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The Navigator for Enterprise Solutions

RED HAT SPECIAL

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20 Most Promising Red Hat Solution Providers 2015

Hybrid IT is becoming the 'new norm' in today's enterprise landscape. In such a scenario, organizations of all sizes across the industries are orchestrating their daily business operations to cope with changing and increasing demands on the business, and at the same time adapting plans to counter interruptions raised by unanticipated resource changes. The way to achieve this lies in orchestrating a stable and trusted server infrastructure platform like the one offered by Red Hat. Being a leader in open source platforms, Red Hat is providing the exclusive open source model, supplying enterprise computing solutions across physical, virtual and cloud environments that reduce costs and improve performance, reliability and security.

Red Hat is especially providing an Enterprise Open Stack platform to curate all the IT demands by delivering the next-generation core IaaS and secondary IaaS+ infrastructure for private and public clouds. In addition, Red Hat also delivers Open Shift Platform which is empowering developers to work efficiently.

In the near future, trends like application development along with OpenStack consolidation and the rise of the software-defined datacenter as well as application container infrastructure are expected to drive enterprise operations. Many organizations in partnership with Red Hat are jointly engineering enterprise grade solutions based on OpenStack and OpenShift, to help customers move to and deploy highly scalable technology.

In this scenario, to help CIOs find the right Red Hat Solution Providers for their enterprises, a distinguished panel comprising of CEOs, CIOs, VCs, analysts including CIOReview editorial board reviewed the top companies in the Red Hat space, and shortlisted the ones that are at the forefront of tackling industry challenges. In this edition of Red Hat special, we bring to you "20 Most Promising RedHat Solution Providers of 2015" featuring the companies creating an impact in the Red Hat sector.

Mainline Information Systems

recognized by CIOReview magazine as



The annual listing of 20 companies that are in the forefront of providing Red-Hat solutions and impacting the marketplace.

Pradeep Shankar
Editor-in-Chief
CIOReview

Company:

Mainline Information Systems

Key Person:

Jeff Dobbelaere,
Vice President
Troy Webb,
Strategic Alliance Director

Website:

www.mainline.com

Description:

A company offering comprehensive technology solutions encompassing server, storage, software, application solutions, services, and financing.

Mainline Information Systems

Transforming Businesses with a Consultative Approach

Data centers are evolving and developing at a fast pace to meet the demands and complexities imposed by increasing business requirements. The biggest business challenge is to keep up with the rapid speed of change in both available data and business requirements. It is no longer acceptable to spend years designing a data application, or the infrastructure to run it. "The fast evolving landscape needs agility and here Red Hat is providing the open source model supplying enterprise computing solutions across physical, virtual and cloud environments that reduce costs and improve performance, reliability and security," says Jeff Dobbelaere, VP, Mainline Information Systems.

Mainline offers comprehensive technology solutions encompassing server, storage, software, application solutions, services, and financing. The company has been a partner with Red Hat for a long time and thoroughly trusts in the organizations' ability to

deliver the best of breed solutions. As the IT infrastructure gets more complex and technologies such as cloud and

is stand up services or moving existing workloads from legacy environment to next generation Linux platforms.

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Red Hat gives the ability to deliver on many different hybrid clouds solutions using standard software from open stack

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virtualization get integrated with legacy systems, it is only natural that inefficient infrastructures struggle to support market shifts. By tending to these data center optimization challenges head-on, one can guarantee that the frameworks runs at peak performance and, in turn, has the capacity to relieve or postpone huge IT foundation overhauls. "Customers face difficulty while choosing a perfect solution. In an open and scalable fashion, Red Hat gives the ability to deliver on many different hybrid clouds solutions using standard software from open stack," adds Dobbelaere.

One Mainline's clients had a very complex data retention requirement based on regulatory compliance and were using solution upfront with on premises storage and management, which resulted in a lot of investment. Mainline came with a cloud object storage provider to move the data, providing better redundancy and replication between data center and the cloud provider, they moved from a capex to opex model. As a result, the customer only needed to focus on the business requirements and leverage the data for the growth of the organization.

On the other hand, the Mainline end-to-end IT Services Delivery Model is helping the company to establish itself as a solution provider and value added reseller, providing the customers with the best service. The company keenly follows four-step process for their delivery model - assess, procure, implement, and manage. "We help in advising, strategizing and technically evaluating a client's line-of-business objectives, then implementing the appropriate solution and making sure to remotely support and administer the same keeping in mind that we develop the solution to get the client from one point to another," delineates Troy Webb, Strategic Alliance Director, Mainline. They also offer professional services to help the customers migrate whether it

Owing to their partnership with Red Hat, Mainline makes it a mission to update their technical team on the latest product offering from Red Hat as well as all other partners. The company also takes time to understand each individual's business objectives, exploring the existing infrastructure, client pain points and expectations as well as focusing on the processes underpinning the organization.

Mainline is foreseeing tremendous opportunity in the emerging trends such as cloud, analytics, mobility, social and security as these consistently want the attention of businesses and business units. "We have hired people to focus on these areas, as clients want the latest technology but in a pocket friendly manner." concludes Dobbelaere. CR



Jeff Dobbelaere