

Red Hat and Partners Deliver Certified OpenStack Solutions at Feverish Clip

NOV 05, 2013

Red Hat Announces World's Largest Ecosystem for Commercial OpenStack Deployments

Certified and Supported Ecosystem Improves Customers' Ability to Build, Test and Deploy OpenStack Cloud Technologies

HONG KONG--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced that the Red Hat OpenStack Cloud Infrastructure Partner Network ecosystem is now the world's largest ecosystem for commercial OpenStack deployments. Additionally, Red Hat announced a new set of offerings as part of the program.

As the recognized leader in enterprise Linux, Red Hat has a long history of building successful ecosystems designed to provide a standardized, supported and innovative set of solutions for customers building their next-generation infrastructure. Thousands of Red Hat Enterprise Linux ecosystem partners and many of the world's leading enterprises have benefited from Red Hat's commitment to a long and stable product lifecycle; tested and secure enterprise-grade solutions; and robust integration through standard interfaces and APIs. Through the fast-growing Red Hat OpenStack Cloud Infrastructure Partner Network and Red Hat Enterprise Linux OpenStack Certification, Red Hat is working to bring customers the same value and benefits they have found through Red Hat's existing ecosystems.

The Red Hat Cloud Infrastructure Partner Network connects both business and technical resources to third-party technology companies who are aligning with Red Hat's OpenStack product offerings. Since the launch of the program in April 2013, hundreds of software, plug-ins, and hardware systems have been added to the list of certified and supported OpenStack commercial solutions. The partners building these solutions work closely with Red Hat to offer customers an enterprise-ready and commercial-grade OpenStack infrastructure, with complementary technologies integrated across compute, networking and storage.

With today's announcement, the Red Hat Enterprise OpenStack Certification, launched in June 2013, has expanded beyond OpenStack Compute (Nova), OpenStack Networking (Neutron), and OpenStack Block Storage (Cinder) to include certification protocols for advanced networking services (Neutron extensions), OpenStack Object Storage (Swift) and OpenStack Image Storage (Glance). Companies with OpenStack plug-ins for networking, storage and other OpenStack services work with the Red Hat certification teams and the Red Hat certification test suites to provide consistent performance and compatibility with Red Hat Enterprise Linux OpenStack Platform.

Since June 2013, the Red Hat OpenStack Cloud Infrastructure Partner Network has experienced 30 percent growth in partner participation, and more than 900 certified solutions are now included in the [Red Hat Marketplace](#), which enables customers to easily find technologies and solutions that have achieved Certification with Red Hat Enterprise Linux OpenStack Platform, or with other products in Red Hat's open hybrid cloud portfolio.

Partners who recently achieved new storage, networking and compute product certifications include Brocade, Huawei, Mellanox, Midokura, NEC, NetApp, SolidFire, Stratus Technologies, and Unisys. Backed by collaborative support agreements with Red Hat Advanced partners, certified solutions enable customers to confidently deploy their enterprise cloud infrastructure sooner and with the same levels of confidence they are accustomed to while using physical hardware.

The Red Hat OpenStack Cloud Infrastructure Partner Network has also expanded beyond the initial original equipment manufacturer (OEM), independent hardware vendor (IHV) and independent software vendor (ISV) partners to include several additional types of partners including system integrators (SIs), managed service providers (MSPs) and communication service providers (CSPs).

Interested candidate companies are invited to apply to become a part of the Red Hat OpenStack Cloud Infrastructure Partner Network, as well as participate in the Red Hat Enterprise Linux OpenStack Platform Certification process. [Learn more about joining the network.](#)

Supporting Quotes

Mike Werner, senior director, Global Ecosystems, Red Hat

"At launch, our goal was to build a strong, broad-reaching OpenStack ecosystem to bring enterprise customers choice and confidence as they move to an OpenStack-powered cloud infrastructure. Industry support for Red Hat's OpenStack vision has exceeded our expectations, and we're proud to now offer the world's largest OpenStack ecosystem in support of commercial deployments."

Jayrai Nair, senior director, Technology Alliances, EMC Corporation

"EMC is pleased to be participating in the Red Hat OpenStack Cloud Infrastructure Partner Network. EMC provides the ability for our customers to deploy world-class storage products that enable them to transform their IT and accelerate their journey to cloud environments. We look forward to our collaboration with Red Hat as a member of Red Hat's OpenStack ecosystem."

Kathleen Kovatch, director of marketing, Intel Open Source Technology Center

"Intel and Red Hat have been working closely to expand the reach of the Red Hat OpenStack Cloud Infrastructure Partner Network. Today's announcement is further proof of the success of this program. Our experience suggests that the key challenges for enterprise IT and Cloud Service Providers are in the areas of trusted computing, intelligent workload scheduling and cost-effective storage. Intel and Red Hat will continue to address them through engineering collaboration, hands-on workshops and proof-of-concept exercises."

"OpenStack is a compelling solution for our customers to increase their cost-efficiency and flexibility as they transition to the cloud. Critical to this transition is a vendor certified and guaranteed solution. Mellanox is the first InfiniBand and 10/40GbE adapter vendor to be listed on the Red Hat Certified Solution Marketplace and our solutions are designed to optimize Red Hat OpenStack based distributions to allow our mutual customers to confidently deploy an OpenStack cloud, with proven interoperability and integrated support."

Phil Brotherton, vice president, cloud solutions group, NetApp

"As enterprises use open source technology and expand into the cloud, it is important to provide a choice of solutions to make this transition easy. NetApp and Red Hat have been collaborating to deliver the solutions that help our customers move seamlessly into an OpenStack cloud environment. Today's announcement is another proof point of how Red Hat open source software solutions with NetApp unified storage provides the foundation for meeting current and future needs maximize business productivity and agility."

Webcast

Red Hat's Mike Werner, senior director, Global Ecosystems, and Bryan Che, general manager, Cloud, will host a webcast to discuss today's announcements at 11 a.m. ET. Following remarks, press and analysts are invited to participate in a question and answer session.

To join the webcast or listen to a replay, visit: <https://vts.inxpo.com/Launch/QReg.htm?ShowKey=17243>.

Additional Resources

[Join the Red Hat OpenStack Cloud Infrastructure Partner Network](#)

Connect with Red Hat

Learn more about [Red Hat](#)

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](#)

Join [Red Hat on Google+](#)

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 <http://www.redhat.com>.

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; 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 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, the Shadowman logo, JBoss, and OpenShift are registered trademarks of Red Hat, Inc. in the U.S. and other countries. Linux® is a registered trademark of Linus Torvalds and OpenStack is a registered trademark of OpenStack, LLC.

The OpenStack® Word Mark and OpenStack Logo are either registered trademarks / service marks or trademarks / service marks of the OpenStack Foundation, in the United States and other countries and are used with the OpenStack Foundation's permission. We are not affiliated with, endorsed or sponsored by the OpenStack Foundation or the OpenStack community.

Source: Red Hat, Inc.

News Provided by Acquire Media