



**KEY
BENEFITS**



Up to 50% Reduced infrastructure hardware & licensing costs.



33% to 90% Reallocated infrastructure administration labor.



Up to 66% Accelerated development cycles.



Up to 10x Increased release frequency.

EMERGING TECHNOLOGY ASSESSMENT:

The Total Economic Impact of Using IBM and Red Hat Solutions Together

The purpose of this study is to provide readers with a framework to evaluate the potential financial impact of solutions using both IBM and Red Hat offerings in their organizations. The interviewees are focused on modernizing infrastructure and applications to resolve legacy architecture challenges and meet quickly changing market needs. These companies adopted a wide range of solutions from IBM (including IBM Power, IBM Z, IBM Cloud Paks, middleware, and professional services) and Red Hat (including Red Hat Enterprise Linux, OpenShift, JBoss, and professional services).



DUE DILIGENCE

Interviewed IBM and Red Hat stakeholders and Forrester analysts to gather data relative to use cases with IBM and Red Hat offerings.



CUSTOMER INTERVIEWS

Interviewed five organizations using IBM and Red Hat offerings together to obtain data with respect to costs, benefits, and risks.



FINANCIAL MODEL FRAMEWORK

Constructed a financial model framework representative of the interviews using the TEI methodology and including risks based on issues and concerns of the interviewed organizations.

Key Steps Towards Infrastructure & Application Modernization for Interviewed Organizations

- ✓ Replace aging on-premises infrastructure with high-performance hardware & public cloud environments.
- ✓ Implement Linux across on-premises and public cloud infrastructure.
- ✓ Develop new applications exclusively with a Linux-based containerized microservices approach.
- ✓ Break down existing monolithic applications incrementally into containerized microservices.
- ✓ Launch self-service automation & catalogs to deploy containerized environments & services quickly.

**IBM AND RED HAT
ENABLED ORGANIZATIONS
TO BUILD SECURE,
DEPENDABLE APPLICATIONS
WHILE LEVERAGING THE
FLEXIBILITY OF OPEN
SOURCE AND HYBRID
INFRASTRUCTURE.**

Customer Journey

Before & After the IBM & Red Hat Investments

SOLUTIONS USING BOTH IBM & RED HAT OFFERINGS

IBM has engaged Forrester Consulting in the use of Forrester's Total Economic Impact value-based business case framework to examine the value proposition of current hybrid cloud solutions powered by a combination of IBM's and Red Hat's offerings. These offerings include hardware, operating systems, middleware, management and orchestration technologies, and professional services.

Organizations could build many potential solutions using both IBM and Red Hat offerings. Some examples include:

"We needed to support our high-growth environment to absorb a minimum of 30% year-over-year growth in our customer base."

- Chief Technology & Operations Officer, APAC Financial Services



"We save so much on labor & management because there's one management plane for how images are released. Skill sets are no longer needed [to manage each specific technology]... because at the end of the day, they are all just images & containers."

- Principal Application Architect, NA Transportation



"We were looking for a platform that would be highly scalable, resilient, & future-proof. We didn't want to buy something & have to go back to the board five years later."

- Chief Technology & Operations Officer, APAC Financial Services

