

# Piros.



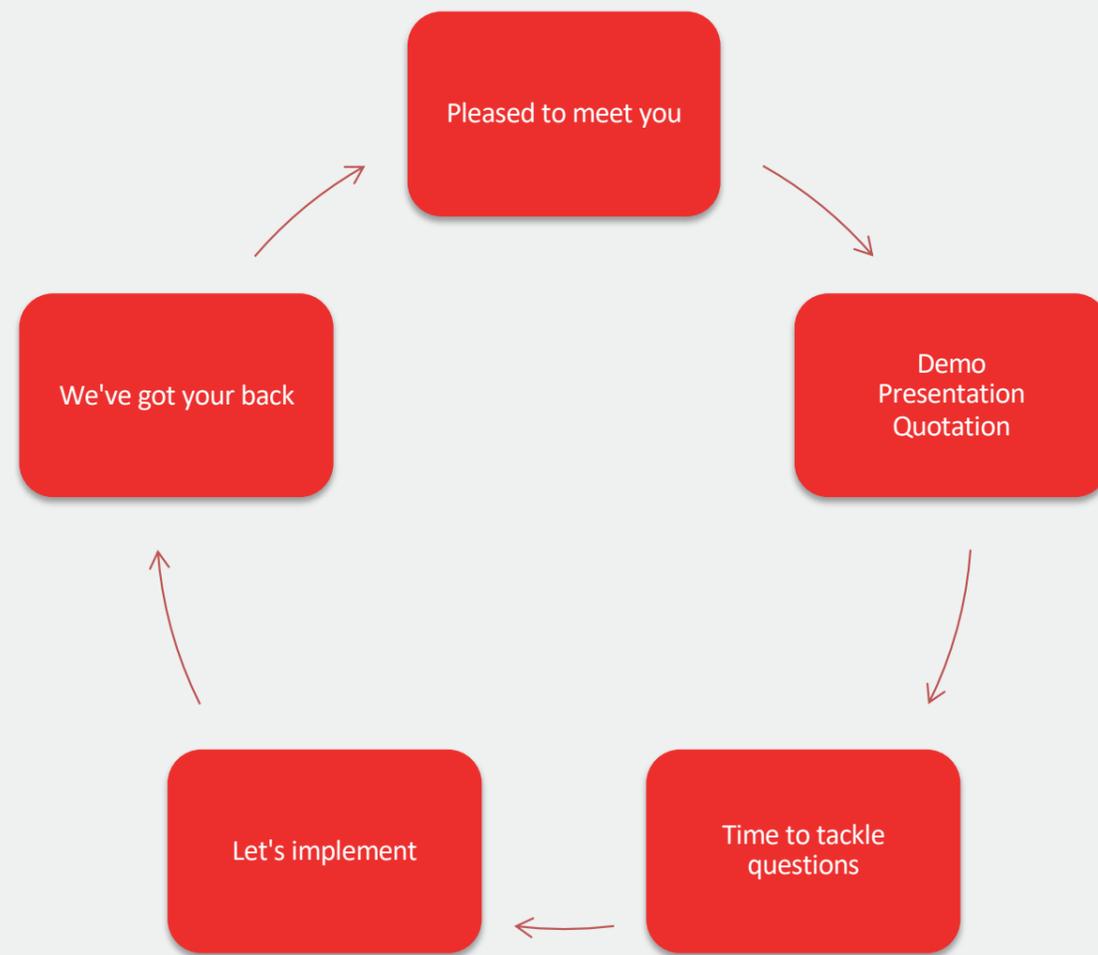
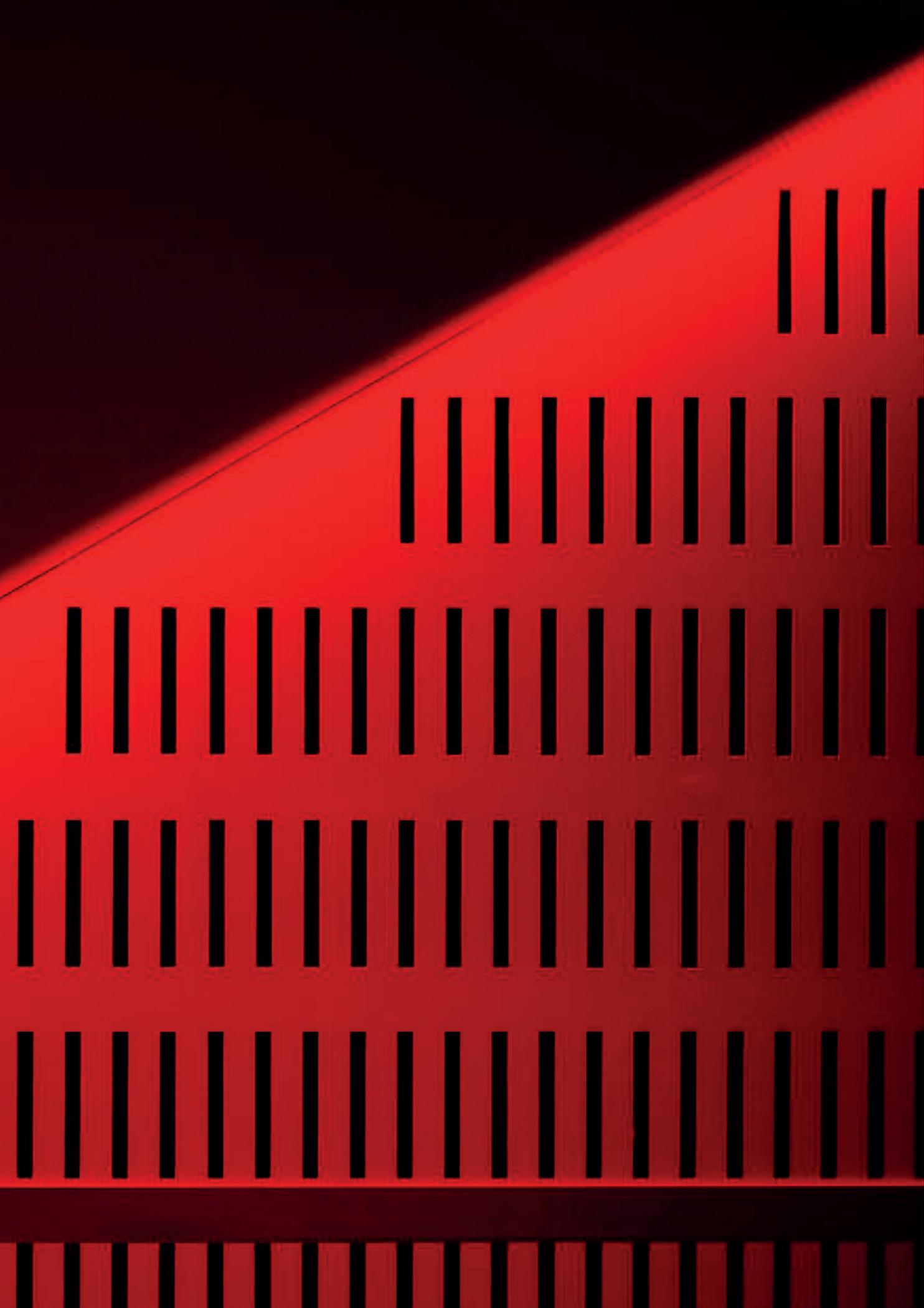
**Premier**  
**Business Partner**  
Solution Provider  
Datacenter infrastructure  
Middleware solutions  
Cloud infrastructure



