



Red Hat and the Open Source Business Model

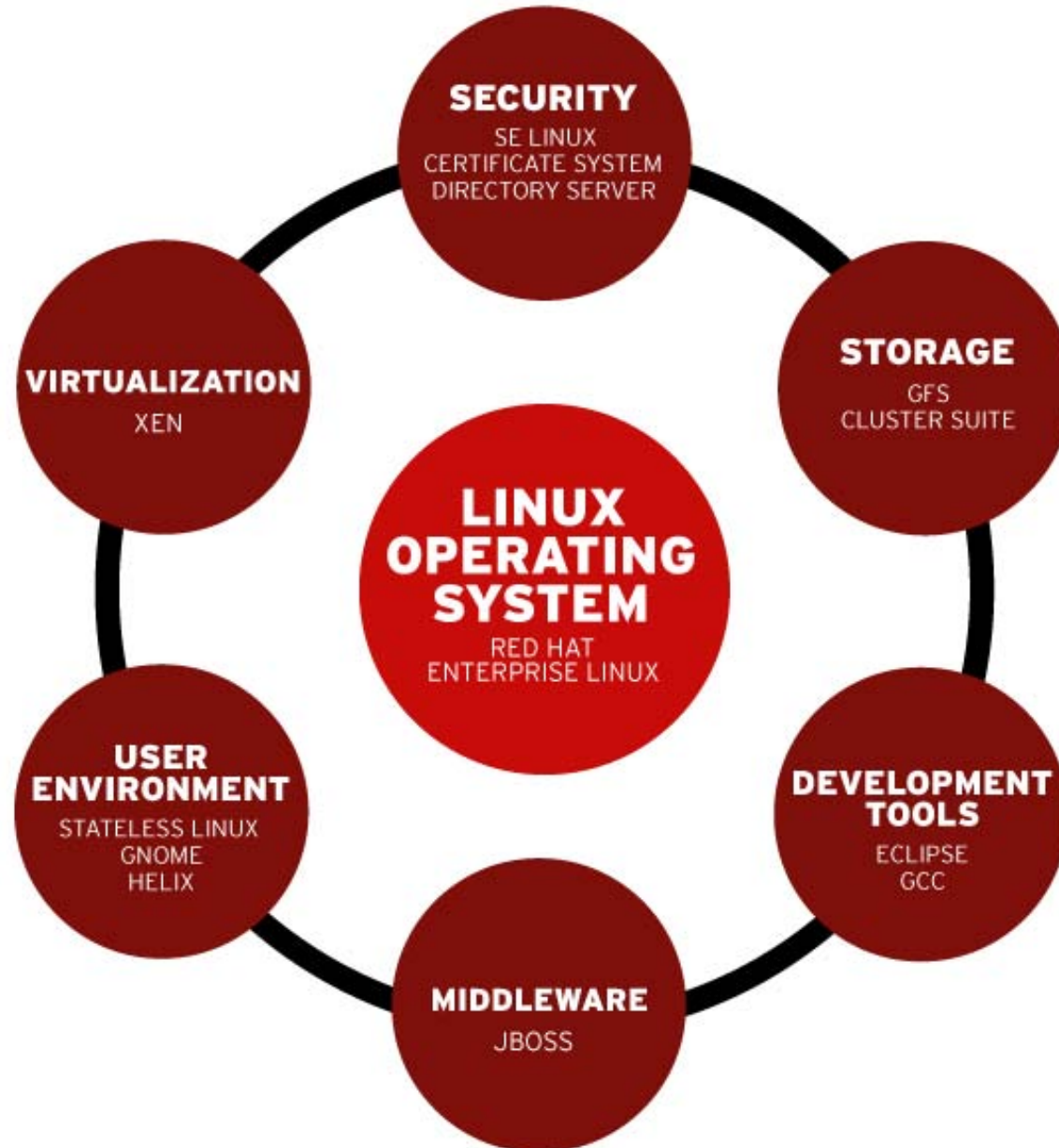
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History

