

Red Hat and Alibaba Cloud Join Forces to Bring Increased Flexibility with Open Source

OCT 11, 2017

Alibaba Cloud joins Red Hat Certified Cloud and Service Provider Program; Companies collaborating to benefit customers moving to the public cloud

RALEIGH, N.C. & HANGZHOU, China--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, and Alibaba Cloud, the cloud computing arm of Alibaba Group (NYSE:BABA), today announced that they will join forces to bring the power and flexibility of Red Hat's open source solutions to Alibaba Cloud's customers around the globe.

This press release features multimedia. View the full release here: <http://www.businesswire.com/news/home/20171011006148/en/>

Alibaba Cloud is now part of the Red Hat Certified Cloud and Service Provider program, joining a group of technology industry leaders who offer Red Hat-tested and validated solutions that extend the functionality of Red Hat's broad portfolio of open source cloud solutions. The partnership extends the reach of Red Hat's offerings across the top public clouds globally, providing a scalable destination for cloud computing and reiterating Red Hat's commitment to providing greater choice in the cloud.

In the coming months, Red Hat solutions will be available directly to Alibaba Cloud customers, enabling them to take advantage of the full value of Red Hat's broad portfolio of open source cloud solutions. Alibaba Cloud intends to offer Red Hat Enterprise Linux in a pay-as-you-go model in the Alibaba Cloud Marketplace.

By joining the Red Hat Certified Cloud and Service Provider program, Alibaba Cloud has signified that it is a destination for Red Hat customers, independent software vendors (ISVs) and partners to enable them to benefit from Red Hat offerings in public clouds. These will be provided under innovative consumption and service models with the greater confidence that Red Hat product experts have validated the solutions. Launched in 2009, the Red Hat Certified Cloud and Service Provider Program is designed to assemble the solutions cloud providers need to plan, build, manage and offer hosted cloud solutions and Red Hat technologies to customers. The Certified Cloud Provider designation is awarded to Red Hat partners following validation by Red Hat. Each provider meets testing and certification requirements to demonstrate that they can deliver a safe, scalable, supported and consistent environment for enterprise cloud deployments.

In addition, in the coming months, Red Hat customers will be able to move eligible, unused Red Hat subscriptions from their datacenter to Alibaba Cloud, China's largest public cloud service provider, using [Red Hat Cloud Access](#). Red Hat Cloud Access is an innovative "bring-your-own-subscription" benefit available from select Red Hat Certified Cloud and Service Providers that enables customers to move eligible Red Hat subscriptions from on-premise to public clouds. Red Hat Cloud Access also enables customers to maintain a direct relationship with Red Hat - including the ability to receive full support from Red Hat's award-winning Global Support Services organization, enabling customers to maintain a consistent level of service across certified hybrid deployment infrastructures.

Supporting Quotes

Mike Ferris, vice president, Technical Business Development and Business Architecture, Red Hat

"Our customers not only want greater performance, flexibility, security and portability for their cloud initiatives; they also want the freedom of choice for their heterogeneous infrastructures. They want to be able to deploy their technologies of choice on their scalable infrastructure of choice. That is Red Hat's vision and the focus of the Red Hat Certified Cloud and Service Provider Program. By working with Alibaba Cloud, we're helping to bring more choice and flexibility to customers as they deploy Red Hat's open source solutions across their cloud environments."

Yeming Wang, deputy general manager of Alibaba Cloud Global, Alibaba Cloud

"As enterprises in China, and throughout the world, look to modernize application environments, a full-lifecycle solution by Red Hat on Alibaba Cloud can provide customers higher flexibility and agility. We look forward to working with Red Hat to help enterprise customers with their journey of scaling workloads to Alibaba Cloud."

Additional Resources

Learn more about the [Red Hat Certified Cloud and Service Provider Program](#)

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About Red Hat, Inc.

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to provide reliable and high-performing cloud, Linux, middleware, storage and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As a 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>.

About Alibaba Cloud

Established in 2009, Alibaba Cloud (www.alibabacloud.com), the cloud computing arm of Alibaba Group, is among the world's top 3 IaaS providers according to Gartner¹, and the largest provider of public cloud services in China, according to IDC. Alibaba Cloud provides a comprehensive suite of cloud computing services to businesses worldwide, including merchants doing business on Alibaba Group marketplaces, start-ups, corporations and government organizations. Alibaba Cloud is the official Cloud Services Partner of the International Olympic Committee.

¹ Source: Gartner, "Market Share: Public Cloud Services, Worldwide, 2016", 19 September 2017

Red Hat's 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 the ability of Red Hat to compete effectively; the ability to deliver and stimulate demand for new products and technological innovations on a timely basis; delays or reductions in information technology spending; the integration of acquisitions and the ability to market successfully acquired technologies and products; fluctuations in exchange rates; the effects of industry consolidation; uncertainty and adverse results in litigation and related settlements; the inability to adequately protect Red Hat intellectual property and the potential for infringement or breach of license claims of or relating to third party intellectual property; risks related to the security of Red Hat's offerings and other data security vulnerabilities; changes in and a dependence on key personnel; the ability to meet financial and operational challenges encountered in Red Hat's international operations; and ineffective management of, and control over, Red Hat's growth and international operations, as well as other factors contained in Red Hat's 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 Red Hat's views as of the date of this press release and these views could change. However, while Red Hat may elect to update these forward-looking statements at some point in the future, Red Hat specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing Red Hat's views as of any date subsequent to the date of this press release.

Alibaba Group's Forward-Looking Statements

This announcement contains forward-looking statements. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as "will," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates," "potential," "continue," "ongoing," "goal," "targets," "commits" and similar statements. Among other things, statements that are not historical facts, including statements about Alibaba Cloud's intended product and service offerings, are or contain forward-looking statements. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement. Further information regarding these risks is included in Alibaba Group's filings with the U.S. Securities and Exchange Commission. All information contained in this announcement is as of the date of this announcement and are based on assumptions that Alibaba Group believes to be reasonable as of this date. You should not rely upon these forward-looking statements as predictions of future events. Alibaba Group does not undertake any obligation to update any forward-looking statement, except as required under applicable law.

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Source: Red Hat, Inc. and Alibaba Cloud