

Innovate freely, operate efficiently

Build on a unified AI and application platform

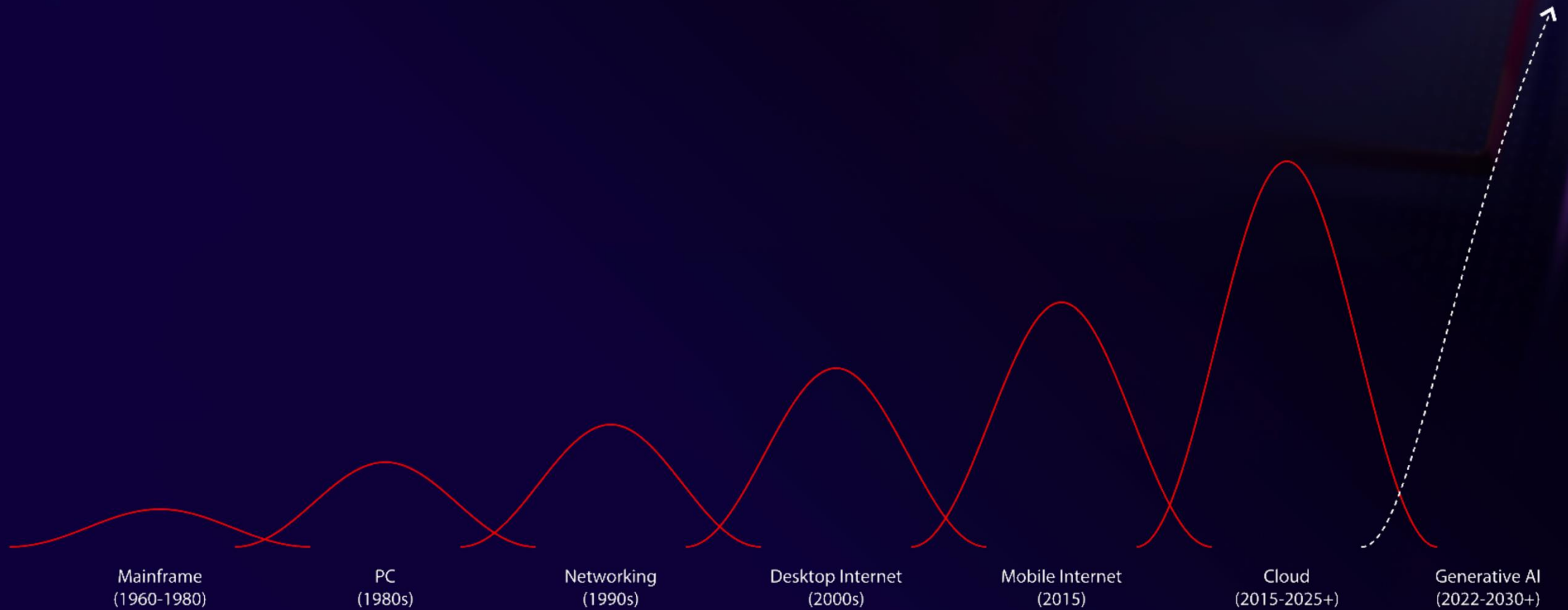


Chris Morgan

Vice President Evangelism & Strategic Initiatives
Red Hat



Business is driven by major technology waves

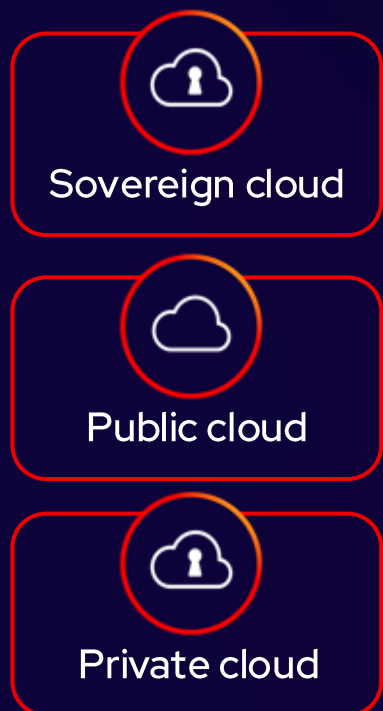


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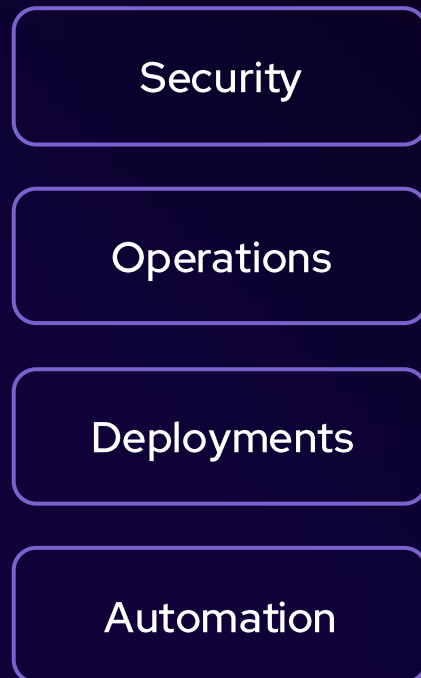
**How do we navigate the transition
from the cloud era to the AI era?**

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What have we learned from the cloud era ?



