

Red Hat Receives 5-Star Rating in CRN's 2014 Partner Program Guide

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2nd year in a row Red Hat is honored as a 5-Star partner program

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced it has been awarded a 5-Star rating in *CRN's* 2014 Partner Program Guide. The annual *CRN* Partner Program Guide is the definitive listing of technology vendors that service solution providers or provide products through the IT channel. The 5-Star Partner Program rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs. *CRN* is one of the established brands from The Channel Company, a trusted authority for growth and innovation in the channel community.

The list methodology is based on objective criteria that takes into account each vendor's investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication. Vendors are assessed using the information that they provide in their completed applications. To determine the 2014 5-Star recipients, The Channel Company's research team assessed each vendor's application based on the list criteria.

This honor follows the recent recognition of several [Red Hat executives who were named to CRN's 2014 Channel Chiefs list](#). Mark Enzweiler, senior vice president, Global Channels Sales and Alliances; Jerry Lumpkin, senior director of North America Channel Sales and Development; and Bob Wilson, senior director of North America Channel Sales and Alliances, were all recognized by *CRN* in February for their proven leadership, channel advocacy and commitment to the channel.

Over the last 12 months, [Red Hat has announced several partner innovations](#), including a revamped North America Partner Program that includes a new Deal Registration Program and Teaming Incentive Program, enhancements to Red Hat's Online Partner Enablement Network (OPEN), as well as a new North America Partner Authorization program for Red Hat's new and emerging products. This authorization program provides early adopter access to sell and deliver Red Hat's emerging technologies including cloud, storage, and middleware.

The 2014 Partner Program Guide is featured on [CRN.com](#) and the 5-Star Partners listing is highlighted in the March 2014 issue of *CRN*.

Supporting Quotes

Mark Enzweiler, senior vice president, Global Channel Sales and Alliances, Red Hat

"Red Hat is committed to offering partners a program that gives them the solutions, training and certifications they need to offer our award winning, open source products to their enterprise customers. This 5-Star recognition from *CRN* tells me we're on the right track to delivering the program our partners need to bring open source to the enterprise."

Robert Faletra, CEO, The Channel Company

"Solution providers have a lot of choices when it comes to selecting vendor partners. Identifying the right vendor, with the right technologies, and the right approach can make all the difference. Our annual Partner Program Guide and 5-Star rating recognizes the very best channel programs available in the market today to help solution providers determine which vendor delivers the best partner elements for their individual business goals."

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 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>.

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 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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