LIFERAY SYMPOSIUM Italy 2020 | Digital Edition

IBM Public Cloud

Vito Leotta
Italy Manager of Public Cloud, IBM

Enterprises want to accelerate business transformation

They want to leverage cloud to…

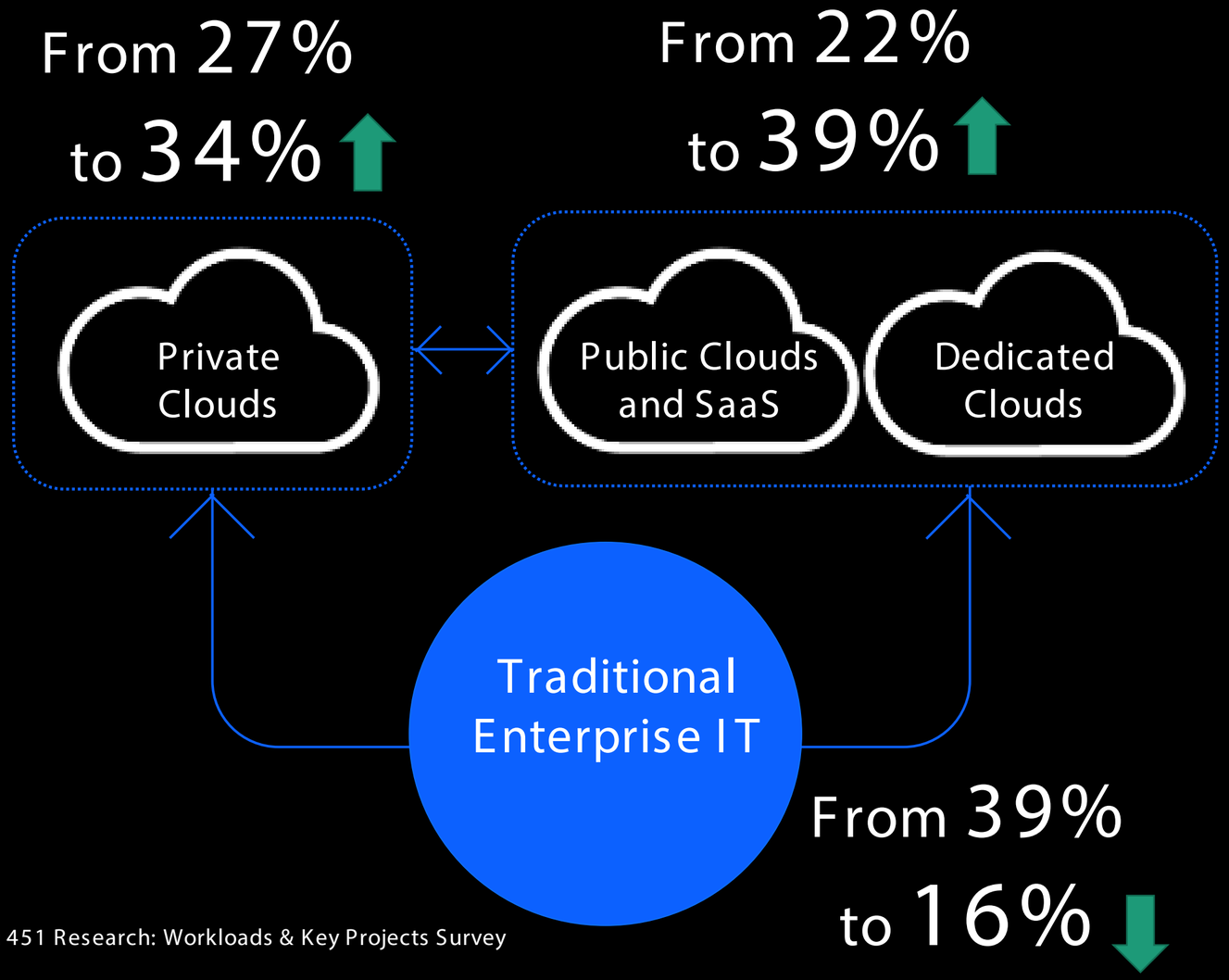
- Unlock new opportunities and build customer loyalty
- Reduce business risk
- Digitalize operations and gain efficiencies

However, the journey to cloud is difficult…

- Lack of skills to successfully transform
- Incomplete strategy can raise costs and cause lock-in
- Regulatory environment requires highest security standards

IBM's hybrid cloud platform architecture focuses on removing this friction and accelerating our customers' transformation

We have a large and growing market as part of ‘Chapter 2’



Source: 451 Research: Workloads & Key Projects Survey

Only

20%

of enterprise workloads have moved to the cloud

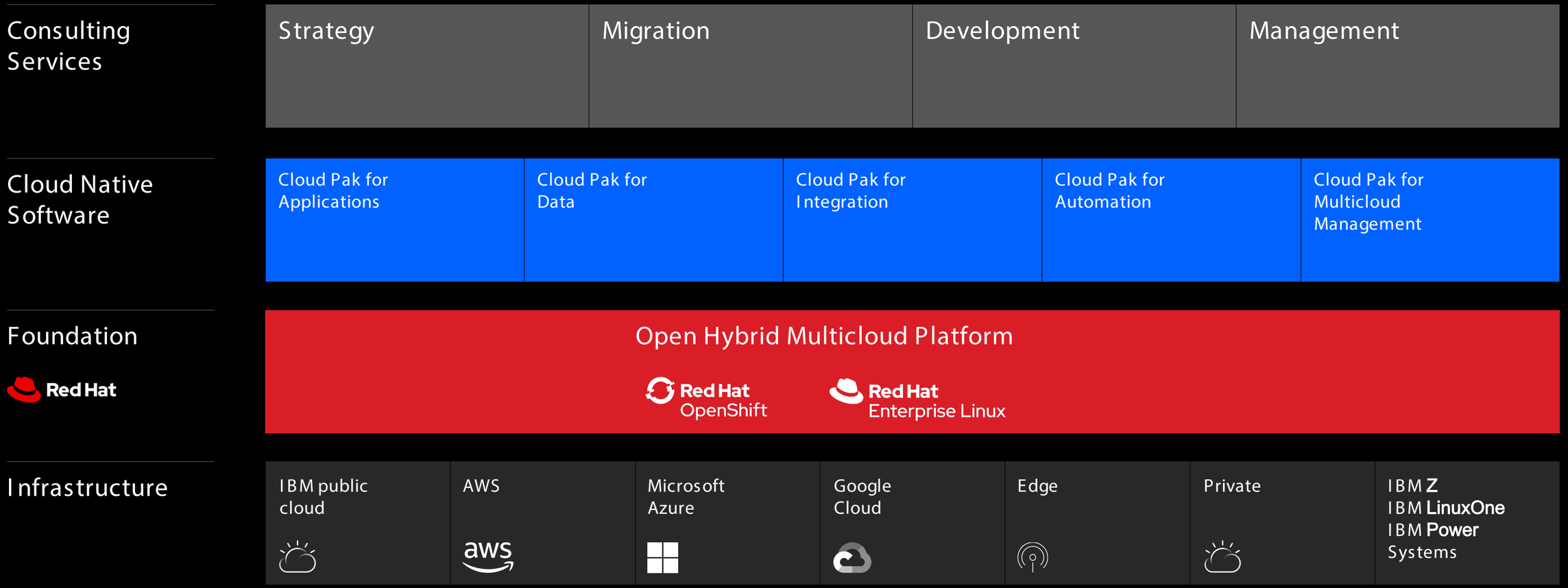
Between **2019 and 2021, clients are migrating more** – but inconsistently