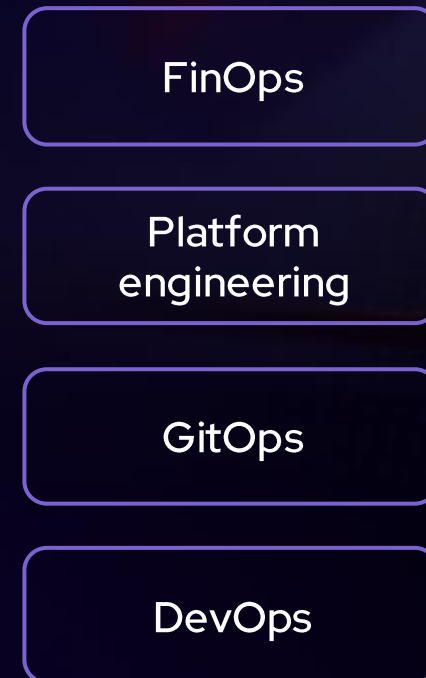
Location



Consistency



Innovation



Collaboration

Open hybrid cloud

Collaboration

DevOps

Platform
engineering

GitOps

FinOps

Innovation

Workloads

Workloads

Workloads

Consistency

Modern application platform

Integrated containers and virtual machines

Consistent, secure infrastructure platform

Automation platform

Location



Physical



Virtual



Private



Sovereign



Public



Edge


Building success on Red Hat platforms

3-year ROI

540%

 **Red Hat**
Enterprise Linux ^[1]

668%

 **Red Hat**
Ansible Automation
Platform ^[2]

468%

 **Red Hat**
OpenShift ^[3]

[1] "The Business Value of Red Hat Solutions Versus Non-Paid Open Source Alternatives," IDC, March 2023.

[2] "The Business Value of Red Hat Ansible Automation Platform," IDC, March 2024.

[3] "The Total Economic Impact™ Of Red Hat OpenShift Cloud Services," Forrester Consulting, Feb. 2024.

Building success across cloud providers



Microsoft Azure

Google



ORACLE





"We have 12 clusters across 7 regions, with Red Hat OpenShift standardizing the developer experience regardless of whether it's on-premise or in the cloud. We've streamlined workflows and equipped developers to self-serve with built-in tools with automation (CI/CD), reusable templates, and automated security policies."

Rafael Belanger

Platform Lead,
CAE

Accelerating the developer experience—everywhere

135,000 pilots trained per year

3
clouds

12x
more security
vulnerabilities
fixed

2,000
developers



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Is there still more opportunity to optimize your cloud?

Efficiency



Modernization



Efficiency



Red Hat
Enterprise
Linux 10

Simplify deployments

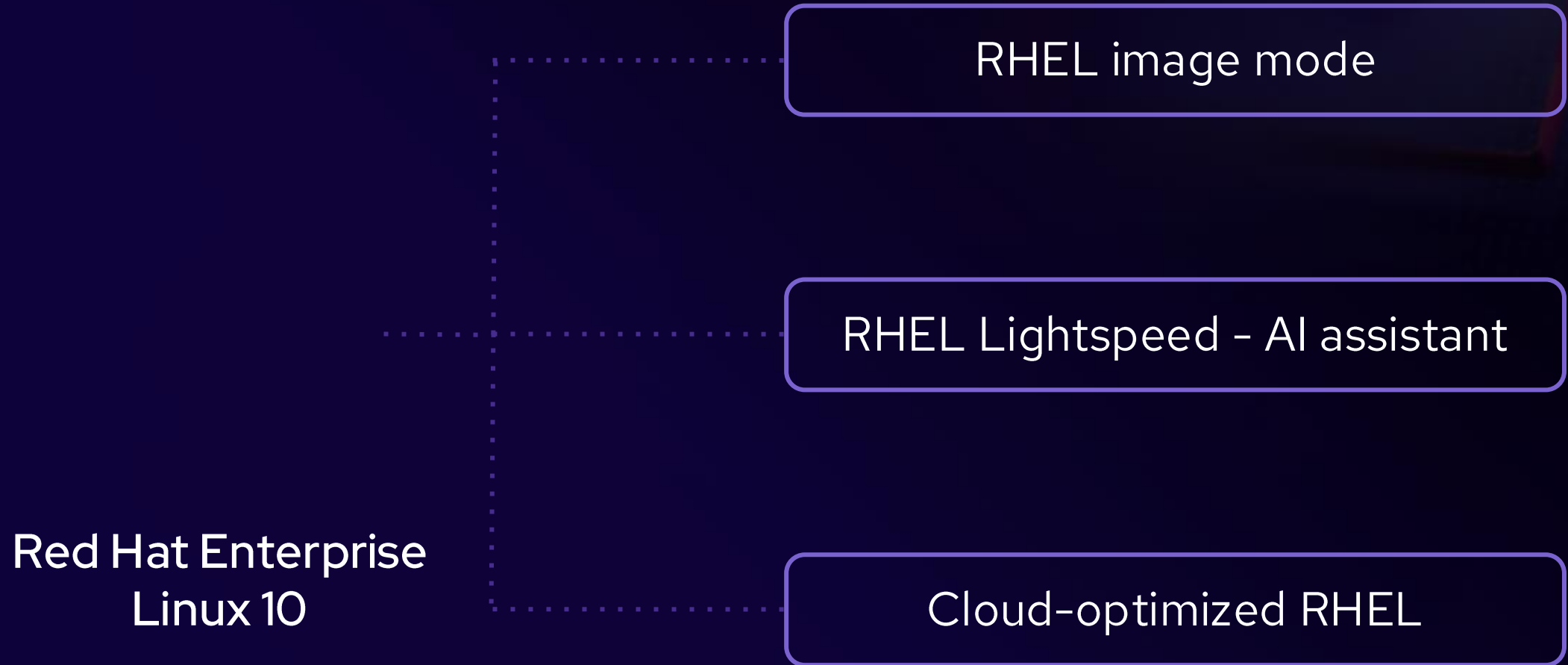
Ansible
Automation
Platform

Expand automation

Red Hat
OpenShift

Simplify operations

Efficiency



Faster RHEL Delivery in 2026 for AI

Red Hat Expands Collaboration with NVIDIA to Pair Enterprise Open Source with Rack-Scale AI for Faster, Production-Ready Innovation

