# Welcome / Bienvenidos

Julio Guijarro
Chief Technology Officer
Red Hat EMEA

Red Hat

# Red Hat is the largest open source company in the world*

## Participate

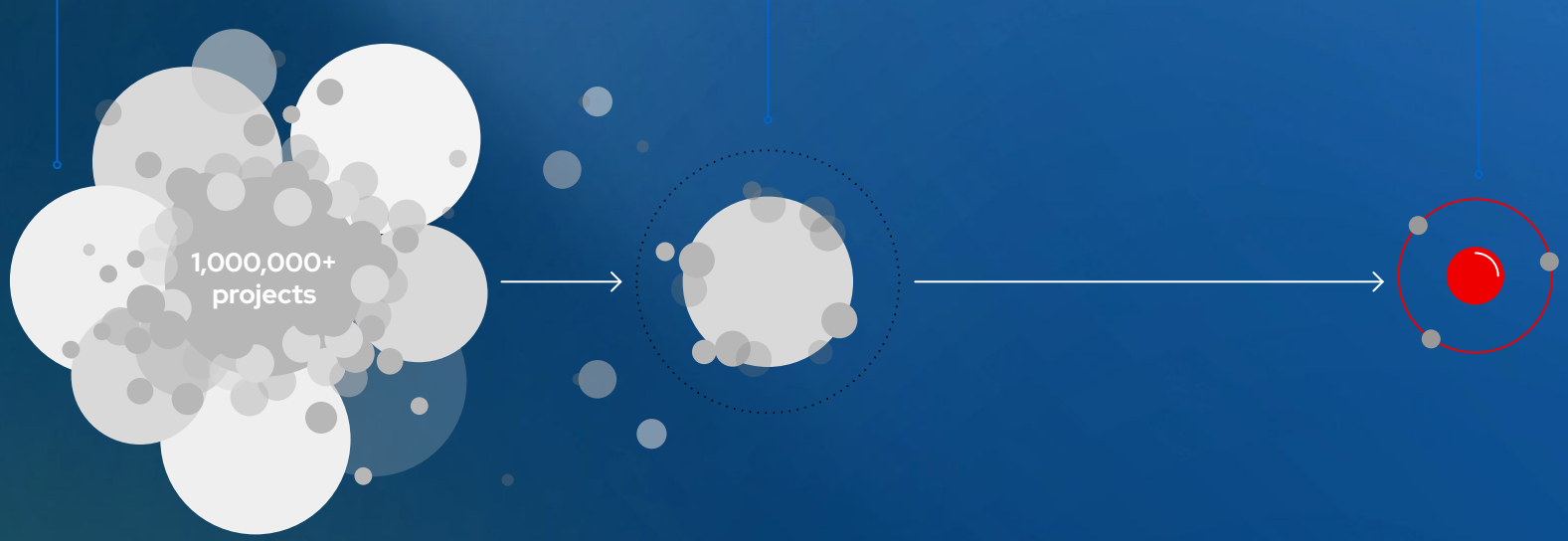
Red Hat actively participates in and contributes to open source communities.

## Integrate

Red Hat integrates multiple upstream projects, fostering open source community platforms.

## Stabilize

Red Hat commercializes projects with a rich ecosystem of services and certifications.




Source: *"Creating better technology with open source." Red Hat, Accessed 26 June 2020.

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# The industry's leading Open Hybrid Cloud platform

Source: Gartner, "Magic Quadrant for Container Management," September 2023.

Source: Forrester Research, Inc. Unauthorized reproduction, citation, or distribution prohibited.

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# Core tenets guiding our technology decisions and development

| | |
|---|---|
| 1 | Everything we do starts in **open source, upstream communities** |
| 2 | A focus on core, platform-level technologies that help entire industries **evolve around common technical building blocks** |
| 3 | Do everything in an **open way** to give **choice and flexibility** to our customers |

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# |Our code is **open_**

Red Hat can help customers improve operational resiliency with an Open Hybrid Cloud strategy

- Red Hat OpenShift and RHEL run on-prem and in any cloud, with multiple management models
- Applications on OpenShift and RHEL are portable
- Automation enables to move Applications at scale

Open Source helps customers to innovate while increasing their operational resilience

- Built in the open by a diverse group of people and organisations; increasing interoperability.
- Red Hat works in open source communities to bring them together to form enterprise solutions.
- Red Hat brings the best of open source innovation to your organisation and provides expertise, support, testing and hardening.

Red Hat is a critical ICT partner

- Red Hat products are open source and have upstream projects[1]
- If Red Hat subscriptions are terminated, customers can continue to use the products[2]
- 3rd party support for Red Hat products exists[3]

**Red Hat is Open Hybrid Cloud**

**Red Hat is Open Source**

**Open Source does not lock-in customers**

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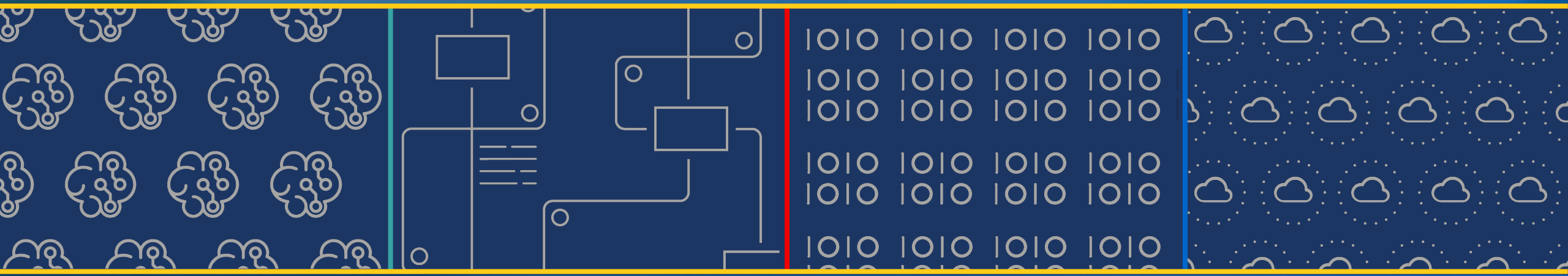

