

GAIN MORE VALUE WITH RHEL

Getting more value from your Enterprise Linux Platform



Agenda

- Logistics
- Who is Crossvale
- Value of Enterprise Linux
 - Use Case 1- Enforcing System Compliance
 - Use Case 2- Life Cycle Mgmt, provision, patch,
- How we can help with enablement
- Assessment



ACHIEVEMENTS

- ▶ 2001 – Crossvale Open for Business
- ▶ 2017 – Started Working on Kubernetes Platforms
- ▶ 2018 - 2021 5 Container Platform Specialist Awards
- ▶ Red Hat Apex Premier Partner
- ▶ AWS Certified Cloud Partner
- ▶ IBM Kyndryl – Global Service Partner
- ▶ Microsoft - Gold Partner (Infrastructure and Application Development)
- ▶ Google Cloud Platform – Certified Partner available on Google marketplace



WHAT WE DO

Crossvale Partners with IT Service Providers to bring your team the **Modernization Skills** to support your strategic customers demand for innovation.

Subscriptions
Scale and Save



Consulting Leadership
Day 0 – Assess & Plan



Skilled Services
Day 1 - Build & Deploy



Managed Services
Day 2 - Maintain & Comply



AUTOMATION

Rethink Repetitive Tasks

Automation Enables Strategic Thinking at the Speed of Business

Low-Level repetitive Business and IT tasks are cost organizations large amounts of shareholder value!

HYBRID CLOUD

Rethink Where IT is Running

Hybrid Cloud Enables IT to Run at the Speed of Business

A lack of a modern hybrid cloud strategy limits organization's ability to think innovatively, which enables disruptors to take market share.

MODERN APP DEVELOPMENT

Rethink Development Processes

Modern SDLC Enables IT to Develop at the Speed of Business

Legacy SDLC processes cost organizations known and unknown revenue opportunities. When IT is not able to deliver at the speed of Business

MANAGED SERVICES

Rethink Operations

24/7/365 Operational Efficiency and Capability

Enterprise systems never stop. Adoption of newer platform and modern applications architectures can prove impossible to embrace



