

# Red Hat and eNovance to Deliver Carrier-Grade OpenStack

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*OpenStack-based clouds enable carriers to host and orchestrate Virtualized Network Functions*

ATLANTA--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, and eNovance, a global leader in the open source cloud computing market, today announced a new collaboration to drive Network Functions Virtualization (NFV) and telecommunications innovations into OpenStack. The upstream alliance is aimed at delivering the industry's most complete, carrier-grade telecommunications offering based on Linux, Kernel-based Virtual Machine (KVM), and OpenStack.

Red Hat and eNovance plan to collaborate with the open source community and contribute NFV innovations to the OpenStack upstream, including work on Linux, KVM and libvirt enhancements to create an efficient VM for virtualized network functions (VNFs), and on accelerated packet processing and service chaining. The intended result is that all OpenStack community participants will benefit from the output of Red Hat's and eNovance's open NFV collaboration, as compared to a proprietary extensions add-on approach resulting in further vendor lock-in.

In November 2013 at the OpenStack Summit in Hong Kong, Red Hat and eNovance announced that the companies were [partnering to deliver OpenStack integration services](#) to joint customers around the world. Red Hat has been the number one contributor to OpenStack for the past three community releases, while eNovance has consistently ranked as one of the top ten contributors. The scope of these upstream contributions reflect the two companies combined OpenStack domain expertise, which enables the collaboration to deliver unique and compelling value to end customers.

In addition to the upstream collaboration, Red Hat and eNovance are announcing an Early Adopter Program for carriers and telecommunications service providers interested in exploring the benefits of OpenStack-based clouds for NFV projects. The goal of the program is to work with independent hardware (IHV) and software vendors (ISVs) to test, quality assure and certify complete solutions aiming to bring telecommunications service providers significant cost savings through the use of commodity compute, network and storage equipment. Telecommunication service provider end customers can benefit from a comprehensive NFV-capable Red Hat Enterprise Linux OpenStack Platform that enables them to be more agile and innovative when it comes to development of applications, and mobile applications in particular, that require VNF.

## Supporting Quotes

*Nick Barcet, vice president, Products, eNovance*

"The modern form of NFV standardization and interoperability should come from a common open source code base, thereby eliminating an innovation bottleneck from slow moving standards bodies and avoiding proprietary lock-in. Both Red Hat and eNovance are deeply committed to the upstream OpenStack community and we believe that fracturing upstream into proprietary forks undermines the fundamental value of collaborative development. With nearly every NFV vendor coming with its own version of OpenStack and requirements, carriers should demand a robust and scalable common underlying infrastructure capable for distributing VNF where and when needed."

*Radhesh Balakrishnan, general manager, Virtualization and OpenStack, Red Hat*

"NFV and OpenStack are collaborating with the aim of revolutionizing the way telecommunications networks are being built and operated. With the growing dominance of KVM in NFV and telecommunications, driving upstream improvements will be a key focus of our collaboration with eNovance. Red Hat has deep experience in the telecommunications industry, with global communications service providers among the leading adopters of Red Hat Enterprise Linux, Red Hat Cloud Infrastructure, and now Red Hat Enterprise Linux OpenStack Platform. By bridging that experience with eNovance's expertise and unique tools and methodology on interfacing various types of cloud applications with OpenStack, we believe that our companies are bringing a unique value proposition to carriers looking to modernize their network infrastructure."

## Additional Resources

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Red Hat is the world's leader 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>.

About eNovance

eNovance is the European leader and a major global technology player in the open cloud computing software market. The company deploys its services around two lines of business. The first one is around the development, integration, operation and support of cloud computing infrastructure for Private Cloud uses or for Public Cloud Services Providers. The second line of business is on distributing and managing critical web applications on the world's largest Public Clouds such as AWS, Google Compute Engine, RackSpace, Cloudwatt and more. Heavily investing in R & D, eNovance has become in less than three years the 7th largest global contributor to the OpenStack initiative and the only European company to serve on the board of directors of the foundation alongside Rackspace, RedHat, Cisco or HP. With customers and employees globally distributed, eNovance is now a partner of choice for the deployment of critical production applications in the cloud. For more information: [www.enovance.com](http://www.enovance.com)

Forward-Looking Statements for Red Hat, Inc.

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 Red Hat, Inc. (the "Company" or "our") 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 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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