



Connect

Openshift Virtualization

**As a Stepping Stone And Exit Strategy To Any
Infrastructure Provider**

Haaïke van der Merwe
Cloud Services Specialist



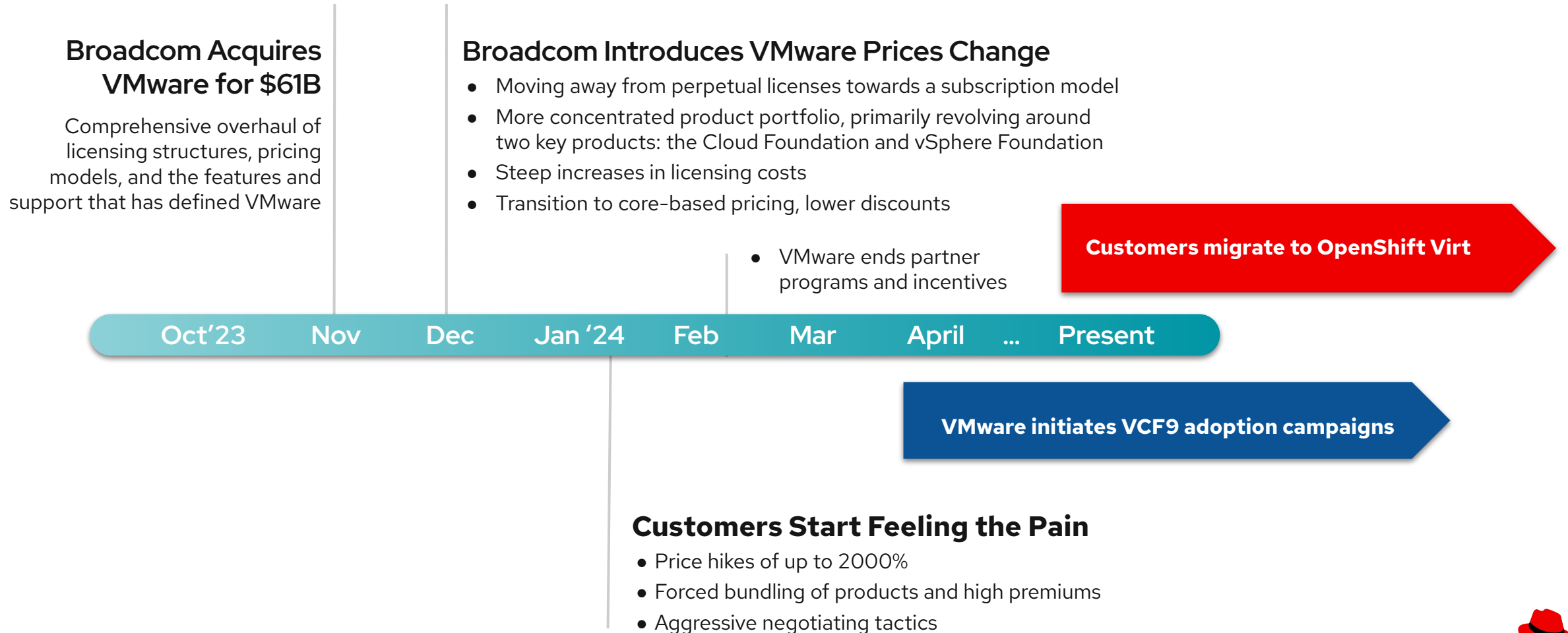
Haaïke van der Merwe

Cloud Solution Specialist
Red Hat



Industry insights

74% of VMware customers are actively planning their migration to an alternative solution¹



Lift & Shift VMs To The Public Cloud



WHY

- Exit the datacenter business entirely or partially
- Shift operational financial models from CapEx to OpEx
- Meet **Broadcom deadline**
- Benefit from cloud provider **migration incentives**
- **Or..**
- You just need (HW) **capacity** on the go...

HOW

- **Lift & shift** of VMs "as-is"
- Automated migration factory to increase speed.
- No application refactoring
- Velocity > architectural design

WIN

- Workload **portability** on cloud-provider infrastructure
- Immediate global **scale** and **availability**
- Cloud native tool ecosystem
- Technical foundation for future **modernization**



Trends!



AI - Local -> Cloud -> Local



Sovereignty - On Prem and Cloud



Industry Regulation - DORA, Cloud Act etc



The Portability Paradox

True portability is defined by your freedom to leave.

The promise

We chase agility, scalability and modern platform capabilities by moving to native cloud constructs, assuming that being in the cloud automatically makes a workload portable.

The goal is rapid entrance and modernization.

