Cloud and Infrastructure

Public, Private, Hybrid: You decide, we deliver

Rainer Pirker
Cloud Platform leader
IBM Central & Eastern Europe
Employ the right type of cloud to accelerate innovation

**PUBLIC**
- Public and open-by-design
- Infrastructure on Demand:
  - Easily configure, deploy and scale your infrastructure
  - Leverage community advantages and high quality releases that only Open Source can provide

**HYBRID**
- Multi-cloud model options
- Choice and Control:
  - Instant scalability of public with support for critical enterprise integration
  - Predictable performance of dedicated with local control

**PRIVATE**
- Management and deployment options
- On Premise and Hosted:
  - Private: Deploy on premise securely
  - Hosted: Spare capital expense with a hosted private cloud
The number of **hybrid use cases** continues to grow...

- **Cloud Scaling**
  - Private
  - Public
  - IT

- **Disaster Recovery**
  - Public or Private
  - Public or Private
  - IT

- **SaaS Integration**
  - SaaS A
  - Public or Private
  - IT
  - SaaS B

- **Extend Legacy**
  - IT
  - Public

- **Hybrid DevOps**
  - Public
  - Private
  - IT

- **Composite Multicloud**
  - Public or Private
  - Public A
  - Public B
  - Private

- **Optimization**
  - Public or Private
  - Public or Private

- **Edge Computing**
  - Edge
  - Public or Private
  - IT
Today’s **Hybrid, Multicloud** reality presents new opportunities, as well as new challenges…

- **94%** of enterprise customers are using multiple cloud environments (public and/or private)
- **67%** of enterprise customers are using more than one public cloud provider (expected to remain constant or increase by 2022)

**A real world look at multicloud**

- **$438B** in 2020 (18-20 CAGR 15%)
- **$609B** in 2020 (18-20 CAGR 18%)
- **$640B** in 2020 (18-20 CAGR -9%)

**Movement between clouds**
- 73% priority concern

**Connectivity between clouds**
- 82% priority concern

**Consistency of management**
- 67% priority concern
A real world look at **multicloud**

- 94% of enterprise customers are using multiple cloud environments (public and/or private)

- 67% of enterprise customers are using more than one public cloud provider (expected to remain constant or increase by 2022)
The next phase...

Modernize once.
Innovate anywhere.

**Hybrid multicloud**

- Open standards liberate apps, workloads, developers
- Open source ecosystems speed innovation
- Secure, open access to data + AI for new insights

Source: IDC Cloud Forecast
Two approaches to addressing hybrid cloud...

Hybrid Monocloud
- Like for like
- Same software
- Same hardware
- Single-vendor portability
- Single-vendor management

Hybrid Multicloud
- Consistent stack across clouds
- Choice of cloud vendors – best fit
- Open standards-based
- Multi-vendor portability
- Multicloud management
IBM Cloud for **VMware**

**IBM Cloud** provides customer’s the ability to move **VMware** workloads to the Cloud seamlessly, enabled via a common platform for management, networking and security.

<table>
<thead>
<tr>
<th>Top 10 reasons to run VMware workloads on IBM Cloud</th>
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<tbody>
<tr>
<td>1. Native root access &amp; visibility from app down to bare metal</td>
<td>6. Secure private network backbone and geographic reach</td>
</tr>
<tr>
<td>2. Flexible hardware configs &amp; licensing options</td>
<td>7. Migration made easy</td>
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<tr>
<td>3. Multiple storage tiers</td>
<td>8. Deep VMW expertise at a global scale</td>
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<td>4. Design is secure to the core &amp; helps compliance readiness</td>
<td>9. Modernize apps to accelerate innovation</td>
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<td>5. Minimize unexpected downtime and data loss</td>
<td>10. Leverage &amp; optimize investment in IBM middleware</td>
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**Top Use Cases**

- Capacity expansion
- Data center consolidation
- Development and Test environment
- Disaster Recovery or Backup
- Security compliance

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Containers change the economics of delivery

Organizations are adopting containers to improve developer productivity, efficiency in DevOps, and application portability

- Lightweight packaging that includes the software and all its dependencies
- Easily portable across on-premises and public cloud environments
- More efficient use of infrastructure than traditional VM deployments
Creating the world’s leading hybrid cloud provider

IBM + Red Hat

Leading provider of enterprise cloud & AI solutions

Leading provider of open source solutions

Resetting the cloud landscape
Linux is the foundation for open. **Red Hat is the leader.**

