

# Dell and Red Hat Collaborate for Embedded Solutions through Dell OEM Partner Program

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*Combined Dell Hardware and Red Hat Software Solutions Help Manufacturers Save Money, Speed Time-to-Market*

ROUND ROCK, Texas & RALEIGH, N.C.--(BUSINESS WIRE)-- Dell and Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced they have signed an agreement to produce Dell and Red Hat hardware/software solutions for IT manufacturers worldwide. Enabling fast time-to-market and considerable cost reductions, [Dell OEM Solutions](#) group, as part of its recently announced [Dell OEM Partner Program](#), will offer flexible, integrated systems based on Red Hat Enterprise Linux and Red Hat JBoss Middleware Solutions. Now manufacturers can customize Dell Precision and PowerEdge platforms and utilize the performance and reliability of Red Hat's offerings with approved terms and conditions.

"This newly announced extension of our successful ten-year collaboration means that Dell and Red Hat today can serve the most demanding builders of technology solutions," said Dion Cornett, vice president, Strategic Alliances at Red Hat. "Appliance and application vendors leveraging the trusted brands and proven solutions of Dell and Red Hat, integrated into a cohesive and readily consumable offering, will enjoy compelling value."

Dell designed the OEM Partner Program to be a highly customizable, one-stop shop for manufacturers. Organized into [OEM Channel Partners](#) and [OEM Solution Partners](#), the program includes various levels and types of partnerships which tailor support according to customer needs. Red Hat and/or Dell provide IT manufacturers with several key components to enable their success including:

- deep technical resources and close collaboration with critical suppliers;
- best-of-breed technologies at competitive price points;
- product certification and regulatory compliance;
- extended-life products with locked down hardware configurations; and
- high level of product customization and branding.

"Dell OEM Solutions division collaborates with key technology providers, such as Red Hat, to enable manufacturers to build a more robust and flexible hardware platform," said Ron Pugh, executive director and general manager, Dell OEM Solutions, Americas. "The technical integration of Red Hat Enterprise Linux and JBoss Middleware offerings with Dell solutions addresses customer specific requirements including regulatory compliance, product life cycles, and quality testing. We are thrilled to have Red Hat as part of the OEM Partner Program as they will help manufacturers with their unique go-to-market needs while allowing them to deliver innovative solutions faster."

For more information, please visit the below sites.

Dell OEM Solutions and Red Hat Embedded: [here](#)

Red Hat: [www.redhat.com](http://www.redhat.com)

Red Hat News site: [here](#)

## About Dell

Dell (NASDAQ: DELL) listens to customers and delivers innovative technology and services that give them the power to do more. Dell OEM Solutions helps its customers find more balance between execution and innovation with dedicated OEM resources, industry-standard hardware and global services and support capabilities. Dell helps its OEM customers improve their time to profit and run their operations more efficiently for increased competitive edge. Learn more at [www.dell.com/oem](http://www.dell.com/oem).

## About Red Hat, Inc.

Red Hat, the world's leading provider of open source solutions and an S&P 500 company, is headquartered in Raleigh, NC with more than 70 offices spanning the globe. Red Hat provides high-quality, affordable technology with its operating system platform, Red Hat Enterprise Linux, together with cloud, virtualization, management, storage and service-oriented architecture (SOA) solutions, including Red Hat Enterprise Virtualization and JBoss Enterprise Middleware. Red Hat also offers support, training and consulting services to its customers worldwide. Learn more: <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 Annual Report on Form 10-K (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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