**Premier**  
**Business Partner**  
Solution provider  
Container platform specialist



**Advanced**  
**Business Partner**  
Certified Cloud and  
Service Provider



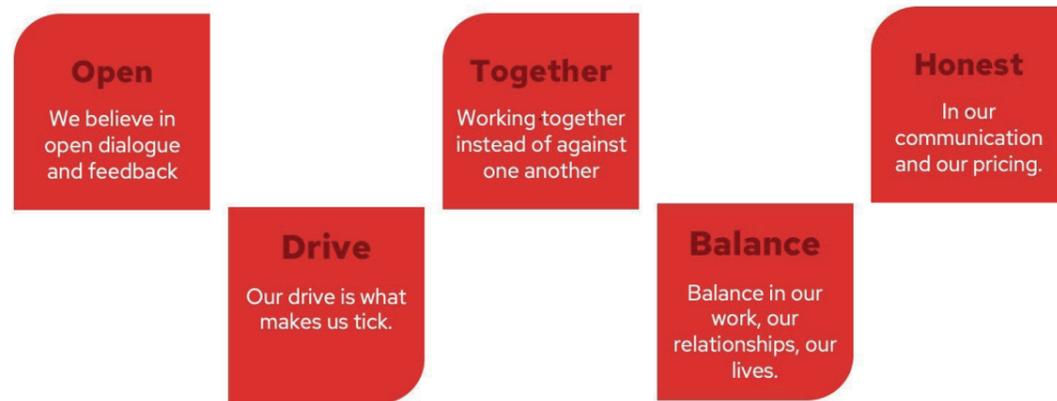
## PLEASED TO MEET YOU, WE ARE PIROS

Do buzz words such as IT 2.0, mode 2 IT, DevOps make your head spin rather than excite you? Let us explain to you what this digital transformation is all about. We can't wait to show you this from **both a technical point of view and a managerial approach**.

During every step of your digital transformation journey, we support you with our knowledge and expertise. **From analysis to design, implementation, and aftercare.**

Another number in the queue? **Thanks, but no thanks.**

Our staff works closely with you and offers **full transparency** throughout the process – from planning to execution. You'll never feel alone when working with Piros because we care about your success as much as ours!



We are proud to say that we are the first and the only IT provider in Belgium that **covers the full Red Hat portfolio.**

The choice to work exclusively with Red Hat is well considered. Our staff tackles any challenge, as they have become true Red Hat enterprise open source experts throughout the years.

Welcome at Piros! Discover what we can be of service with.



## TABLE OF CONTENTS

<b>PLEASED TO MEET YOU, WE ARE PIROS.....</b>	<b>5</b>
<b>HYBRID CLOUD INFRASTRUCTURE.....</b>	<b>9</b>
RHEL.....	9
CEPH.....	9
<b>CLOUD-NATIVE DEVELOPMENT.....</b>	<b>10</b>
OpenShift.....	10
Managed cloud.....	10
<b>IT AUTOMATION &amp; MANAGEMENT.....</b>	<b>11</b>
Ansible.....	11
Satellite.....	12
Insights.....	12
<b>INTEGRATION.....</b>	<b>13</b>
3scale.....	13
Fuse.....	13
AMQ.....	13
<b>STRATEGY WITH DEVOPS.....</b>	<b>14</b>
DevOps & Agile training.....	14
Executive briefings.....	14
Discovery sessions.....	14
<b>TRAINING.....</b>	<b>15</b>
<b>PARTNERSHIPS.....</b>	<b>16</b>
SAP.....	16
Zabbix.....	16
SAS.....	16
Nutanix.....	17
Couchbase.....	17
<b>LICENSING.....</b>	<b>17</b>



## HYBRID CLOUD INFRASTRUCTURE

With an experience spanning three decades, Piros is your partner of choice when it comes to reliable Open Source solutions for your datacenter. As IT advances, we help you both modernize your infrastructure and save time and money to maintain it all. Our vendor of choice is Red Hat.

### RHEL

Red Hat Enterprise Linux is the world's leading enterprise Linux platform, certified for many clouds and hardware & software vendors. Red Hat Enterprise Linux supports specific use cases such as edge computing or SAP workloads, but every subscription includes the following core benefits:

- Security resources
- Partner ecosystem
- Supported life cycles
- Product roadmaps
- Proactive analytics (Red Hat Insights)
- Automation & management
- Install & migration tools
- Security & compliance
- Consistent performance

### CEPH

Ceph® Storage is an open, massively scalable, simplified storage solution for modern data pipelines. It is engineered for data analytics, artificial intelligence/machine learning (AI/ML), and emerging workloads. CEPH delivers software-defined storage on your choice of industry-standard hardware.

