



Connect

From Sprawl to Savings

Optimisation strategies to remove 40% from your cloud compute costs.

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40%

£10m -> £6m



Public cloud emergence



Exit the datacenter



Cloud Migration and Modernisation



Lift and Shift Strategy



Modernisation in the Backlog



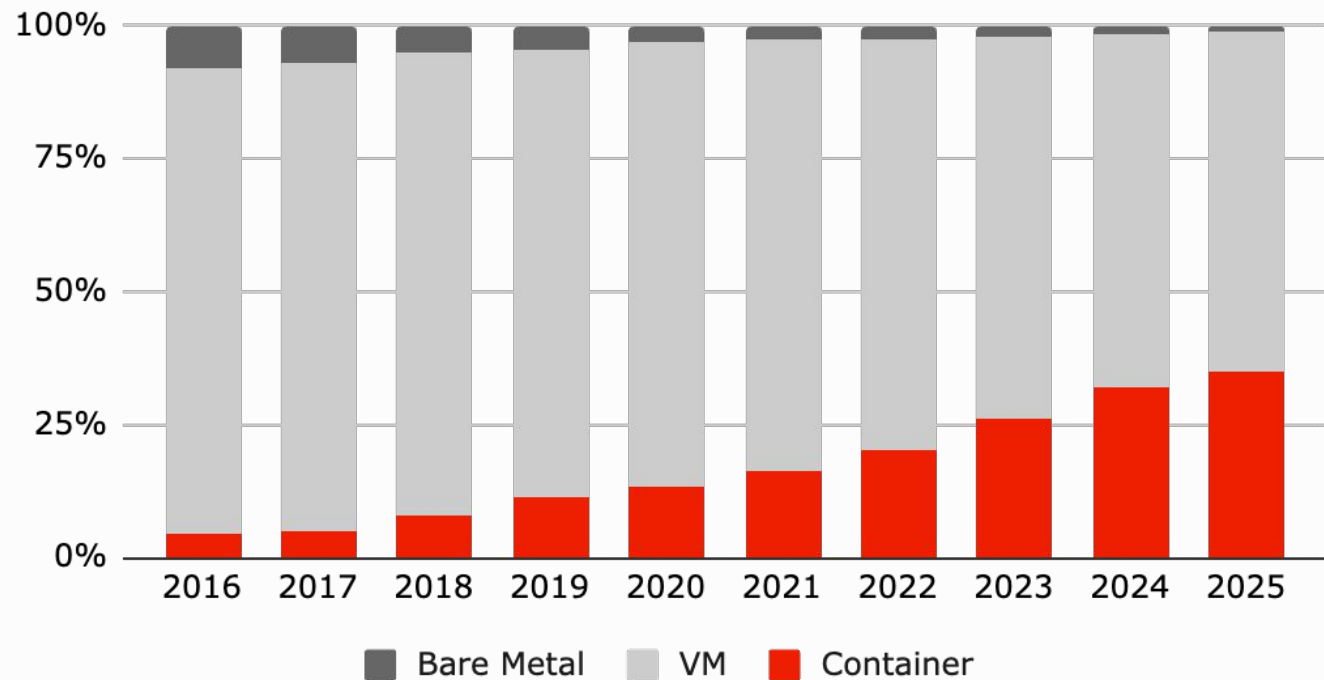
Legacy Constraints



Composition of Application Infrastructure 2016-2025

>60%

Of enterprise workloads still
run on virtual machines



IDC Container Infrastructure Software Market Assessment: Container Deployment Forecast (IDC #US4867072)



Managing Public Cloud Costs

To balance operational speed with control, organisations introduce dedicated teams and frameworks to govern cloud consumption:



Central Cloud
Management Boards



DevOps & Platform
Engineering



Cloud Centres of
Excellence (CCoE)



Site Reliability
Engineering (SRE)