The reality

By binding workloads to native hyperscaler constructs, we destroy our actual operational freedom.

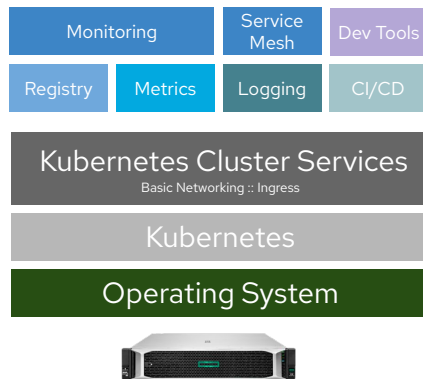
Moving cloud-native workloads out or sideways to another provider requires complex migration projects and refactoring.



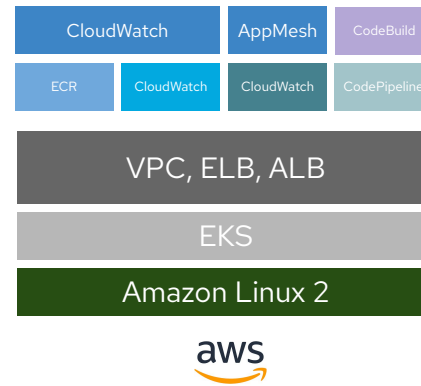
Building an Application Platform in Different Environments



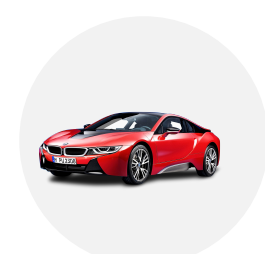
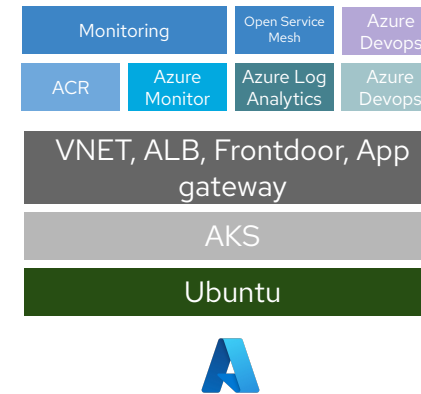
The On Prem Car



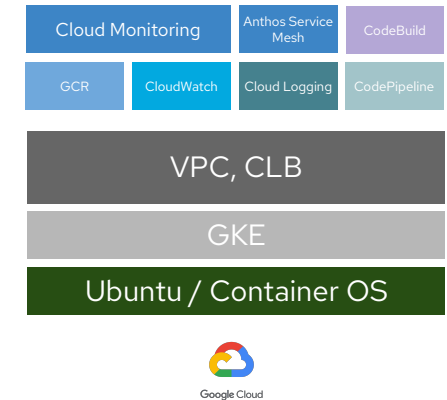
The AWS Car



The Azure Car



The GCP Car



3 Different Cars

- Different component versions
- Different life cycles
- Different support models
- Different developer and ops tooling



3 different drivers and pit crews needed





Operational Fragmentation

Managing Complex Infrastructure Landscapes



Same:

- High-performance
- Highly flexible
- Access to native cloud services
- AI capabilities
- Robust
- Dynamic scaling



Different:

- APIs, control planes.
- Separate security & compliance tracks
- Tools, scripting, IaC
- Storage
- Networking
- Skills

