

# Red Hat Launches OpenShift Startup Program

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*New program aimed at helping companies grow their businesses with Red Hat's award winning Platform-as-a-Service*

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced the launch of the OpenShift Startup Program. This free program uses OpenShift Online, Red Hat's public cloud application and development platform, to help startups build and grow their business.

With the OpenShift Startup Program, startups can take advantage of the benefits of a hosted cloud environment to launch their startup with less cost, more reliability, more flexibility, and quicker product iteration. Members will have access to OpenShift Online subscription benefits for development, testing, quality assurance, and production hosting. This includes award-winning Red Hat support and no software or program lock-in. As the startups grow their service, they have the option to move their service on-premise or on to their customers' private clouds powered by OpenShift Enterprise.

Additionally, the OpenShift Startup Program offers valuable networking opportunities. Select OpenShift Startup Program participants have the opportunity to be introduced to prospective clients, ranging from small businesses to Fortune 500 customers.

Additional OpenShift Startup Program benefits include:

- OpenShift promotional credit, enabling startups to launch their ideas
- Consultative support via Red Hat's OpenShift operations and marketing teams
- Access to Red Hat's award-winning Customer Experience and Engagement team
- Migration of service from public cloud to private cloud and on-premise installations
- Joint marketing and feature placement on OpenShift Marketplace for relevant services

Since its introduction, OpenShift Online has provided developers a cloud application platform with a choice of programming languages, frameworks and application lifecycle tools to enhance an enterprise's ability to build the applications it needs and have them run in a cloud architecture. OpenShift also provides a standardized and streamlined developer workflow to provision quickly, build efficiently and get apps to market faster - a necessity for organizations trying to scale their businesses.

Privately-held software startups developing a Software-as-a-Service (SaaS)-based product can apply for the OpenShift Startup Program here: <https://www.openshift.com/startup/apply>

Supporting Quotes

*Ashesh Badani, vice president and general manager, OpenShift, Red Hat*

"The average startup is moving at a fast and furious pace to get their business off the ground, but often gets bogged down in managing operations. By moving development into a hosted cloud solution - especially one with a free hosted tier like OpenShift - many of the typical server infrastructure pain points can be avoided. We want to make it easy for startups to benefit from the cloud, just as we do with our enterprise customers. That's why we created the OpenShift Startup Program - to support software startups and increase their chance of success by providing them with an application hosting infrastructure at a reasonable cost."

*Adam Klein, chief strategist, American Underground*

"We are excited to be working with OpenShift Startup program to provide innovative new startups special access to the OpenShift PaaS. Collaborating with Red Hat on OpenShift will enable our startups to focus on their code via the benefits of PaaS. The wide variety of the choice, flexibility, and accessibility of programming languages offered by OpenShift Online will benefit both consumer and BtoB startups."

*Daniel Saks, CEO, AppDirect*

"AppDirect is the leading monetization and management platform for cloud commerce. By partnering with the Red Hat Innovate and the OpenShift Startup Program, we are excited to offer startup ISVs an opportunity to gain additional awareness via the OpenShift Online Marketplace."

*Elroi Marom, CEO, Mean.io*

"Mean.io is an open source - fullstack javascript framework powering the next generation of web applications. We are excited to collaborate with Red Hat via the OpenShift Startup Program to amplify Mean.io's mission to foster a strong Mean Stack ecosystem focused on innovation. Red Hat's dedication to open source and their world class Platform-as-a-Service, OpenShift, will help us take Mean Stack to the enterprise."

*Avi Cavale, CEO, Shippable*

"Shippable is a hosted Continuous Delivery platform that helps enterprises 'Ship better code, faster'. Shippable uses cutting edge

technologies like Docker to solve real world problems. Having a partner like OpenShift by Red Hat, that can operate at scale and while helping us innovate in a niche area is critical for us to succeed. Their track record of recognizing and bringing in ground breaking technologies early into their platform creates a tremendous opportunity to accelerate transformative innovation for startups like us."

*Ryan King, global program director, Red Hat Innovate, Red Hat*

"Red Hat is excited to expand its reach by partnering in the launch of the OpenShift Startup Program. This unique program, true to the open source values and mission of Red Hat, offers the benefits and flexibility of private and public cloud hosting, combined with the efficiency and agility of PaaS."

#### Additional Resources

Learn more about [OpenShift Online](#)

Learn more about the [OpenShift Startup Program](#)

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#### Forward-Looking Statements

Certain statements contained in this press release may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements provide current expectations of future events based on certain assumptions and include any statement that does not directly relate to any historical or current fact. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors, including: risks related to delays or reductions in information technology spending; the effects of industry consolidation; the ability of the Company to compete effectively; the integration of acquisitions and the ability to market successfully acquired technologies and products; uncertainty and adverse results in litigation and related settlements; the inability to adequately protect Company intellectual property and the potential for infringement or breach of license claims of or relating to third party intellectual property; the ability to deliver and stimulate demand for new products and technological innovations on a timely basis; risks related to data and information security vulnerabilities; ineffective management of, and control over, the Company's growth and international operations; fluctuations in exchange rates; and changes in and a dependence on key personnel, as well as other factors contained in our most recent Quarterly Report on Form 10-Q (copies of which may be accessed through the Securities and Exchange Commission's website at <http://www.sec.gov>), including those found therein under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations." In addition to these factors, actual future performance, outcomes, and results may differ materially because of more general factors including (without limitation) general industry and market conditions and growth rates, economic and political conditions, governmental and public policy changes and the impact of natural disasters such as earthquakes and floods. The forward-looking statements included in this press release represent the Company's views as of the date of this press release and these views could change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's views as of any date subsequent to the date of this press release.

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