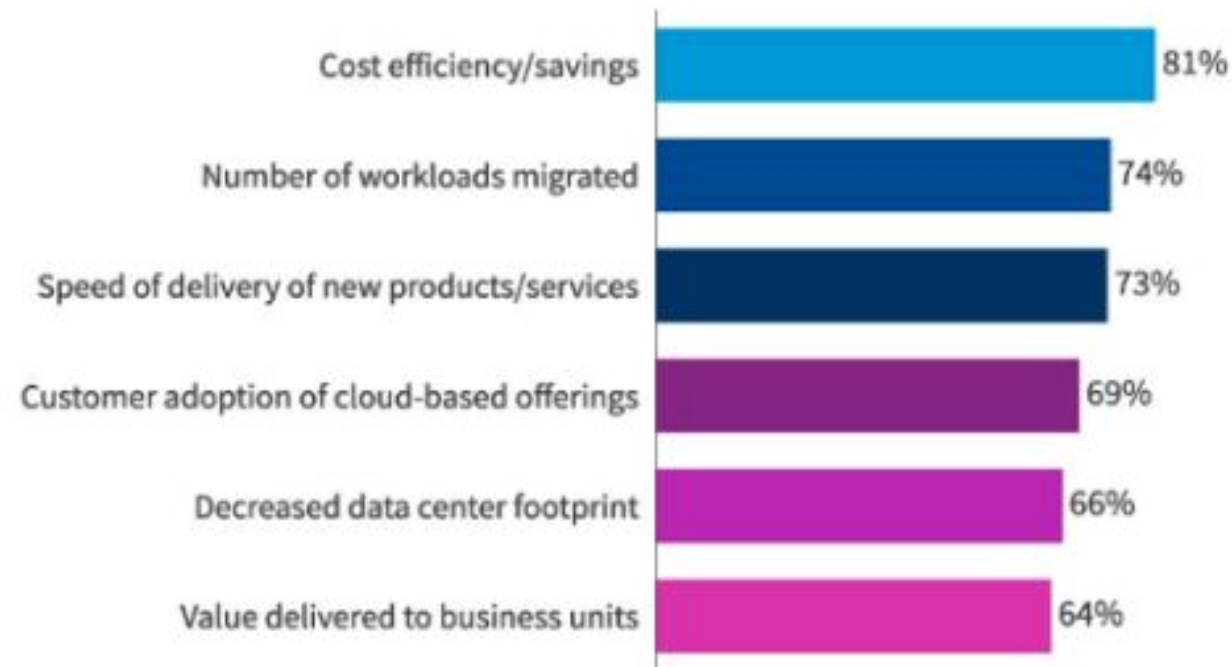


FinOps

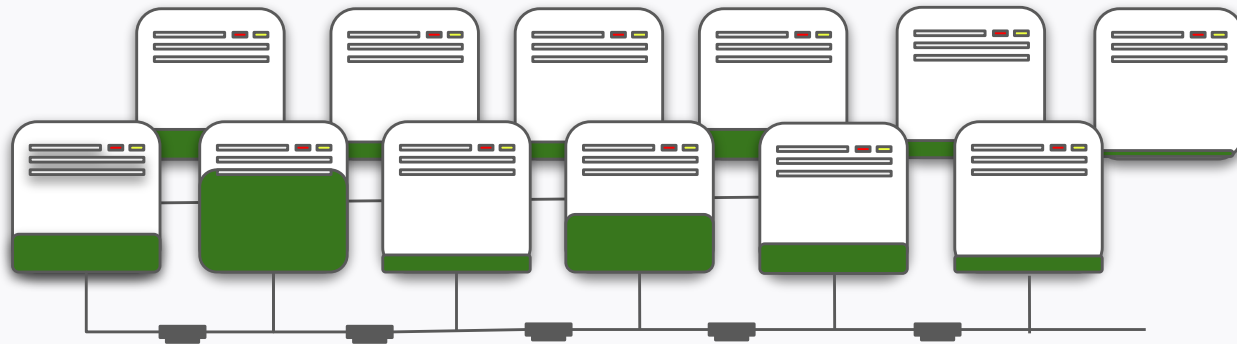


FinOps 2026 – State of the market report

What are your top metrics for assessing progress against cloud goals?



