

# Red Hat Introduces New Application Platform Partner Initiative

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*Program to enable deeper collaboration with partners focused on application platform and emerging technologies*

LAS VEGAS--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today introduced a new partner program designed to enable a deeper collaborative go-to-market strategy between Red Hat and participating partner organizations and optimize the value chain for application development and integration projects.

Emerging technologies such as cloud, containers, and mobile, and the move to cloud-native application development, are helping to change the way applications are built and businesses are run, and can play a key role in helping organizations reduce costs and increase agility in an ever-changing market. The Red Hat Application Platform Partner Initiative, currently being piloted with a select group of solution-oriented consulting partners in North America, aims to bring together organizations that share a passion for digital transformation and the [power of open source](#) to shape the future.

As more companies look to digital transformation initiatives as a means of growing or maintaining competitive advantage, Red Hat and its partners can play a valuable role in helping customers overcome barriers that impede progress, such as complex architectures, rigid processes, and confined platforms. As a leading provider of open hybrid cloud technologies, Red Hat is well-suited to help customers implement the architectures, platforms, and processes to support their transformation efforts.

Participating partners can work closely with Red Hat to establish a sales, marketing, and delivery practice around Red Hat technologies, including [Red Hat JBoss Middleware](#), [Red Hat OpenShift](#), and [Red Hat Mobile Application Platform](#). Additional resources provided by Red Hat through the program include training and certification, and technical and customer support.

In addition, [Red Hat Consulting](#) services are available to partners when working with Red Hat installed base accounts on new projects. Red Hat Consulting provides resources and expertise across multiple facets of the business, including people, processes, and technology, to help customers maximize their investments in Red Hat technologies.

## Availability

The Red Hat Application Platform Partner Program is initially available to a select group of partners in North America, with the goal of expanding its availability to other North America partners and geographies over time.

## Supporting Quotes

*John Bleuer, vice president, Global Alliances, Red Hat*

"We believe open source is at the heart of digital transformation, and we are passionate about enabling our customers to succeed in their transformation efforts with open source. We are proud to have a network of partners that shares this passion and look forward to deepening our work and relationships with them through this program."

*Craig Wilson, executive vice president, Exadel, Inc.*

"Exadel is proud to be associated with Red Hat in this partnership initiative. We are excited to drive jointly forward in this innovative space with our knowledge in Red Hat JBoss Middleware and our technology offering coupled with Red Hat's brand, technology and positioning. We feel this is an innovative collaboration and believe it will be for years to come. Exadel is committed and excited to work with Red Hat to further expand in this space."

*Farhan Hussain, general manager, Reselling and Training, Levvel*

"We are thrilled to participate in Red Hat's innovative Application Platform Partner program. Along with Levvel's mentoring model, this collaborative approach to problem-solving helps both companies create products that are appreciated by our customers, valuable for their business, and feasible for their development timeline and budget."

*Glen Gesell, president, OSI Consulting, Inc.*

"Our customers are using an increasing array of applications to support their businesses and the need for an easier and more cost effective integration platform across these applications has become a necessity. Red Hat's open source solutions, including Red Hat JBoss Middleware and Red Hat OpenShift, provide a new alternative for building integrations and container-based business applications. We are proud of our accomplishments in helping companies integrate their applications using a Red Hat platform and look forward to building on that success through this alliance."

*Joe Dickman, senior vice president, Vizuri*

"The Application Partner Platform Initiative emphasizes Red Hat's strategic commitment to their customers and partners. Our selection and participation in this initiative builds upon our 10-year collaboration with Red Hat to design, architect and deliver leading open source solutions. It enables customers to accelerate the adoption of cloud, containers, and mobile with greater confidence through a network of partners that have expertise in helping to deliver on the promises of digital transformation."

## Additional Resources

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#### About Red Hat, Inc.

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to provide 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>.

#### 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 the Company 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 integration of acquisitions and the ability to market successfully acquired technologies and products; fluctuations in exchange rates; the effects of industry consolidation; 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; risks related to data and information security vulnerabilities; the ability to meet financial and operational challenges encountered in our international operations; ineffective management of, and control over, the Company's growth and international operations; 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. 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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Red Hat, Inc.

Daniel Thompson, +1 978-589-1059

[dthompso@redhat.com](mailto:dthompso@redhat.com)

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