On average, enterprises use

5 Clouds

Source: McKinsey, IT as a service: From build to consume
“2019 State of the cloud report.” RightScale. 2019.

IBM hybrid cloud platform: Open, Hybrid, Multicloud
Build once. Deploy anywhere.



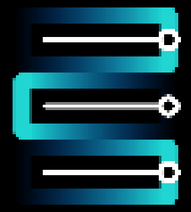
IBM Cloud/ May 2020 / © 2020 IBM Corporation

IBM Cloud

Only IBM Cloud has integrated deployment models tailored to meet customers unique needs – from private, public to hybrid

Public

Managed multi-tenant off-premises

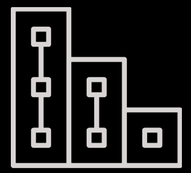


Dedicated

Managed single-tenant off-premises

Private

Single-tenant on-premises

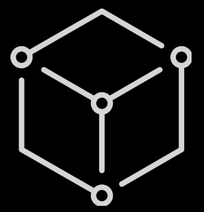


Bare Metal

Maximum performance and control

Virtual Server or VMware

Leverage existing languages and tools



Containers

Maximum portability

Platform as a Service

Open PaaS environment

Serverless

Maximum speed with serverless apps

IBM Cloud: The most open and secure public cloud for business

Open Innovation

- 19K+ clusters in production
- Major contributor to open source
- Red Hat Openshift

Innovation ⬆ Cost ⬇

Security Leadership

- Highest compliance for data encryption
- IBM cannot see your data
- Profiles and templates

Risk ⬇ Agility ⬆

Enterprise Grade

- VMware Dedicated & Shared
- Power (AIX, IBM i)
- SAP certified IaaS on IBM Cloud