The fundamental bottleneck in cloud efficiency



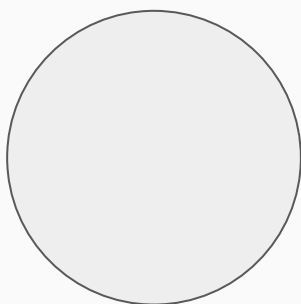
Average CPU
15% – 18%
utilised



Enterprise average CPU utilization rarely exceeds 25%

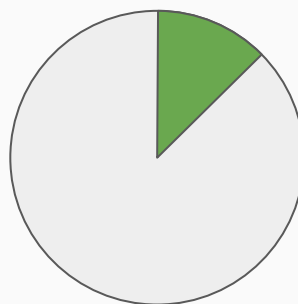
0%

Over 25% utilization



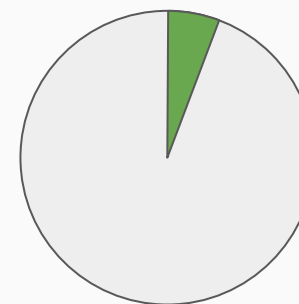
10–15%

Typical customer average



5–10%

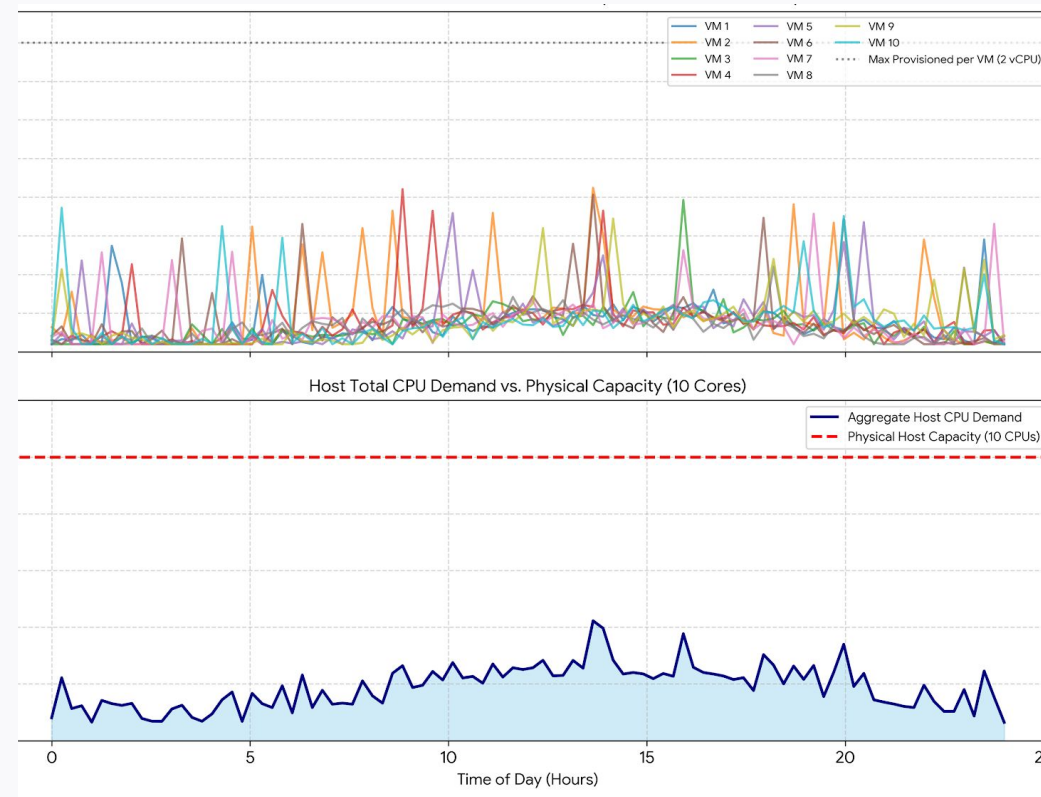
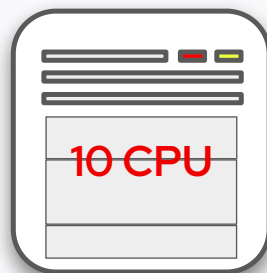
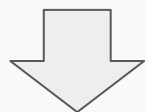
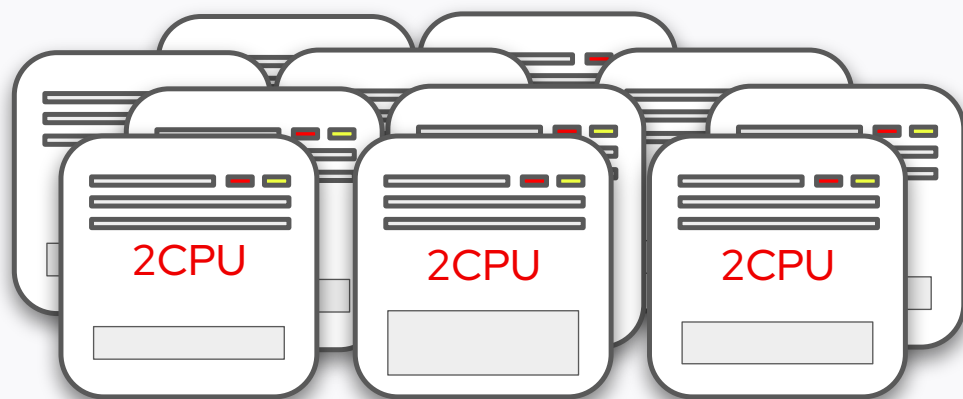
Apptio benchmark