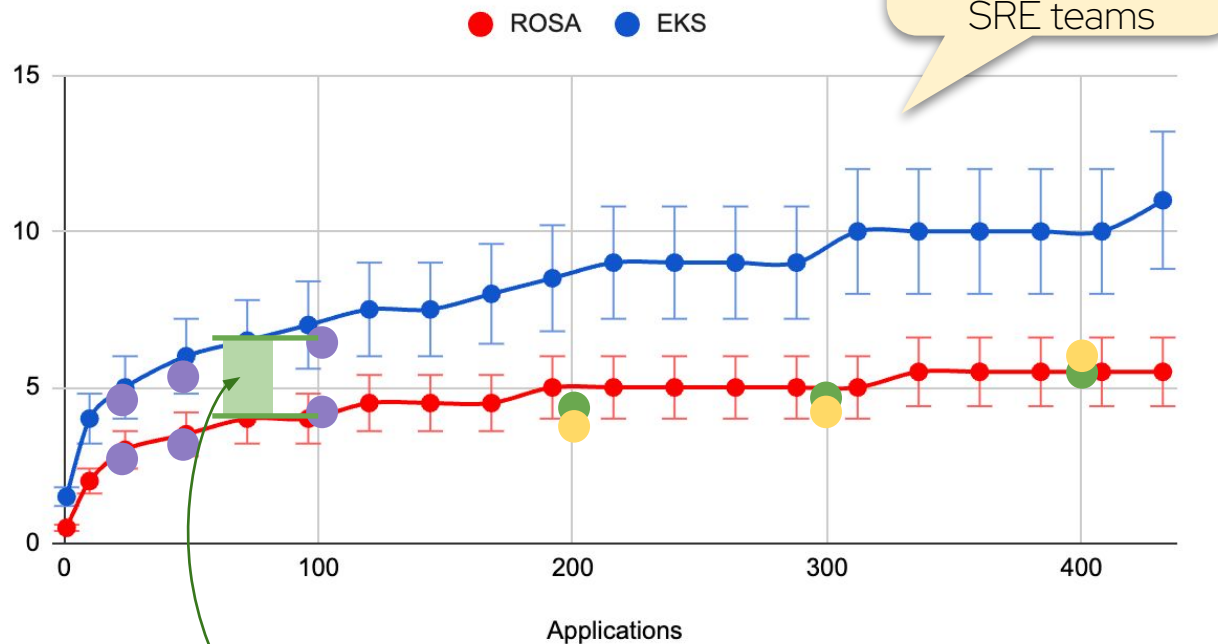


Different teams!



Reality check

People (FTE)



—●— Model generated base-curves
—●— based on combined data of various customers.

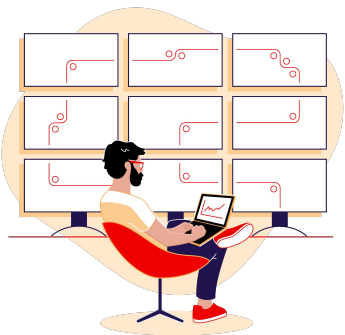
- Data-Points of customer no 1, a global insurance company.
- Data-Points of customer no 2 – a domestic railway company.
- Data-Points of customer no 3 – a large financial institute.

(Disclaimer: the raw FTE data of this client has been divided by 3, as they run the platform as follow-the-sun out of 3 time-zones)



Guys.... wait a minute....





Flipping The Blueprint

A Common Fabric

Developer Efficiency

Business Productivity

Enterprise Ready

Red Hat OpenShift



**Red Hat OpenShift
Service on AWS**

**Azure Red Hat
OpenShift**

**Red Hat
OpenShift on
IBM Cloud**

**Red Hat
OpenShift
Dedicated**

**OpenShift
Container
Platform**

- Standardize on a single set of operational tools and skills
- Decouple virtual machines from underlying infrastructure APIs
- Run VMs anywhere



Red Hat is a Leader in the 2026 Gartner® Magic Quadrant™: Container Management, Cloud-native App Platform And Server Virtualization Platforms

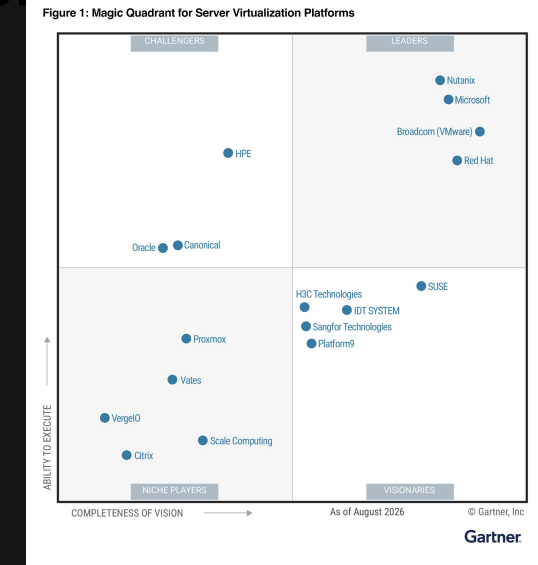
and 2025 Gartner® Magic Quadrant™: Cloud-Native Application Platforms



Red Hat is a Leader in the 2026 Gartner® Magic Quadrant™: Cloud-Native Application Platforms for the third year in a row



Red Hat is a Leader in the 2026 Gartner® Magic Quadrant™: Container Management for the fourth year in a row



Red Hat is a Leader in the 2026 Gartner® Magic Quadrant™: Server Virtualization Platforms

Source: Gartner, "Source: Gartner, Magic Quadrant for Cloud-Native Application Platforms, Saha Mukul, Coqueiro Alex, Prasanna Lakshmi Narasimha, Watson Richard, 3 Aug. 2026.

