

Dualtec Cloud Builders Selects Red Hat to Deploy Brazil's First OpenStack-based Cloud

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New cloud infrastructure based on Red Hat Enterprise Linux OpenStack Platform helps Dualtec improve operational efficiency by 35 percent, enables company to expand cloud services

TOKYO--(BUSINESS WIRE)-- OPENSTACK SUMMIT-Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced that Dualtec Cloud Builders, part of the UOLDiveo group, has scaled its cloud environment and expanded its service offerings with a new Infrastructure-as-a-Service (IaaS) cloud based on Red Hat Enterprise Linux OpenStack Platform. Working with Red Hat to design and deploy its integrated, OpenStack-based cloud environment in just 45 days, Dualtec has improved operational efficiency by 35 percent. Dualtec's deployment represents the first OpenStack-based public cloud in Brazil, following Dualtec's active participation in the upstream OpenStack community since 2011.

Dualtec originally launched as a telecommunication and Internet solutions provider for small and medium-sized businesses in Brazil. With more than 11,000 clients, Dualtec is a cloud computing pioneer in Brazil, understanding that an integrated environment for managing its cloud computing infrastructure efficiently would be critical to enabling the company to scale and grow without increasing operating or other costs. Believing that OpenStack is the best solution for the cloud, Dualtec decided to launch the first OpenStack-based cloud in Brazil, adopting the open source cloud operating system to control compute, storage, and networking resources. But, Dualtec had an aggressive goal to launch their new OpenStack cloud environment within 45 days - a timeline that included everything from designing the architecture to deployment.

To achieve their goals, Dualtec selected Red Hat as its partner, not only because of Red Hat's deep OpenStack expertise and support capabilities, but also because of its focus on security. OpenStack is highly dependent on its underlying Linux operating system for everything from service operation and access to hardware resources to system performance, stability, and security. Red Hat Enterprise Linux OpenStack Platform offers the benefits of Red Hat Enterprise Linux with a cloud infrastructure platform from OpenStack, co-engineered to work seamlessly together. This integration delivers an optimized foundation designed to withstand the rigors of a production-ready OpenStack cloud. To help meet their 45 day deadline, Dualtec worked with Red Hat Consulting to rapidly design and build the Red Hat Enterprise Linux OpenStack Platform-based IaaS cloud.

With a new cloud infrastructure based on Red Hat Enterprise Linux OpenStack Platform, Dualtec can easily and cost-effectively scale its cloud computing environment as the company continues to add new clients and projects. Dualtec now offers cloud services that can support even the most demanding applications, such as e-commerce, social media, mobile, Software-as-a-Service (SaaS), Platform-as-a-Service (PaaS), and big data. Automating the provisioning and management of cloud resources with the OpenStack platform has enabled Dualtec to grow without necessarily increasing its staff of technology experts, enabling them to achieve 35 percent greater operational efficiency.

Supporting Quotes

Radhesh Balakrishnan, general manager, OpenStack, Red Hat

"As Red Hat's enterprise OpenStack platform continues to mature along with the open source OpenStack code, we are pleased to see more customers like Dualtec turning to enterprise OpenStack deployments to meet their cloud foundation needs."

Lauro de Lauro, founder and CEO, Dualtec Cloud Builders

"It was a natural choice for us to partner with Red Hat to bring Brazil's first OpenStack deployment to market. Red Hat is the best supplier of enterprise-grade open source software, and has a significant presence in Brazil. And, security is critical to our success and customer trust. Red Hat's deep expertise and experience in security-sensitive environments was a significant factor in our choice."

Additional Resources

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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; 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 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. 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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