



OPEN SOURCE MYTHS DEBUNKED

Within the IT industry, it can be hard to separate truth from fiction. And when it comes to open source software, everyone from enthusiasts to skeptics are talking. Test your knowledge against the myths and facts highlighted below.

MYTH: OPEN SOURCE ISN'T READY FOR THE BIG TIME.

FACT: Open source is a cost-effective, enterprise-ready choice that will be employed by 90% of all enterprises by 2012.¹

Red Hat powers some of the biggest names in many key industries. Many enterprises use Red Hat® open source platforms to implement high-volume, mission-critical applications. Red Hat has championed the process of taking community open source technology and hardening it to make it enterprise-ready. As a result, the enterprise class open source solutions that Red Hat offers are stable, and validated for their software and hardware compatibility. Red Hat then provides patches, updates, and mission-critical support for these enterprise-ready solutions.

Performance and reliability

- The New York Stock Exchange Euronext depends on Red Hat Enterprise Linux® to support some of the world's busiest trading environments.
- Red Hat powers nearly 500,000 servers for the leading investment banks on Wall Street. This high-performance industry was early to recognize the competitive advantage of open source.

Security

- The US Department of Defense runs the world's largest identity management application on Red Hat.
- The US Army keeps over 80,000 systems under Red Hat subscription.

¹ Gartner, "The State of Open Source, 2008."
www.gartner.com/DisplayDocument?doc_cd=156659

² Gartner, Four Megatrends Converge in the Post-Recession New Normal, 13 October 2009, ID: G00171336

Manageability and scalability

- Using Red Hat, Nortel deploys its patching and management infrastructure on a network spanning 350 locations worldwide.
- Priceline.com depends on Red Hat to keep pace with millions of page views and thousands of transactions every day.

Innovation

- Through 2013, 90% of market-leading, cloud-computing providers will depend on OSS to deliver products and services.²
- Red Hat Enterprise MRG, a technology that integrates messaging, grid-computing, and real-time Linux kernel was a result of Red Hat innovating jointly with one of the largest Wall Street investment banks.

"Red Hat is almost like water, it's pervasive within our architecture. Red Hat is extremely strategic and without it, most of our computers wouldn't be running."

- Steve Rubinow, CIO, NYSE Euronext

"Our systems now perform three times faster while costing 90 percent less when compared side-by-side to other providers."

- Robert Wiseman, CTO, Sabre Holdings

"CitiStreet depends on Red Hat and JBoss for our operations every day. We have realized the value of open source for the enterprise, especially in the areas of cost savings, performance, and security."

- Barry Strasnick, CIO, CitiStreet

These customers are just a few of the many Red Hat subscribers who handle massive amounts of data in fast-paced, highly competitive industries. These aren't the examples you would associate with an up-and-coming technology. They validate Red Hat's proven track record with demanding, mission-critical deployments.



MYTH: OPEN SOURCE SOLUTIONS SAVE MONEY, BUT THEY DON'T PERFORM AND THEY INCREASE RISK EXPOSURE.

FACT: Red Hat solutions cut the total cost of ownership (TCO), while improving performance and reducing security exposures.

Many companies turn to Red Hat because they expect to save money—and save money they do. Here's what they don't expect: Red Hat solutions slash operating and capital costs, while dramatically improving the performance and stability of even the most complex systems.

- When the Chicago Mercantile Exchange switched from Sun® Solaris® to Red Hat Enterprise Linux, they saved 50 percent in capital expenditures. Even better, their servers run much faster than before—cutting transaction speed from 200 milliseconds to 15-20 milliseconds.
- Acxiom standardized its grid computing environment with Red Hat solutions, processing one trillion transactions 100 times faster.
- Travelocity.com experienced a similar combination of cost savings and system optimization. With Red Hat, the company's systems perform 3 times faster while costing 90 percent less.

It is also evident that Red Hat solutions face far fewer security exploits when compared to their proprietary counterparts. Governments and financial institutions across the world rely on Red Hat infrastructure for their most security-sensitive needs. This is because open source solutions are tested by millions of open source contributors, both individuals and enterprises, making them inherently more secure than proprietary solutions.

You shouldn't have to sacrifice performance or security to save money. Red Hat open source solutions allow enterprises to have it all.

MYTH: OPEN SOURCE SOLUTIONS AREN'T TRULY COMPREHENSIVE, AND IT IS HARD TO FIND APPLICATIONS THAT RUN ON OPEN SOURCE PLATFORMS.

RED HAT SALES AND INQUIRIES NORTH AMERICA

1-888-REDHAT1
www.redhat.com

FACT: Red Hat offers a complete, fully integrated infrastructure stack running on a high-performing operating system. Red Hat also has a robust ecosystem of software and hardware vendors.

Red Hat works with an ecosystem of partners to deliver complete solutions. The Red Hat ISV ecosystem is comprised of more than 2,500 ISV partners with over 3,500 certified applications. Many industry-leading software providers, both proprietary and open source, collaborate with Red Hat to optimize their solutions. Customers from many industries have been able to find the software applications they need on Red Hat platforms. By deploying these combinations of open source and proprietary software products, they are able to achieve their business goals.

Red Hat offers a fully integrated, comprehensive infrastructure software stack that allows customers to lower their costs, improve performance, and simplify infrastructure complexities. Red Hat Enterprise Linux combines an operating system along with with clustering, global file system, and virtualization capabilities. JBoss Enterprise middleware stack consists of the Enterprise Application Platform, SOA Platform, Data Services Platform, and Portal Platform.

These comprehensive technologies help customers avoid vendor lock-in and maintain agility. It's no surprise that in *CIO Insight* magazine's Vendor Value survey, CIOs ranked Red Hat as one of the top vendors delivering value in enterprise software for five consecutive years.

FIND OUT MORE ABOUT RED HAT OPEN SOURCE

The value of open source

→ https://www.redhatrenewals.com/f/pdf/IDC_749_CarveOutCosts.pdf

Open source in the next computing wave

→ http://www.redhat.com/f/pdf/whitepapers/Illuminata_Open_Source.pdf

Red Hat solutions guide

→ <http://www.redhat.com/solutions/guide/>