Demo of Use Cases

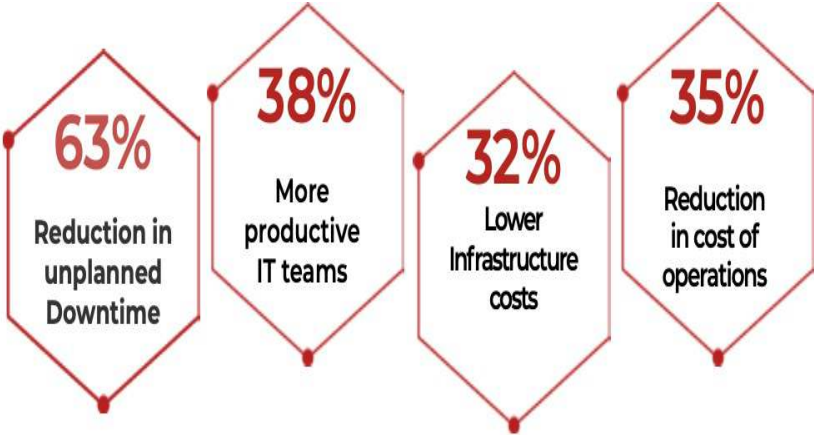


Enablement



SATELLITE LAUNCHPAD

Quantifiable Results



SOURCE: IDC report 2019. Improved IT agility and Time to Market

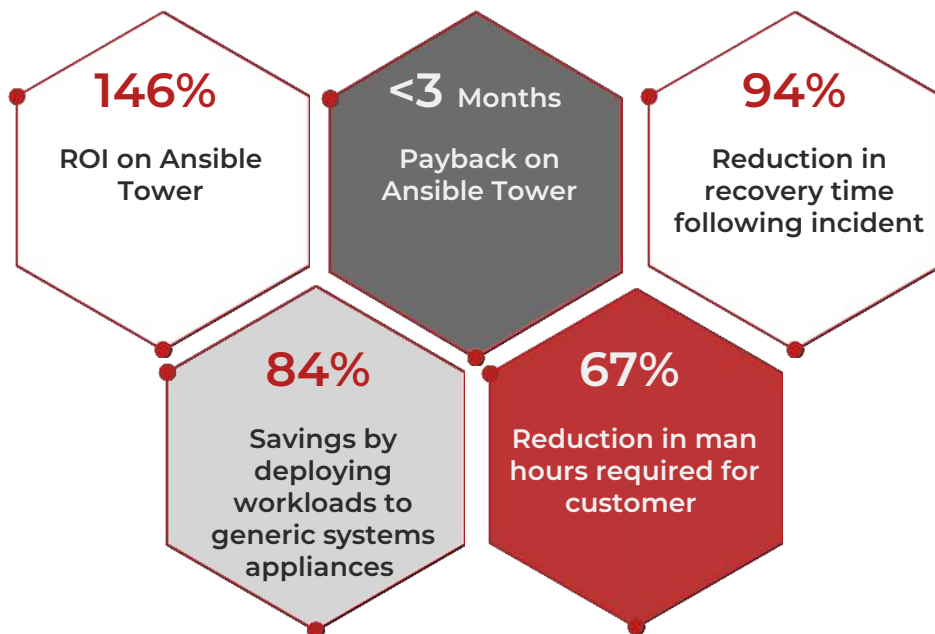



Simple, Clear Journey to Management

	STANDARD	ADVANCED	ENTERPRISE
OVERVIEW	<p>Ideal, low-cost starting point to build a long-term strategy around:</p> <ul style="list-style-type: none">▶ Subscription management▶ Lifecycle management▶ Content management	<p>Built for additional networks and locations.</p> <p>Expansion in capsule servers</p> <p>Team fully trained to harness the platform</p>	<p>Create a centre of excellence</p> <p>Drive leadership and direction for your entire business operations</p> <p>Develop a business culture around life cycle</p>
DELIVERABLES	<ul style="list-style-type: none">▶ Satellite single installation▶ Satellite proxy install▶ Cloud management features▶ Organization and Content View configuration	<p>All STANDARD plus..</p> <ul style="list-style-type: none">▶ Satellite multiple installation▶ Satellite with multiple capsule installation▶ Satellite disconnected install	<p>All ADVANCED plus..</p> <ul style="list-style-type: none">▶ Advanced Ansible Automation Implementation▶ Mentoring Operations Staff to understand Smart Management, Insights and Ansible
DURATION	2 weeks	6 weeks	13 weeks

IT AUTOMATION LAUNCHPAD

Quantifiable Results



 **Red Hat**
Ansible Automation
Platform

Simple, Clear Journey to Management

	STANDARD	ADVANCED	ENTERPRISE
OVERVIEW	<p>Ideal, low-cost starting point to build a long-term strategy around:</p> <ul style="list-style-type: none">▶ Ticketing▶ Orchestration▶ Provisioning▶ Reconciliation	<p>Highly available (HA) instance integrated and customized into your environment.</p> <p>Team fully trained to harness the platform</p>	<p>Create a centre of excellence</p> <p>Drive leadership and direction for your entire business operations</p> <p>Develop a business culture around automation</p>
DELIVERABLES	<ul style="list-style-type: none">▶ AAP* HA install▶ AAP LDAP integration▶ AAP Git integration▶ AAP flat file inventory▶ Example playbook run▶ Integration with existing Satellite▶ Gather facts report	<p>All STANDARD plus..</p> <ul style="list-style-type: none">▶ AAP integrated inventory▶ Satellite Installation▶ Use cases featuring Surveys	<p>All ADVANCED plus..</p> <ul style="list-style-type: none">▶ Ticketing system integration▶ System patching workflowing external approvals▶ AAP inventory integration with CMDB▶ Playbooks automation Windows systems▶ Automate network devices
DURATION	2 weeks	6 weeks	13 weeks

* Ansible Automation Platform

Assessment

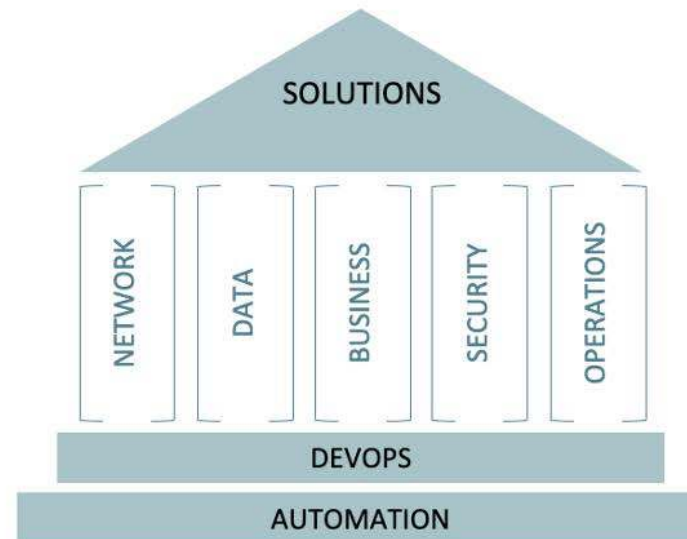


ASSESSMENT

2. Scope of Work (Assessment)

Assessment Type:

- Limited Capabilities Assessment – 1 Weeks
- **High-Level: Focused Roadmap – 2 Weeks**
- Detailed Full Assessment – 6 – 13 Weeks



- Technology Selection
- Solution Architecture
- Runtime Architecture
- Development Architecture
- Frameworks

- Enterprise-wide
- Networking policies
- Data providers
- Security Systems and interfaces
- Operations support (observability and alerts)

- Automation of processes
- Approvals and ITSM
- Everything as code
- Traceability
- Development support

LET'S PARTNER TOGETHER ...

CONTACT INFORMATION

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