AI

Automation

Platform engineering

Edge

Red Hat

Generative AI era

You are here

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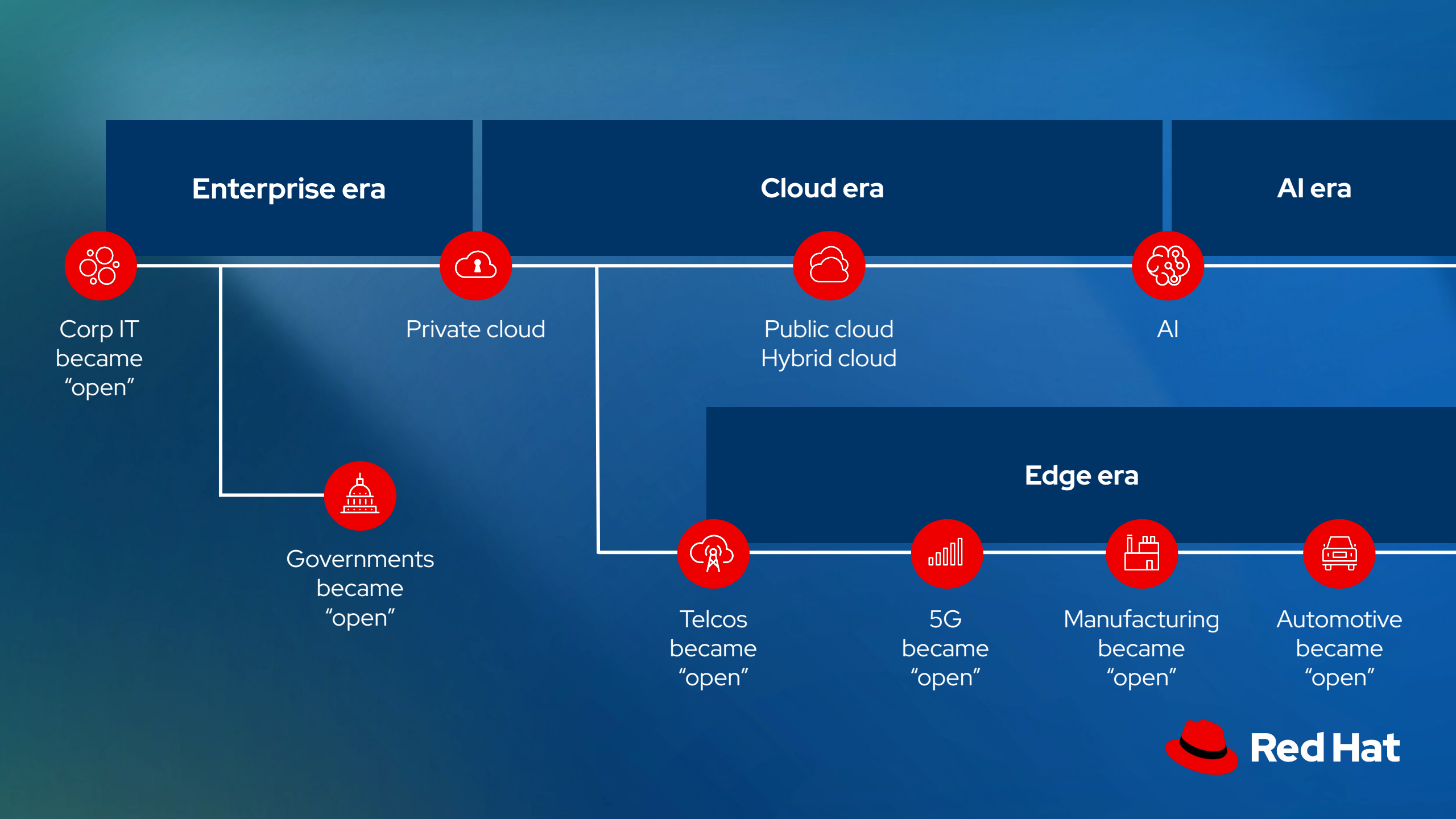
Enterprise era
Cloud era
AI era
Corp IT became "open"
Private cloud
Public cloud
Hybrid cloud
AI
Governments became "open"
Edge era
Telcos became "open"
5G became "open"
Manufacturing became "open"
Automotive became "open"
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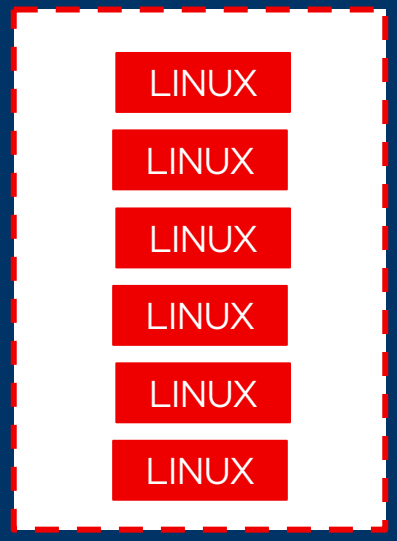
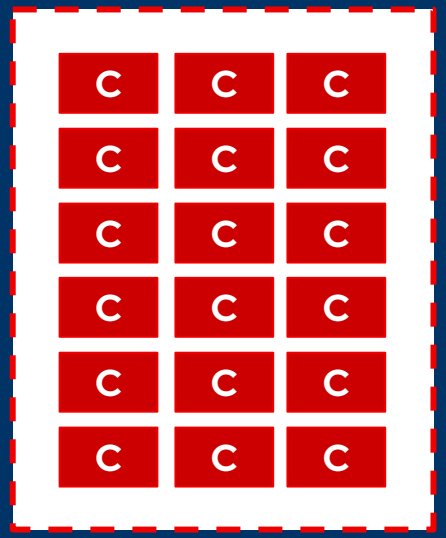
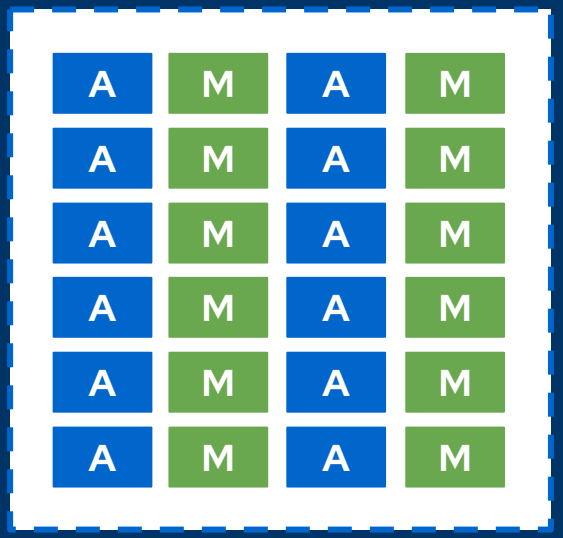
# Managing AI models is the next massive platform opportunity