Investment protection ⬆

Highest level of encryption
FIPS 140-2 Level 4

Isolation for cloud native
ROKS and containers on bare metal

No data egress charges with Cloud Databases
No vendor lock in and lower TCO

No-cost bandwidth between regions
Significantly lower TCO

Enhanced availability SLAs
HA: 99.99%, Non-HA: 99.9%

Higher SLA payouts versus market
25% of monthly at 60 minutes

Audit transparency to bare metal
Traceable serial number compliance

Full control to bare -metal level
Full admin control of compute

World's First Financial Services-Ready Public Cloud

Good Design Award for VPC

Good Design Award for API Connect

Customer Choice Award for Cloud IaaS

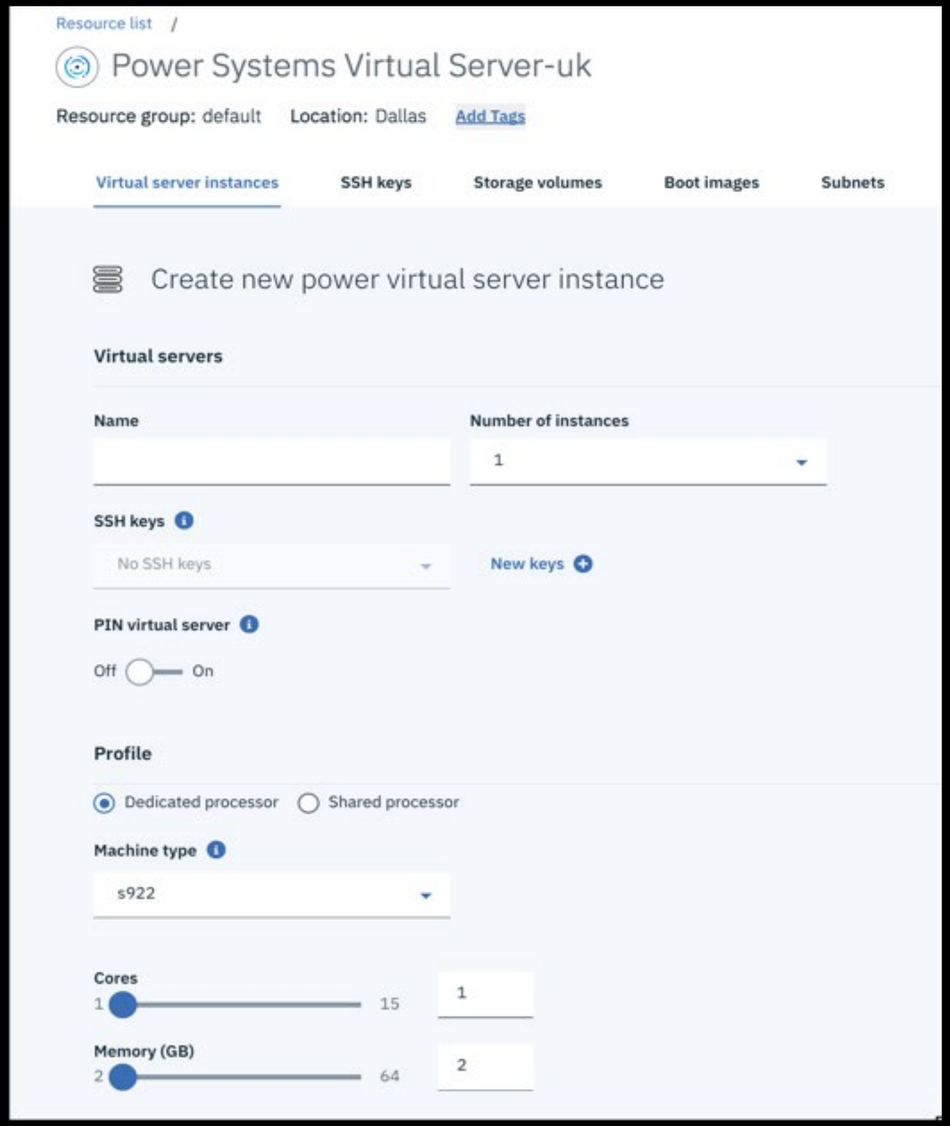
Stratus Award for User Experience

Gold Indigo Award for IBM Cloud App ID and Assist Me

IBM Power AIX&i on IBM Cloud

Enterprise Grade

- IBM Power Virtual Server available for AIX & System I in pay per use on IBM Cloud portal also on SAP, Sap4Hana & Oracle
- Power Infrastructure:
  - Power as an offering that is scalable, resilient and production-ready.
- Cloud Capabilities:
  - Op/Ex, self-service, fast delivery, elasticity, connectivity to x86 and other cloud services
- This provides the enhanced security of dedicated infrastructure and the flexibility of a virtualized environment



SAP certified IaaS on IBM Cloud: value proposition

- IBM Cloud with the best performing servers for SAP on the market
- Certified configurations for Hana / non -Hana, and for dev, test and production
- Free of charge inter-DC connection: SAP instances can be deployed in different geographies and communicate on unmetered network
- Unique, long-term IBM partnership with SAP

SAP Global Partner

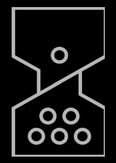
ALL 3 Only partner to hold all three certifications as a global services, technology and hosting partner

Very aggressive *pricing per core for SAP certified servers.*

This gets more evident for high-end SAP servers (4TB, 8 TB, 12TB of RAM)

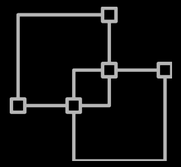
Red Hat OpenShift on IBM Cloud

- Available in:
- 6 Multi Zone Regions
- Single Zone Regions: Milan, Montreal, Paris, Seoul, Singapore, Toronto, Chennai



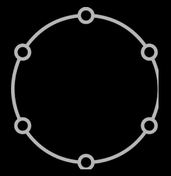
As-a-Service (Managed)

- Automated provisioning with just 5 click (installation, configuration, & upgrades with Master node managed by IBM)
- Patch management, scaling
- Performance tuning
- 24/7 global SRE support



Resilient and Secure

- Automatic multizone deployments with auto recovery
- Security hardening, compliant
- Enterprise delivery options including (IBM uniqness):
  - Public Cloud Multitenant
  - Dedicate Cloud Bare Metal
  - Virtual private clusters VPC



Complete Platform

Integrated with IBM Cloud - Built In for:

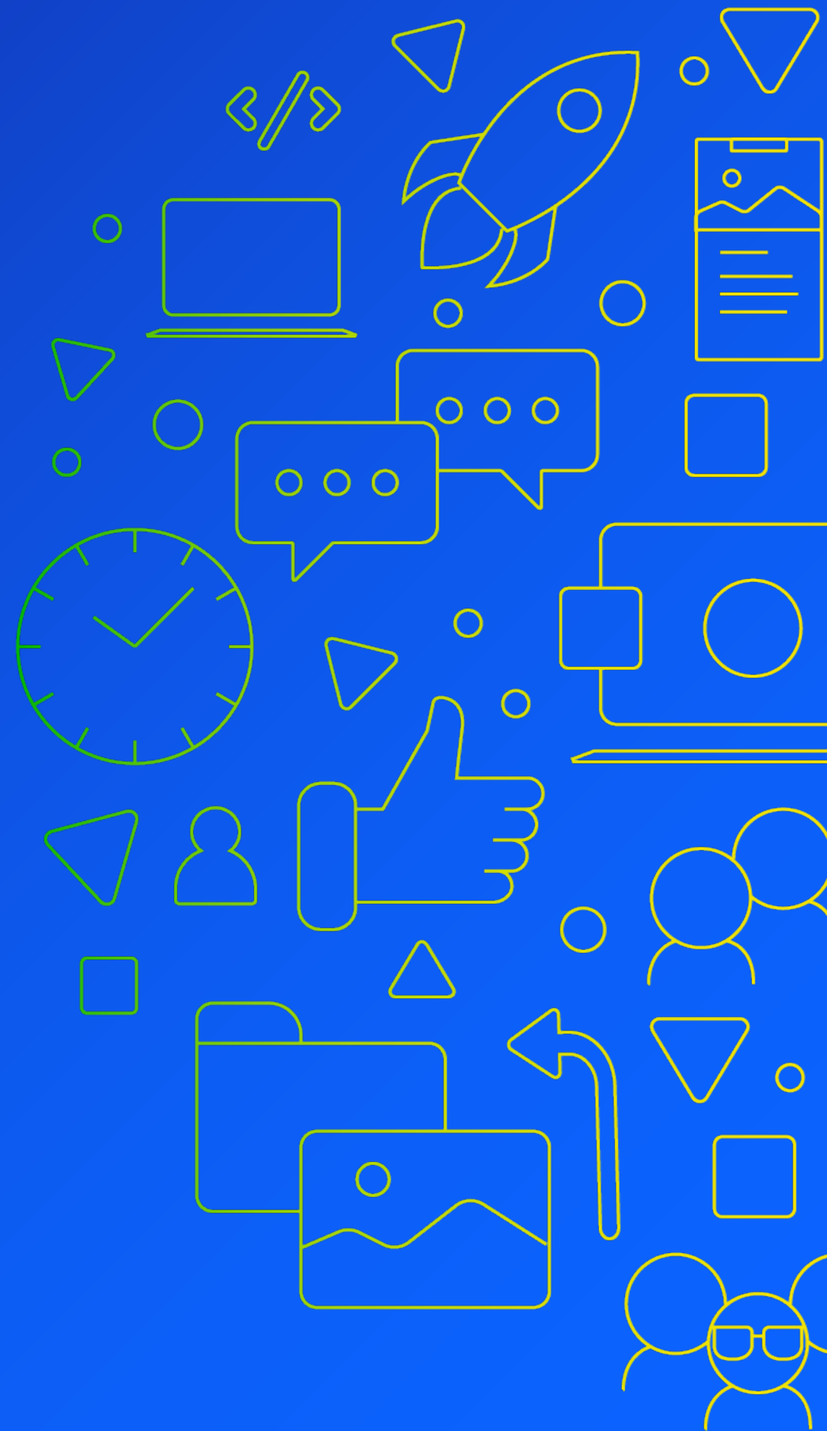
- Monitoring
- Logging, Encryption
- Backup/DR
- Storage, COS Volumes
- Security Advisor
- Service Catalog
- Container Registry and Vulnerability Advisor.

