cloudwatchlogs_log_group	module	create or delete log_group in CloudWatchLogs
cloudwatchlogs_log_group_info	module	Get information about log_group in CloudWatchLogs

Migrating VMs to ROSA

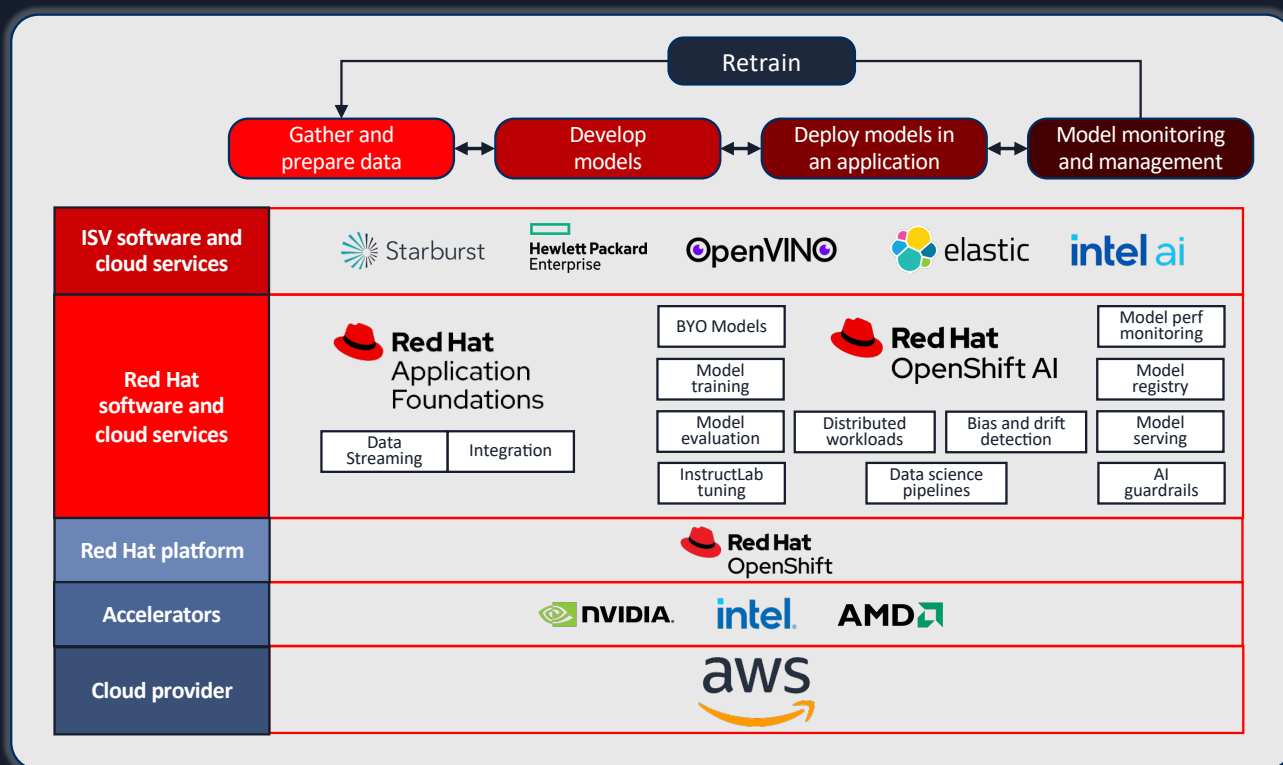
AUTOMATING VM MIGRATION AND DAY 2 OPERATIONS ON AWS WITH RED HAT ANSIBLE AUTOMATION PLATFORM



