

Red Hat Expands Platform-as-a-Service Ecosystem with Extension of Partner Program

NOV 27, 2012

OpenShift PaaS Partner Program Adds New Categories and Partners in Line with OpenShift Enterprise On-Premise Product Availability

LAS VEGAS--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced the expansion of its OpenShift Platform-as-a-Service (PaaS) Partner Program in line with the launch of its on-premise OpenShift Enterprise PaaS product. With this, the OpenShift Partner Program introduces several new partner categories and welcomes new partners into its expanding cloud ecosystem.

The original OpenShift Partner Program launched in May 2011 with the introduction of the developer preview of the OpenShift Online PaaS offering available from Red Hat. The program was designed to foster a broad, rich partner ecosystem that would address the rapidly changing developer requirements for PaaS and that would build on the robust open certified ecosystem available for Red Hat Enterprise Linux, Red Hat Enterprise Virtualization and JBoss Enterprise Middleware. Since the launch of the OpenShift Partner Program, Red Hat has been working with a broad range of partners to address customer needs while generating mutual value. The OpenShift Partner Program expands today to better address the needs of customers as the PaaS industry and technologies evolve.

The updated OpenShift Partner Program features three partner categories, including:

Community Partners

Building a community cartridge is the first step for any partner interested in engaging with OpenShift. A cartridge is a configuration template or script that enables a third-party addition or extension to OpenShift. Partners looking to engage with OpenShift can start by understanding the [steps](#) required to create a cartridge and can begin developing in collaboration with OpenShift through the open source [OpenShift Origin project](#) at the Community Partner level. The Community Partner program category enables partners to reach a committed developer base and to help broaden their exposure.

Certified Partners

This program category allows partners to further extend their market reach by building on the engagement with the OpenShift community that was initially enabled by the Community Partner category. Certified Partners can gain extended access and exposure to current OpenShift customers with an opportunity to bring their solution to market in collaboration with OpenShift. This category is aimed at partners with the capability to bring a wide range of functionality that is complementary to OpenShift's own PaaS functionality through technologies such as middleware, development frameworks, datastores, IDEs and management tools. Partner offerings can run directly on OpenShift, either online or via OpenShift Enterprise, or can themselves be a hosted service offering that integrates with OpenShift through web APIs.

Powered by OpenShift Partners

The Powered by OpenShift program category is designed for partners who are actively using OpenShift to power their own Software-as-a-Service (SaaS) applications and solutions. Powered by OpenShift partners will gain the opportunity for close alignment with the OpenShift roadmap. Current Powered by OpenShift partners are already leveraging the OpenShift online service available at [openshift.redhat.com](#) and can also take advantage of OpenShift Enterprise.

Supporting Quotes

Ashesh Badani, general manager, Cloud Business Unit and OpenShift, Red Hat

"Our OpenShift partners have provided great extended value to developers using an open PaaS platform to date and we're excited to expand the reach of our ecosystem further to continue to meet the evolving needs of developers and customers. Our customers demand choice so our goal is to work broadly with partners to make complementary partner technologies and products available, along with Red Hat's own offerings, to address customer needs. As Red Hat moves its PaaS strategy and portfolio forward today with the availability of OpenShift Enterprise, we are looking for our OpenShift Partner Program takes a big leap forward as well."

Kowsik Guruswamy, CTO, Blitz.io

"We are thrilled to continue working with Red Hat's OpenShift PaaS Partner Program. Our user trials are powered in part by OpenShift, which allows developers to use Blitz without even needing an application or website to test it. OpenShift users can use Blitz against their applications for capacity planning and to see where and how they need to optimize for performance. It's an incredibly beneficial partnership that makes a lot of sense."

Ruben Daniels, founder and CEO, Cloud 9 IDE

"Working with OpenShift has made it very cost-effective to offer our workspace feature, which is the container where our users do their coding. By leveraging the multi-tenant model, we can run multiple workspaces on the same virtual machine and turn them on and off depending on which user is active. This allows us to offer our service very inexpensively—something that's very important to our business model."

Ed Albanese, vice president of Business Development, 10gen

"MongoDB is one of the most popular cartridges on OpenShift as developers look to build a new generation of applications using agile development to manage diverse data types within datacenters built to scale out, not up. The availability of OpenShift for on-premise environments empowers an expanded class of MongoDB developers to build dynamic applications in any datacenter, be it on-premise or hosted."

Bill Lapcevic, vice president of Business Development, New Relic

"New Relic and OpenShift understand that in order to meet the evolving needs of these enterprise developers, providing the tools and technology they need will be critical to success. OpenShift is one of the few PaaS platforms that is focused on addressing the growing need of enterprises as they move to the cloud and that's why New Relic is thrilled to be a part of the OpenShift Partner Program expansion. As part of our commitment to the enterprise, New Relic has offered its SaaS APM solution free of charge to OpenShift customers so that they have the deep visibility into application performance they need to build business-critical apps that meet high standards for performance, stability and scalability."

Andi Gutmans, CEO, Zend

"Enterprises today are focused at finding new agile and robust ways to build web and mobile applications. PHP has been at the center of enabling this new class of applications. The combination of Zend Server and Red Hat OpenShift together provide an excellent choice to develop, deploy and manage the next generation of enterprise applications."

For more information on the OpenShift Partner Program and OpenShift Enterprise, join Red Hat executives for a virtual press conference webcast announcement at 11:00 a.m. ET on Nov. 27. The webcast will also be available for replay. To register for the live broadcast or to access the replay, visit <https://vts.inxpo.com/Launch/QReg.htm?ShowKey=11748>.

For more information

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

Learn more about [OpenShift Enterprise](#)

[Register](#) to learn more about OpenShift Enterprise during Red Hat's *Optimizing IT* virtual event and in-depth virtual sessions, kicking off at 11:00 a.m. ET on Dec. 5, 2012

Learn more about [Red Hat Cloud](#)

Connect with 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](#)

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

Red Hat, Inc.
Kerri Catallozzi, 919-754-4268
kcatallo@redhat.com

Source: Red Hat, Inc.