- 1993 – 2003 Red Hat Linux
- 2003 – 2008 Red Hat Enterprise Linux

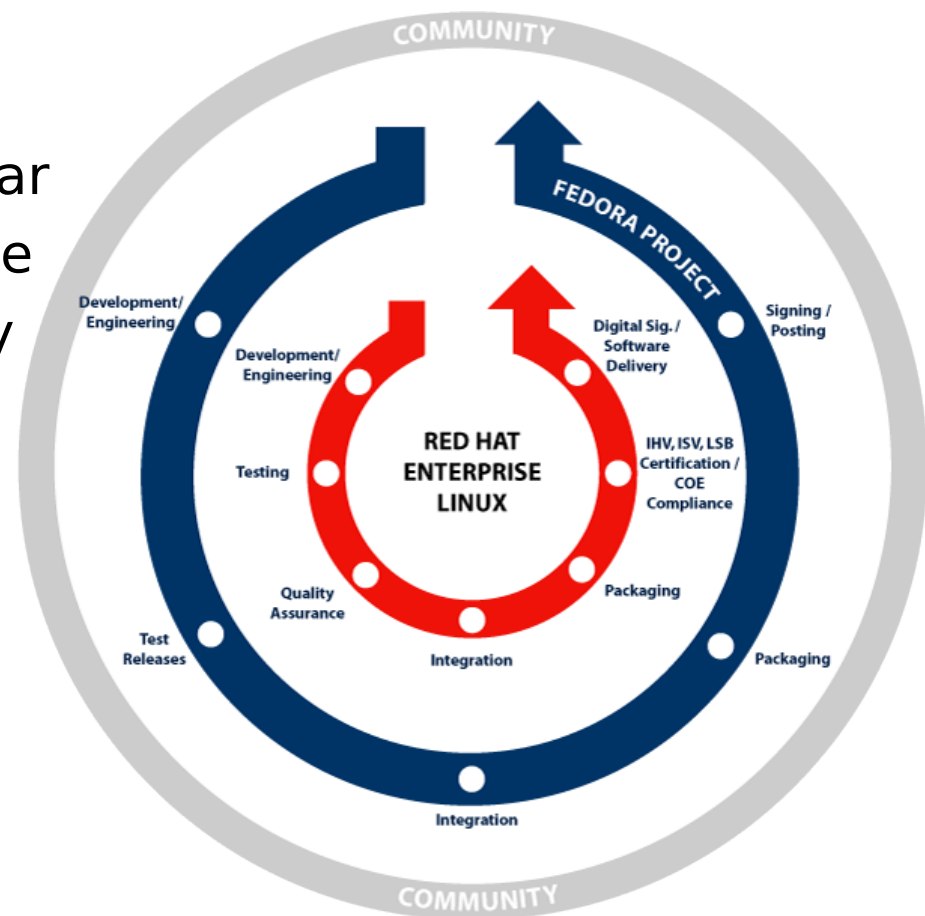


Red Hat Technology



Red Hat Development Model

- Collaboration with partners and open source contributors to develop technology
- Deliver complete distributions in two stages for two users
 - First stage – Fedora Project
 - Development vehicle
 - New versions ~ twice each year
 - Unsupported, possibly unstable
 - Fast moving, latest technology
 - Second stage - RHEL
 - Red Hat Enterprise Linux
 - 18-24 months release cycle
 - Supported and certified
 - Stable, mature, commercially focused technologies



Red Hat Enterprise Linux vs. Fedora

- Software selection model
 - Fedora may potentially contain unstable technology, no testing
 - RHEL includes **_only_** mature technologies
- Release cycle
 - Fedora: new version - every 6 months; updated - ~ 1 year
 - RHEL: new versio – every 18-24 months; updated - ~ 7 years
- Update model
 - Fedora – incorporate new versions of software
 - RHEL – stick to the original one, backport bugfixes, providing a stable API