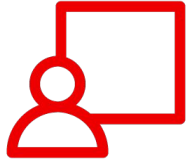
Source: Gartner, Magic Quadrant for Container Management, By Dennis Smith, Tony Iams, Wataru Katsurashima, Lucas Albuquerque, Carolin Zhou, Bhuvie Chhabra, 2 September 2026.

Source: Gartner, Magic Quadrant for Server Virtualization Platforms, Tony Harvey, Daniel Bowers, Paul Delory, Tony Iams, Owen Marino, 14 September 2026

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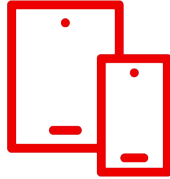


ARO ROSA OSD RHOIC is Fully Managed...



1st Party Cloud Service

- AWS/Azure integrated experience for cluster creation and management
- GUI in AWS/Azure Console for Cluster Creation
- 99.95% financially backed SLA



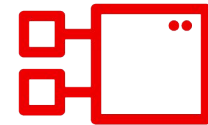
Unified Cloud Bill

- Leverage your existing Azure/AWS commitment / EDP to use OpenShift (unified bill)



Joint Support

- **Proactive vs. Reactive**
- Integrated support systems
- AWS and RH experts



Integration with Native Services

- Build containerized applications that integrate natively with the more than 170+ AWS/Azure cloud services

Modern Application Computing Services Landscape

Application Platform

Accelerate and standardize application Management

Build your Own Application Platform



AWS Proton



AWS App Runner



EKS Blueprints



AWS X-Ray



Cloud Watch



Amazon Managed Prometheus

Turn-key Application Platform

ROSA



Red Hat OpenShift Service on AWS

Containers Orchestration

Deployment, scheduling, and scaling, containerized applications



Amazon Elastic Container Service (Amazon ECS)



Amazon Elastic Kubernetes Service (Amazon EKS)

Containers Infrastructure

Registry, Networking, CI/CD



Amazon Elastic Container Registry (Amazon ECR)



AWS Cloud Map



AWS App Mesh



AWS CodePipeline

Compute



Elastic Compute Cloud (Amazon EC2)



Fargate

Third-party tooling



DATADOG

sumo logic



sysdig



Prometheus



Grafana



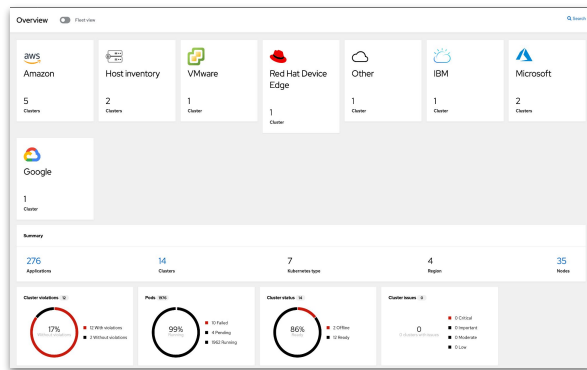
OpenTelemetry

The Open Hybrid Control Plane

Management, governance and observability across clusters, clouds and VMs

The brain

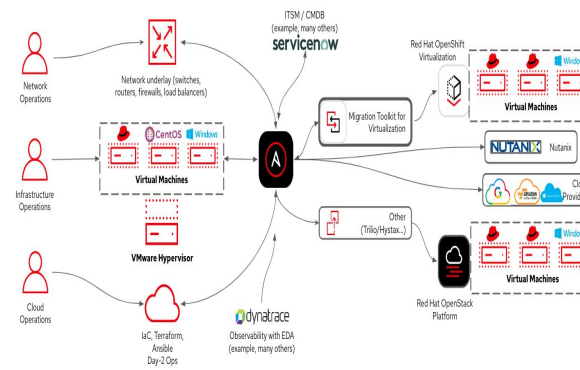
Advanced Cluster Management



- Centralized fleet observability and multi-cluster control
- Policy-driven governance and risk management at scale
- Automated cluster lifecycle and application placement

The muscle

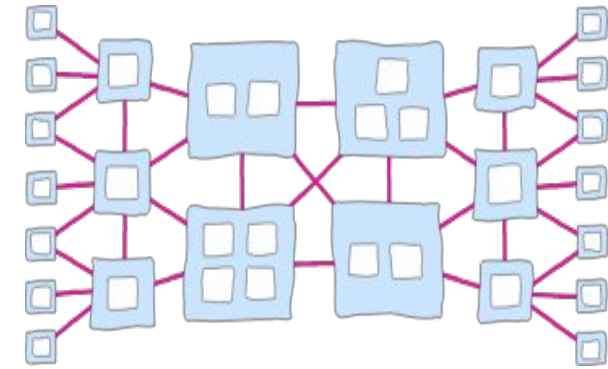
Migration Toolkit for Virtualization



- Start with OpenShift Migration Advisor
- Automated discovery of VMware estate
- Warm migration with storage offloading
- Virtualization Migration Factory for migration at scale