- With the goal of accelerating enterprise AI adoption, Red Hat intends to deliver a complete AI stack optimized for the NVIDIA Vera Rubin platform with Red Hat Enterprise Linux, Red Hat OpenShift and Red Hat AI
- Red Hat Enterprise Linux for NVIDIA aims to provide a Day 0 starting point for faster-moving, customized, open source experiences for rack-scale AI workloads powered by the NVIDIA Rubin platform, backed by Red Hat's commitment to production stability



Efficiency

0%

reduction in lead times*

0%

reduction in application
performance errors**

0%

reduction in error
response times*

0%

improvement in server
patching time*

Ansible Automation
Platform

HashiCorp Terraform and Ansible integration

Ansible Lightspeed intelligent assistant

*MAPFRE **Dai-ichi Life

Efficiency

Managed OpenShift in the cloud



Microsoft Azure

Google



ORACLE

Red Hat
OpenShift

OpenShift Lightspeed - AI assistant

Modernization

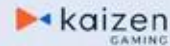
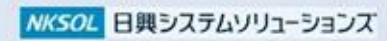


Modernizing virtualization

Modernizing IT ops
with automation and AI

Modernizing developer
productivity

OpenShift Virtualization adoption

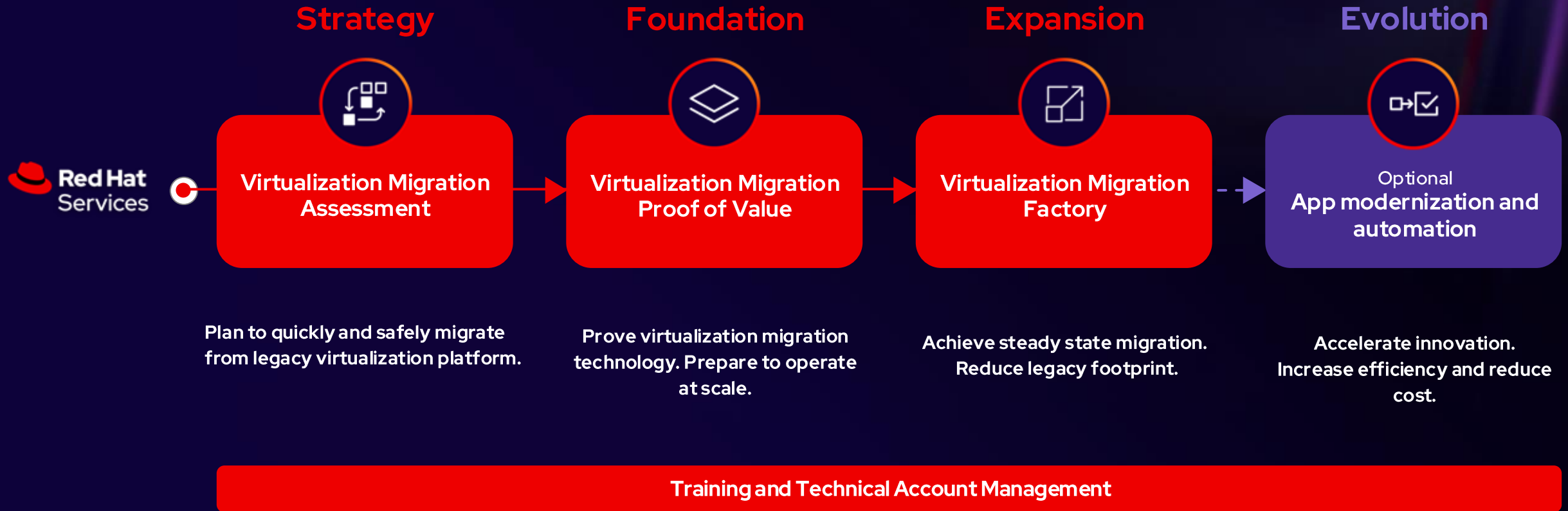




Virtualization partner
ecosystem



Modernizing your virtualization infrastructure



Emirates NBD



بنك الإمارات دبي الوطني

صراف آلي ٢٤ ساعة
ATM24



نريد أن نساعدك على بناء دولة مليئة
بالاستثمارات والفرص الجديدة.
استمع لنادية دةيك بنوك مع
بنك الإمارات دبي الوطني.



DirectRemit

دايركت ريميت

أرسل الأموال إلى أحبائك
خلال 60 ثانية

Send money to your loved ones
in just 60 seconds





"Openshift Virtualization provided a well-known interface, reliable and consistent performance. Red Hat's strong innovation and engineering capability, excellent support and well-defined technology roadmap provided us with much needed certainty in a challenging environment."

