

# Dell and Red Hat to Co-Engineer Enterprise-Grade, OpenStack Private Cloud Solutions

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Dell and Red Hat collaboration to enable customers worldwide to build and use highly-scalable, open, private cloud solutions based on OpenStack

Dell becomes first company to OEM Red Hat Enterprise Linux OpenStack Platform

Dell joins the Red Hat OpenStack Cloud Infrastructure Partner Network as an Alliance Partner

Dell to deliver Red Hat Enterprise Linux OpenStack Platform through a dedicated practice within Dell Cloud Services

AUSTIN, Texas--(BUSINESS WIRE)-- Dell and Red Hat Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced the companies will jointly engineer enterprise-grade, private cloud solutions based on OpenStack to help customers move to and deploy highly-scalable cloud computing models. As part of the expanded relationship, Dell becomes the first company to OEM Red Hat Enterprise Linux OpenStack Platform. The co-engineered solution will be built on Dell infrastructure and [Red Hat Enterprise Linux OpenStack Platform](#). The solution will be delivered by a Red Hat Enterprise Linux OpenStack Platform practice within Dell Cloud Services.

Dell and Red Hat have partnered [for more than 14 years](#) to bring global customers value by collaborating on Red Hat solutions across Dell's enterprise offerings. Just as Dell and Red Hat collaborated in the early days of Linux, Dell is showing its vision by becoming the first to OEM Red Hat Enterprise Linux OpenStack Platform. With today's announcement, Dell and Red Hat are strengthening their longstanding collaboration and commitment to help businesses confidently embrace open source-based cloud computing models. With this development, customers worldwide will not only benefit from the co-engineered solutions, but the companies combined cloud expertise, enterprise innovation, and dedicated support and portfolio of services.

Dell and Red Hat will also jointly contribute code to the OpenStack community and collaborate on Red Hat Enterprise Linux OpenStack Platform 4, [currently in beta](#), which integrates OpenStack Havana, Red Hat Enterprise Virtualization Hypervisor, and [Red Hat Enterprise Linux 6.5](#). In addition, Dell plans to work closely with Red Hat on several future-state projects including:

OpenStack Networking (Neutron) to enable Software-Defined Networking and Networking-as-a-Service between interface devices such as virtual network interface cards, and

OpenStack Telemetry (Ceilometer) to provide OpenStack resource instrumentation, which can help support service monitoring and customer billing systems.

Lastly, Dell is joining the Red Hat OpenStack Cloud Infrastructure Partner Network as an Alliance Partner, the highest tier of program membership. The Red Hat OpenStack Cloud Infrastructure Partner Network connects both business and technical resources to third-party technology companies who are aligning with Red Hat's OpenStack product offerings.

Red Hat Enterprise Linux OpenStack Platform combines the power of Red Hat Enterprise Linux with Red Hat's OpenStack cloud platform to deliver an enterprise-grade, scalable and secure foundation for building a private cloud. The alliance with Red Hat complements Dell's cloud strategy of offering customers open, flexible and scalable technology to build, use and control cloud infrastructures.

Additionally, Dell now offers [Dell Cloud Consulting and Application Services](#) to provide expert guidance in helping assess, build, operate and run cloud environments and enable and accelerate enterprise OpenStack adoption. Dell's expertise spans the hybrid cloud spectrum, with service options ranging from cloud readiness assessment, infrastructure design and operations, and application design and modernization. As a result, Dell customers can achieve increased efficiency and greater realization of the business benefits of cloud computing.

## Supporting Quotes

*Paul Cormier, President, Products and Technologies, Red Hat*

"Our collaboration with Dell keeps getting better and today's announcement to co-engineer OpenStack solutions marks a significant milestone for both companies and customers. Just as we successfully collaborated with Dell to establish Red Hat Enterprise Linux as an enterprise industry standard, we're now extending our collaboration to help establish Red Hat Enterprise Linux OpenStack Platform as the standard for open private cloud in the enterprise. Dell and Red Hat are committed to jointly developing and delivering enterprise-grade OpenStack offerings to help customers pursue private cloud today, and advanced computing models in the future."

*Marius Haas, Chief Commercial Officer and President, Enterprise Solutions, Dell*

"Dell has been a long-time advocate and participant in the open source and OpenStack communities, pushing the charter of an open alternative to proprietary, enterprise computing systems. Our agreement to co-engineer OpenStack solutions with Red Hat takes our commitment a step further in helping customers obtain and deploy OpenStack solutions for an enterprise-grade, private cloud infrastructure to meet their evolving business needs. We will extend our work with Red Hat to apply our combined experience in commercializing open source for the benefit of our mutual customers as well as the open-source community on its development of networking, storage and compute capabilities."

## Availability

The joint Dell-Red Hat solution is scheduled to be available in 2014.

## Additional Resources

About [Red Hat Enterprise Linux OpenStack Platform](#)

About the [Red Hat OpenStack Cloud Infrastructure Partner Network](#)

About [Dell OpenStack-Powered Cloud](#)

About [Dell Cloud](#)

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## About Dell

Dell Inc. listens to customers and delivers innovative technology and services that give them the power to do more. For more information, visit [www.dell.com](http://www.dell.com).

## Dell World

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## About Red Hat, Inc.

Red Hat (NYSE: RHT) 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 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>.

## 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 delays or reductions in information technology spending; the effects of industry consolidation; the ability of Red Hat 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 Red Hat 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, 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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