IBM Cloud/ May 2020 / © 2020 IBM Corporation

LIFERAY SYMPOSIUM Italy 2020 | Digital Edition

Thanks!

Vito Leotta
Vito.leotta@it.ibm.com



LIFERAY SYMPOSIUM Italy 2020 | Digital Edition

Red Hat

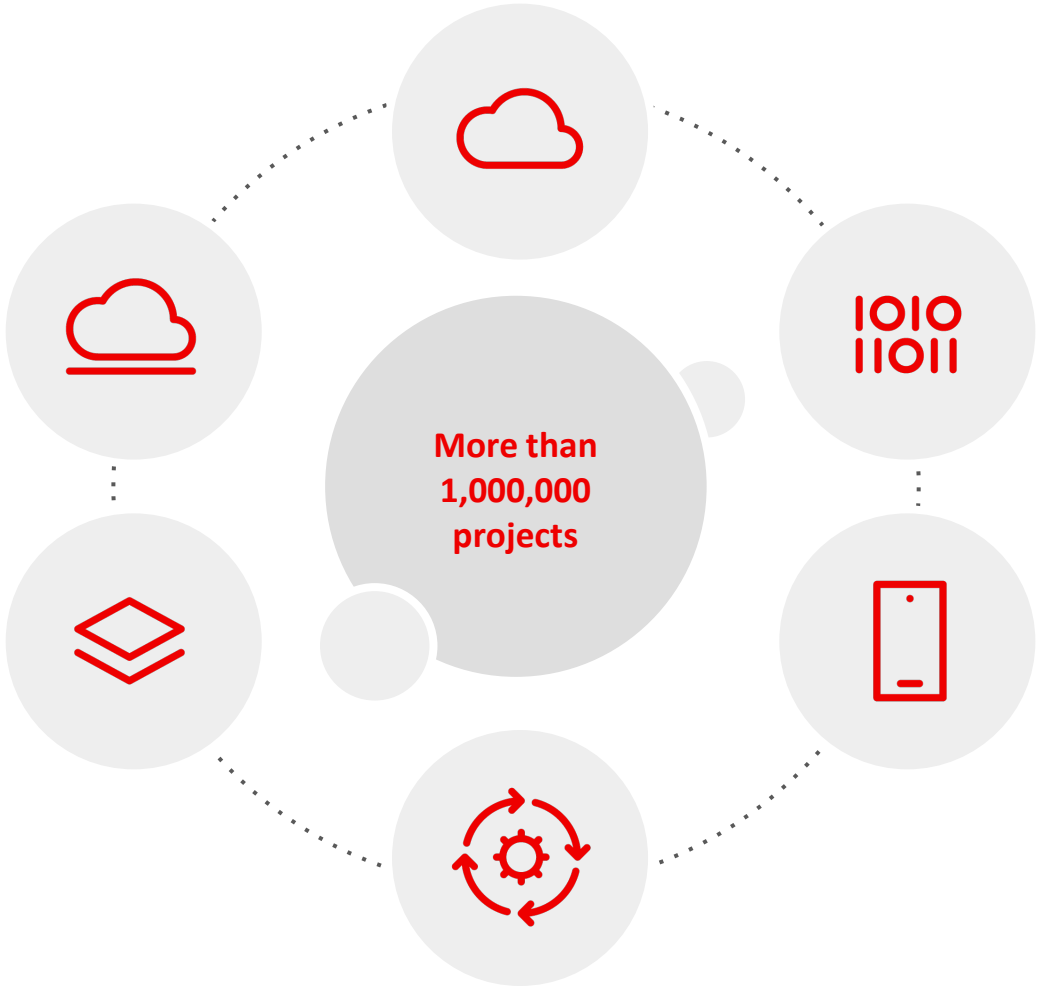
Open Hybrid Multicloud Platform to fuel innovation