Nick Grimm

Head of Cloud Compute,
Emirates NBD

Real-world, large-scale virtualization migration

9,000+
virtual machines migrated

70%
app landscape
running on RHEL

140
average VMs
migrated per night

37,000
containers on
OpenShift



Modernizing IT operations



Standardize automation
operations

Ansible Automation Platform



Event-driven automation
& AIOps

Event-Driven Ansible +
Ansible Lightspeed



Policy enforcement of all
automation

Ansible Policy as Code

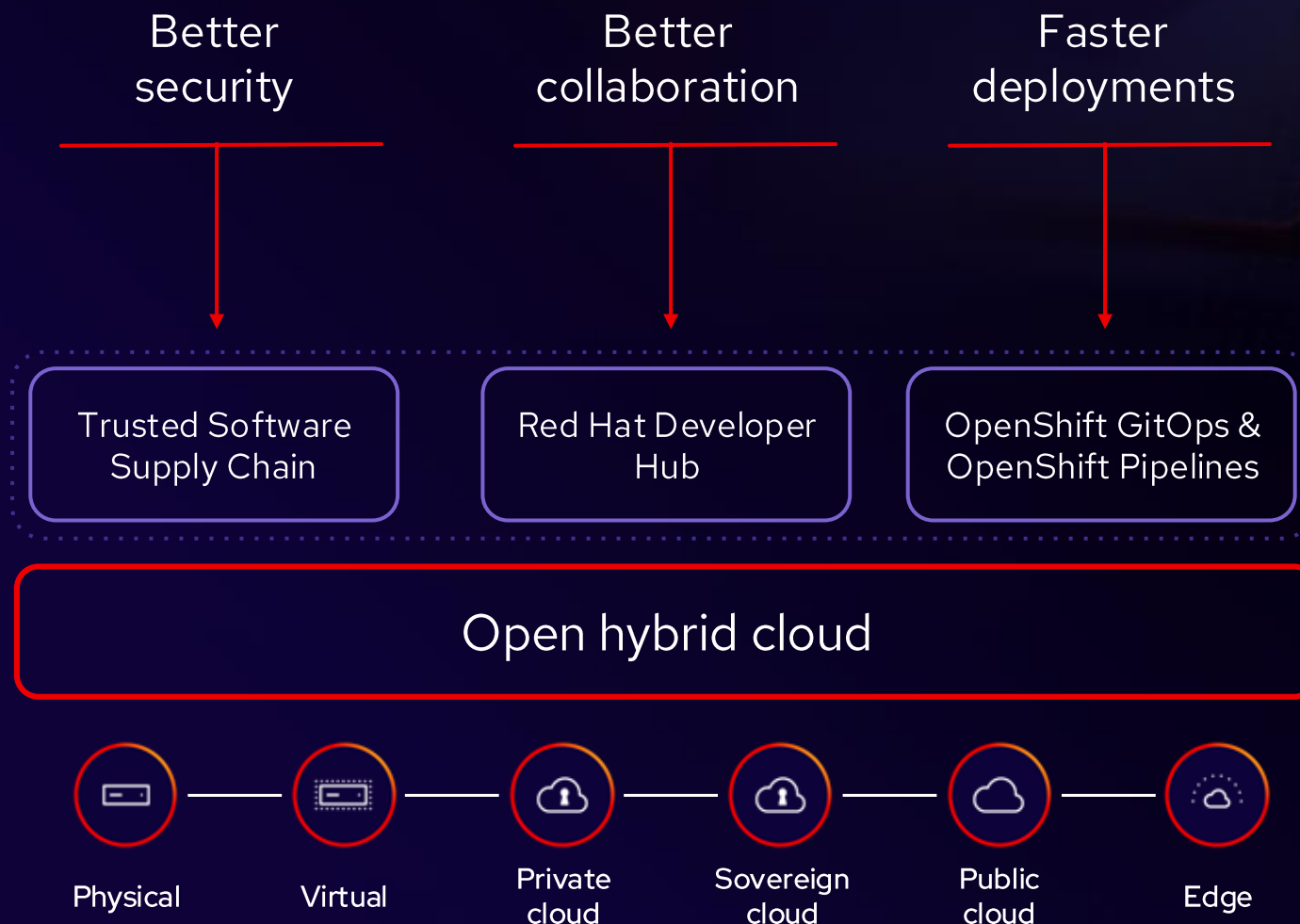
86%
of organizations are
**developing cloud-native
applications¹**

76%
of organizations say
learning our architecture requires
high cognitive load, limiting
productivity¹

156%
YoY growth of
malicious packages²

Modernize developer productivity

Red Hat Advanced Developer Suite



[1] "State of Platform Engineering in the Age of AI," A Red Hat report, conducted by Illuminas, Oct. 2024.

[2] "State of the Software Supply Chain," Sonatype, Oct. 2024.

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**How do we navigate the transition
from the cloud era to the AI era?**





"Thanks to Red Hat and OpenShift AI, our business teams—our citizen data scientists—can build their own models quickly and independently."

Emre Yavuz

Head of Data and AI,
Turkish Technology - Technology
Company of Turkish Airlines

Accelerating the developer experience—everywhere

\$10M

saved annually in fuel costs

Dynamic pricing

Fraud prevention

Customer service

Operations optimization

Logistics optimization

60

AI models in
production

40

AI models in
development



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How can we prepare for AI success ?

AI is a strategic enabler across industries

Predictive AI runs businesses today; generative AI brings innovation to the enterprise

Revenue generation

- ▶ Chatbots
- ▶ Campaign and content marketing
- ▶ Developer assistants
- ▶ Guided selling
- ▶ Product innovation

Cost optimization

- ▶ Automated AI support
- ▶ Knowledgebase search & summarization
- ▶ Doc summarization
- ▶ AI-optimized logistics
- ▶ Augmented product R&D

Risk management

- ▶ Sentiment analysis
- ▶ Predict employee attrition
- ▶ Contract risk assessment
- ▶ Fraud detection
- ▶ AI-assisted security operations

AI demand is high, but there are risks



A striking number of executives believe that **AI is going to revolutionize their business.**