**Linux** **Containers** **Clouds** **AI models**

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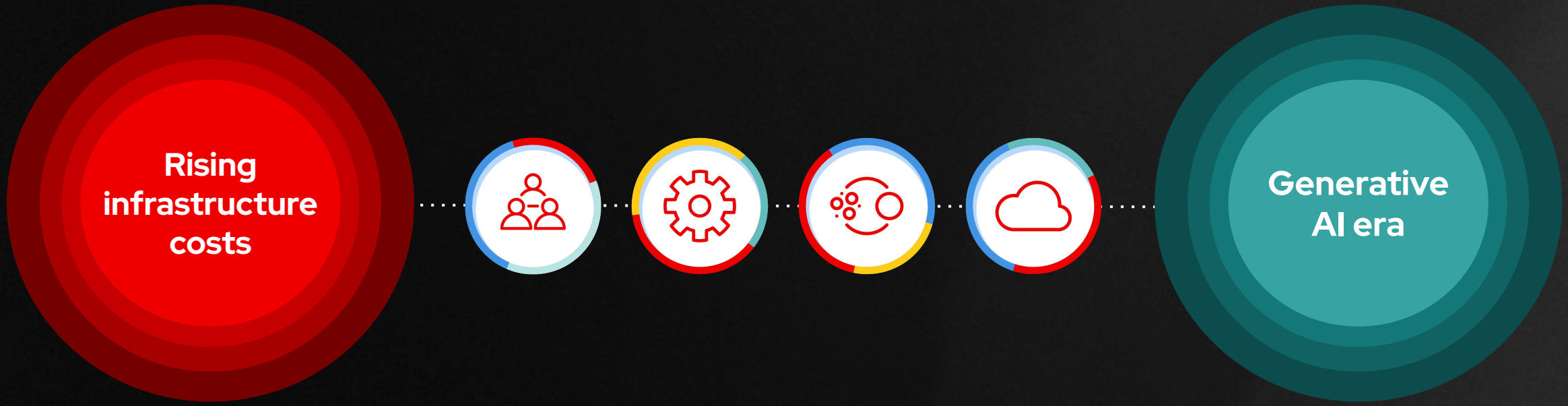
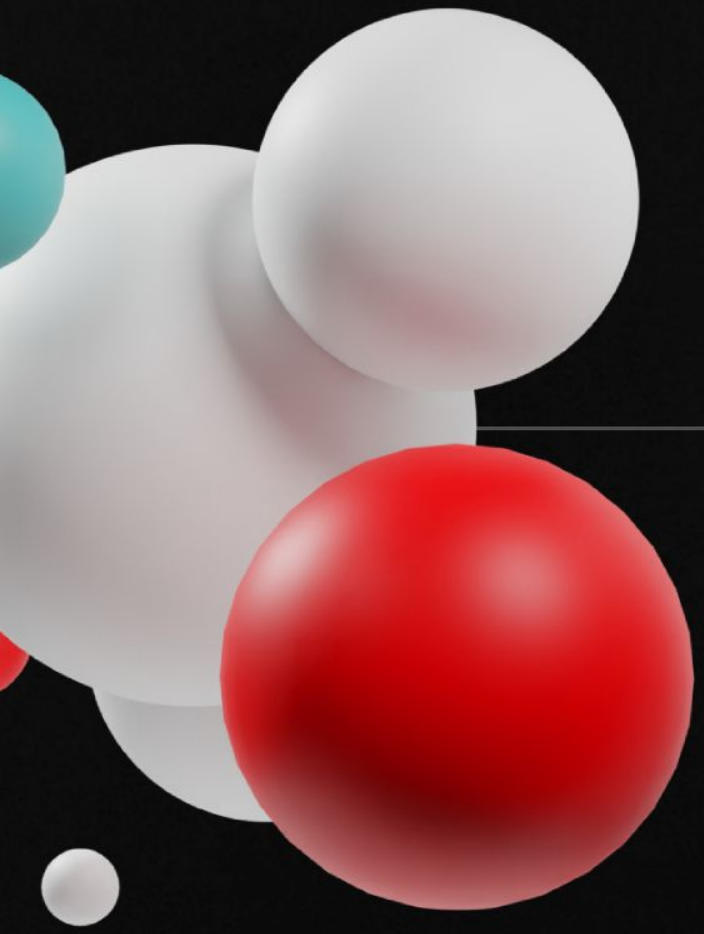



