

Red Hat Named to CRN's 2013 5-Star Partner Program Guide

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5-Star designation in annual guide identifies CRN's most elite vendor partner programs

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE:RHT), the world's leading provider of open source solutions, today announced it has been named to *CRN's* 2013 Partner Program Guide, and awarded a 5-Star Partner rating. The *CRN* Partner Program Guide is a listing of manufacturers and software publishers that service solution providers or provide products to the IT Channel. The guide recognizes those vendors who have channel programs and derive a portion of their sales through the indirect IT Channel. The 5-Star Partner Program rating recognizes an elite subset of Partner Program Guide vendors who give solution providers the best partnering elements in their channel programs.

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.

This honor follows the recent recognition of several Red Hat executives named to [CRN's 2013 Channel Chiefs list](#). Mark Enzweiler, vice president, Global Channels and Alliances; Roger Egan, vice president of North America Channel Sales and Development; and Mike Byrd, director of Public Sector Channel Sales, were all recognized in *CRN* in February for their proven leadership, channel advocacy and commitment to the channel.

Over the last 12 months, Red Hat has [fortified its commitment](#) to partners through several significant innovations including a refreshed training curriculum for partners covering pre-sales, sales and delivery; a newly available virtual demo lab partners can use for training and customer demonstrations; a new Partner Lead Pass Program for passing qualified sales leads from Red Hat to qualified partners; and an updated marketing center to assist partners in generating leads and developing a pipeline for joint opportunities.

The 2013 Partner Program Guide is featured on *CRN.com* and the 5-Star Partners listing is highlighted in the March 2013 issue of *CRN*.

Supporting Quotes

Roger Egan, vice president of Channel Sales and Development, North America, Red Hat

"Red Hat is honored to be recognized by *CRN* as a 5-Star Partner Program. Red Hat is committed to offering partners a program built around opportunity, simplicity and profitability so they can successfully provide Red Hat open source solutions that tackle IT challenges including open hybrid cloud and managing big data."

Kelley Damore, senior vice president and editorial director, CRN, UBM Tech Channel

"The companies listed in *CRN's* 2013 Partner Program Guide represent a comprehensive list of the best channel programs in the market today. The 5-star award is reserved for vendors that understand that a successful partnership does not rely solely on the technology. By offering their partners tools, education and regular updates, vendors on this list go above and beyond traditional support to ensure a mutually beneficial partnership."

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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; uncertainty and adverse results in litigation and related settlements; the integration of acquisitions and the ability to market successfully acquired technologies and products; 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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Red Hat, Inc.
Emily Stancil, 919-301-3010
estancil@redhat.com

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