55%

of leading digital organizations picked **AI as a top new investment priority**¹

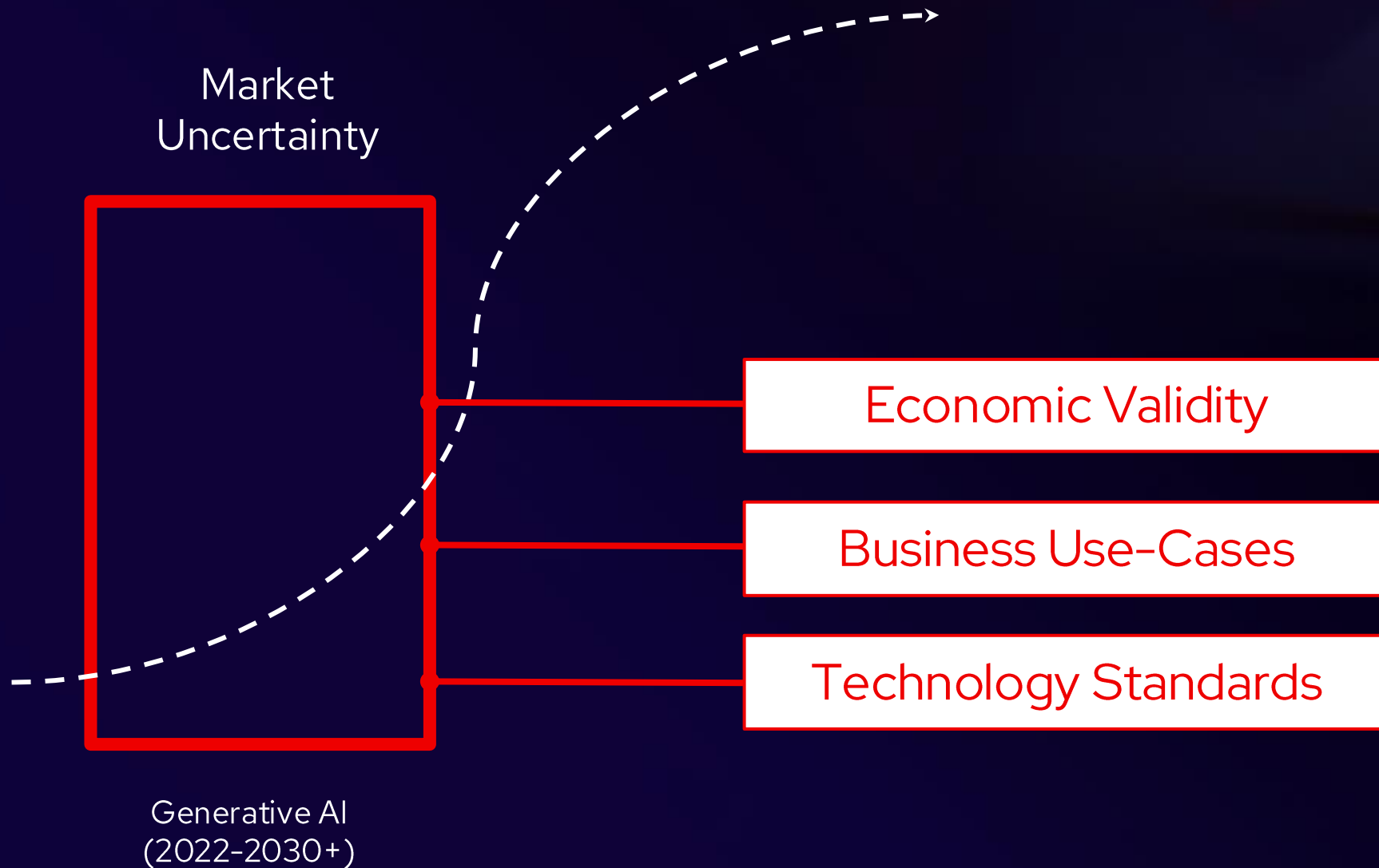
58%

of CIOs will spend more than **5% of their CY25 IT budget on gen AI**²

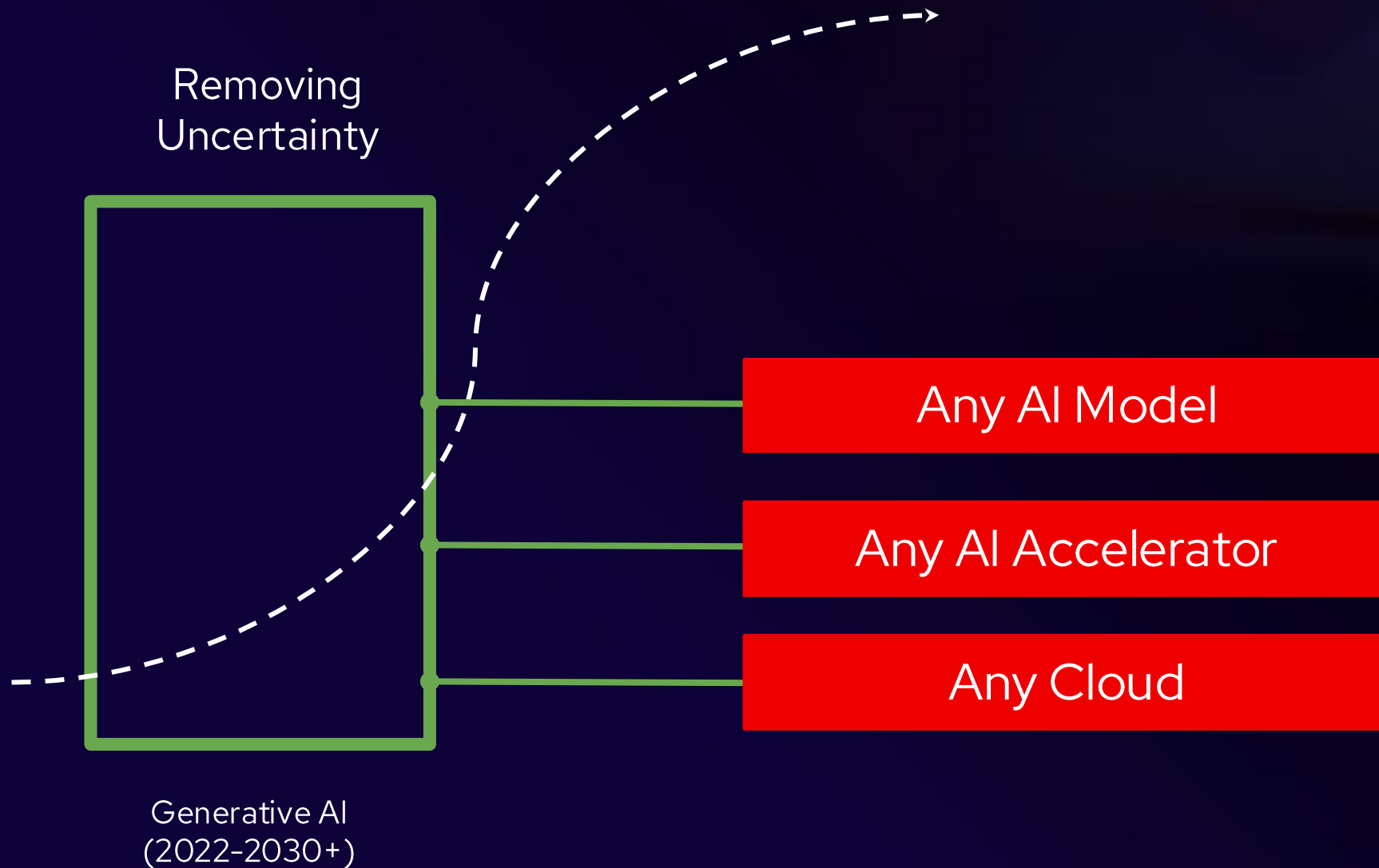
95%

Of organizations are getting zero return on their Gen AI projects³

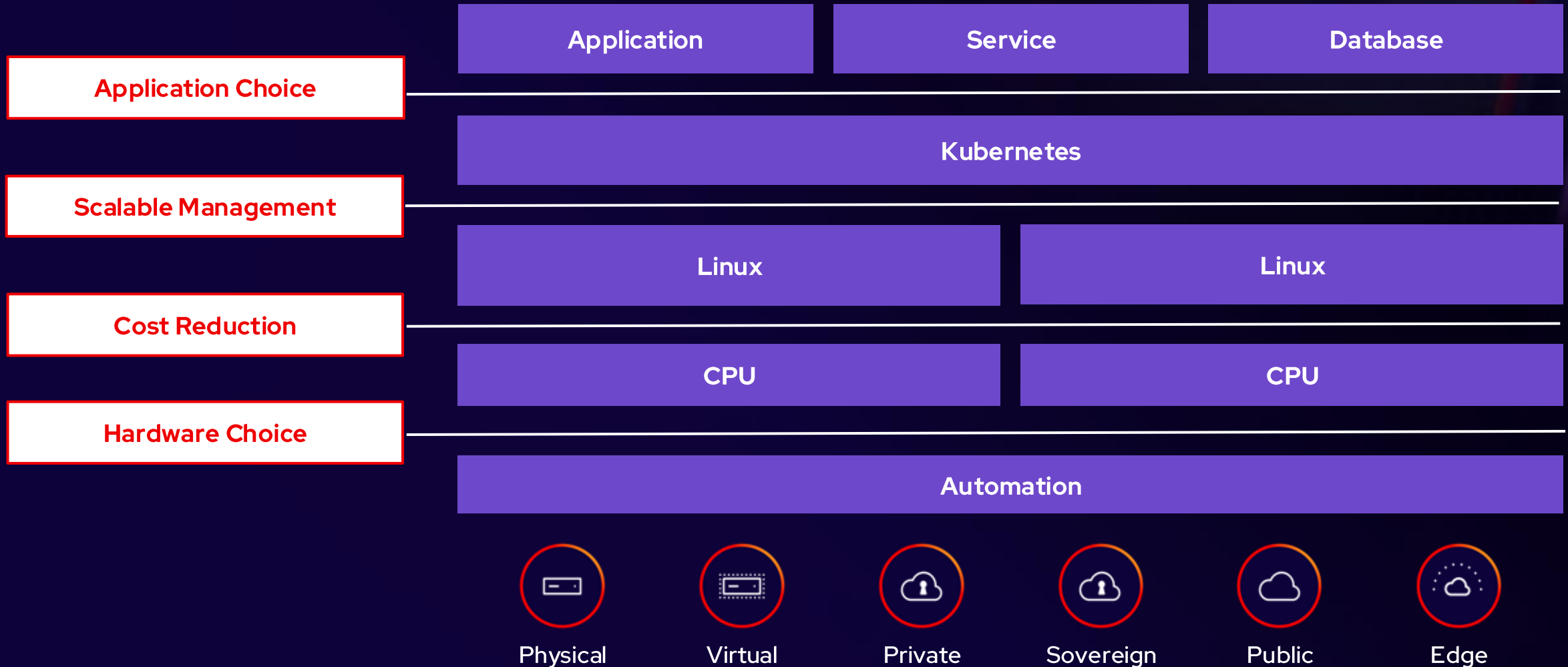
