

Deloitte.



Deloitte and Red Hat: **Unlocking cloud potential**

As businesses adopt best-of-breed cloud technologies to meet business objectives, many end up with a complex operational model, typically including multiple cloud environments. A common challenge is that heterogenous cloud environments require distinct approaches to automation and management, deployment models, security, and compliance, among others.

The resulting complexity can lead to significant challenges in achieving business outcomes such as agility, speed of deployment, operational efficiency, and cost reduction. Together, Deloitte and Red Hat are uniquely positioned to unlock this complexity and help our clients realize the benefits promised by cloud technology.

Accelerate innovation. Reduce IT complexity. Deliver better business outcomes.

WHAT WE DO: STREAMLINE CLOUD DEVELOPMENT, OPERATIONS, AND MANAGEMENT



We collaborate with business and technology leaders to modernize IT for the cloud era using best-of-breed approaches



We bring focus to the digital transformation, IT automation, and management capabilities needed to succeed in a cloud-native world using Red Hat's open-source technologies, Deloitte's industry experience, and up-to-date DevOps methodologies



We enable our clients' enterprise digital transformation and accelerate their development process with IT optimization, automation, cloud-native application development, and tested multi-cloud operations platforms that deliver tangible benefits

YOU BENEFIT FROM OUR ALLIANCE

Deloitte recognized as #1 tech industry and cloud consulting firm

500+ professionals with Red Hat skills and credentials

Deloitte is a Red Hat-certified cloud services provider

Significant experience delivering OpenShift, Ansible, AMQ, EAP, 3Scale, FUSE, RHEL

Managed services offerings that provide 24/7 operations support for multi-cloud environments

Delivered Red Hat OpenShift platform solutions for 30+ organizations

30+

Organizations where we have delivered the Red Hat OpenShift platform and related solutions

10+

Years as a Red Hat partner and certified cloud services provider

24/7

Operations support for OpenShift customers (managing their clusters and applications running on the platform)

500

Professionals with Red Hat product skills and credentials



“Deloitte’s reputation for enterprise transformation and broad range of capabilities and deep expertise delivering successful outcomes ensures that clients will be successful with Red Hat’s software”

Matt Hicks, CEO, Red Hat

UNLOCK YOUR COMPETITIVE ADVANTAGE

Deloitte and Red Hat together can address some of today's biggest IT challenges:

Multi-cloud Management

Develop a unique, integrated approach to managing your multi-cloud environment

IT Optimization

Maximize the impact of current applications, data, systems, and limited resources while accelerating realization of benefits

Cloud-Native App Development

Build innovative applications faster

IT Automation and Management

Accelerate time-to-value, streamline operations, and reduce human error

DevOps Platforms

Build directly to your integrated cloud environment and accelerate IT service delivery

RESOURCES TO HELP ENSURE YOUR SUCCESS



Deloitte Multi-cloud Lab

- Models a Red Hat-based environment to help you test innovative approaches and build and deploy applications across cloud environments
- Provides capabilities to shift applications from on-premise to off-premise and across cloud providers
- Enables the rapid development of proof-of-concept models and demonstrations



Red Hat Center of Excellence

- Unites a suite of platform engineering services and accelerators to deliver secure, resilient, and scalable platforms
- Empowers and accelerates engagements across Deloitte and Red Hat customer networks
- Includes assets to support streamlined solution delivery, 'factory' deployment models, and managed services operating models



Global Delivery Centers

- Deeply skilled Deloitte teams trained on Red Hat technologies available for customer engagements worldwide
- Industry-specific skills to support unique business demands and requirements
- Substantial enterprise experience at some of the world's largest firms





RECOGNIZED FOR SUCCESS

Asia Pacific Partner of the Year 2021, including two specific awards:

Red Hat Asia Pacific Top Innovation Partner - for continued commitment to solving client challenges and expanding into new markets in Australia and New Zealand

Top Global Systems Integrator Partner for driving and delivering client impact across the region

North America Red Hat Partner of the Year (Public Sector) 2021

Honoring Red Hat partners that have demonstrated the highest level of commitment through their engagement and investment as a Red Hat Partner

Red Hat Innovation Awards Finalist May 2022 for State of WA Health Benefits Exchange solution

Red Hat's top award for technological achievements demonstrating creative thinking, problem-solving, and innovative use of Red Hat solutions



LET'S TALK!

Olivier May

Global Chief Commercial Officer,
Red Hat Alliance
Deloitte Consulting LLP
omay@deloitte.com

Matt Zucker

Red Hat Alliance Lead
Deloitte Consulting LLP
mzucker@deloitte.com

Mike Bourgeois

Government Lead Alliance Partner
Deloitte Consulting LLP
mbourgeois@deloitte.com



Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as "Deloitte Global") does not provide services to clients. In the United States, Deloitte refers to one or more of the US member firms of DTTL, their related entities that operate using the "Deloitte" name in the United States and their respective affiliates. Certain services may not be available to attest clients under the rules and regulations of public accounting. Please see www.deloitte.com/about to learn more about our global network of member firms.

This publication contains general information only and Deloitte is not, by means of this publication, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This publication is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this publication.

Copyright © 2023 Deloitte Development LLC. All rights reserved.