With Red Hat Ceph® Storage, you can:

- Scale your operations and move to market faster.
- Bridge the gaps between application development and data science.
- Gain deeper insights into your data.

## CLOUD-NATIVE DEVELOPMENT

### OpenShift

Cloud brings computing power, storage, and network systems to users on demand. Cloud infrastructure must be elastic to support your organization where traditional, on-prem datacenter resources can't.

Our technology of choice is Red Hat OpenShift, as we are convinced that Red Hat OpenShift is the only mature vendor agnostic container platform that allows true and seamless hybrid cloud infrastructure.

We are happy to help with your move to the cloud, not only from a technical perspective, but also from a strategic and managerial stance. If you are stuck with your migration or with setting up your OpenShift environment, we audit your environment and advise you on best practices. Our staff is eager to maintain your OpenShift environment for you, for a completely worry-free experience. And we regularly organize hands-on labs, where you get a grasp of the many features of OpenShift. Customized (on-site or virtual) trainings are possible too.



### Managed cloud

Do you want to build modern applications quickly and securely without having to build container platform yourself? Whether you want to run a single container or a large cluster, QUBR works out the solution that suits you best. No matter where you want to run your container platform -on-prem, in the public cloud or hosted by us- the solution is tailored to your needs. Enjoy worry-free application modernization!

**Cloud-native development platforms**  
QUBR's agile cloud-native development environments give you the power to build, test, and deploy in both public and private clouds.

**From legacy to modernized**  
We offer a full spectrum of services for architectural modernization. We'll help you design your

cloud-ready application, migrate your data, connect you to new infrastructure, and much more.

**Fit for all sizes**  
Whether you just want to run a single container or need a complex custom environment.

**Fully managed**  
Completely worry-free! We handle all the heavy lifting for you - from development to deployment to support. You just focus on building awesome applications instead of managing legacy systems that are difficult to upgrade.

**No stress**  
Does something go wrong after all? Call us 24/7! That's worry-free too.

## IT AUTOMATION & MANAGEMENT

With its holistic approach IT automation helps you get rid of repetitive, manual processes, allowing teams to be more productive, reducing errors and improves collaboration.



### Ansible

We have a ton of experience with IT automation tracks, with a clear focus on Red Hat® Ansible® Automation Platform. Red Hat® Ansible® Automation Platform is the foundation to build and operate automation across your organization. The platform includes all the tools to implement enterprise-wide automation.

You can use IT automation for provisioning, configuration management, orchestration, application deployment, security, and compliance.

We regularly organize hands-on labs, where you get a grasp of the many features of Ansible (Tower). Customized (on-site or virtual) trainings are possible too.

## Satellite

Red Hat® Satellite is an infrastructure management product specifically designed to keep Red Hat Enterprise Linux® environments and other Red Hat infrastructure running efficiently, with security, and compliant with various standards:

- Simplify infrastructure management
- Implement your standard operating environment
- Scale your environment

## Insights

Red Hat® Insights continuously analyzes platforms and applications to predict risk, recommend actions, and track costs so that you can better manage hybrid cloud environments. Insights is included in almost every subscription to Red Hat Enterprise Linux®, Red Hat OpenShift®, and Red Hat Ansible® Automation Platform.

Focusing on areas of operations, security, and business, Insights proactively alerts administrators and stakeholders before an outage, security event, or overspending. By helping teams stay ahead of critical operational issues, Insights frees up resources to focus on the delivery of new features and innovation.



Premier

Business Partner  
Solution provider

Automation  
platform specialist

## INTEGRATION

Digitalization is the latest factor that drives application integration to a higher level. High volumes of API calls are to be processed for new digital initiatives. The overall hybrid IT landscape needs to interact and integrate in a smooth and stable manner, supporting a timely evolution of front- and back-end business processes.

### 3scale

Cloud-native development made simpler and more flexible! Application programming interfaces (APIs) are key to agile integration and delivering business value in a digital world. It supports innovation, enables cross-enterprise agility, and creates new products and revenue streams. Red Hat® 3scale API Management makes it easy to manage your APIs. You share, secure, distribute, control, and monetize your APIs on an infrastructure platform built for performance, customer control, and future growth. You place 3scale components on-premises, in the cloud, or on any combination of the two.