Giorgio Galli

Manager Solution Architect Team, Red Hat Italy

Red Hat

Open source fuels rapid innovation and Red Hat bring to Enterprise



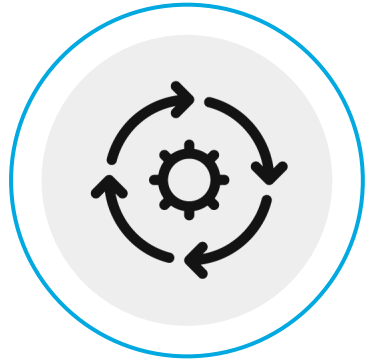
We see common needs & challenges

Hybrid cloud infrastructure

Build the foundation for the future, while managing costs to speed progress

Cloud-native development

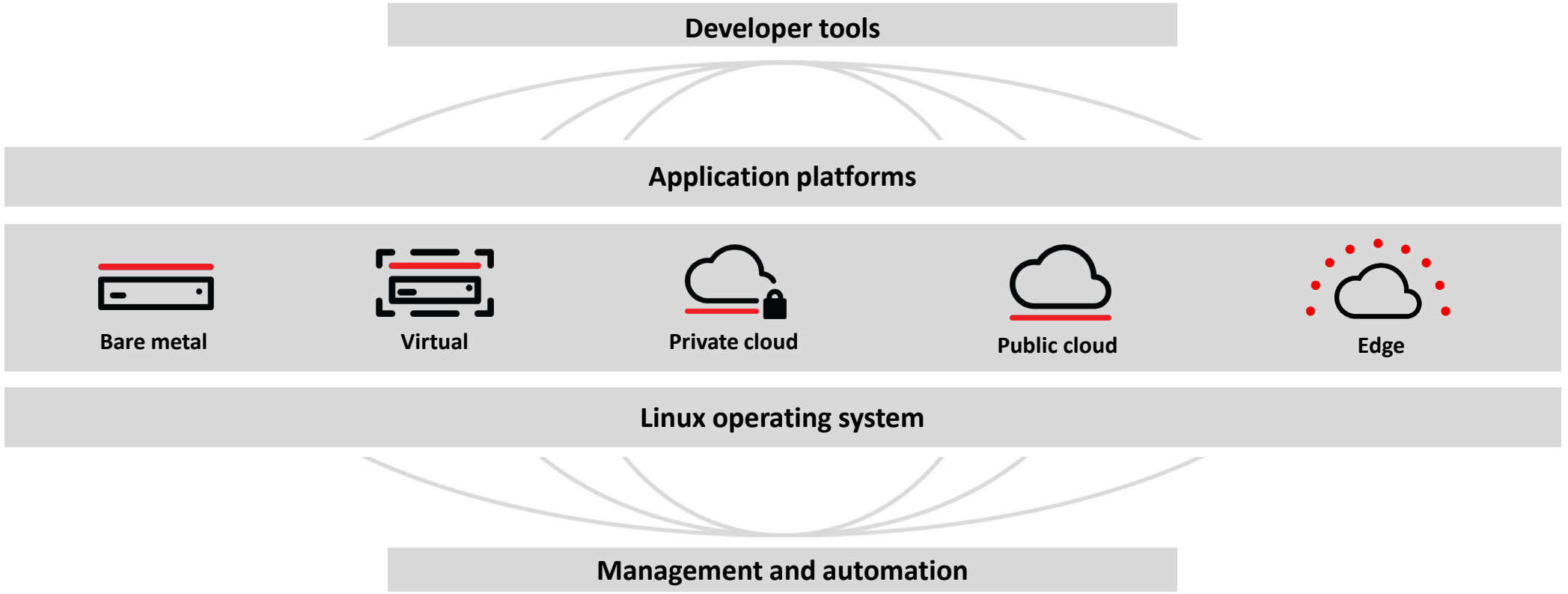
Accelerate application development, innovation, & delivery



IT automation & management

Automate infrastructure & applications so you can do more without sacrificing stability

Red Hat Open Hybrid MultiCloud – The New Norm



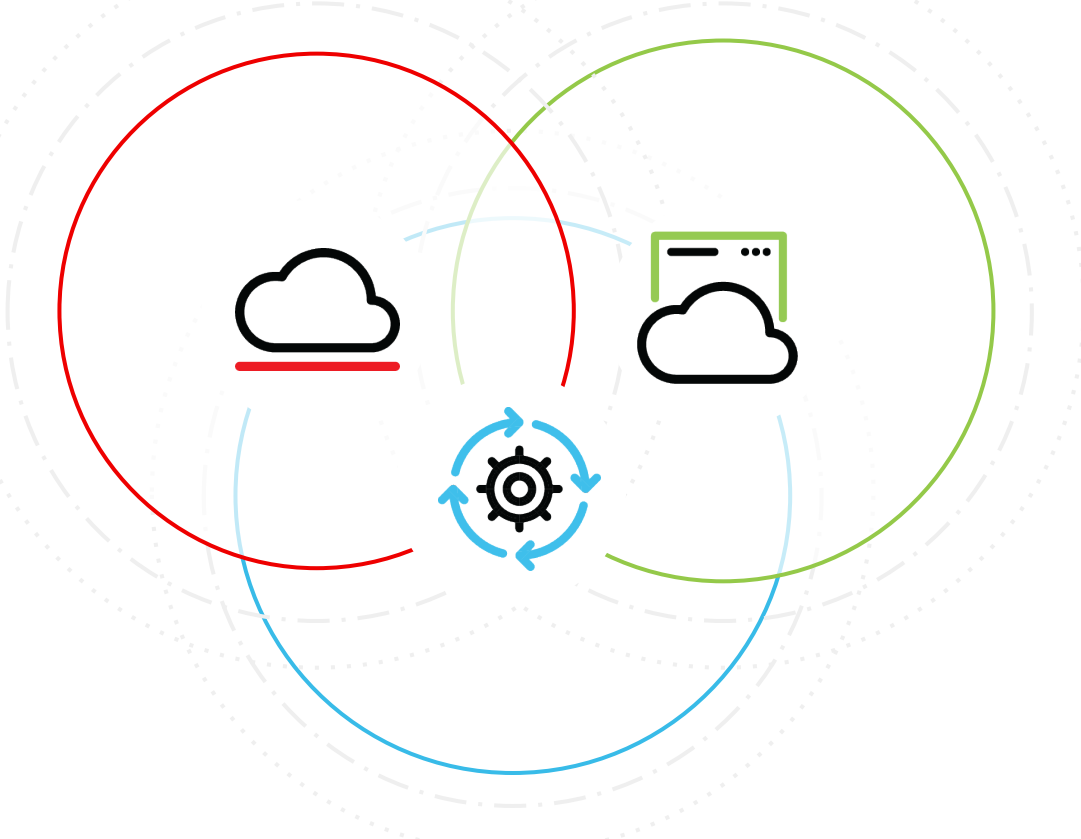
Any workload , any footprint , **any location**.

Red Hat Open for Hybrid MultiCloud

Open hybrid cloud

Hybrid cloud infrastructure

Secure, scale, & manage foundations for traditional & cloud workloads across all environments.