Red Hat



open source and AI

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We see a future where not only are AI LLM models open...

...but so are the data sources and the weights of the model.

Just like open source software code is open to anyone.

Red Hat

We also see a future when communities will emerge around AI LLM models that allow open contributions from anyone.

Just like open source projects allow PRs from anyone.

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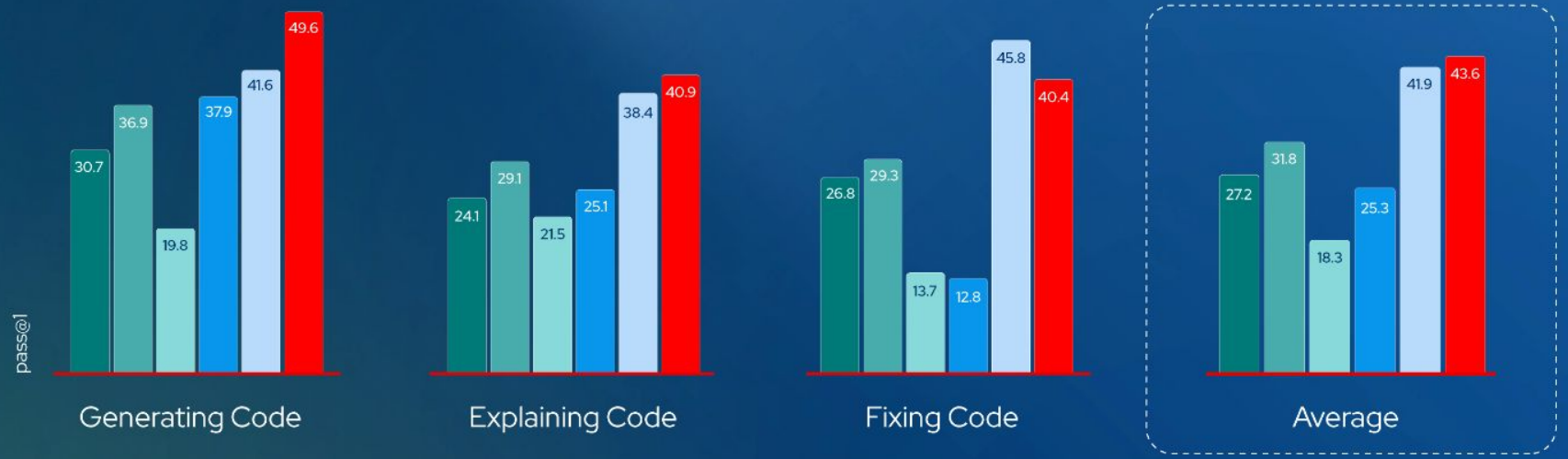
Big results from **smaller models**

Big results using **data** provided by **experts across your organization**

And big results for much **lower cost**

## Code assistance model performance




HumanEval Pack numbers (Measured across Code Generation, Explanation, and Debug tasks across the 6 most popular programming languages)

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InstructLab

contribute to and train
Large Language Models

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“Your choice of where to run AI will be everywhere. And it's going to be based on open source.”

Matt Hicks, CEO Red Hat [1]

Help enterprise customers harness the full potential of hybrid cloud and AI with platform flexibility, scalability, and robustness

