

Service Provider Solution Spotlight

# Kubernetes for Cloud Service Providers with Red Hat OpenShift

An enterprise-ready Kubernetes solution to modernize applications

## Executive Summary

Kubernetes for Cloud Service Providers with Red Hat OpenShift offers our service provider partners a validated solution that enables them to build a Container as-a-Service (CaaS) or Platform as-a-Service (PaaS) offering.

## SP Solution Spotlight

Red Hat OpenShift is one of the leading enterprise Kubernetes platform in the market. Running Red Hat OpenShift as a managed service reduces operational complexity, helping developers build, launch and scale valuable applications faster.

## Key Takeaways

What are the benefits?

**70%**

Struggle adopting Kubernetes due to skill shortages<sup>1</sup>

**3x**

More new features released when using OpenShift<sup>2</sup>

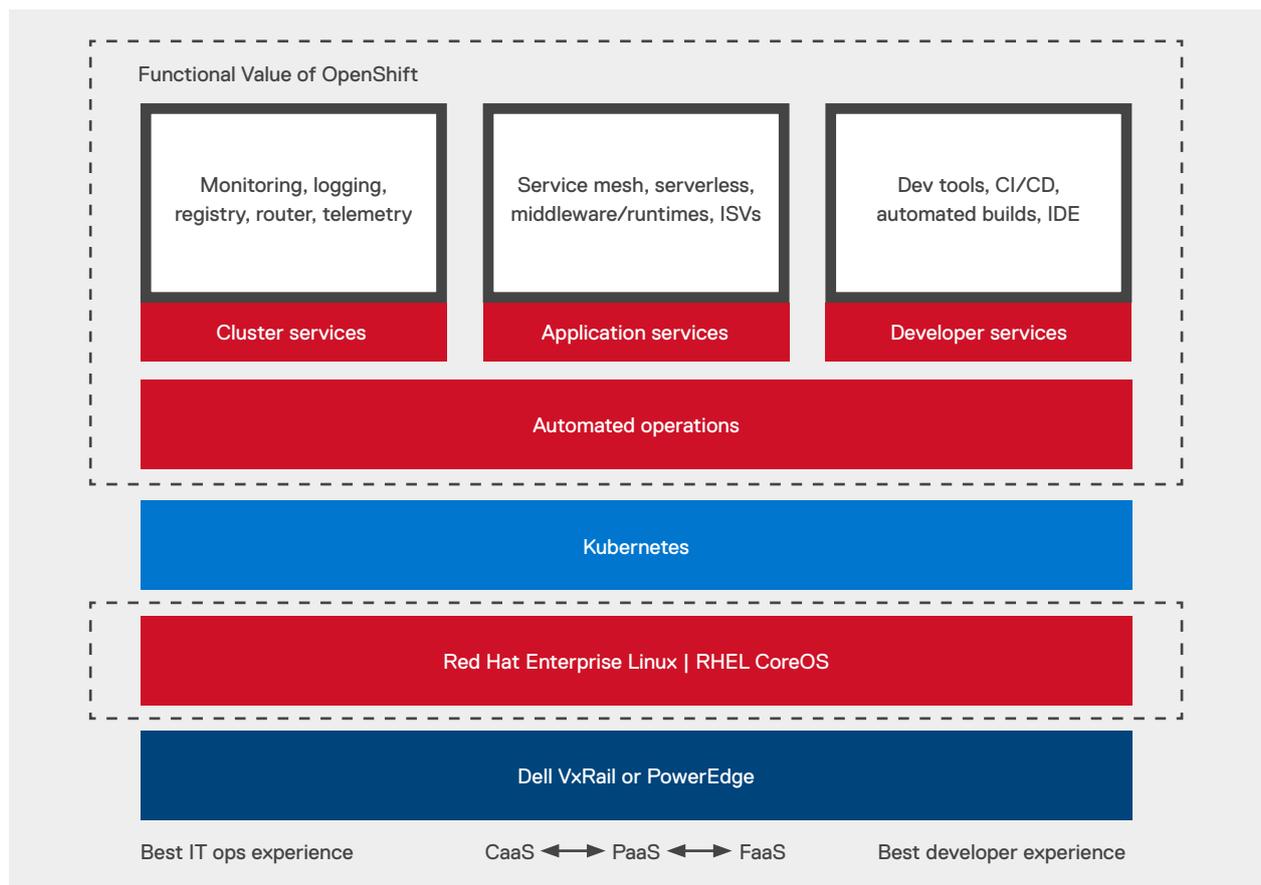
**42%**

Fewer unplanned outages when using OpenShift<sup>2</sup>

**92%**

Less unplanned downtime using VxRail<sup>5</sup>

## Kubernetes for Cloud Service Providers with Red Hat OpenShift Solution Architecture



## Service Provider Solution Spotlight

Dell Technologies collaborates with Red Hat to implement OpenShift in multiple delivery modes and deployment models.

Kubernetes for Cloud Service Providers (CSP) with Red Hat OpenShift enables Service Providers (SP) to offer various services to their customers, including Kubernetes as-a-Service, PaaS and fully managed OpenShift environments.

Built on VxRail, the solution provides a quick time to market while minimizing operational cost and downtime.

SP Features	Dell Technologies
<b>Achieve value faster</b>	Deploy applications in minutes and scale as needed to focus on innovation, not infrastructure.
<b>Improve application lifecycle security</b>	Decrease your operational risk by shifting security left and automating DevSecOps and protecting application workloads at runtime.
<b>State-of-the-art infrastructure</b>	The solution is validated on VxRail, the leading and most reliable hyperconverged platform in the market.
<b>Data sovereignty &amp; control</b>	A service provider can offer the solution in the customer's data centers, ensuring the customer has control over their cloud-native applications and data.
<b>Access to expertise</b>	Cloud-native application development is complex. Enterprises can take advantage of the latest expertise by consuming the development platform as-a-service.
<b>OPEX consumption</b>	Transform the application infrastructure from an expensive CAPEX outlay into a predictable OPEX item.

### Why choose Dell Technologies?



#### Time to market

Faster time to market with a validated solution.



#### Partnering for success

Global Alliances partner program – designed to drive your success.



#### Unlock innovation

70% more productive IT teams with VxRail<sup>5</sup>.



#### Operational freedom

Up to 452% 5-year ROI on VxRail's simple operations and reduced risk<sup>3</sup>.



#### Multiple use cases

Offer both CaaS and PaaS with a single platform.

Learn more about Kubernetes for Cloud Service Providers with Red Hat OpenShift in the [Partner Portal Knowledge Center](#)

Contact a Dell Technologies expert at [cocreate@dell.com](mailto:cocreate@dell.com)

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<sup>1</sup> StackRox: State of Container and Kubernetes Security (2020)

<sup>2</sup> IDC: The Business Value of Red Hat OpenShift (2021)

<sup>3</sup> IDC: The Business Value of Dell EMC VxRail and VMware Cloud Foundation on Dell EMC VxRail (2020)