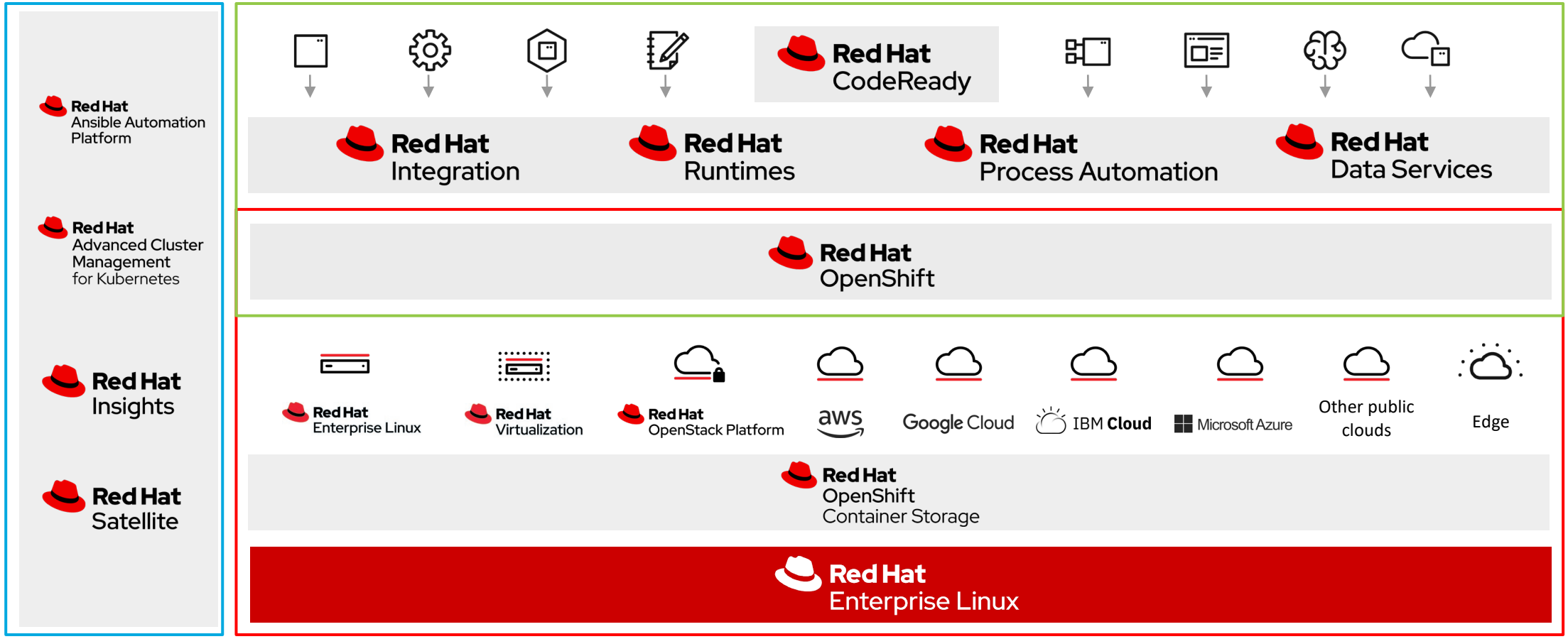
Cloud-native development

Based on the leading container-based Kubernetes platform. Develop, deploy, & manage any application, on any environment & give developers what they need to innovate.

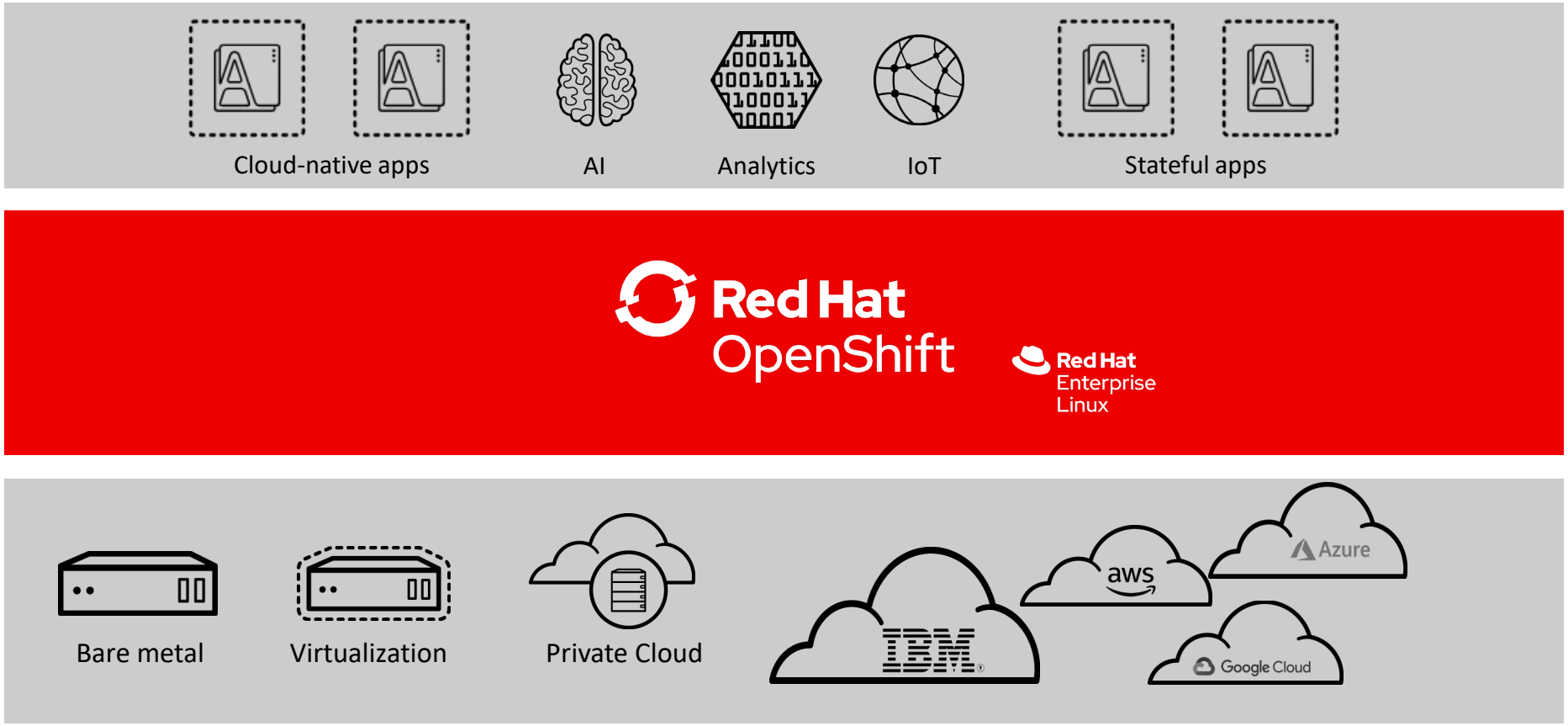
Management and automation

Easily & seamlessly manage Red Hat platforms and automate across hybrid environments.

