

Italian Telecommunications Operator Builds Cloud with Red Hat Enterprise Virtualization

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CDLAN creates virtual platform to deliver advanced SaaS services and reduces its technology infrastructure cost by 60% with Red Hat solutions versus proprietary alternatives

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced that CDLAN, an Italian telecommunications operator and provider of value-added ICT services, has deployed Red Hat Enterprise Virtualization to create a virtual platform for the provisioning of Software-as-a-Service (SaaS) to its customers.

CDLAN provides value-added ICT services to medium-to-large organizations operating in a variety of sectors, including finance, professional services, broadcast media and telecommunications. With plans to offer its clients maximum performance and reliability at competitive prices, CDLAN has made use of open source technology. Red Hat Enterprise Virtualization was CDLAN's most cost-effective solution in the market that also provided scalability, performance and reliability benefits. It will be used as a basis for CDLAN's next-generation datacenter, where it will provide a SaaS platform to its customer base. Applications available via its SaaS platform are enterprise resource planning systems (ERP), email and e-learning systems.

"In a difficult economic climate, it is necessary to pay greater attention to what our customers need from CDLAN's technology infrastructure," said Corrado Del Po, managing director of CDLAN. "Reducing investment and maintenance costs while maintaining reliability might seem to be contradictory goals, however Red Hat Enterprise Virtualization, in conjunction with Red Hat's collaboration and excellent support, has enabled us to achieve the best possible technology fit as well as cost for our infrastructure."

Red Hat Enterprise Virtualization has reduced CDLAN's overall technology infrastructure costs by 60 percent since deployed as compared with comparable proprietary solutions. The organization also benefits from higher levels of reliability and stability, thanks to the simplification of its architecture.

For more information about Red Hat Enterprise Virtualization, visit www.redhat.com/rhev. To download a free, fully supported 60-day evaluation of Red Hat Enterprise Virtualization, visit www.redhat.com/rhev3.

For more news about Red Hat, visit www.redhat.com. For more news, more often, visit www.press.redhat.com.

CDLAN

CDLAN is a telecommunications operator specialising in the provision of custom-made fibre optic, wireless (WiFi and Hyperlan) and copper (xDSL) access solutions; Cloud computing services, virtualization, housing & hosting, telephony on IP and messaging. It has been active on the ICT market for over 10 years, during which time it has dedicated itself exclusively to its market and to the supply of wholesale broadband telecommunications services for both national and international operators, Internet Service Providers (ISPs) and Application Service Providers (ASPs). Chas 2 new generation data centres which are in compliance with stringent security requirements and are operated on a continuous basis, equipped with the latest technology for hosting computer and telecommunications equipment.

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 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, including events in Japan. 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 the press release.

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