The nervous system

Connectivity across providers



- Submariner: Direct L3 cross-cluster networking (IPsec)
- Red Hat Service Interconnect: (Skupper), L7 cross-cluster communication (mTLS)
- Single OpenShift Service Mesh across multiple clusters



Complete the platform

Storage



Backup & Disaster Recovery



Networking & Security



Compute Hardware



*In progress

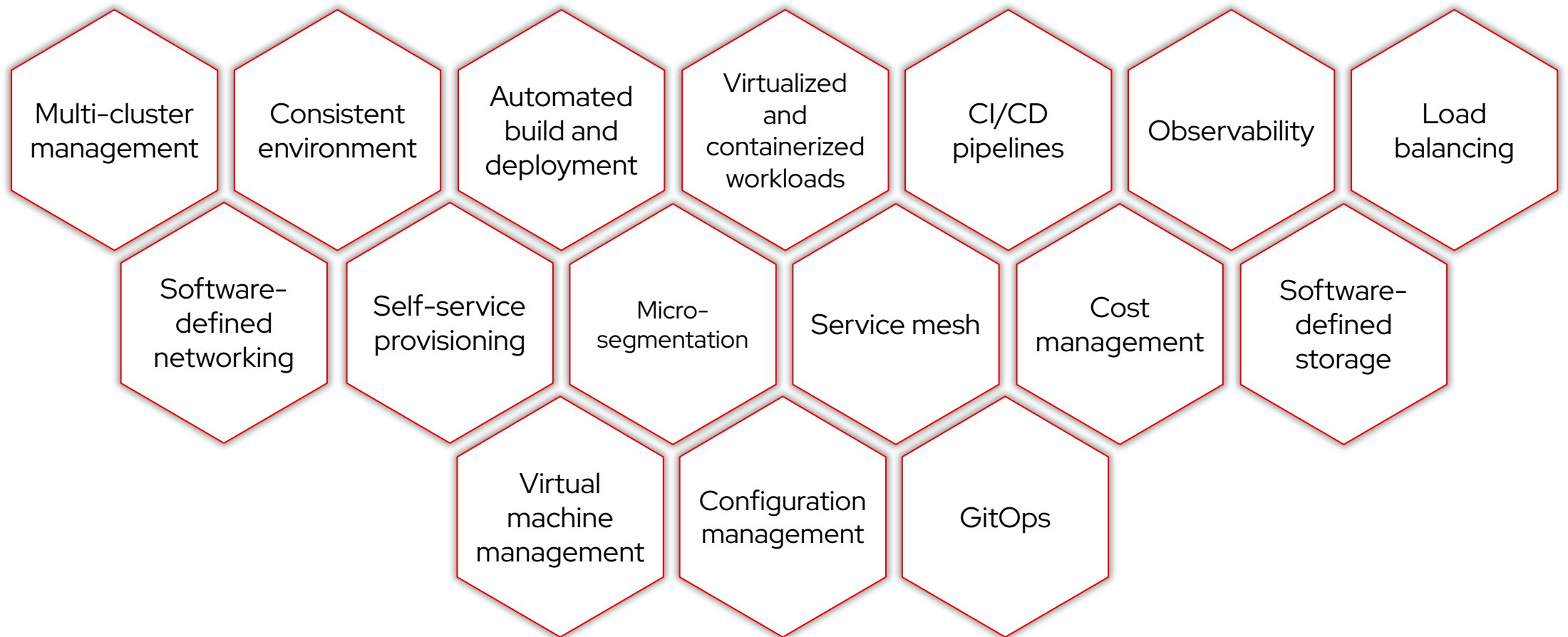


Cloud Providers



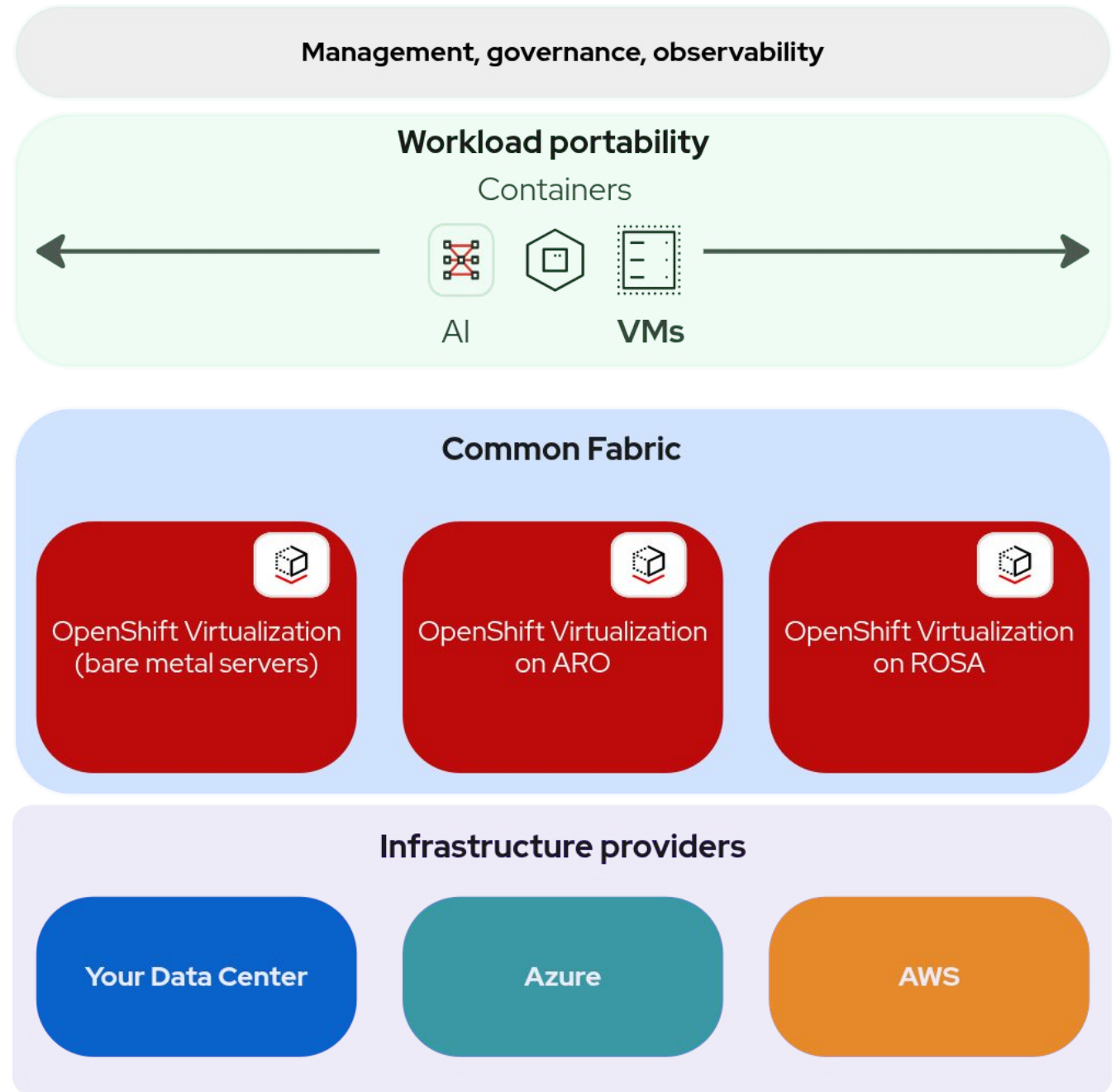
...with your existing technology partners

A Modern application platform with comprehensive lifecycle and infrastructure management