Addressing these challenges with a broad portfolio

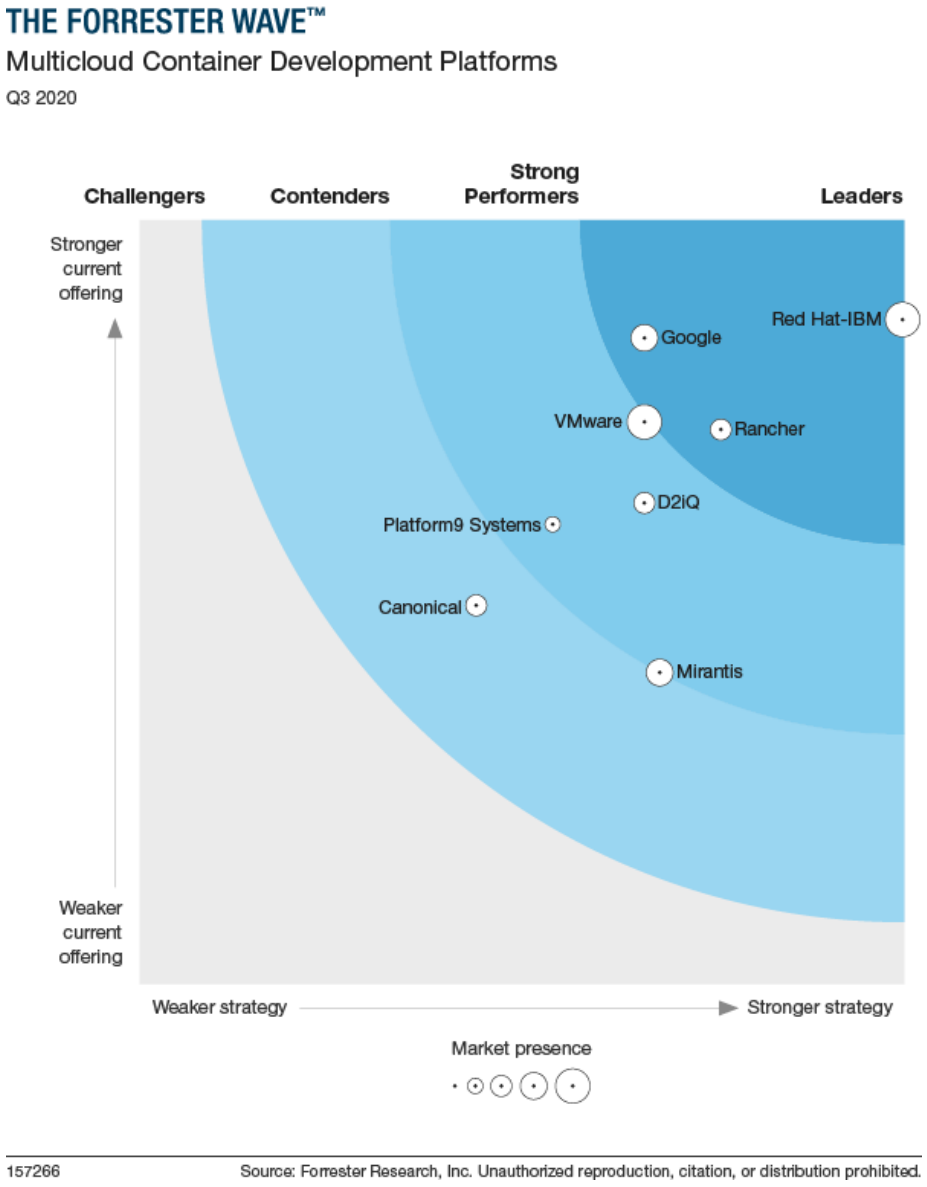


Addressing these challenges with a broad portfolio



“[Red Hat] OpenShift is the most widely deployed multicloud container platform and boasts powerful development and unified operations experiences across many public and on-premises platforms. Red Hat pioneered the “operator” model for infrastructure and application management and provides a rich partner ecosystem and popular marketplace.”

The Forrester Wave™: Multicloud Container Development Platforms, Q3 2020: The Eight Providers That Matter Most and How They Stack Up
Sep 2020



Source: Forrester, The Forrester Wave™: Multicloud Container Development Platforms, Q32020: The Eight Providers That Matter Most and How They Stack Up. Sep 2020.

Source: Forrester, The Forrester Wave™ Multicloud Container Development Platforms, Q32020: The Eight Providers That Matter Most and How They Stack Up. Sep 2020.
The Forrester Wave™ is copyrighted by Forrester Research, Inc. Forrester and Forrester Wave are trademarks of Forrester Research, Inc. The Forrester Wave is a graphical representation of Forrester’s call on a market and is plotted using a detailed spreadsheet with exposed scores, weightings, and comments. Forrester does not endorse any vendor, product, or service depicted in the Forrester Wave. Information is based on best available resources. Opinions reflect judgment at the time and are subject to change.

Red Hat

Red Hat Forum

EMEA | Nov 3, 2020 | Virtual Experience

What's next?

Register

redhat.com/it/forums/emea/italy-track

Thank you

Red Hat is the world's leading provider of enterprise open source software solutions. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500.

linkedin.com/company/red-hat

youtube.com/user/RedHatVideos

facebook.com/redhatinc

twitter.com/RedHat

Red Hat

LIFERAY SYMPOSIUM Italy 2020 | Digital Edition

Marco Tessarin

CEO – SMC

RIOS RETE ITALIANA OPEN SOURCE

SMC

Liferay | SERVICE PARTNER PLATINUM

Liferay DXP Cloud | 2020 SPECIALIZED PARTNER

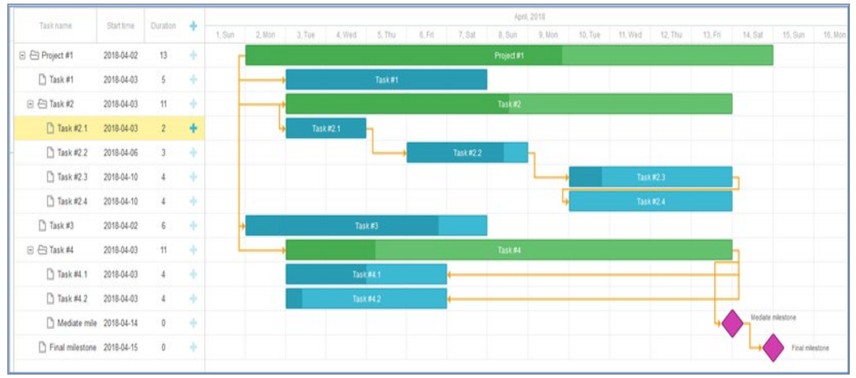
Liferay Commerce | 2020 SPECIALIZED PARTNER