Scalable AI/ML Solutions: Red Hat OpenShift AI on AWS

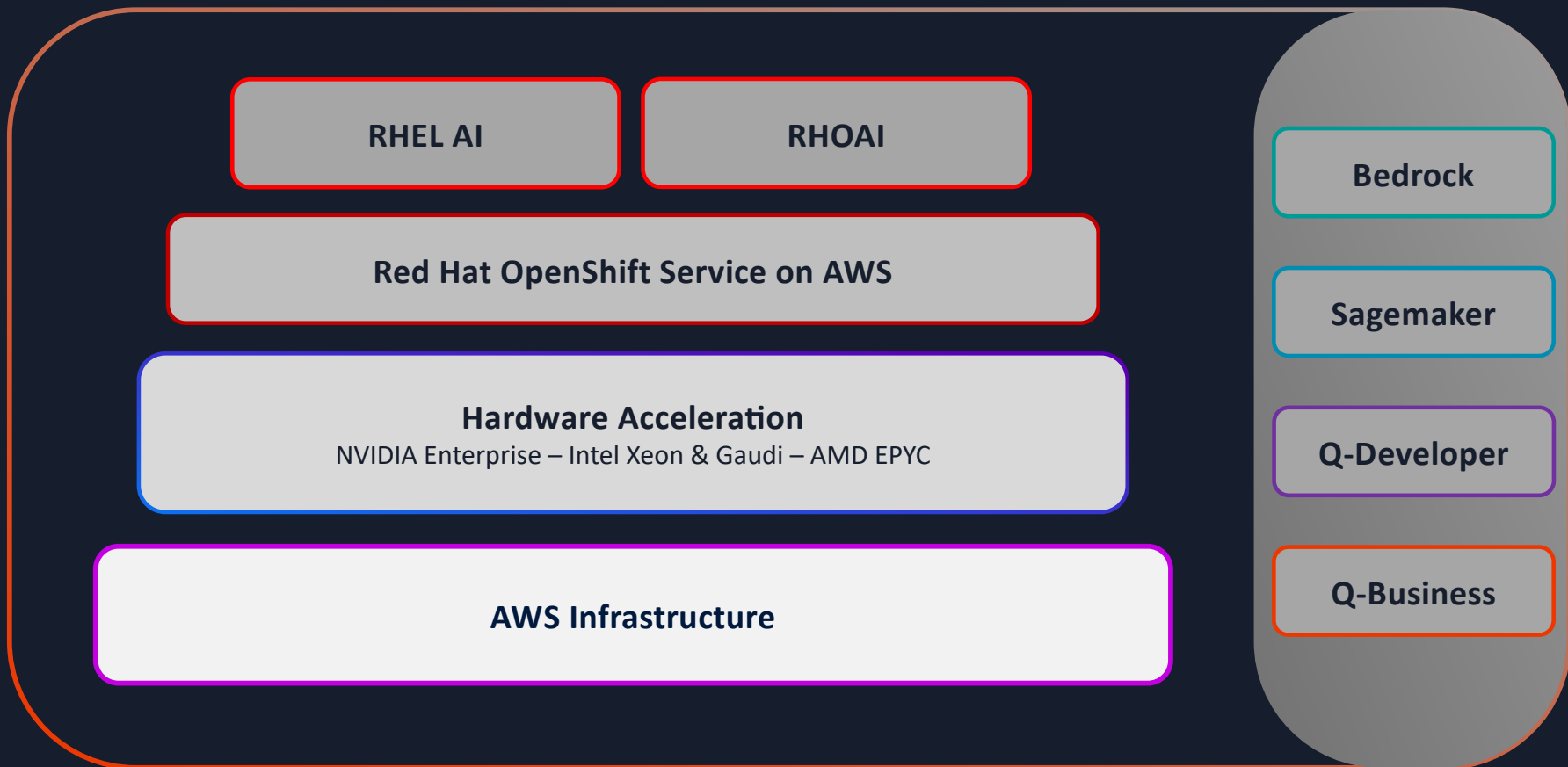
STREAMLINED AI MODEL MANAGEMENT THROUGH A UNIFIED CLOUD INTERFACE

- Scalable AI workloads across dynamic AWS Cloud Infrastructure
- Automated AI model training, deployment and monitoring through data science pipelines
- Integrated with NVIDIA AI Enterprise for GPU Hardware Acceleration
- Compatible with Intel and AMD powered EC2 instances
- Conforms to security and compliance practices including role-based access control (RBAC)
- Features AI for bias detection and guardrails to protect organizations from harm



