

# Red Hat OpenShift & IBM Cloud Paks on Power

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# Performance Technologies – Who we are

We are a trusted partner for organizations that seek to redefine and reinvent themselves through digital. We provide products, services and solutions that transform traditional businesses into digital leaders. We help businesses grow through the most effective use of technology.

Since 1997, **Performance Technologies S.A.** has helped clients of all sizes across an array of industries understand and implement technology solutions that improve processes and helps business grow. Our team has the technical and business expertise to help you realize the maximum value from your IT investments.



# Why Performance Technologies

*Performance Technologies has the experience and know-how to meet your IT needs through a complete and comprehensive portfolio of services including hardware and software technology, consulting services, education and managed services*



# Focus Areas

Hybrid IT	Network, Mobility & IoT	Security & Information Governance	Enterprise Service Management & DevOps
<ul style="list-style-type: none"><li>- Infrastructure</li><li>- Virtualization</li><li>- Data Protection</li><li>- Application Platforms</li><li>- DC Automation</li><li>- Cloud Solutions</li></ul>	<ul style="list-style-type: none"><li>- Campus Networking</li><li>- DC Networks</li><li>- Location Services</li><li>- Mobile Workplace</li><li>- Mobile Application Testing</li></ul>	<ul style="list-style-type: none"><li>- Data Discovery &amp; Classification</li><li>- Encryption &amp; Masking</li><li>- Identity &amp; Access Management</li><li>- Application Security</li><li>- GDPR</li></ul>	<ul style="list-style-type: none"><li>- IT &amp; Enterprise Service Management</li><li>- Business Process Management</li><li>- Unified Operations Management</li><li>- User Experience Management</li><li>- Asset Management, DevOps &amp; Test Automation</li><li>- Process Automation</li></ul>



# Signature Services

- Digital Experience Monitoring
- Digital Workflows
- Big Data & Analytics Solutions
- Application Testing as a Service
- Enterprise Service Management as a Service
- Managed IT Services
- Cloud Services
- Education Services (Red Hat, VMware, Veritas, GDPR)



# Performance and IBM

**Performance** is a Platinum Business Partner that brings IBM technology together in the areas of Hardware, Software and Services

- Technical expertise and knowledge in core technological areas
- Extensive common clientele including NBG, Eurobank, Piraeus Bank, Bank of Greece, SIA s.p.a., FORTHNET, Vodafone, Public Power Corporation, HEDNO...
- “Most Innovative Client Experience on Z-Systems” award in IBM Think 2017 in Las Vegas for the “Database Consolidation Project” in Eurobank hosted in Linux Red Hat on IBM z-System

