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RED HAT ENTERPRISE LINUX HELPS CUSTOMERS OFFER CLOUD-BASED SOLUTIONS

CUSTOMER SUCCESS 3-IN-1

	Adobe	**GENFARE**	**YaleNUSCollege**
COMPANY	Adobe	Genfare	Yale-NUS College
INDUSTRY	Technology	Logistics and transportation	Education
GEOGRAPHY	North America	North America	Asia Pacific
SOLUTIONS	• Red Hat® Enterprise Linux® (in the cloud and on-premise) • Red Hat JBoss® Middleware (on-premise)	• Red Hat Enterprise Linux • Red Hat JBoss Fuse • Red Hat JBoss Enterprise Application Platform • Red Hat Consulting	• Red Hat Enterprise Linux • Red Hat OpenStack® Platform • Red Hat CloudForms • Red Hat Cloud Infrastructure • Red Hat Satellite
SUCCESS SUMMARY	Adobe Systems wanted to offer its enterprise customers easy access to sandbox resources to evaluate and prototype solutions using Adobe products. Turning to the cloud, Adobe used Red Hat Enterprise Linux and Amazon Web Services (AWS) to not only deliver a sandbox solution, but also to offer customers a Software-as-a-Service (SaaS) option for deploying Adobe-based solutions.	Genfare, a leader in transit payment solutions, needed to transition from a hardware company to a software company. It developed Genfare Link, a cloud-based platform for fare management that uses Internet of Things (IoT) technology. Built on Red Hat solutions, Genfare Link's central data-processing functions reside in a virtual private cloud hosted by AWS.	Yale-NUS College, Singapore's first liberal arts college, needed to build new infrastructure from scratch. They decided to deploy a a new cloud. To address concerns over legal compliance, the team opted for a hybrid strategy of public and private clouds, the first installations of its type in the region.
BENEFITS	• Simplified deployment • Lowered total cost of ownership • Gained on-demand scalability • Accelerated time to value	• Improved competitive advantage with an innovative, cost-effective IoT offering • Achieved greater reliability and improved support with open source solutions • Gained revenue opportunities by adding a SaaS model that can help the company add new customers	• Gained flexibility to cope with changing demands • Integrated new hardware and systems faster • Simplified customization to adapt systems to different needs quickly • Reduced complexity so a smaller team can do more

TESTIMONIAL	*"We've seen a real change in attitude over the years—initially the cloud was new and frightening, but because our customers were comfortable and experienced with Red Hat, we were able to drive things forward that much more easily."*
	
	– MITCH NELSON
	  RECTOR OF MANAGED SERVICES, ADOBE SYSTEMS
		"With Red Hat's experience in the deployment of the AWS framework, our IT infrastructure was created at an accelerated rate."
		
		– TIM GIOMETTI, DIRECTOR OF ENGI-NEERING, GENFARE
			"Red Hat has an understanding of what we're trying to do and they have bent over backward to fit our unique needs. This solution has enabled us to maximize our IT systems' efficiencies."
			
			– PHILIP CHOI,
			  SENIOR MANAGER OF IT SERVICES, YALE-NUS COLLEGE

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