- **54%** of public cloud apps run on Linux
- **#1** most used platform for development today
- **79%** of container hosts are Linux
- **71%** paid market share is Red Hat Enterprise Linux
- **#2** contributor to Kubernetes open source
Selected by leaders across every industry

- 100% of airlines in the Fortune Global 500 rely on Red Hat.
- 100% of telcos in the Fortune Global 500 rely on Red Hat.
- 100% of healthcare companies in the Fortune Global 500 rely on Red Hat.
- 100% of commercial banks in the Fortune Global 500 rely on Red Hat.
- 100% of U.S. executive departments rely on Red Hat.
Our Next Generation **Hybrid Multicloud Platform**

**Services**
- Advise
- Move
- Build
- Manage

**Certified Offerings**
- Applications
- Data
- Integration
- Automation
- Multicloud Management

**Cloud Paks**
- Red Hat OpenShift
- Multi-cluster Management
- Red Hat Enterprise Linux

**Foundation**
- Open Hybrid Multicloud Platform

**Infrastructure**
- IBM public cloud
- AWS
- Azure
- Google Cloud
- Edge
- Private
- IBM Power, Z and Storage
Cloud Paks – Enterprise-ready containerized software

A faster, more secure way to move your core business applications to any cloud through enterprise-ready containerized software solutions

**IBM containerized software**
Packaged with Open Source components, pre-integrated with the common operational services, and secure by design

**Container platform and operational services**
Logging, monitoring, security, identity access management

**Complete yet simple**
Application, data and AI services, fully modular and easy to consume

**IBM certified**
Full software stack support, and ongoing security, compliance and version compatibility

**Run anywhere**
On-premises, on private and public clouds, and in pre-integrated systems
Cloud Paks – Pre-integrated for cloud use cases

Today, IBM offers clients the first five Cloud Paks...

Cloud Pak for Applications
- Developer & DevOps Tools
- Modernization Toolkit
- Frameworks and Runtimes

Cloud Pak for Data
- Organize
- Analyze
- Collect

Cloud Pak for Integration
- API Lifecycle
- Messaging and Events
- App and Data Integration

Cloud Pak for Automation
- Content
- Operational Intelligence
- Workflow and Decisions

Cloud Pak for Multicloud Management
- Multicluster
- Security and Compliance Management

Container platform and operational services
- Red Hat OpenShift

Runs on:
- IBM Cloud
- AWS
- Azure
- Google Cloud
- Edge
- Private
- Systems

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Red Hat OpenShift on IBM Cloud

- Public Cloud service for OpenShift Container Platform, a Kubernetes framework
- Button click provisioning of RHEL clusters
- Automated ops, managed by expert IBMers

**Managed**
Automated provisioning, install, configuration, upgrades, patch management, scaling, performance tuning and 24/7 global SRE support

**Resilient and Secure**
Automatic multizone deployments with failure recovery, security hardening, compliant, and enterprise isolation options including dedicated compute, bare metal and private clusters

**Complete Platform**
Built in monitoring, logging, KeyProtect, IAM, ActivityTracker, Storage, COS Volumes, Security Advisor, Service Catalog, Container Registry and Vulnerability Advisor
IBM has helped thousands of enterprises across 20 industries realize a faster, more secure journey.

- Used a multicloud approach to help transform to a digital business model
- Developed a scalable, mobile Speedpass+™ app on IBM Cloud available at 11,000+ US gas stations.
- Modernized applications and employee skills with faster time to market.
- Managing multiple clouds seamlessly and making operations more responsive.
Two ways to get started

IBM Cloud Garage Tour

Check out the IBM Cloud Garage and accelerate your journey

“IBM Garage did in 5 weeks, what another vendor couldn’t do in 5 years.”
CEO, Fortune 500

IBM Cloud Account

Try IBM Cloud today with a free account
VMware on IBM Cloud (Migrate)

Demonstrate how easy a migration of existing workloads into IBM Cloud can be and build as a first step a basis to transform and modernize applications

Promo: 20 VMs for free for 2 months + Expert services to move workloads

RedHat OpenShift on IBM Cloud (Build)

See the value of the IBM Cloud Platform by using the RedHat OpenShift on IBM Cloud capability

Promo: Every client that runs RedHat OpenShift on IBM Cloud will get one (1) production instance on IBM Cloud Platform for free for 1 year
Just Do It
Nothing is Impossible
Thank you

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Let’s get started.

www.ibm.com/cloud
An extensive ecosystem built on open source and open standards accelerate innovation.