» *Performance is also a certified RED HAT Premier Partner*



# Digital transformation requires apps to be easy to develop and deploy anywhere at cloud scale

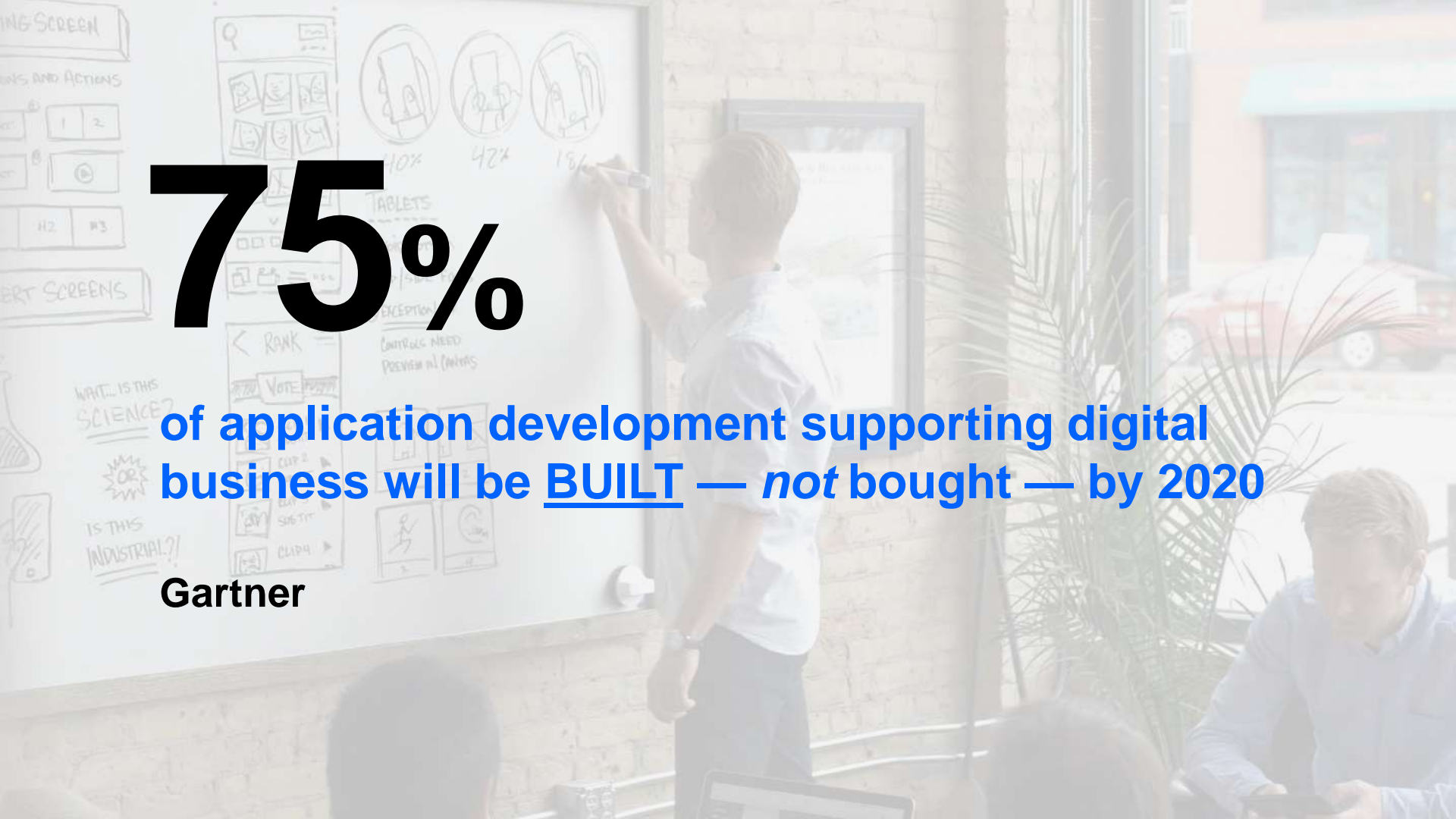
Clients uniquely evolve on their cloud and digital transformation journey. Clients often are forced to span multiple public and private clouds, which must be integrated to achieve the agility and speed that enterprise demands.

Modernizing apps with micro-services and new software technologies to seamlessly run apps and access data from anywhere is painful without automating cloud infrastructure:

- Agile DevOps require new applications built using the latest software approaches vs. traditional waterfall
- Deploying apps across multiple architectures in a repeatable, continuous DevOps model is challenging
- Delivering breakthrough insights via AI model-driven insights requires accelerated platforms for faster results

As a result, clients are struggling to integrate their multiple on-premises private clouds— where business critical apps and most of their data resides —with their public clouds.





# 75%

of application development supporting digital business will be BUILT — *not bought* — by 2020

