

# Red Hat Certified Cloud Partner Program Continues Global Momentum

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*Acxiom, NewLease, and Verizon Terremark join Red Hat Certified Cloud Partner Program*

RALEIGH, N.C. & BOSTON--(BUSINESS WIRE)-- RED HAT SUMMIT 2013

Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced that Acxiom, NewLease, and Verizon Terremark have joined the Red Hat Certified Cloud Provider program, continuing global momentum for Red Hat's open hybrid cloud solutions. The Red Hat Certified Cloud Provider program is for tested, proven solutions that extend the functionality of Red Hat's open hybrid cloud solutions. The addition of Acxiom, NewLease, and Verizon Terremark as Certified Cloud Providers demonstrates Red Hat's ongoing commitment to deliver open hybrid cloud solutions that drive business value for customers.

**Launched in 2009**, the Red Hat Certified Cloud Provider Program assembles the solutions cloud providers need to plan, build, manage and offer hosted cloud solutions and Red Hat technologies to customers. A Red Hat Certified Cloud Provider offers a trusted destination for Red Hat customers, independent software vendors (ISVs), and partners to benefit from Red Hat offerings in public clouds under innovative consumption and service models delivered by the cloud providers. The Certified Cloud Provider designation is awarded to Red Hat partners following rigorous 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. The Red Hat Certified Cloud Provider program provides customers, ISVs, and partners with the confidence that Red Hat product experts have validated the solution so that implementations begin with a solid foundation.

Red Hat Certified Cloud Providers offer Red Hat products on their clouds, as well as use Red Hat technologies to build and manage secure clouds. With resources from these, and other, Red Hat Certified Clouds, enterprises are able to do real work in the cloud today. Users and partners of Red Hat solutions via Certified Cloud Providers cross multiple industries, including manufacturing, financial services, consumer services, healthcare, media and entertainment and public sector organizations.

New Red Hat Certified Cloud Providers include:

**Acxiom:** Acxiom PrivateCloud™ delivers on-demand computing for security sensitive organizations, enabling firms to run their most critical business applications in its cloud. Red Hat's commitment to security, deep technical knowledge and broad support of end user applications helps Acxiom deliver cloud solutions for the most demanding environments across a wide array of SMB and enterprise organizations.

**NewLease:** NewLease represents expansion of Red Hat's certified cloud provider program in the Pacific Rim region. Their services assist vendor and partner customers in transitioning to cloud business environments. NewLease works with Red Hat to enable new cloud business models that are in turn available to Red Hat Enterprise Linux customers who are looking to move to the cloud in their region.

**Verizon Terremark:** Verizon Terremark will offer certified images of Red Hat Enterprise Linux on its Enterprise Cloud. Enterprise customers can choose from on-demand consumption models, as well as use their own Red Hat Enterprise Linux images to upload and install on blank virtual machines.

Supporting Quotes

*Ashesh Badani, general manager, Cloud and OpenShift, Red Hat*

"I am pleased with the excitement and success our partners have demonstrated in getting their solutions certified. Customers are the true beneficiaries of our Certified Cloud Provider program, as they can confidently look to Red Hat and our partners to get their business to the cloud and realize higher value from our solutions more quickly."

*Kevin Zaffaroni, senior vice president, IT, Acxiom*

"Red Hat is an important partner in Acxiom's cloud ecosystem. Our collaboration ensures that we deliver the advanced security and support that are critical components of our cloud offerings."

*Doug Tutus, group managing director, NewLease*

"Red Hat is an important addition to the NewLease vendor range due to its high prominence in the Cloud, and by adding the CCP program to our existing programs it will open up new market opportunities for us. The sweet spot for NewLease is enterprise Linux partners looking to transition from Unix to Linux and that are committed to building a bigger cloud practice. There is also great opportunity for partners looking to transition into the cloud. NewLease's strength lies in helping businesses evolve into a Cloud subscription business and growing their cloud practises profitably. That's where NewLease can add a lot of value to the Red Hat brand."

*Chris Drumgoole, senior vice president, Global Operations, Verizon Terremark*

"Our cloud infrastructure is designed to be flexible for enterprise customers. Being a Red Hat Certified Cloud Provider means customers can provision legally licensed Red Hat servers from templates provided in the Verizon Enterprise Cloud and vCloud Express interface

without having to go through Red Hat to purchase entitlements."

For more information

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Learn more about Red Hat's [open hybrid cloud solutions](#)

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About Red Hat, Inc.

Red Hat is the world's leading provider of open source software solutions, taking 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; the integration of acquisitions and the ability to market successfully acquired technologies and products; uncertainty and adverse results in litigation and related settlements; 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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