



SUN MIGRATION SOLUTIONS BRIEF

BANK OF NEW ZEALAND

“Deploying IBM mainframes with Red Hat Enterprise Linux to address our carbon footprint and cost savings concerns was a very big deal, especially at the senior management level.”

- Lyle Johnston,
infrastructure architect,
Bank of New Zealand

The bank’s data center was comprised of 200 Sun servers and had reached capacity. At the same time, management had decreed that the IT organization needed to keep up with business growth, reduce emissions and costs, become more open, and become carbon-neutral by 2010. The solution: to consolidate 200 Sun servers down to just one IBM System z10 mainframe running Red Hat Enterprise Linux.

Key benefits:

- Reduced power consumption by nearly 40 percent; heat output by 33 percent; and the data center footprint by 30 percent
- Leveraged one administrator to manage 100 virtual servers
- Deployed new environments in minutes, not days
- Will return a 20 percent ROI over life of platform

WHY SUN CUSTOMERS ARE MIGRATING TO RED HAT ENTERPRISE LINUX ON IBM HARDWARE

Market disruptions are creating significant risks for existing Sun customers. With the roadmaps for Sun Solaris and SPARC-based hardware not yet clearly defined by Sun’s new owner, Oracle, businesses that have standardized on the Sun platform find themselves uncertain of how to best plan their own IT futures.

Then there’s the issue of cost – which is intimately related to being locked into a particular vendor’s architecture. Because of the proprietary nature of the Sun platform, companies that have committed to it have by default limited their choices going forward and made themselves vulnerable to whatever pricing moves Oracle decides to make.

A number of factors are making migration a top-of-mind issue for scores of businesses. Among other drivers: aging servers that need to be replaced immediately; new application requirements that can’t wait until the Oracle/Sun roadmap is clearer; demands for increased performance and capacity from business units and users; and budgetary pressures such as directives to reduce licensing, management, and energy costs.

“Linux provides benefits that outweigh those of commercial and open source versions of Solaris in most environments.”

-Robert Francis Group, December 2009

Many companies are finding out that migrating to Red Hat® Enterprise Linux® running on IBM hardware provides the ideal answer to all these challenges.

- Lower total cost of ownership (TCO)
- More choices due to adherence to industry standards
- Broader and deeper partner community
- Greater market availability of skilled workers and relatively lower salaries
- The Benefits of Migrating from Sun to the Red Hat-IBM Platform

FAST FACTS

Sun Migration Trends

- Almost one-third of Sun-to-IBM assessments by IBM's Migration Factory were from Solaris to Linux on IBM servers.
- IBM had 500+ Sun wins in Sun accounts in 2009.
- Approximately 40 percent of IBM wins among Sun's top customers include Linux.
- IBM is adding an average of ten Sun customers every week.
- IBM doubled migrations from Solaris to Linux on IBM servers in 2009.

THE BENEFITS OF MIGRATING FROM SUN TO THE RED HAT-IBM PLATFORM

Lower TCO. You'll save costs across a broad range of parameters by migrating. First, there are the lower costs involved in licensing and deploying the operating system coupled with the reduced hardware expenses. Support is also less pricey – both from IBM and Red Hat, and from third-party providers. The same is true for employee education and training. Additionally, businesses can expect higher performance and run larger workloads on the IBM-Red Hat platform, making the overall cost of managing applications less than on Sun products. Finally, costs associated with system management and security management are greatly reduced.

More choices. Because you can run Red Hat Enterprise Linux across System x, System z, Power and BladeCenter systems lines, you get a broader range of platform architectures. Plus, the fact that Red Hat Enterprise Linux is based on industry standards means you have more flexibility going forward.

"[Oracle's] growing power, coupled with a surge in consolidation by other major players in the technology industry, has frustrated some corporate customers. They're concerned that Oracle's strategy is helping to stifle innovation and lock them into high prices" ... "Oracle has customers over a barrel."

- BusinessWeek, Sep. 14, 2009



A broader and deeper ecosystem. Businesses considering migrating away from the Sun platform have said that one of the key reasons is that the applications and third-party hardware they need today don't run on it – and that there's no guarantee that the products they'll need tomorrow will be available for it. Red Hat Enterprise Linux, alternatively, has a broad ecosystem of certified software applications and hardware platforms that offers expanded flexibility for customers.

More favorable human factors. As Linux gains global momentum, how easy will it be to find qualified and skilled technicians, administrators, and analysts for Solaris and SPARC at a reasonable cost? Those are simply not concerns with the IBM-Red Hat platform.

IBM AND RED HAT: MORE THAN A DECADE OF CLOSE COLLABORATION

IBM and Red Hat have been partners for more than a decade, collaborating and supporting each other in delivering value and innovation to joint customers around the world. Both companies are committed to open source in general and Linux in particular. Red Hat is the single largest contributor to the Linux kernel in the world, and IBM is the largest hardware contributor, according to the Linux Foundation. And because IBM hardware can come pre-loaded with Red Hat Enterprise Linux, you can choose one-stop shopping that includes IBM support contracts for both the hardware and the operating system. Or, if you prefer, you can purchase Red Hat Enterprise Linux independently and receive support directly from Red Hat.

“The popularity of Linux has created a larger supply of administrators, driving down their average cost without affecting a company's ability to find highly qualified individuals. It has also helped create an active and helpful community of users, developers, and commercial backers that have given the platform a great deal of momentum.”

Proven performance. Red Hat Enterprise Linux is tuned to support the built-in performance, reliability, availability, and serviceability capabilities of IBM hardware.

Solid security. Both IBM and Red Hat stay on the leading edge of security innovations such as SELinux with dedicated in-house development teams.

Migration assistance. Reduce migration risks with Red Hat Consulting and the IBM Migration Factory.

Lower TCO. Red Hat Enterprise Linux capitalizes on virtualization, consolidation, and scalability capabilities across IBM hardware.

For further information, visit www.redhat.com/ibm or contact us at ibm_sales@redhat.com.

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