### Fuse

Red Hat Fuse, based on open source communities such as Apache Camel and Apache ActiveMQ, is part of an agile integration solution. Its distributed approach allows teams to deploy integrated services where needed. The API-centric, container-based architecture decouples services so that they can be created, extended, and deployed independently.

### AMQ

To respond to business demands quickly and efficiently, you need a way to integrate applications and data spread across your enterprise. Red Hat® AMQ, based on open source communities such as Apache ActiveMQ and Apache Kafka, is a flexible messaging platform that delivers information reliably. It enables real-time integration and connects the Internet of Things (IoT).

Together with our colleagues of Redify, we help you implement the most advanced API Management and Hybrid Integration Platforms that form a foundational layer for your digital transformation, realizing an API and event driven interaction between all your platforms and applications.

Being the first Red Hat partner in Belgium to actively roll out RHEL (Red Hat Enterprise Linux), we know how to provide reliable open platforms that help expose and secure your API's and link your heterogeneous application landscape.

## STRATEGY WITH DEVOPS

Do buzz words like IT 2.0, mode 2 IT, DevOps make your head spin rather than excite you? Let us explain why DevOps is the way to go, and what DevOps is all about. We do this from both a technical point of and a managerial approach.

We organize on-site training that introduces all stakeholders, from the IT department to the business units, in the wonderful world of Agile development without writing a single line of code. These workshops are the ideal starting point for your journey towards adopting Agile methodologies.

### DevOps & Agile training

- Using **Lego**, our experts introduce you to Agile methodologies in half a day.
- **Navigate** is an experience-driven framework that helps you understand, plan, and move towards a successful adoption of Red Hat technologies. A Navigate engagement, offered by Red Hat Consulting, aligns your existing and future strategy goals with your current technology to create a plan for optimizing your approach and accelerating your time to value. When using the Navigate framework, experienced Red Hat architects run a series of workshops covering technical and business areas, which are critical for realizing the adoption and subsequent value of innovative technology.

### Executive briefings

We happily talk to executives to convince them of the advantages of Agile methodologies for your organization from a non-technical point of view.

### Discovery sessions

The purpose of a Discovery Session is to make you as a company think about your business processes and IT landscape. How can you improve this? And how can Red Hat solutions contribute?

A discovery session only takes a few hours. We like to dig out:

- Who are you?
- What are your business goals?
- Can you share your challenges with us?
- What are your business outcomes?
- Etc.

In short, how can we support you and which Red Hat -or any other solution- suits your organization best?

## TRAINING

Nowadays, Red Hat Certifications are amongst the industry's highest valued proofs of expertise. They are practical by nature and require at least some professional experience before taking the exams. Preparing for these exams is easy with the vast range of Red Hat Training.

As a long-standing Red Hat Premier Business Partner, we are convinced that every team in your IT department will benefit from the right training. That's why we have become a Red Hat

Authorized Training Partner – Reseller. We assist you in finding the right training for your staff. And we will make sure that the training and certification journey runs as smoothly as possible.

Most of the Red Hat training programs are available in different delivery formats or tailored to meet your organization's specific needs. Don't hesitate to contact us for more information.

**Are you not sure which training to choose? Take the assessment first!**



## PARTNERSHIPS

Apart from the technologies and products mentioned on the previous pages, we also help you with other Open Source tools and technologies:

### SAP

Are you migrating or preparing to migrate to SAP HANA? In that case, it's good to know that SAP requires Linux as underlying operating system. Together with our colleagues from Flexso, we make the transition as smooth as possible.

Being the first Red Hat partner in Belgium to actively roll out RHEL (Red Hat Enterprise Linux) for SAP solutions (in an automated way) we have built an experience you can rely on. We are confident that Red Hat offers some benefits to SAP customers that no other vendor does.

Apart from the OS layer, Red Hat has a nice complementary product portfolio to extend your SAP HANA environment in a cost-effective way.

