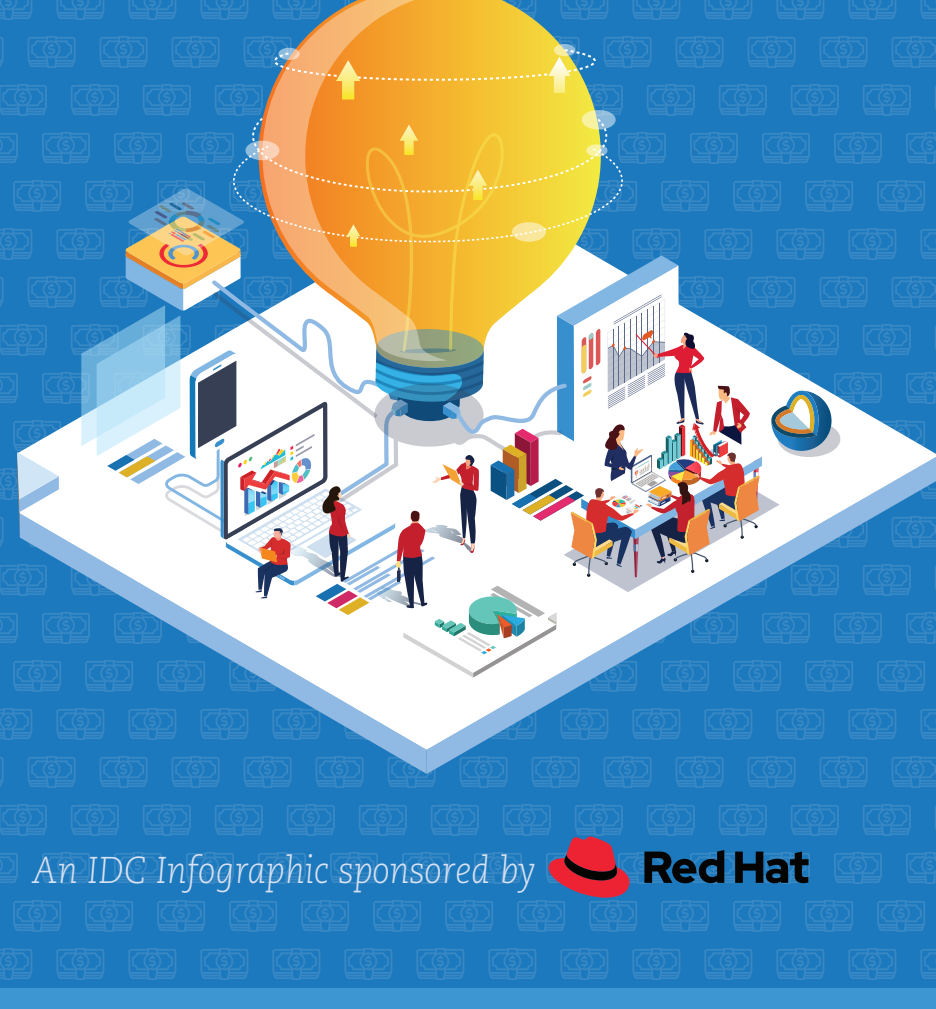
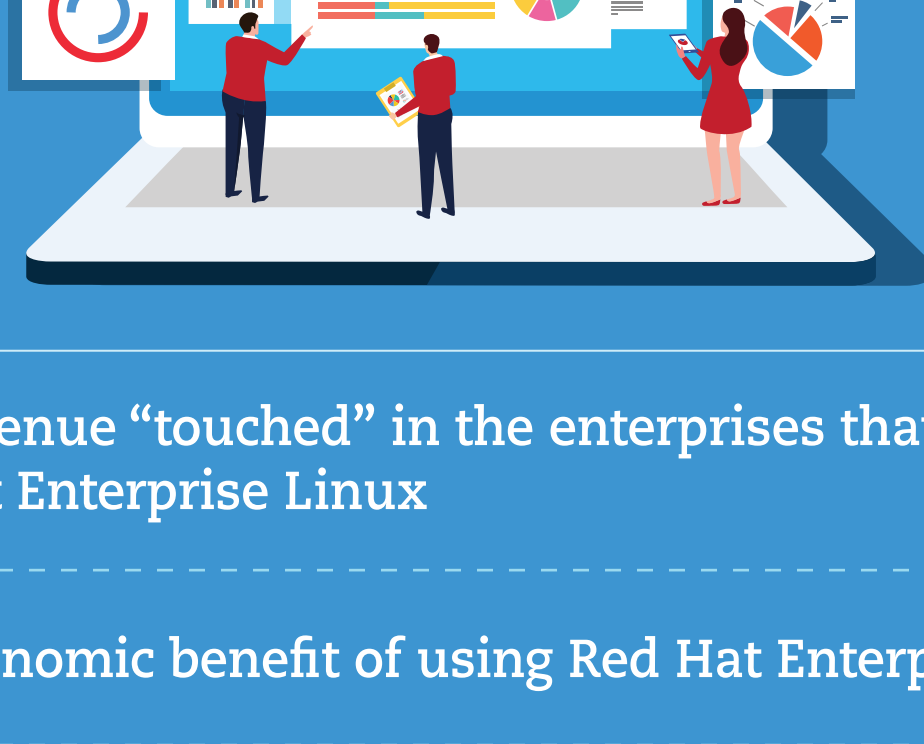