The uncertainty of the AI transition



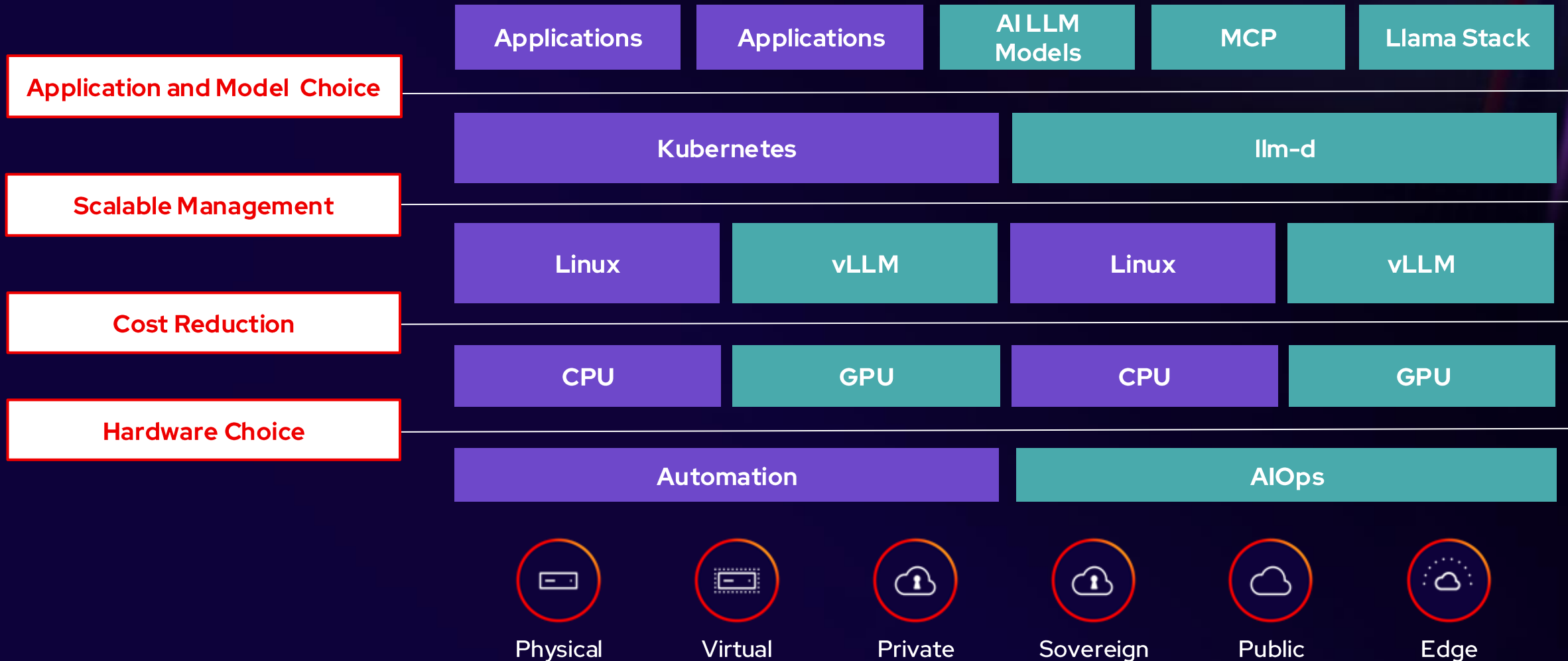
Red Hat and AI - Enabling AI Success



Open Hybrid Cloud enabled Cost Reduction, Choice, and Flexibility

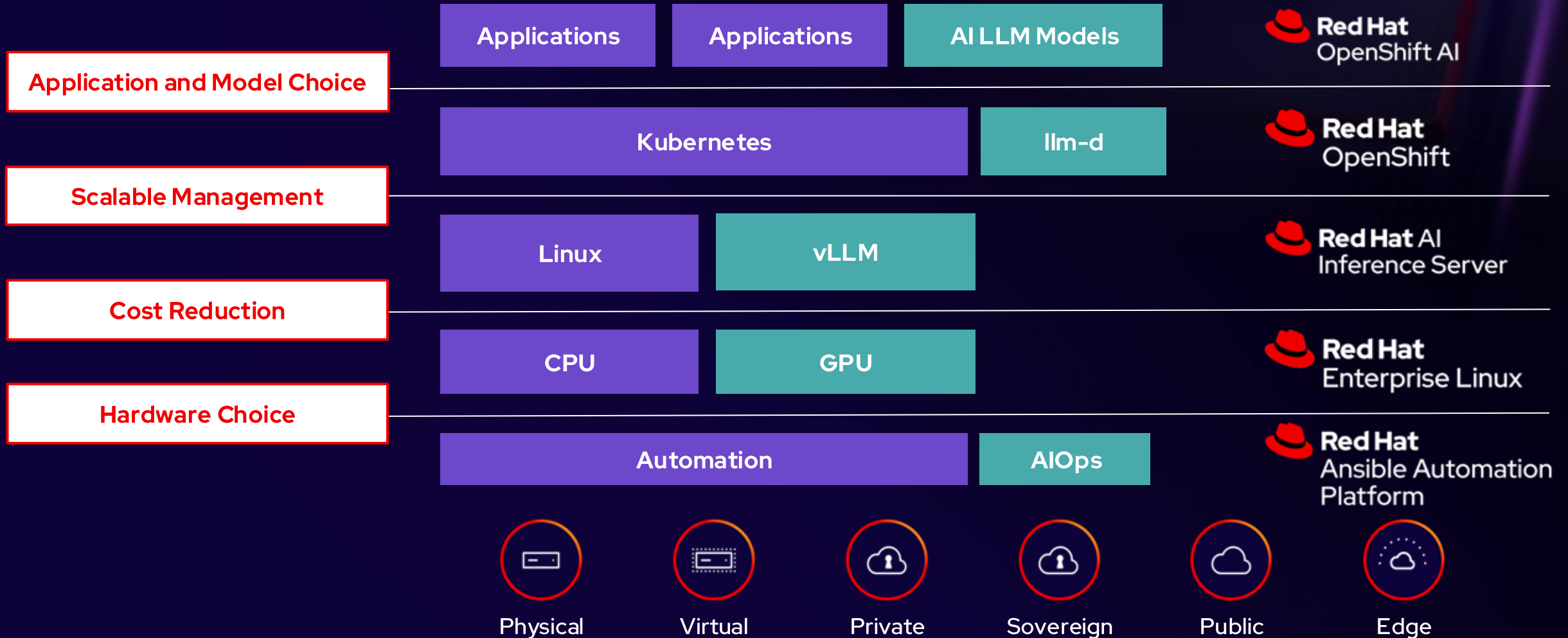


Open Hybrid Cloud + AI enables Cost Reduction, Choice, and Flexibility



Red Hat and Red Hat AI

Open, Agentic, Enterprise-Ready