#### Additional SAP services

- SAP on Azure
- SAP on AWS
- SAP on Google

### Zabbix

Zabbix is a mature and effortless enterprise-class open source monitoring solution for network monitoring and application monitoring of millions of metrics.

It is an open source monitoring software tool for diverse IT components, including networks, servers, virtual machines (VMs) and cloud services. Zabbix provides monitoring metrics, such as network utilization, CPU load and disk space consumption.

The Zabbix monitoring tool is used to provide the

monitoring metrics and monitor the network utilization, consumption of disk space, and CPU load. The tool supports various operating system such as Mac OS, Solaris, Linux and many more. It uses a different database to store the data and monitor the applications.

Zabbix servers are very simple to deploy. They run on a Windows box, Linux box or even in Docker containers. They are very scalable and robust and don't need too many resources to run. Due to its open framework, you easily integrate Zabbix to other front end platforms like Grafana.

### SAS

Data is the raw material for your business processes. To increase business relevance or improve existing use cases, you work with data management and analytics software. With the unstoppable evolution towards the cloud, you prefer to run that software in the cloud. This allows your employees to work with the software from any location and on any device.

SAS, the renowned supplier of software for data management and analytics, is fully committed to cloudification. SAS cites Microsoft Azure as a

suitable platform, but if you prefer to choose an alternative, we are making that possible too. SAS has certified SAS Viya for Red Hat OpenShift, so we can offer an alternative to anyone who wants to use SAS without being dependent on Azure. This brings an interesting new option to the landscape. Organizations want to focus on the data, not on the platform. That's why we offer a complete OpenShift service – not just for its installation but also for its management.

### Nutanix

With the lowest TCO of any datacenter platform, Nutanix enables simple deployment, management, and scaling of OpenShift workloads. By bringing a cloud-like experience and consumption model to the datacenter or edge, the highly automated platform delivers new services in minutes and minimizes operational overhead.

The complete stack, with built-in data services like a full featured CSI for file and block storage, native S3 object storage, and an integrated multi-vendor

DBaaS, is a natural fit for customers that are ready to migrate business-critical, persistent workloads to Kubernetes.

Now with full support for OpenShift installer-provisioned infrastructure when combined with the Nutanix AHV hypervisor, you have the choice of not only underlying hardware but hypervisor as well. Simply put, when combined, Nutanix AOS and Red Hat OpenShift represent the best-in-class, full-stack solution for VMs, DevOps and container management.

### Couchbase

Couchbase is an award-winning distributed NoSQL cloud database. It delivers unmatched versatility, performance, scalability, and financial value across cloud, on-premises, hybrid, distributed cloud, and edge computing deployments.

As a key-value and document database that is memory first, Couchbase empowers developers to build responsive and flexible cloud, mobile, and edge computing applications that scale effortlessly.

- Flexible JSON schema for continuous delivery
- Easy, SQL-friendly query language for JSON
- Fully integrated SDKs for Java, .NET, Scala, Go, JavaScript, and Python
- Peer-to-peer-to-cloud syncing for mobile and edge computing

As a distributed scale-anywhere database, Couchbase guarantees consistent and dependable performance all day, every day, from the cloud to the edge for all users.

- Memory-first high-performance design
- Distributed ACID transactions
- Masterless, asynchronous, and geo-aware clustering
- Guaranteed availability via native replication and a distributed cloud-to-edge architecture

Couchbase's cloud database makes it easy to globally manage distributed clusters from a single console, elastically scale with a few clicks, and optimize services to match your workloads to your infrastructure. Couchbase's hyper-scalability improves price-performance as you scale.

- Control your data, clusters, services, and costs
- Exceptional price/performance across workloads
- Flexible per-cluster SLAs
- Multi-cloud, hybrid-cloud, cloud-to-edge

## LICENSING

In the open source world, they talk about subscriptions rather than licenses, as there is no intellectual property.

Piros is Red Hat Premier business partner, with the highest number of Red Hat specializations in Belgium. Read: you save money by optimizing your subscription pool with us!

Let us **assess** your existing subscription pool and make sure you are still using the optimal setup. We can even have you **save money**. And proactivity is king! That's why **we contact you** when a renewal is due so that you optimize your subscription pool where possible.