The Trillion-Dollar Impact of Red Hat Enterprise Linux



An IDC Infographic sponsored by Red Hat

IDC research has measured the economic impact of Red Hat Enterprise Linux (RHEL) in three areas:



- The revenue “touched” in the enterprises that use Red Hat Enterprise Linux
- The economic benefit of using Red Hat Enterprise Linux
- The size and reach of the ecosystem whose products and services sit on RHEL

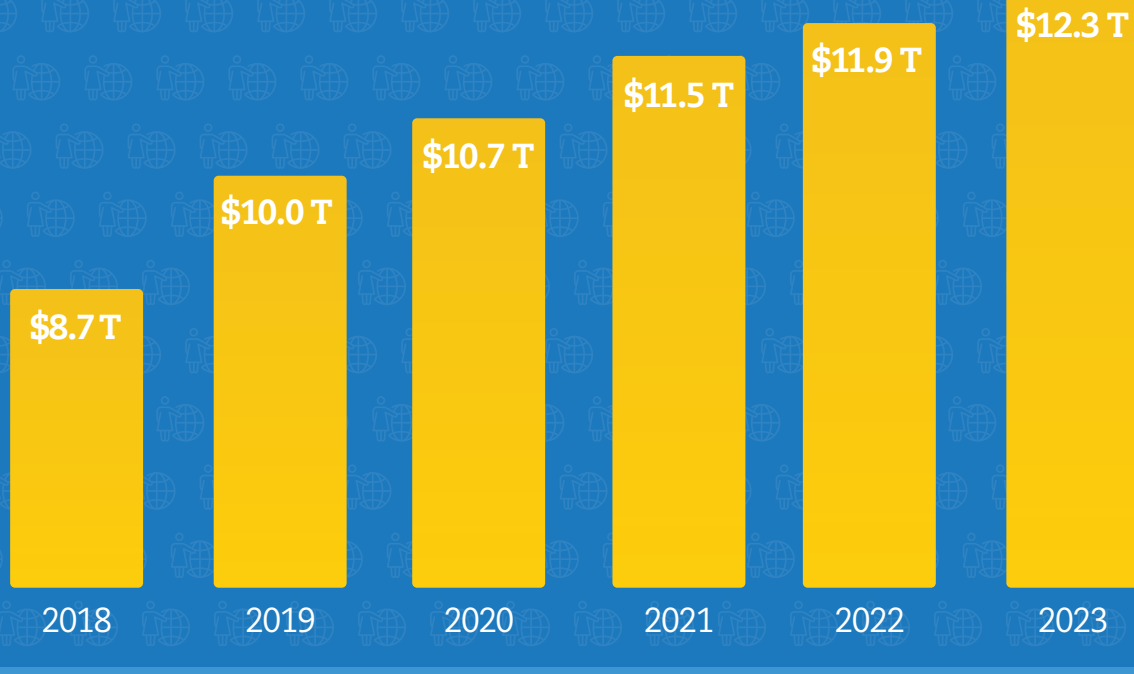
Following are highlights from IDC’s findings.

Revenue “touched” in the enterprises that use Red Hat Enterprise Linux

How much global business is touched by applications that run on RHEL?