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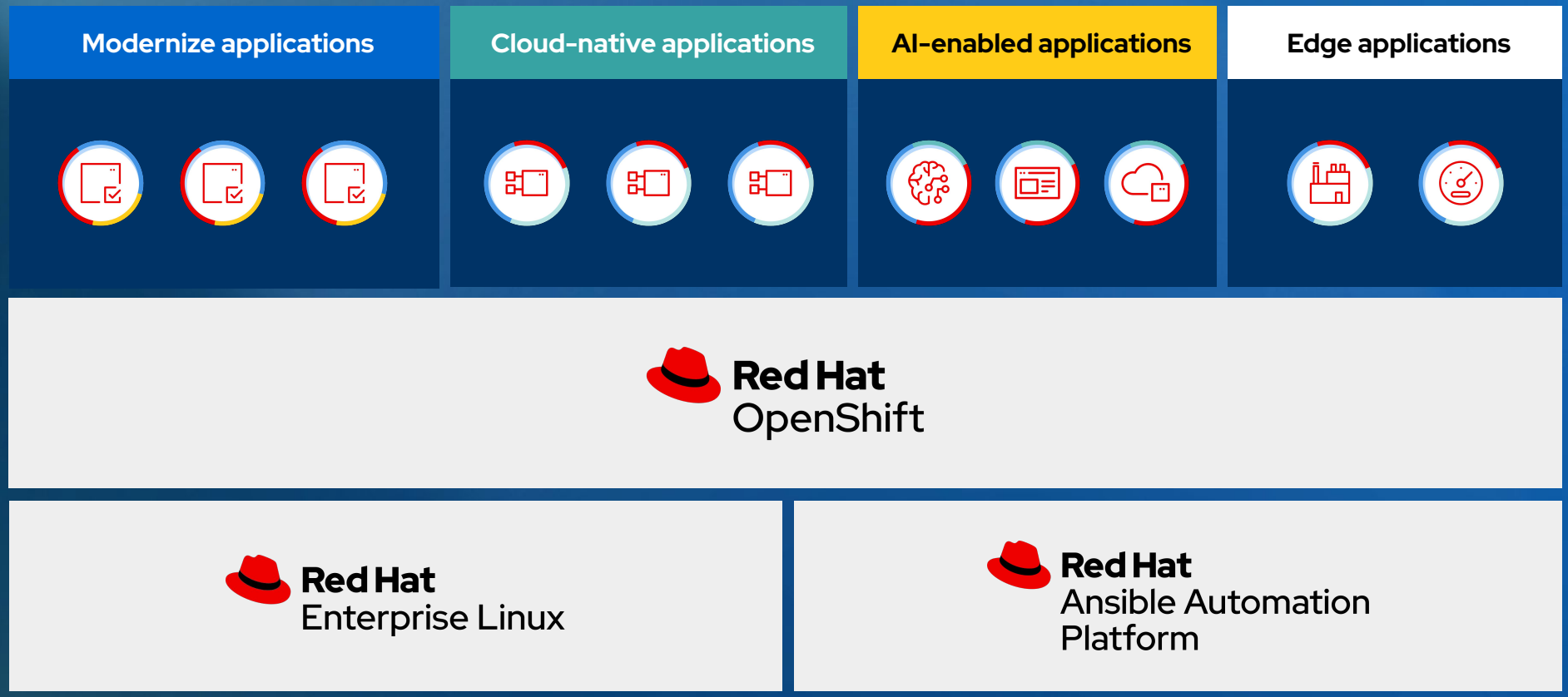
Source:
[1] Unleashing the Power of Hybrid Cloud and AI (Matt Hicks, CEO Red Hat at Red Hat Summit 2024)

# Red Hat's strategy is open hybrid cloud

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# Red Hat's AI portfolio strategy

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**Trust** | **Choice** | **Consistency**

## Models

**RHEL AI**

Base Model | Alignment Tuning | Methodology & Tools | Platform Optimization & Acceleration

## AI platform

**OpenShift AI**

Development | Serving | Monitoring & Lifecycle | MLOps | Resource Management

## AI enabled portfolio

**Lightspeed portfolio**

Usability & Adoption | Guidance | Virtual Assistant | Code Generation

## AI workload support

**Optimize AI workloads**

Deployment & Run | Compliance | Certification | Models | Open Source Ecosystem

## Open Hybrid Cloud Platforms

**Red Hat Enterprise Linux | Red Hat OpenShift | Red Hat Ansible Platform**

Acceleration | Performance | Scale | Automation | Observability | Security | Developer Productivity | App Connectivity | Secure Supply Chain

## Partner Ecosystem

Hardware | Accelerators | Delivery

AI platforms

# Red Hat Enterprise Linux AI

- Granite language and code models
- InstructLab
- open source AI tooling
- AI-optimized Linux

AI platforms

# Red Hat OpenShift AI

Can be used for both GenAI and Predictive AI use cases

Helps accelerate getting AI apps and models into production

Provides a trusted platform, choice of AI models and hardware, and consistent operations

Red Hat allows your business to **own their AI.**

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Red Hat is enabling your business to run **your AI** in your way.

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AI models

# trust, choice, and control

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Open source meets AI.
AI meets **Open Hybrid Cloud.**

