

# Eurotech and Red Hat Collaborate to Power More Secure and Scalable Internet-of-Things Implementations

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*Technology Leaders Integrate Operational Data with Cloud-Based Back-End Services for End-to-End IOT Implementations*

RALEIGH, N.C. & AMARO, Italy--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE:RHT), the world's leading provider of open source solutions, and Eurotech (ETH:IM), a leading provider of Machine-to-Machine (M2M) platforms and Internet of Things (IoT) solutions, today announced a collaboration to simplify IoT integration and accelerate implementations of IoT projects. Red Hat and Eurotech have combined their complementary technologies with the intention of building an end-to-end architecture for IoT that will seek to bridge the gap between operational and information technology.

Eurotech and Red Hat technologies will strive to solve the problems of scalability, performance latency, reliability, and security inherent to complex IoT implementations. Based on pushing computing power to the network edge, the combined solution will help to remove the need to ship masses of data to the cloud for real-time processing by enabling essential data aggregation, data transformation, integration, and routing to occur close to the operational devices, triggering business rules that automate machine processes.

Forming the foundation of this new architecture are the world's leading enterprise Linux platform, Red Hat Enterprise Linux, and market-leading Eurotech M2M/IoT software. Combining Red Hat Enterprise Linux and Red Hat JBoss Middleware along with Eurotech Everywhere Software Framework and Eurotech Everywhere Cloud will help to drive enhanced computing security, manageability, and application support for IoT solutions, providing connectivity to the device tier as well as the datacenter and cloud tier. Combined, Red Hat and Eurotech products and expertise can deliver powerful data, device and embedded application management services to customers that need to integrate their assets in the field more efficiently with the world of enterprise IT and mobile applications.

Through this collaboration, both companies are able to leverage their experiences in supporting IoT deployments numbering in the hundreds of thousands of devices. By choosing enterprise-ready open source software from Red Hat, Eurotech seeks to offer their customers a solution that they can deploy with greater ease while extending and adapting as technology and market opportunities evolve. Together, Red Hat and Eurotech are able to provide enabling technologies that can link operational systems to the enterprise, helping to simplify integration with IT applications and systems.

## Supporting Quotes

*Jim Totton, vice president and general manager, Platforms Business Unit, Red Hat*

"Working with partners such as Eurotech that truly understand the unique challenges and opportunities presented by industrial IoT has helped to confirm the value that mission critical IT solutions and open source innovation brings to large-scale IoT deployments. By collaborating with Eurotech and building the next-generation of IoT architecture on Red Hat solutions while embracing open standards, we seek to better address the enterprise requirements around reliability, stability, and security, critical questions that must be answered to foster greater adoption of IoT across the enterprise."

*Robert Andres, CMO, Eurotech*

"Good collaborations build on a common understanding of success factors, technology and an aligned vision. The joint work between Red Hat and Eurotech is a perfect example of such a collaboration. Both companies understand the value and necessity of a strong ecosystem to deliver IoT solutions. The companies' respective competencies and products complement each other - Red Hat on the enterprise IT side, and Eurotech on the operational technology (OT) side with hardware and software. What's more, Open Source and Java are important pillars in both companies' strategies, and all these factors ensure a good alignment and many synergies between the parties."

*Eugene Signorini, senior analyst, IoT, Enterprise Strategy Group*

"Enterprise Strategy Group considers open standards important to drive technology innovation in the IoT market. The Red Hat and Eurotech partnership helps drive IoT innovation in a way that addresses critical business issues around security, reliability and scalability."

## Additional Resources

Read more about [Red Hat and the Internet of Things](#)

Learn more about Eurotech's [IoT solutions](#)

Learn more about [Red Hat JBoss Middleware](#)

Learn more about [Red Hat Enterprise Linux](#)

View the webinar "[Simplifying IoT Integration: Bridging the gap between IT and OT](#)" for more about Eurotech and Red Hat's collaboration

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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 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 Eurotech

Eurotech (ETH:IM) is a global company that designs, creates and delivers full Internet of Things solutions, including hardware, software and services to leading systems integrators and enterprises large and small. With Eurotech solutions in place, clients have access to the latest open source and standardized software stacks, flexible and rugged multi-service gateways and sophisticated sensors to bring actionable data from the field into business operations. Working with world-class ecosystem partners, Eurotech delivers on the promise of the Internet of Things either from end to end, or with best in class building blocks, including device and data management, connectivity and communication platform, intelligent edge devices and smart objects following business models that fit today's business world. Learn more about Eurotech at [www.eurotech.com](http://www.eurotech.com).

#### Red Hat 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 effects of industry consolidation; 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 Red Hat's intellectual property and the potential for infringement or breach of license claims of or relating to third party intellectual property; risks related to data and information security vulnerabilities; ineffective management of, and control over, Red Hat'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 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.

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