

BALANCE I.T. INNOVATION AND COST FOR STATE AND LOCAL GOVERNMENT

Build and deliver modern services with Red Hat

BROCHURE

SUCCESS STORIES

A collaborative nonprofit initiative, Massachusetts Open Cloud (MOC), established reliable, cost-effective storage for research data with Red Hat.

Read the press release: [redhat.com/en/success-stories/massachusetts-open-cloud](https://www.redhat.com/en/success-stories/massachusetts-open-cloud)

Atos helps UK government agencies share information securely, in near real-time, with a cloud solution created with Red Hat technology.

Learn more at: [redhat.com/en/success-stories/atos](https://www.redhat.com/en/success-stories/atos)

By switching from a proprietary solution to an open source platform, the State of Tennessee can add new services faster, at lower cost.

Learn more at: [redhat.com/en/success-stories/state-tennessee](https://www.redhat.com/en/success-stories/state-tennessee)

BALANCE I.T. INNOVATION AND COSTS

According to the Center for Digital Government, public sector CIOs rank budget, cost control, and fiscal management as their top business concerns.¹ However, state and local governments must balance these concerns with achieving citizen satisfaction through efficient services. Citizens increasingly expect to interact instantly with government online—not in-person by waiting in line. Additionally, government CIOs and managers need access to growing volumes of data—stored in different environments—to make informed business decisions.

To achieve balance between IT cost and performance, government IT teams are seeking modern application environments that private sector organizations use to automate repetitive work, freeing staff and financial resources to focus on innovation. However, unlike many private sector organizations, government IT must meet strict security and compliance requirements.

Enterprise open source solutions offer cost-effective yet high-performance IT and computing capabilities, backed by robust security and support services. Subscription-based products and technologies from Red Hat help government organizations reduce IT operations and maintenance costs while offering expert services and military-grade security features that community-supported open source projects may lack. With these capabilities, state and local governments can quickly, cost-effectively launch and update services to meet citizen demand and improve efficiency.

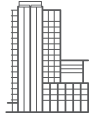
ENTERPRISE-GRADE OPEN SOURCE SOLUTIONS FROM RED HAT

Red Hat packages the best innovation from open source communities with the security and performance capabilities required for critical government services. Take advantage of more than 15 years of experience in the public sector to meet your business demands with technology. Government organizations in all 50 states use Red Hat® software to build, update, secure, and manage applications—from Medicaid management to criminal justice systems to enterprise resource planning (ERP).

- **Pay less for software.** Commercially supported open source costs significantly less than proprietary software licenses and support.²
- **Store massive volumes of data.** Easily scale and manage any volume and type of data with software-defined storage. Automate data retention policies by defining rules that can be easily changed as policies or regulations evolve. Software-defined storage can be deployed on industry-standard hardware to further reduce IT costs.
- **Easily move applications to the cloud.** Free IT staff from routine server or storage provisioning by offering Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS) capabilities. Departments can use these self-service resources to quickly provision servers for new projects without delays.

¹ "Navigating Government's Digital Transformation." Center for Digital Government. 2017. <https://www.redhat.com/en/resources/center-for-digital-government-digital-transformation-ebook>.

² "The value of standardizing on Red Hat infrastructure solutions." Red Hat. 2016. <https://www.redhat.com/en/resources/value-of-standardizing-red-hat-infrastructure-solutions>.



ABOUT RED HAT

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to provide reliable and high-performing cloud, Linux, middleware, storage, and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As a connective hub in a global network of enterprises, partners, and open source communities, Red Hat helps create relevant, innovative technologies that liberate resources for growth and prepare customers for the future of IT.

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- **Avoid vendor lock-in.** By migrating existing applications to an open application platform, you can deploy in on-premise, public cloud, or hybrid cloud environments from your choice of vendor. With open source solutions, proprietary licensing fees are eliminated.
- **Modernize application development.** Become more agile with modern application development and deployment approaches. Continuous integration and continuous deployment (CI/CD) methods let developers work incrementally to release and update applications and services more frequently as needs change.
- **Adopt a mobile-first policy.** A new generation of citizens prefers interacting with government using mobile devices, such as smartphones and tablets. Open source development tools help government IT quickly build secure mobile apps by reusing code and other resources.
- **Expand citizen service access.** Build web portals where residents can securely access services and interact with government—for example, to check eligibility for healthcare insurance and childcare benefits, pay parking fines, or apply for business licenses—without time-consuming in-person visits.

THE BENEFITS OF A RED HAT SUBSCRIPTION

Red Hat's annual subscription-based model offers unique benefits not available from proprietary software or community-based open source projects, including:

- **Enterprise-grade security.** Red Hat solutions meet stringent federal, state, and local security requirements, including Health Insurance Portability and Accountability Act of 1996 (HIPAA), Federal Information Processing Standard (FIPS) 140-2, Common Criteria, and other standards. See the full list at [redhat.com/en/technologies/industries/government/standards](https://www.redhat.com/en/technologies/industries/government/standards).
- **Lower costs.** Red Hat subscriptions cost significantly less than proprietary software licenses and support contracts.³
- **Deployment flexibility.** Deploy applications on-premise or in the cloud—on bare metal, virtual machines (VMs), or containers. Red Hat product subscriptions can be used wherever you host your IT environment.
- **Expansive partner ecosystem.** Work with a broad network of system integrators, original equipment manufacturers (OEMs), resellers, and state contract holders to access integrated, co-engineered, and certified IT solutions.
- **Hands-on, mentoring-based training.**
 - Learn modern application development techniques at Red Hat Open Innovation Labs, a 4-6 week immersive residency hosted in our offices or on-site at your location.
 - Get advice, tools, and best practices for modernizing your datacenter in the Red Hat Consulting modernization offerings.

LEARN MORE

Find out how Red Hat products and services could help your government organization adapt to changing demand and keep pace with technology innovation at [redhat.com/government](https://www.redhat.com/government).

³ "The value of standardizing on Red Hat infrastructure solutions." Red Hat. 2016. <https://www.redhat.com/en/resources/value-of-standardizing-red-hat-infrastructure-solutions>.