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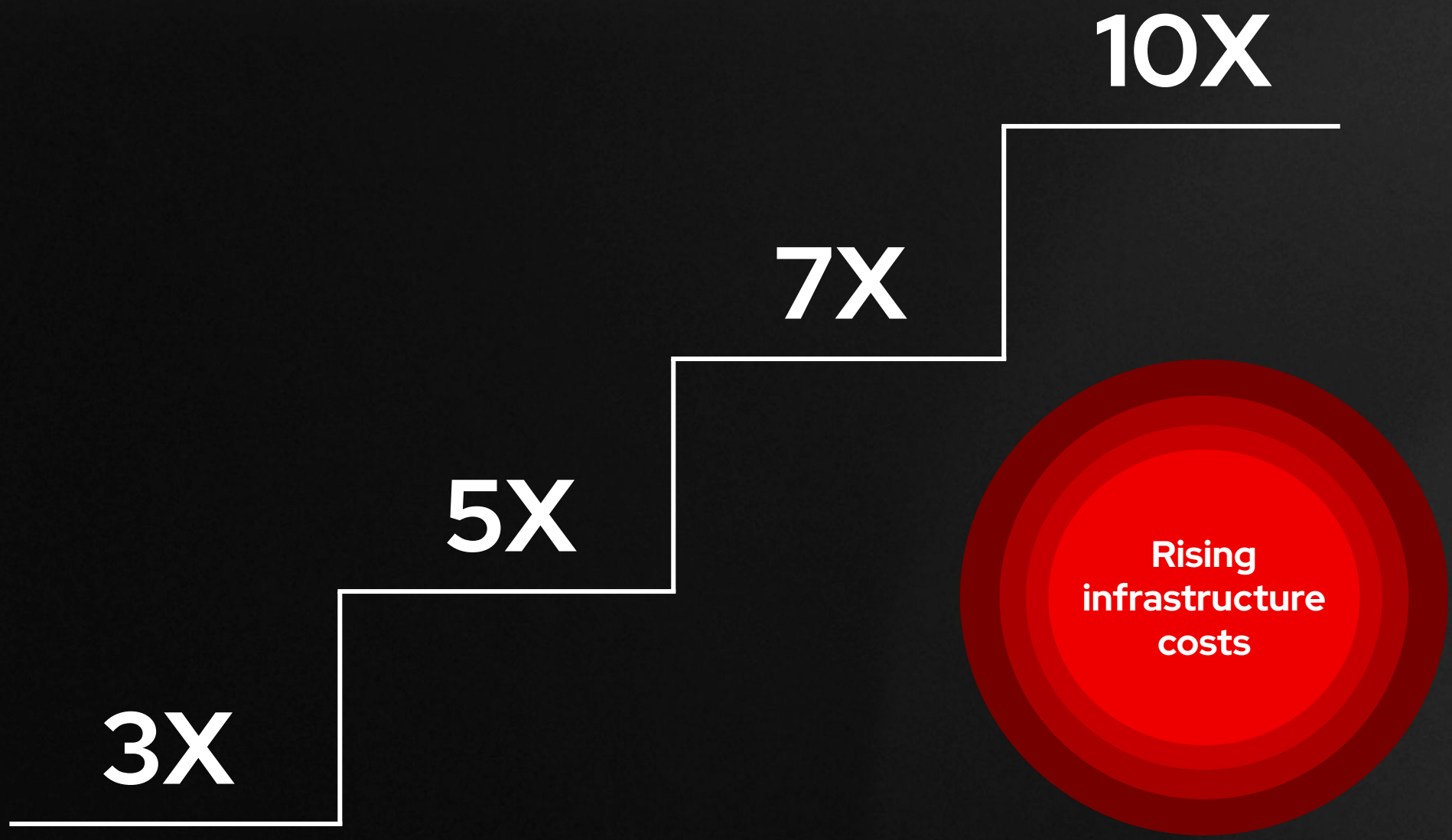
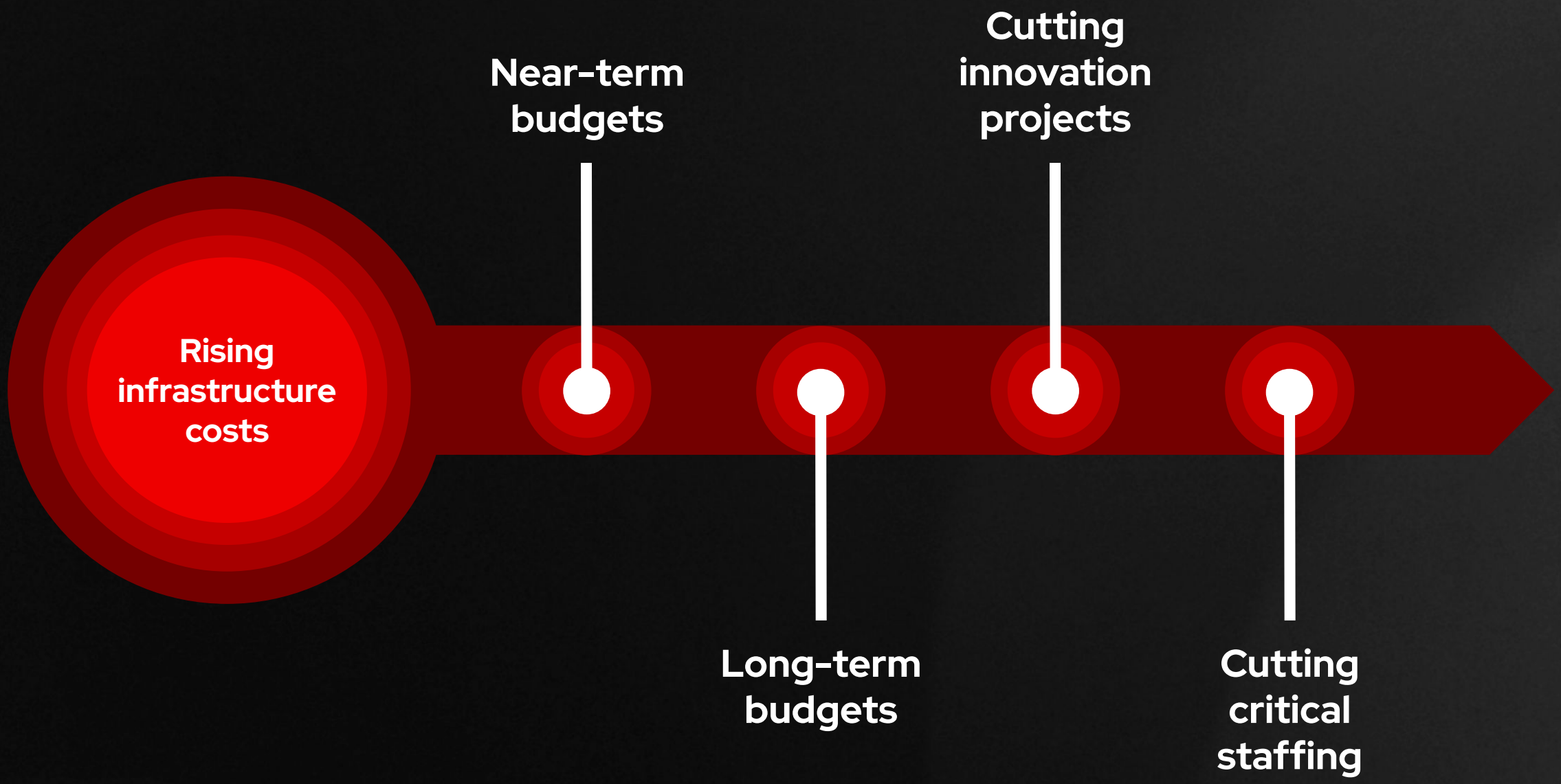
Red Hat gives you a blueprint for a future where **you're in control.**