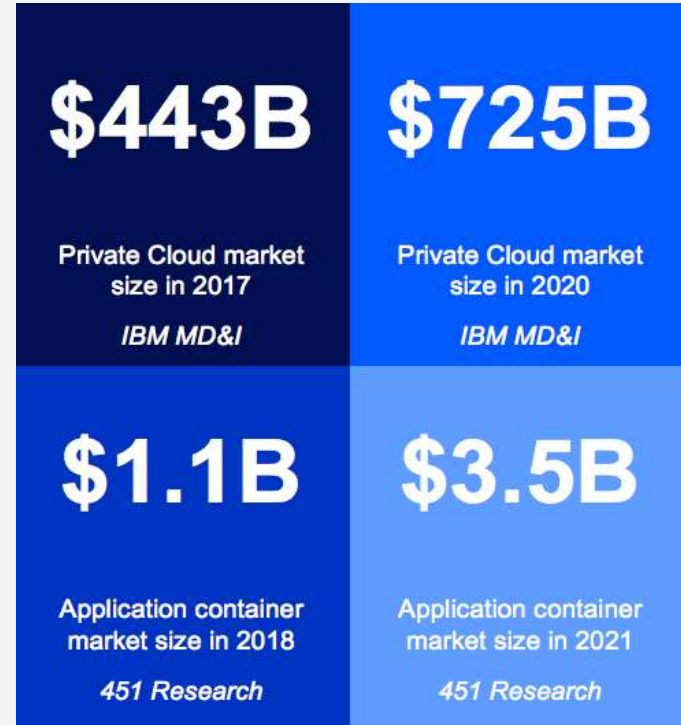
Gartner



# 80%

of organizations have migrated apps or data from public cloud to on-premises or private cloud\*

Enterprises are deploying on-premises clouds and containers as a foundation for hybrid cloud strategies



# You are expected to create new business value and drive digital transformation

How can you accelerate 'time-to-market' if faced with traditional closed software development and app modernization vs. the Open Source and collaborative way?

How can you be expected to disrupt using the same DevOps models and commodity x86-based architectures as your competition?

How can you get the most out of scarce (and expensive) data science expertise by focusing their efforts on faster model training vs. data extract, transform, and load?

How can you enjoy the benefits of cloud native apps developed once, deployed anywhere, operated everywhere, and at cloud-scale on enterprise infrastructure?



# IBM and Red Hat — Partners for 20 years



For over 20 years, IBM and Red Hat have collaborated with the Open Source community to drive innovation and power businesses around the world.



Together, IBM and Red Hat support our clients with forward-thinking, flexible, cloud-ready infrastructure solutions.

# Red Hat OpenShift and IBM Cloud Paks on Power Systems



Accelerate digital transformation by unleashing the open innovations of Red Hat, IBM Software, and IBM Power Systems.

Continuously deliver innovative client experiences while reducing development time, operational expense, and cloud infrastructure costs.

## Key Capabilities

- Enterprise-grade, full-stack cloud solutions that dramatically reduce development time and operational expenses
- Next generation client experience apps that drive digital transformation
- Hybrid cloud agility, economics, and resiliency
- Faster AI driven insights continuously infused into cloud native apps

## Benefits

- Deliver next gen client experience apps that drive digital transformation
- Develop, run, and operate cloud native apps with full control of Kubernetes on Power Systems (bare-metal, KVM, PowerVM)
- Accelerate performance of AI workloads by training models 4x faster
- Do more with less cloud infrastructure using 3.6x more containers per core

## Details

- Joint solution with Red Hat and IBM Software uniquely optimized for IBM Power Systems cloud infrastructure-as-a-service
  - Red Hat Enterprise Linux, optimized for POWER9
  - Red Hat OpenShift
  - Red Hat Virtualization
  - IBM Cloud Paks
  - PowerVC / PowerVM
  - POWER9 Enterprise and Scale-out Servers

# Why an IBM + Red Hat solution stands apart

## Hybrid Cloud Agility, Enterprise Resiliency

Accelerate time to market, optimize performance, cut costs, and build skills across on-premises and off-premises clouds.

Integrate traditional and modern cloud-native applications on resilient, enterprise-grade servers with 99.999%\* uptime.

## Consume with Cloud Economics

Reduce application development time by up to 84% and operational expenses by up to 75%\*\*.

IBM cloud-enabled servers are capable of running 3.6x more containers per core, enabling high container density for the most efficient use of your infrastructure's resources.

## Boost Dev & Data Science Productivity

Train 4x as many deep learning models per hour on GPU-accelerated POWER9 servers vs. commodity x86 servers.

Dynamically infuse advanced algorithms into cloud native applications and data science workflows, including: Distributed Deep Learning (DDL), Large Model Support (LMS), and more.



Thank you!