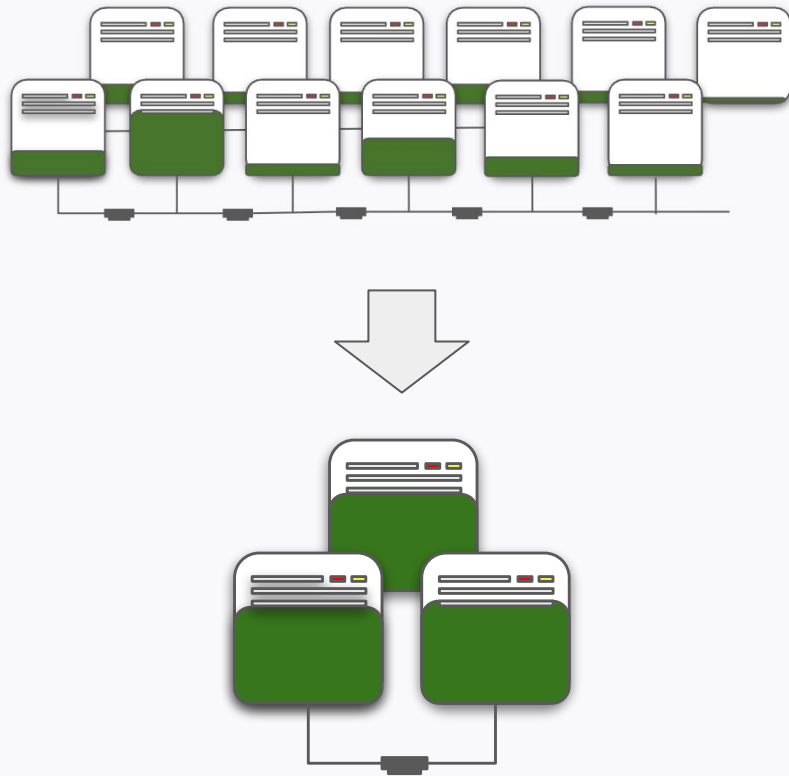
Strategic Financial Opportunity



Cost Reduction Through CPU Overprovisioning



Cost Reduction Through CPU Overprovisioning



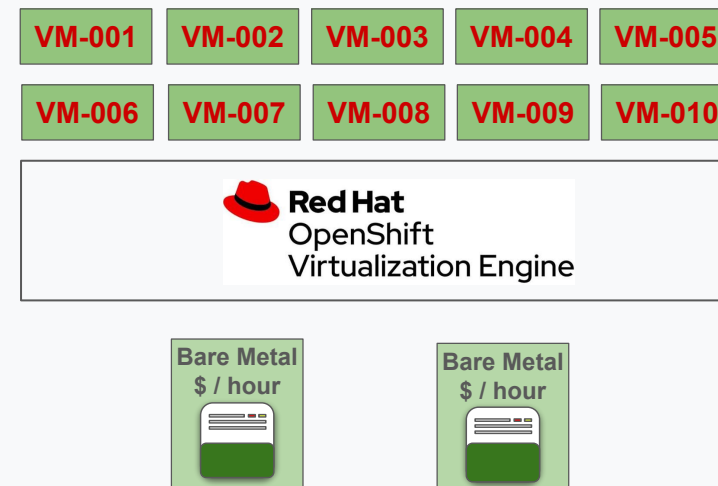
Average CPU
50% – 70%
utilised



OpenShift Virtualisation on every cloud



Move
Workloads



Cloud Marketplace

Customer Public Cloud Platform



Red Hat Summit 2026 / Analysis

OpenShift Virtualization just hit **\$600M ARR.**

The VM conversation has changed.

417%

VM growth
on platform, 2025

1.46M

VMs assessed for
migration to date

\$2B

OpenShift annual
recurring revenue

ARO 5.8

GA on Azure,
June 2026

OpenShift Virtualization has proved itself as a key service provider for **VMs at scale**, in critical industries, across a range of environments.

As part of this shift customers are now accessing their cloud VM needs too.

Please speak to Red Hat to identify your potential savings with our Interactive ROI Calculator....DEMO

This approach complements your existing FinOps and cloud-native strategies without requiring a complete architectural overhaul.

