

Red Hat Launches Expansive Global Cloud Ecosystem with Certified Cloud and Service Provider Program

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New program brings additional flexibility, choice and scalability to partners that are building the open hybrid cloud

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced the global launch of the Red Hat Certified Cloud and Service Provider program. Replacing Red Hat's existing Certified Cloud Provider program, the Certified Cloud and Service Provider program expands Red Hat's cloud ecosystem to include and better support distributors, managed service providers and other partners that are heavily involved in all aspects of hybrid cloud build-out, not just multi-tenant public clouds.

As the model for cloud providers expands to include private cloud build-outs, Linux container-based infrastructure and Platform-as-a-Service (PaaS) solutions, additional flexibility is needed to help these providers better meet customer needs for cloud-based Red Hat technologies. The Red Hat Certified Cloud and Service Provider program meets this need by not only broadening partner support, but by also expanding the choice of Red Hat solutions available to these partners, including:

- Red Hat Enterprise Linux and Red Hat Enterprise Linux for SAP HANA
- OpenShift by Red Hat
- Red Hat Enterprise Linux OpenStack Platform
- Red Hat JBoss Middleware
- Red Hat Gluster Storage

As Red Hat continues to focus on delivering open source innovation to enterprise IT, the Certified Cloud and Service Provider portfolio is anticipated to grow to encompass these new, enterprise-ready technologies. Additionally, customers are able to use Red Hat Cloud Access to deploy certain Red Hat product subscriptions on Red Hat Certified Cloud and Service Provider cloud offerings in an integrated and seamless manner.

Red Hat's Certified Cloud and Service Provider designation is awarded to Red Hat partners following validation by Red Hat. Each provider must meet testing and certification requirements to demonstrate that they can deliver a safe, scalable, supported and consistent environment for enterprise cloud deployments. The globally-unified program provides customers, independent software vendors (ISVs), and partners with the confidence that Red Hat product experts have validated a given solution so that implementations can begin with a solid foundation.

At launch, Red Hat Certified Cloud and Service Providers include 13 of the 15 service providers named in Gartner's Magic Quadrant for Cloud Infrastructure-as-a-Service, Worldwide¹ with Red Hat's overall cloud partner ecosystem growing at 58 percent from the previous year.

Supporting Quotes

Mark Enzweiler, senior vice president, Global Partners and Alliances, Red Hat

"The Certified Cloud and Service Provider program is an important next step for one of Red Hat's key channels. Our partners want to develop their businesses based on enterprise-ready open source technologies, and this global program delivers new opportunities for recurring revenue to a diverse set of participating partners to expand their business with Red Hat."

Michael Ferris, senior director, Business Architecture, Red Hat

"Much like enterprise IT itself, the world of cloud computing is constantly evolving, especially with the growing promise of hybrid cloud approaches and Linux container-based architectures. The Red Hat Certified Cloud and Service Provider program is designed to encompass nearly all service provider models, spanning the public cloud to on-site managed services, offering our customers a secure, stable and trusted partner ecosystem upon which to build their next-generation IT projects using Red Hat solutions."

Additional Resources

Learn more about the [Red Hat Certified Cloud and Service Provider program](#)

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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 effects of industry consolidation; 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; 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 Annual Report on Form 10-K (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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¹: Gartner Magic Quadrant for Cloud Infrastructure as a Service, Worldwide - <http://www.gartner.com/technology/reprints.do?id=1-2G2O5FC&ct=150519&st=sb>

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