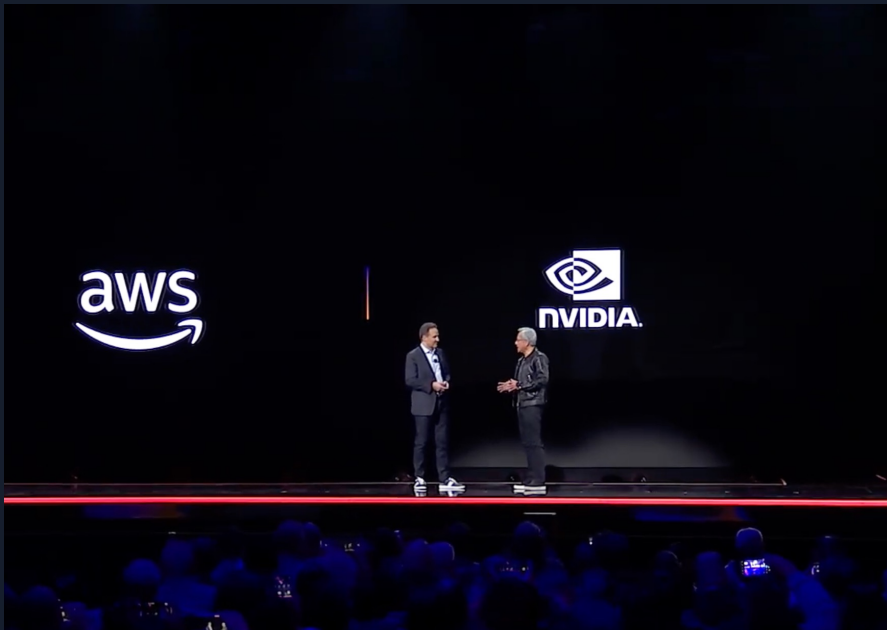
Foundation for the future - purpose-built for AI

ADOPT AND SCALE AI



AWS for AI with NVIDIA AI Enterprise

COLLABORATING SINCE 2010 TO CONTINUALLY DELIVER LARGE-SCALE, COST-EFFECTIVE, AND FLEXIBLE GPU-ACCELERATED SOLUTIONS FOR CUSTOMERS



2.5X

Improved throughput
on Llama 3.1 8B
Instruct with NIM On

4X

Faster TTFT on Llama
3.1 8B Instruct with
NIM On

2.2X

Faster ITL on Llama
3.1 8B Instruct with
NIM On

NVIDIA's Development Tools



NIM, CUDA-X, and NeMo framework enable customization of pretrained AI models and streamline generative AI development

Enterprise-Grade Features



Continuous security monitoring, production releases with API stability, and cross-platform compatibility for cloud deployments

Comprehensive AI Frameworks



Supports PyTorch, TensorFlow, RAPIDS, TAO Toolkit, and specialized solutions like NVIDIA Clara for healthcare applications and more

Advanced Platform Capabilities



Features multilingual speech, real-time audio/video enhancement, and AI Workflows for accelerated solution deployment



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Migration Programs & Tools

[AWS Migration Acceleration Program \(MAP\)](#)

- AWS Migration Acceleration Program (MAP) is a comprehensive and proven cloud migration program that's the result of AWS' experience migrating hundreds of customers. MAP consists of an agile-based migration methodology, a global network of vetted partners, automation tools, a training path to up-skill staff, and financial investment to help manage migration double bubble costs.

[AWS VMware Migration Accelerator \(VMA\)](#)

- Save costs with AWS Promotional Credits when you accelerate migrations of VMware Cloud on AWS workloads to Amazon EC2. Program to provide customers with AWS credits up to \$400 per VM that is migrated from VMware Cloud on AWS into AWS EC2

[Red Hat Marketplace Promotion Private Offer Program \(MPPOP\)](#)

- Ask for Red Hat representative



Global portfolio of customers in 190 countries





Next Steps

- 📍 **Chat** with us after the session
- 📍 **Register** for the ROSA Hands-on lab
Rome, November 20th



- 📍 **Visit** Red Hat and AWS Partnership page



- 📍 **Visit** Red Hat and IBM on AWS technical blog
<https://aws.amazon.com/blogs/ibm-redhat/>

- 📍 **Visit** Red Hat on AWS technical content



Red Hat on AWS

Thank you!

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