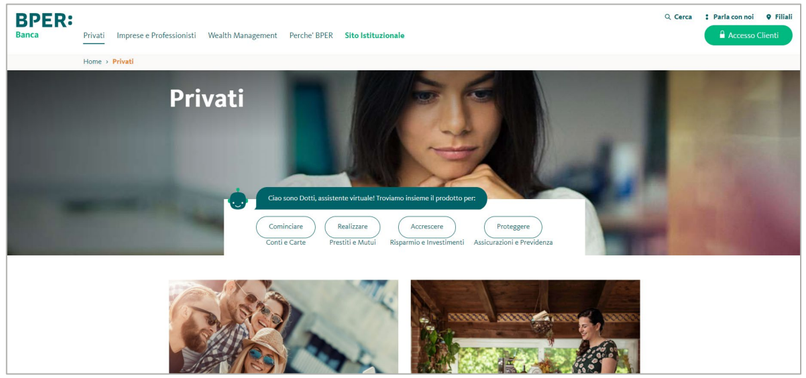
Una gamma di soluzioni

Open Square
Digital Lake

Liferay
Digital Experience
Platform

DIGITAL Lake





OBIETTIVI TECNOLOGICI

Approccio Modulare

Una evoluzione tecnologica implementabile a step

Scalabilità

Possibilità dinamica di avere potenza elaborativa

OBIETTIVI BUSINESS

Sostenibilità

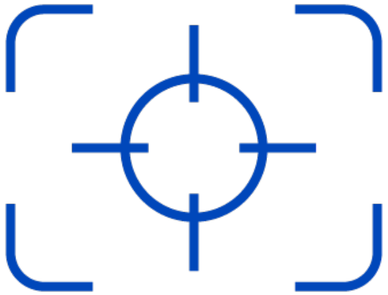
Proposizioni commerciali diversificate (IaaS, PaaS, SaaS)

Robustezza

Soluzioni Enterprise su implementazione X-Hybrid

Innovazione

Soluzioni tecnologicamente evolute (Es. Nvidia Grid, 3D Solution)

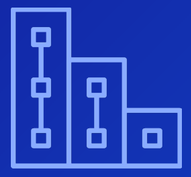


IBM Cloud

Public
Managed multi-tenant
off-premises

Dedicated
Managed single-tenant
off-premises

Private
Single-tenant
on-premises



Bare Metal

Virtual Server or VMware

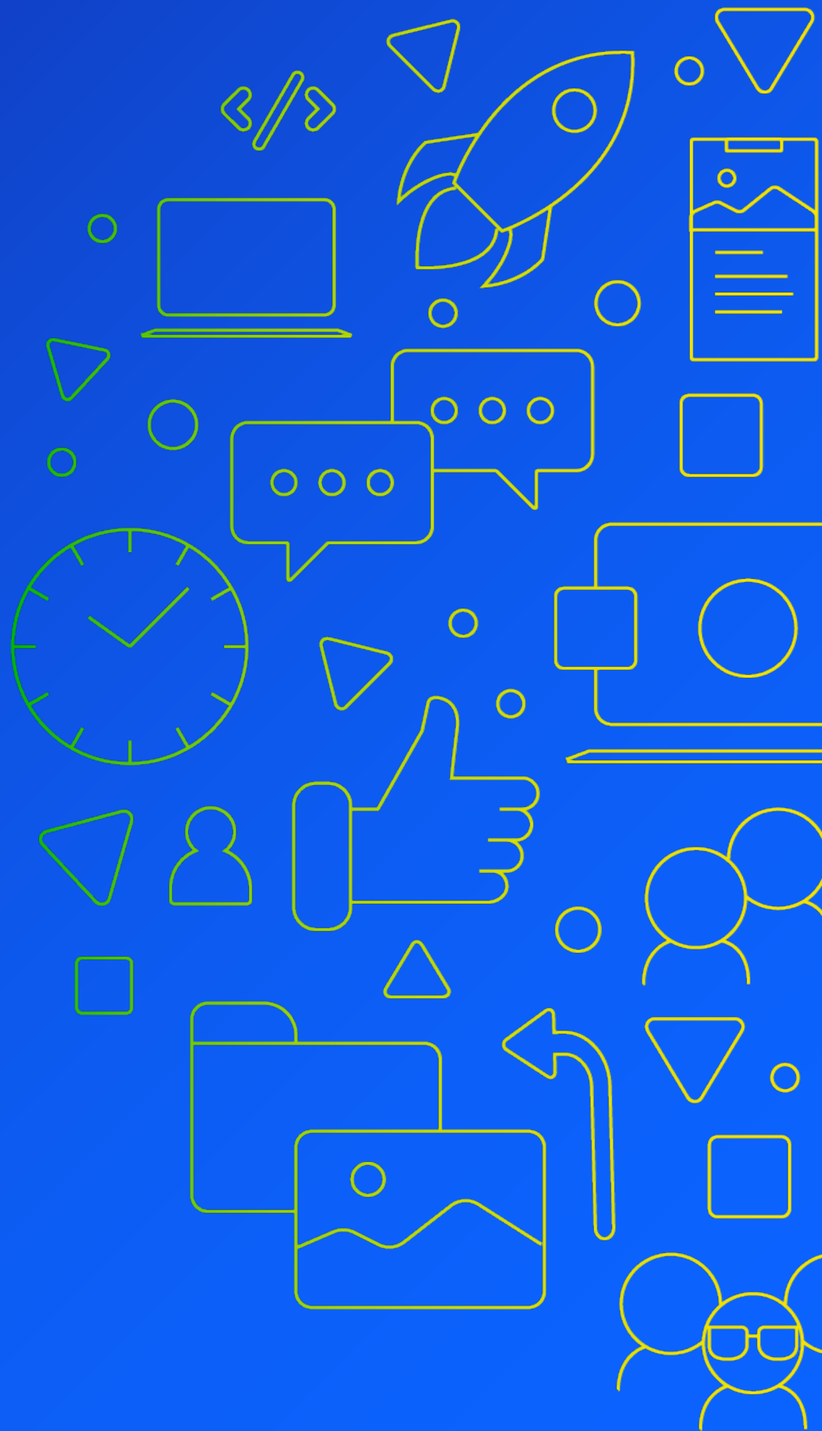
Containers

Platform as a Service

Serverless

LIFERAY SYMPOSIUM Italy 2020 | Digital Edition

Grazie!

RIOS RETE ITALIANA OPEN SOURCE

Marco Tessarin
marco.tessarin@smc.it
@Marco_Tessarin