

Red Hat Executives Named 2013 CRN Channel Chiefs

FEB 26, 2013

Red Hat's Mark Enzweiler, Roger Egan and Mike Byrd Honored for Continued Channel Leadership, Advocacy and Commitment to Partner Success

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced that three of its executives have been named to *CRN*'s 2013 list of Channel Chiefs. Mark Enzweiler, vice president, Global Channels and Alliances; Roger Egan, vice president of North America Channel Sales and Development; and Mike Byrd, director of Public Sector Channel Sales, were each honored for their proven leadership, channel advocacy and commitment to partner success in 2012. The 2013 Channel Chiefs list is featured in the Feb. 25 issue of *CRN* Magazine and will be featured online at www.crn.com. *CRN* is a part of the UBM Tech Channel.

This is the fourth time Enzweiler has been named to *CRN*'s Channel Chiefs list, and the third time Egan has been honored. This is the first Channel Chiefs recognition for Byrd, who was previously recognized as one of *CRN*'s "25 Public Sector Channel Leaders." This list of some of the most influential and powerful leaders in the IT channel, selected by the *CRN* editorial team, recognizes those executives directly responsible for driving channel sales within their organization, while evangelizing and defending the importance of the channel throughout the entire IT Industry. Channel Chiefs were selected based on channel experience, program innovations, channel-driven revenue, and public support for the importance of IT Channel Sales. Each year, VARs, integrators, suppliers and solution providers look to this distinction for the definitive contact list of channel movers and shakers.

Under the leadership of these executives, Red Hat recently announced several partner innovations, including updates to programs, tools and resources that enhance its channel sales, marketing and technical support initiatives for partners. These innovations include an overhauled training curriculum for all partners with refreshed curriculum covering pre-sales, sales and delivery; a newly available online virtual demo lab that partners can use for training, customer demonstrations and to provide proof of concepts; a new Partner Lead Pass Program designed to pass qualified sales leads from Red Hat to qualified partners and an updated Red Hat Channel Marketing Center with a content syndication and marketing automation tool to assist partners in generating leads and developing pipeline for joint opportunities.

Supporting Quotes

Arun Oberoi, executive vice president of Global Sales and Services, Red Hat

"Mark, Roger and Mike bring remarkable leadership and expertise to Red Hat's channel partnerships, and I'm pleased to see them honored by *CRN*. Long-standing, prosperous relationships with our partners is a vital component in Red Hat's success. As we build on those relationships and deepen our commitment to partners, a team that understands the market nuances and innovations that will make our partners successful is key, and these honors show we have among the industry's top teams."

Kelly Damore, senior vice president and editorial director, CRN

"The 2013 Channel Chiefs list recognizes vendor executives dedicated to driving channel programs in the IT marketplace. It's a must-read for IT solution providers evaluating new vendors or looking to expand solution offerings. These are the people, the products and the programs that any savvy solution provider needs to know. We congratulate this year's Channel Chiefs for their stellar record of business innovation and applaud them for their continued dedication to the partner community."

Mark Enzweiler, vice president of Global Channels and Alliances

"It's an honor to be recognized by *CRN* along with Roger and Mike. While Roger and Mike have done an excellent job building out their respective programs, this award is also a tribute to our partners who have enthusiastically supported Red Hat and helped us build out our channel program for the mutual benefit of our customers, partners and Red Hat."

Connect with Red Hat

Interact with [Red Hat's Partner Program](#)

Get more [Red Hat news](#) or subscribe to the [Red Hat news RSS feed](#)

Follow [Red Hat on Twitter](#)

Join [Red Hat on Facebook](#)

Watch [Red Hat videos on YouTube](#)

Engage with [Red Hat on LinkedIn](#)

About Red Hat, Inc.

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to reliable and high-performing cloud, Linux, middleware, storage and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As the connective hub in a global network of enterprises, partners, and open source communities, Red Hat helps create relevant, innovative technologies that liberate resources for growth and prepare customers for the future of IT. Learn more at

About UBM Tech Channel

UBM Tech Channel, a UBM company, is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With over 30 years of experience and engagement, UBM Tech Channel has the unmatched channel expertise to execute integrated solutions for technology executives managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. To learn more about UBM Tech Channel, visit us at: www.ubmchannel.com.

About UBM Ilc

UBM Ilc is a leading global business media company. We inform markets and bring the world's buyers and sellers together at events, online, in print and provide them with the information they need to do business successfully. We focus on serving professional commercial communities, from doctors to game developers, from journalists to jewelry traders, from farmers to pharmacists around the world. Our 6,000 staff in more than 30 countries is organized into specialist teams that serve these communities, helping them to do business and their markets to work effectively and efficiently. For more information, go to www.ubm.com

Forward-Looking Statements for Red Hat, Inc.

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; uncertainty and adverse results in litigation and related settlements; the integration of acquisitions and the ability to market successfully acquired technologies and products; 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.

Red Hat and JBoss are trademarks of Red Hat, Inc., registered in the U.S. and other countries. Linux® is the registered trademark of Linus Torvalds in the U.S. and other countries.

Red Hat, Inc.
Emily Stancil, 919-301-3010
estancil@redhat.com

Source: Red Hat, Inc.

News Provided by Acquire Media