Out of **\$188 trillion** of worldwide business revenue in 2019 **\$10 trillion** is touched by Red Hat Enterprise Linux

Global business revenues touched by RHEL:

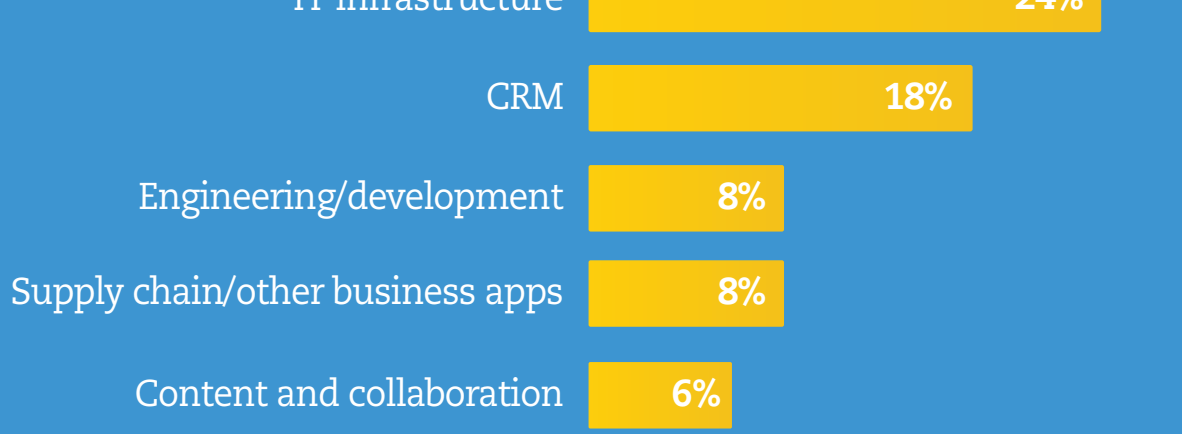


Largest Workloads Contributing to RHEL Footprint



- Enterprise resource management and production applications affect a huge portion of many enterprises’ expenses, which, in turn, are generally 70% or more of revenues.
 - 28% of RHEL’s impact comes from ERM & Production workloads.
- IT infrastructure — security, networking, servers, web services to customers and suppliers — permeate all companies with computers, touching both revenues and expenses.
 - 24% of RHEL’s footprint comes from IT Infrastructure (including web, VDI, security).
- Customer relationship management may touch some enterprises’ customers, but not all.
 - 18% of RHEL’s footprint comes from CRM.

Workload Contribution to Red Hat Enterprise Linux Footprint



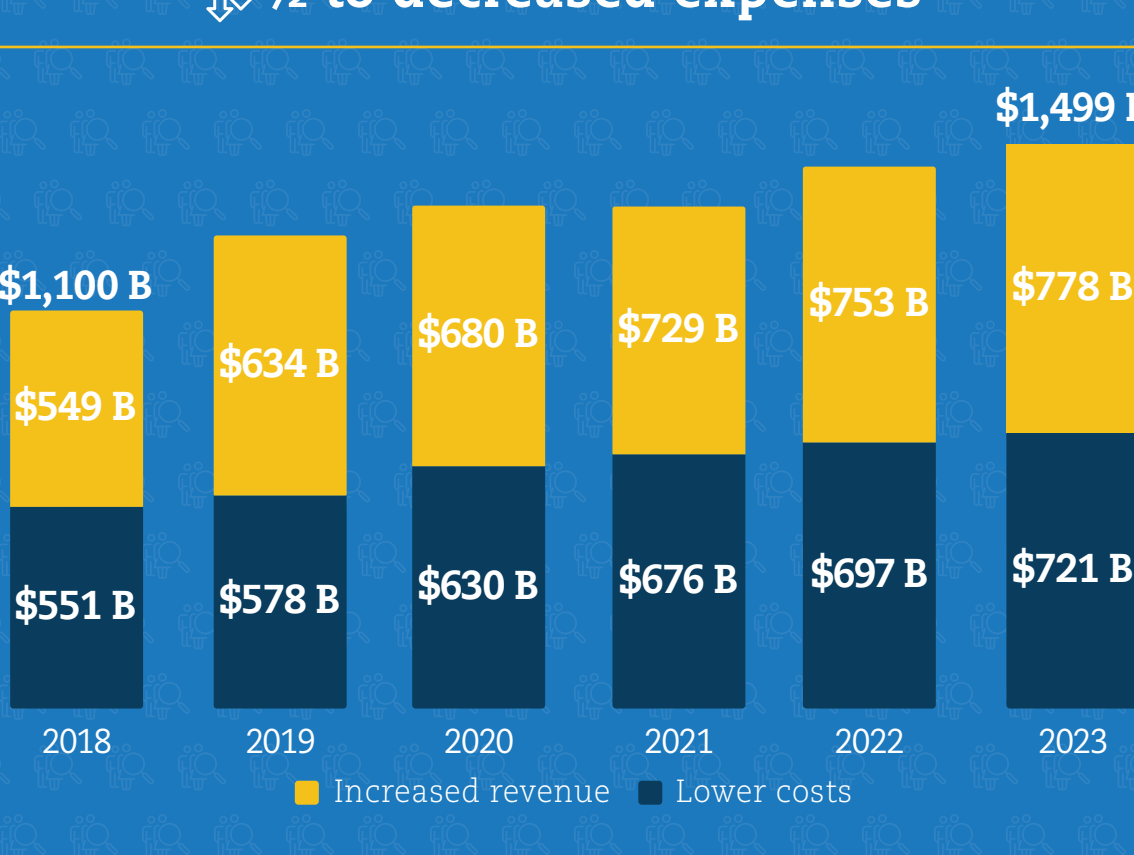
RHEL provided business benefits in each workload – an increase in revenues from using RHEL, a decrease in expenses, or an increase in employee productivity.