Red Hat

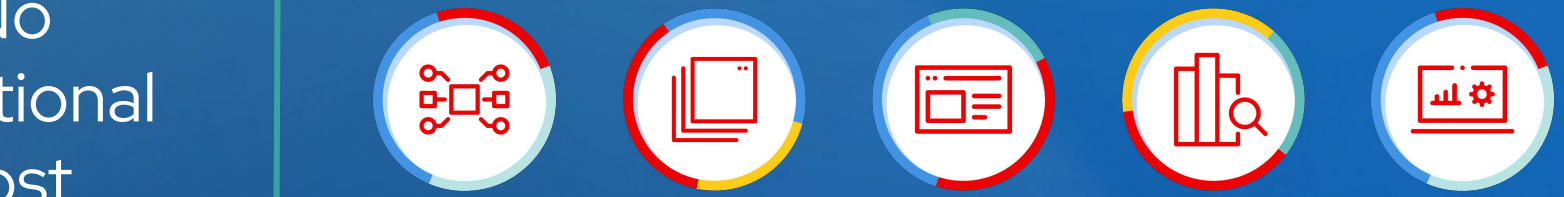

10X
7X
5X
3X
Rising infrastructure costs


Rising infrastructure costs
Near-term budgets
Long-term budgets
Cutting innovation projects
Cutting critical staffing

Red Hat
OpenShift

CLOUD NATIVE
COMPUTING FOUNDATION

# OpenShift Virtualization

| | | |
|---|---|---|
| No additional cost | No additional cost |  |
| OpenShift Virtualization | RHEL virtual machines | Business critical applications |