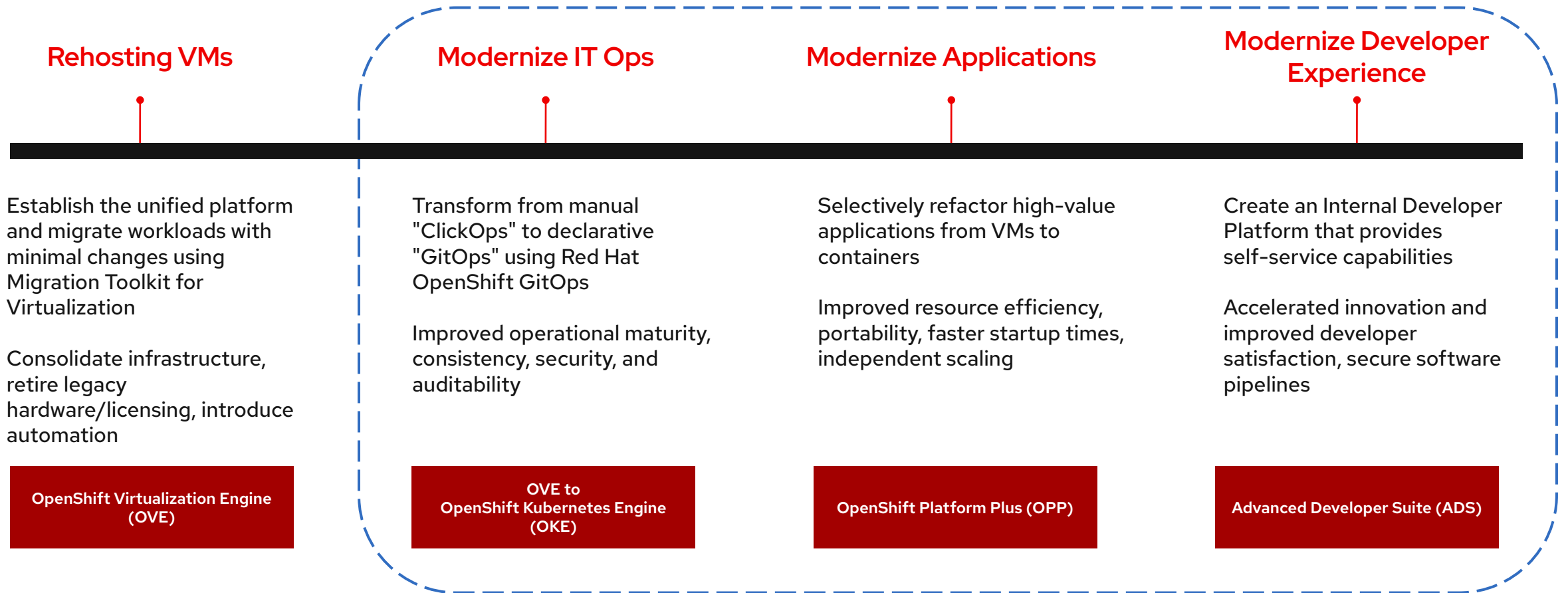
Portability, flexibility, agility

- Move VMs sideways.
- Enter or exit the public cloud.
- Standardize on a single set of operational tools and skills