Economic Benefits of RHEL in Support of Business Activities

Does using Red Hat Enterprise Linux provide business benefit?

\$1.2 trillion-plus per year to customers in 2019 alone

- ½ to increased revenues
- ½ to decreased expenses



Included in the business benefits were **\$6.7 B** in direct economic benefits to the IT organization including:

- Reduced costs:**
 - The purchase cost of servers
 - The maintenance cost of servers
 - The cost of software running on servers
- Increased IT staff productivity:**
 - IT staff time managing servers
 - IT staff time doing routine IT tasks
 - Time to resolve support calls
 - Time to recover from unplanned downtime
 - Time to deploy new business apps
 - Time to upgrade mission critical apps

The Size and Reach of the Red Hat Enterprise Linux Ecosystem

What is the economic value of the hardware, software and services that are dependent on RHEL?

The RHEL ecosystem includes hardware, application software, application development software, support and ongoing IT services, associated business services, and third-party distribution running on or supporting RHEL.

Overall – the RHEL ecosystem is more than **20x larger** than Red Hat's corporate revenue.

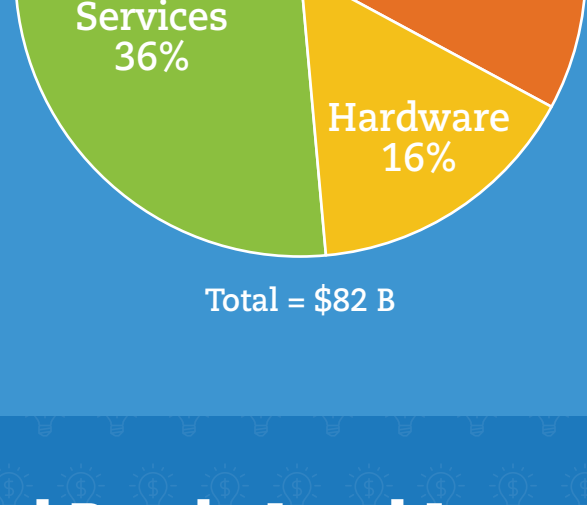
\$80-billion-plus of ecosystem revenue in 2019.

For every revenue dollar made by Red Hat in 2019, the ecosystem makes **\$21.74**.

Through 2023, net new ecosystem revenues will total more than **\$150 billion**.

900,000 people are employed by Red Hat and its ecosystem, powering 1.7 million IT professionals who work on Red Hat-enabled systems for a total of 2.6m in Red Hat-related positions 2019.

RHEL Ecosystem Revenues by Category, 2019



Global Reach, Local Investment

In 2019 regional organizations in the RHEL ecosystem will invest more than **\$47 billion** in their local economies

By 2023, local investment will grow to more than **\$69 billion**



For the full story, download the IDC white paper, **“The Economic Impact of Red Hat Enterprise Linux: Trillions—Yes, Trillions of Dollars,”** sponsored by Red Hat