Red Hat Enterprise Linux vs. Fedora - cont'd

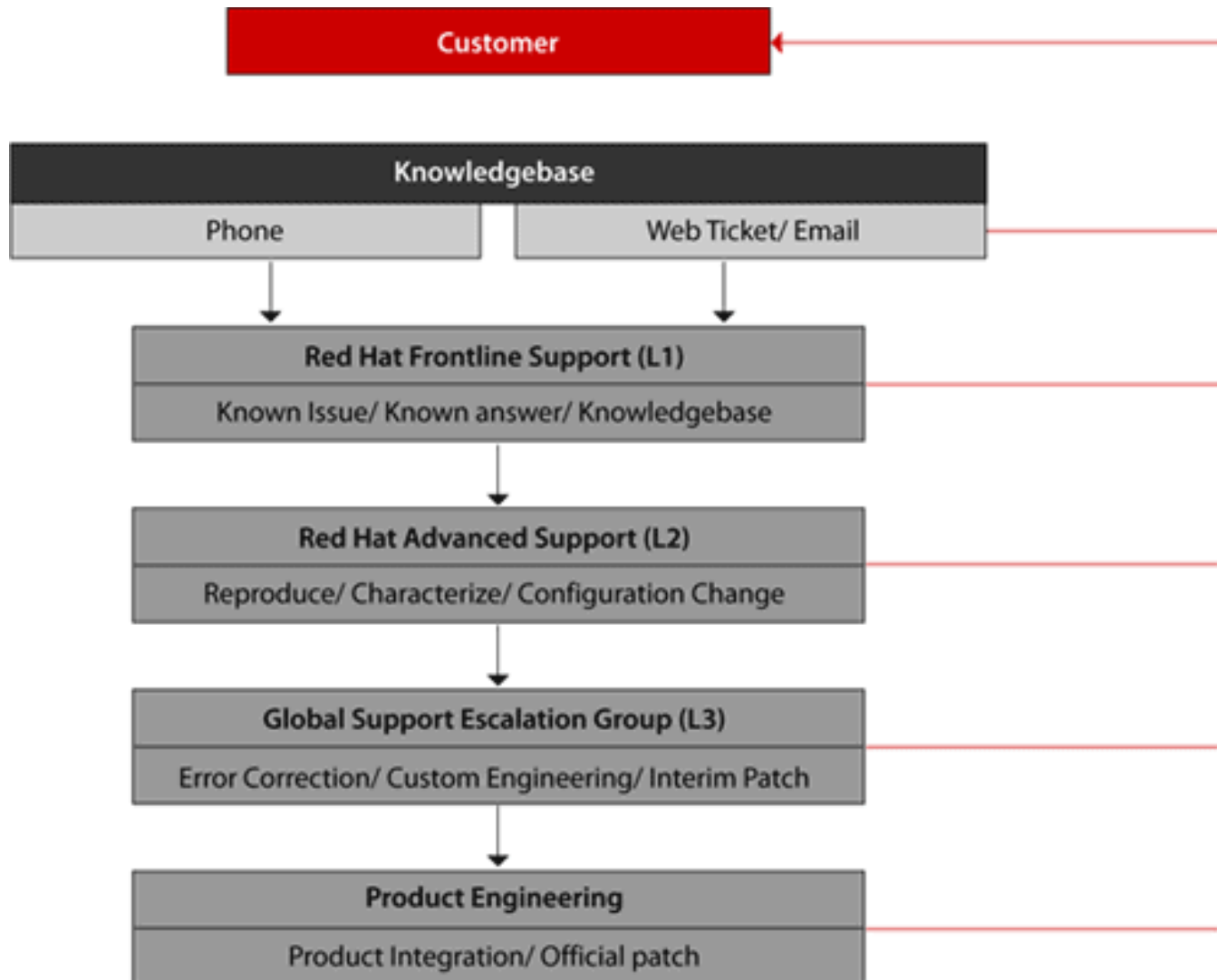
- Support model
 - Fedora: Internet forums. Volunteers, no guarantees.
 - RHEL: World biggest open-source software company
- ISV/IHV certifications
 - Fedora: none.
 - RHEL: Thousands of applications from major ISVs. Hundreds of certified HW systems from leading OEMs.
- **Every product is good for a particular customer:**
 - Fedora: IT-enthusiast, home users
 - RHEL: Corporate users.

Certification Ecosystem

- The Red Hat Enterprise Linux OEM and ISV certification portfolio
 - The largest is the open source industry
 - Continues to grow rapidly
 - Is unique to Red Hat Enterprise Linux product family
 - Provides unmatched coverage
- Driven by
 - Customer demand
 - Platform consistency
 - Support longevity
 - Product qualities
 - Performance
 - Security
 - Scalability



Technical Support – The Red Hat Way



Value of the subscription

- Subscription – one price, all included
 - Product & documentation
 - Updates
 - Upgrades
 - Access to Red Hat Network
 - Ecosystem access
 - Technical Support

- Services, available
 - Training and Certification
 - RHCE - #1 Hottest IT certification '06 (cetrocities.com)



Success stories

City of Vienna

- Starting in 1994 with FreeBSD
- Switching to RedHat 7.0 on Compaq/HP Proliant in 2000
- Now: ca. 350 servers in production with RedHat EL 4.0
- Use:
 - Webserver 15
 - Firewall 25
 - Applicationsservers (Perl, C, Python, Java) 30
 - Fileserver (Samba) 100
 - DB Server (Oracle, PostgreSQL) 20
 - VAX/VMS emulation on Linux 50
 - Metadirectory 10

French Tax Agency

- Project Copernicus, full SOA implementation
- 55M citizens + 3M companies
- 100K employees
- 4000 Linux servers
- Built & developed on Linux/FLOSS
- Lower TCO (75-90%)
- Built on JBoss

WiiFM & ACME

What's In In For Me? (WiiFM)

- Lower TCO
- Increased ROI (+ buzzword compliance)
- Freedom

American Company Manufacturing Everything (ACME)

- Brings in value
- Can be easily Integrated
- Standard compliant
- As expected

Mo' ney?

- Consultancy
- Implementation
- Customization
- Feature request
- Subscriptions
- Support
- Documentation
- Training

Think before you act!

Red Hat

- Visit <http://redhat.sns.ro> for information in Romanian and a biweekly newsletter
- Visit <http://redhat.com> for everything else ;-)

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