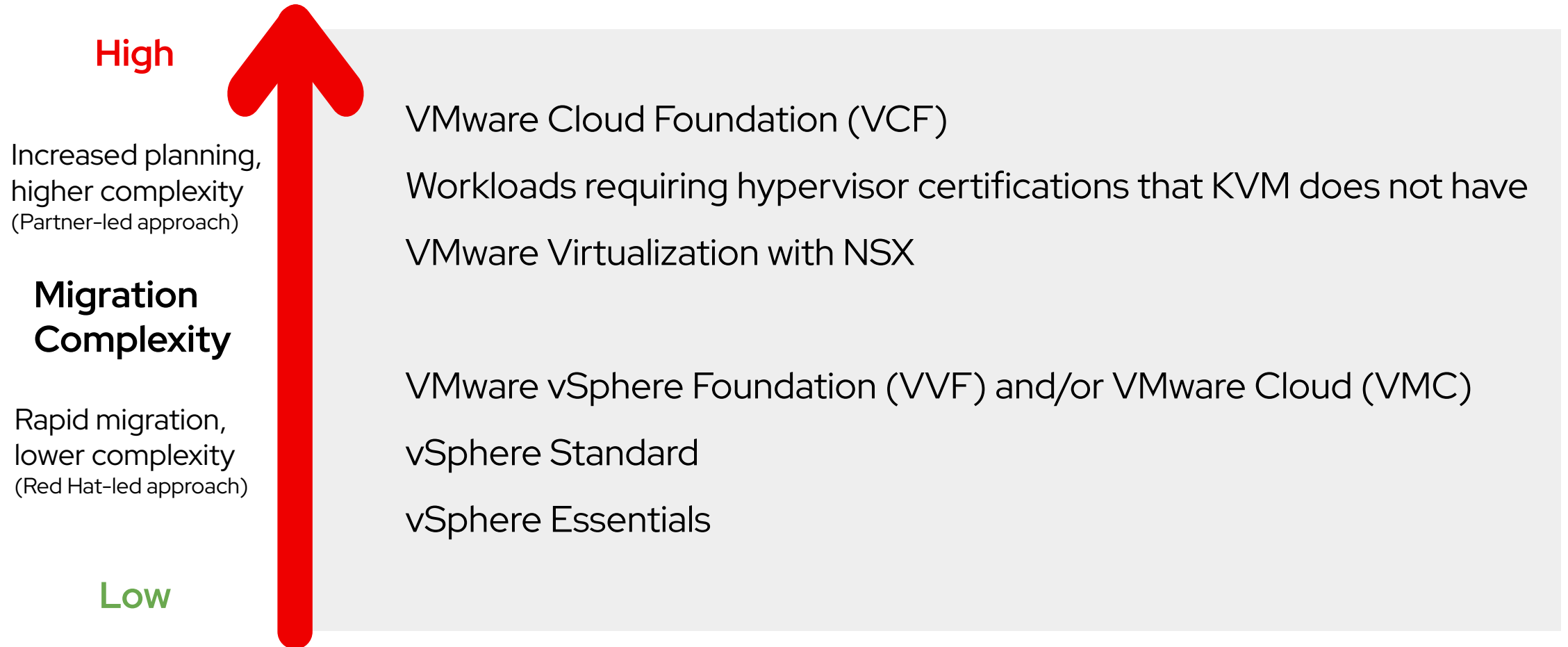


From Migration to Modernization

Scaling the Platform to Your Team's Workflow



Organizations have varying levels of investment in VMware



Johnson Controls

Working with Red Hat Consulting and by using Red Hat OpenShift Virtualization, Johnson Controls was able to more quickly and easily migrate to a **modern, cloud-ready platform for virtualization**, enabling it to be run both **inside a container and side-by-side with cloud-native applications**.

Johnson Controls Modernizes with Red Hat

Challenge

Johnson Controls needed a scalable infrastructure to manage security and access across diverse building environments. They also wanted to modernize their traditional virtual machine-based technologies to take advantage of cloud-native tools without a disruptive application overhaul.

Solution

Johnson Controls chose Red Hat OpenShift Service on AWS as the foundation for its C•CURE Cloud solution. By using Red Hat OpenShift Virtualization, they were able to run the C•CURE application inside a container, alongside cloud-native applications, without needing to refactor the application.

Results

- Simplified operations for its hybrid cloud architecture.
- Provided a more consistent experience for customers, regardless of their environment
- Focused on innovation by offloading infrastructure management to a managed service



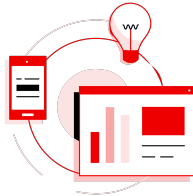
Accelerate your migration with AWS and Red Hat (MAP)

Reduce risk and offset the initial cost of migrations



Phase 1: Strategy

Assessment



Identify the current state of your environment, goals for your future state, create a high-level solution for your target environment and create a strategic roadmap for migration

Assess

AWS funds up to \$75k



Phase 2: Foundation

Platform Build



Begin with your production build to enable virtualization features, prove out and migrate initial VMs and validate your migration strategy

Mobilize

AWS funds up to \$200k



Phase 3: Expand

Migration



Scale Day 2 ops by implementing automation to help reduce manual processes and complete the retirement of your existing solution

Migrate

AWS funds up to \$1M

Minimum Customer Size: \$1.2MM ARR in AWS Infrastructure

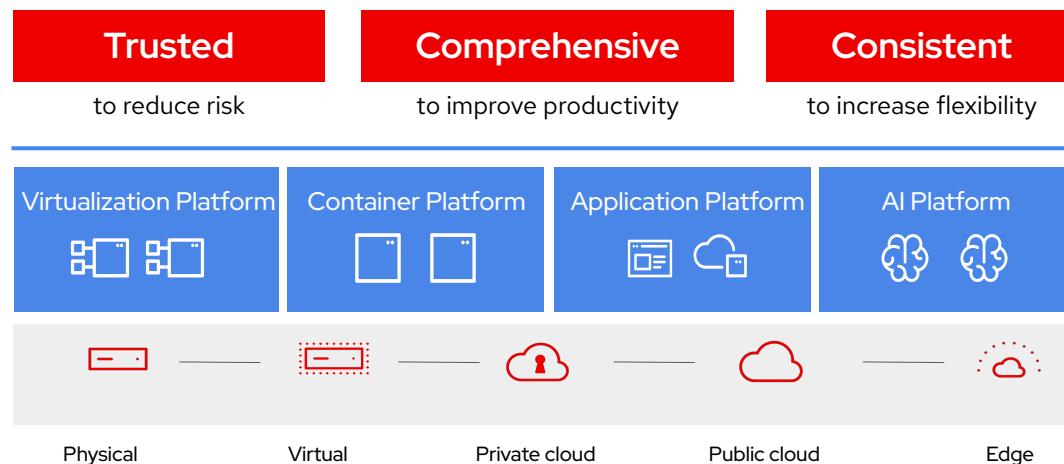
[Datasheet: Red Hat Consulting: Virtualization Migration Assessment](#)



Final thought

Freedom of Choice is Resilience

In 2026, the best architecture is the one you can
change tomorrow.





Connect

Thank you



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