

Red Hat Executives Named 2014 CRN Channel Chiefs

FEB 27, 2014

Red Hat's Mark Enzweiler, Jerry Lumpkin, and Bob Wilson honored for channel leadership, advocacy and commitment to partner success

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced that three of its executives have been named to CRN's 2014 list of Channel Chiefs. Mark Enzweiler, senior vice president, Global Channel 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 each honored for their proven leadership, channel advocacy and commitment to partner success in 2013. The 2014 Channel Chiefs list is featured in the February issue of CRN Magazine and online at www.crn.com.

This is the fifth time [Enzweiler](#) has been named to CRN's Channel Chiefs list, and the first time for Lumpkin and Wilson. This prestigious list of leaders, who head up the partner programs that solution providers depend on to run their businesses, recognizes those executives directly responsible for driving channel sales within their organization, while evangelizing the importance of the channel throughout the entire IT industry. CRN Channel Chiefs were selected by the CRN editorial team based on channel experience, program innovations, channel-driven revenue, and public support for the importance of IT channel sales. Enzweiler was also named by CRN as one of the [50 most influential](#) people on the 2014 Channel Chief list.

Under the leadership of these executives, Red Hat recently announced several [partner innovations](#), including a revamped North America Partner Program that includes a new Deal Registration Program and Teaming Incentive Program, as well as enhancements to [Red Hat's Online Partner Enablement Network \(OPEN\)](#).

The Channel Chief honors follow additional channel recognition for Red Hat in 2014. In January, Red Hat was recognized by CRN as one of the 20 coolest cloud platforms and development vendors of 2014 in their [Cloud 100 list](#). Red Hat was lauded for channel leadership aimed at helping solution providers build OpenStack clouds and for Red Hat's improvements to deal registration. More recently, Red Hat also was named to CRN's [2014 Data Center 100 list](#) of 20 Virtualization Providers. This list highlighted companies helping to virtualize the resources data centers need to provide services-centric or cloud-centric resources.

Supporting Quotes

Arun Oberoi, executive vice president, Global Sales and Services, Red Hat

"We are pleased to see CRN honor Mark, Jerry, and Bob for their channel leadership and expertise. Our partner and channel relationships are foundational to Red Hat's success, and we look forward to building lasting and impactful relationships with our partners in creating customer value."

Robert Faletra, CEO, The Channel Company, CRN

"We are pleased to highlight the many executives throughout the industry who work tirelessly to advance the standing of the channel community within their organizations. The CRN Channel Chief honorees lead, inspire and engage peers and serve as valuable advocates to help ensure the health and longevity of the channel within the IT industry. We applaud their efforts and look forward to their continued success."

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

"Along with Jerry and Bob, I'm honored to be recognized on CRN's 2014 Channel Chief list. While this is an incredible honor, we really owe this recognition to our partners who continue to enthusiastically support Red Hat. With the explosion of big data and migration to cloud, it's an exciting time to be in the channel and I look forward to another year of helping our partners deliver innovative open source solutions to their customers."

Additional Resources

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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 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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Source: Red Hat, Inc.

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