

Red Hat Amplifies its Partner Ecosystem with New Alliances for Red Hat Storage Portfolio

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New collaborations with Supermicro and Vantrix validate the momentum of Red Hat Storage

BOSTON--(BUSINESS WIRE)-- RED HAT SUMMIT 2015 - Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced it has teamed with [Super Micro Computer, Inc.](#), (NASDAQ: SMCI), a global leader in high-performance, high-efficiency server, storage technology and green computing, and [Vantrix](#), a global provider of media optimization and delivery solutions to mobile and video service providers, to further cultivate its thriving partner ecosystem. With today's announcement, Red Hat continues to accelerate the growth of its storage partner ecosystem of IT software and hardware leaders, which includes partners such as [Fujitsu](#), to deliver comprehensive, proven and fully supported compute and storage solutions for enterprises managing petabyte-scale data.

Since 2013, Supermicro has offered Red Hat Gluster Storage as part of its software-defined storage and server product offering. Now, with the addition of Red Hat Ceph Storage, Supermicro provides durable, scale-out storage platforms in 1U/2U/4U and full 42U rack form factors to maximize performance, density and capacity. Combined with Supermicro's server management software and global support services, Red Hat Storage customers worldwide can now access a new, comprehensive suite of end-to-end, highly scalable infrastructure solutions that are optimized for enterprise and cloud-scale applications to deliver maximum value and dependability with lowest overall total cost of ownership (TCO).

Vantrix helps video service providers optimize media processing operations and deliver high-quality media experiences at the lowest possible cost. The alliance with Red Hat incorporates Red Hat Gluster Storage into the Vantrix Media Platform solution to offer high-performance data storage in enterprises deploying rich media and archival storage workloads.

Fujitsu and Red Hat have collaborated since 2014 to deliver a hyperscale, software-defined storage appliance that provides online data access in the multi-petabyte range. When paired with the Fujitsu hyperscale storage ETERNUS CD10000 system, Red Hat Ceph Storage offers enterprises the speed and agility needed to realize the possibilities of the next-generation hyperscale environment. The combined solution addresses the storage needs of cost-sensitive service and cloud providers, research and public sector organizations responsible for maintaining large online archives, as well as media streaming and broadcasting companies. Financial institutions that require ad hoc access to historical data also benefit from this technology.

Supporting Quotes

Ranga Rangachari, vice president and general manager, Storage and Big Data, Red Hat

"Red Hat believes open, software-defined storage is required for enterprises to successfully manage petabyte-scale data storage. Today's announcement reinforces the importance of our Red Hat Storage partner ecosystem that includes best-of-breed hardware and software technology vendors essential to accelerate the time to value for our enterprise customers."

Don Clegg, Vice President of Marketing and Business Development, Supermicro

"Supermicro works closely with Red Hat to develop workload-defined Red Hat Ceph storage solutions optimized for cloud-scale environments like OpenStack. With high performance servers and storage featuring 12, 36, 72 and 90 hot-swap bays, the latest PCI-E Flash/NVMe technology, OOB server management, and global support for storage clusters offering up to 7PB in ready-to-deploy 42U racks, Supermicro delivers an unrivaled platform for software defined storage."

Robert Heroux, vice president, Solutions, Vantrix

"Vantrix is excited to partner with Red Hat to offer products for our existing customers spanning more than 65 service providers and media companies globally. Partnering with Red Hat for integrated virtualization and storage solutions will give customers access to the Vantrix Media Platform offering next-generation media processing and delivery to multiscreen devices."

Frank Reichart, senior director, Product Marketing, Storage Solutions, Fujitsu

"Red Hat Ceph Storage has quickly become one of the software-defined storage platform of choice for public, private and hybrid clouds, and it is rapidly gaining popularity among users of the OpenStack cloud framework. As storage professionals face extreme workloads in building, expanding, and maintaining a complete, infrastructure based on Red Hat Ceph Storage, Fujitsu and Red Hat have teamed to provide a comprehensive, enterprise-grade, hyperscale, software-defined storage appliance called ETERNUS CD10000, one that helps cure the petabyte-scale data-capacity management headaches of today's enterprises."

Additional Resources

Learn more about [Red Hat Storage Portfolio](#)

Learn more about [Super Micro Computer](#) and [Supermicro Object-based Storage Solutions with Red Hat Ceph Storage](#)

Learn more about [Vantrix](#) and the [Vantrix Media Platform](#)

Learn more about [Fujitsu](#) and the [Fujitsu Eternus CD10000 with Ceph](#)

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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 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 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 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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