Red Hat AI 3

Single Platform for Any Model, Any Accelerator, Any Cloud



 **Red Hat AI**

Flexible, Efficient
Inference

Connecting Models
to Data

Agentic
AI

AI
Platform



Demo



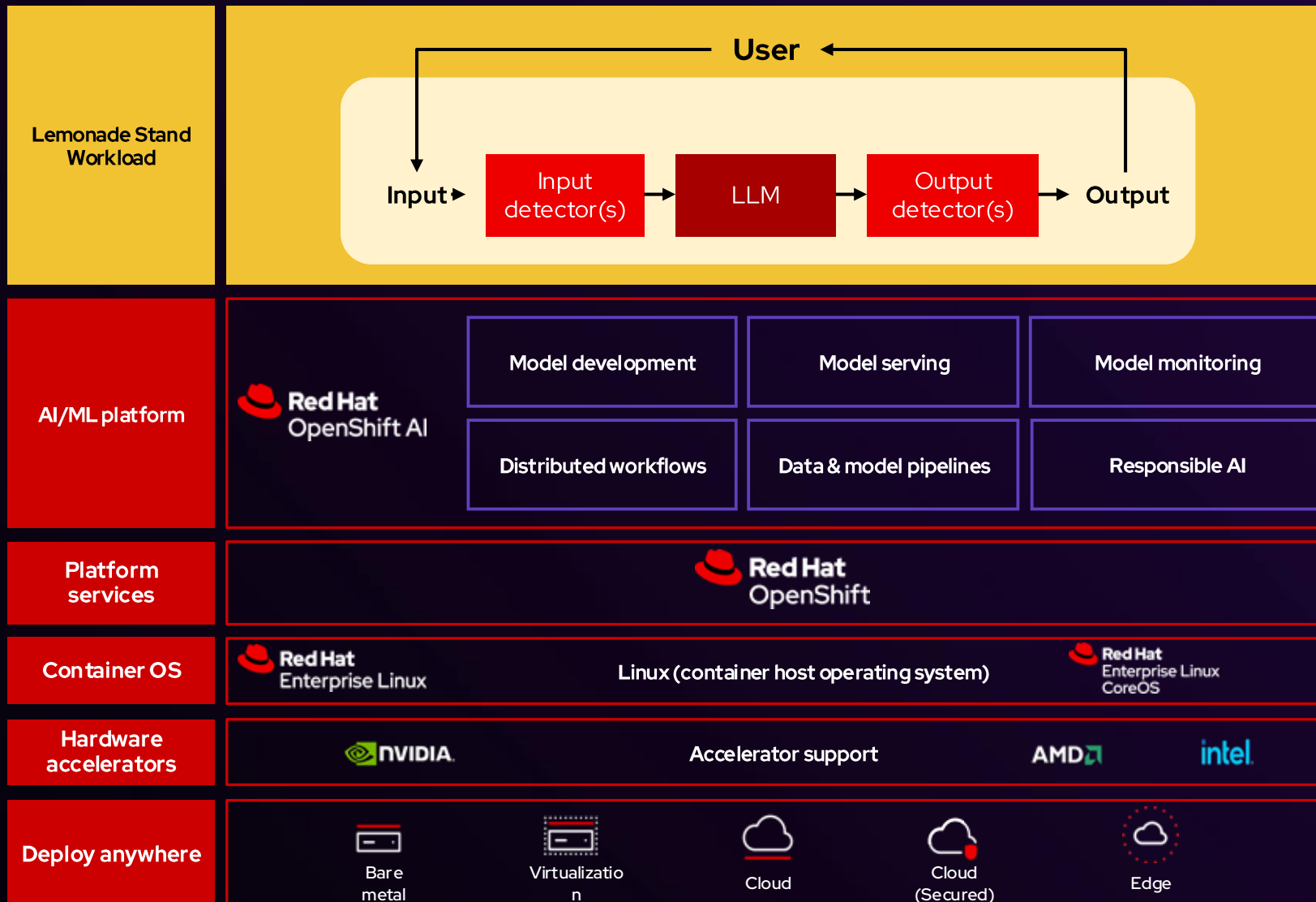
Prompt hacking is real

Chevy Dealer's AI Chatbot Allegedly Sold A New Tahoe For \$1, Recommended Fords

By Lewin Day December 18, 2023 9:05 am 55 Comments



AI security and cost-efficient AI inference





red.ht/lemonade-stand



Open Hybrid Cloud + AI enables successful Technology Era transition



Red Hat AI

Accelerate the development and delivery
of AI solutions across hybrid cloud environments



Red Hat Open Hybrid Cloud



Connect

Unlock what's next