# Consistent virtualization on-premises and in the cloud

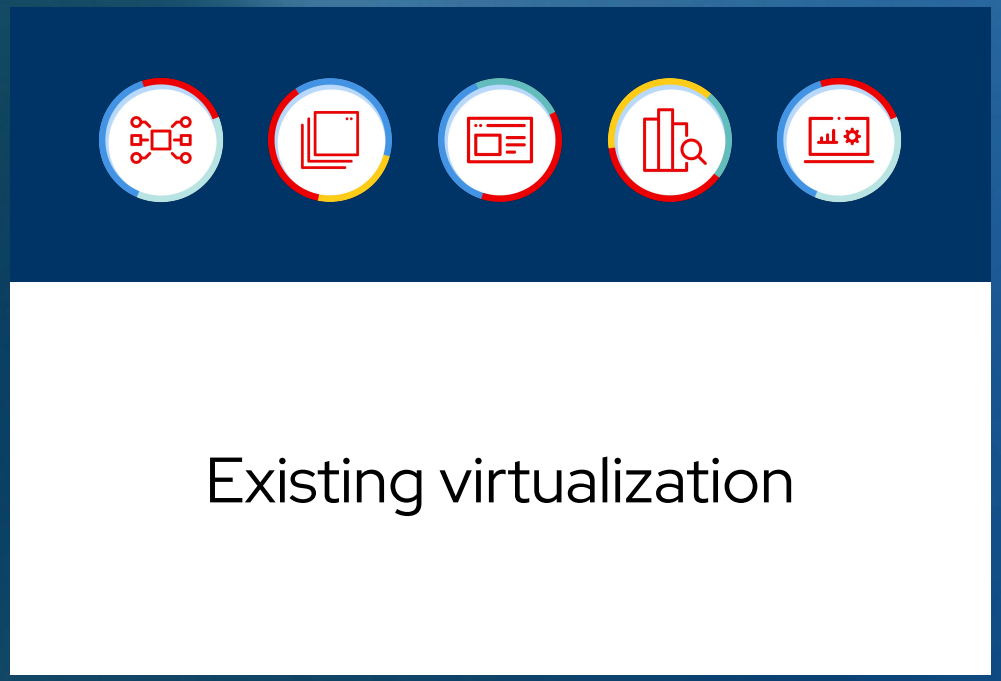
OpenShift Virtualization

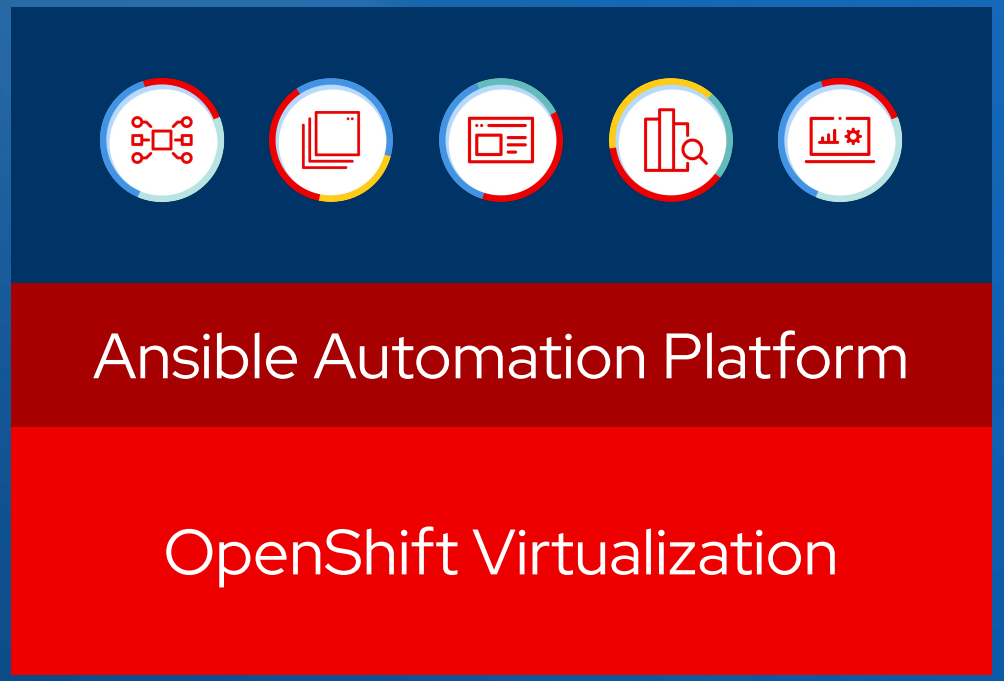
On-premises bare metal

OpenShift Virtualization

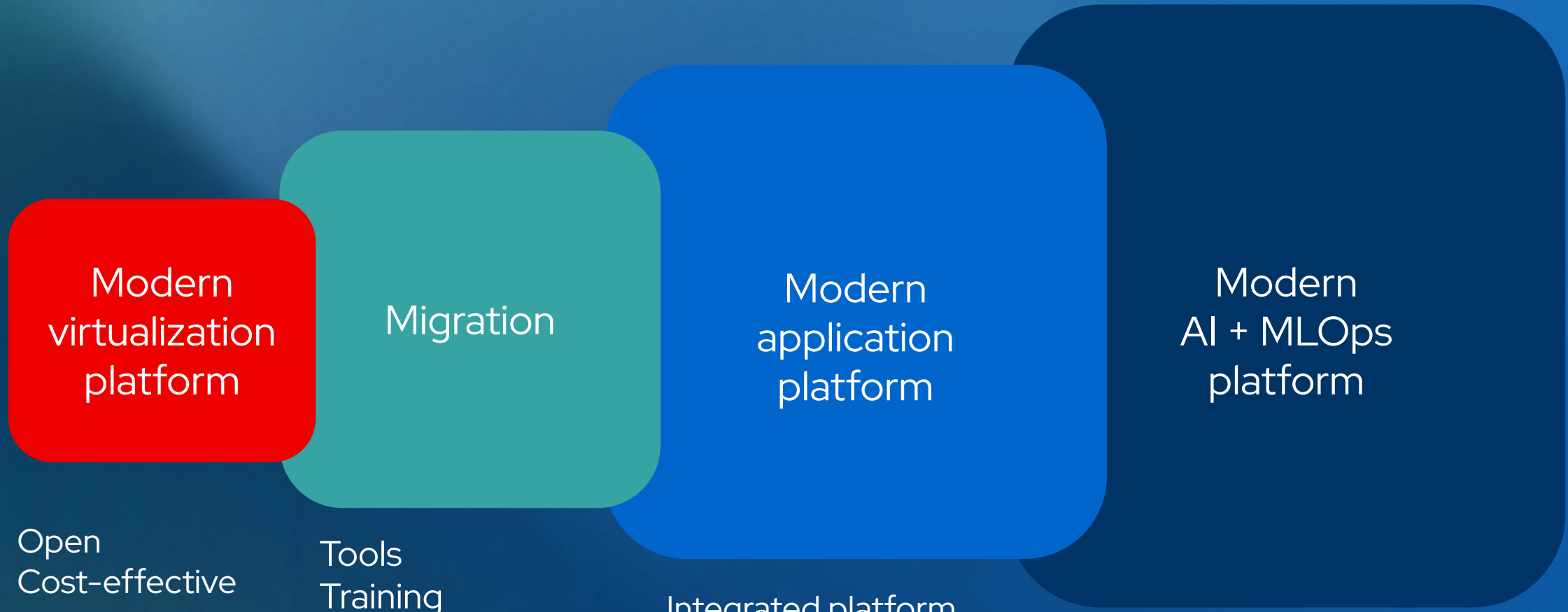
Red Hat OpenShift on AWS

# Ansible accelerates virtualization migrations



# Future-proof your platform, your applications, your teams

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# 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.

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