

Red Hat and Mirantis Partner across Products and Services to Accelerate Adoption of Red Hat OpenStack

JUN 12, 2013

Two OpenStack leaders partner to optimize Fuel for Red Hat OpenStack and offer implementation services to customers

BOSTON--(BUSINESS WIRE)-- Red Hat Summit

Mirantis, the largest OpenStack systems integrator, and **Red Hat, Inc.** (NYSE: RHT), the world's leading provider of open source solutions, today announced that the two companies will collaborate to optimize Mirantis' Fuel tools for deployment of Red Hat OpenStack, and deliver OpenStack implementation and integration services to joint customers.

Red Hat OpenStack is a highly scalable Infrastructure-as-a-Service (IaaS) product that delivers an open, flexible, and enterprise-ready private cloud foundation built on the community OpenStack project and integrated with and optimized for Red Hat Enterprise Linux. Mirantis offers tools and services for customers to deploy production-grade OpenStack clouds, including Fuel, a tool for management and deployment of OpenStack clouds.

Plans for this collaboration include:

- Through engineering alignment between Red Hat and Mirantis, Fuel will be optimized to deliver point and click, visual deployment, and management of Red Hat OpenStack;

- Mirantis' and Red Hat's professional services organizations will work together to deliver comprehensive OpenStack consulting and services, including services for OpenStack deployment and integration;

- Fuel and Red Hat OpenStack will support a joint reference architecture designed by Mirantis and Red Hat for enterprise use; and

- Red Hat and Mirantis will develop mutual customer support processes and case management.

This new development is part of a growing collaboration between the two firms:

- Earlier this month, [Red Hat became an investor in Mirantis](#), along with Ericsson, SAP Ventures, and WestSummit Capital, in an approximately \$10 million Series A financing;

- In April, Red Hat introduced Mirantis as one of the first members of the [Red Hat OpenStack Cloud Infrastructure Partner Network](#); and

- Also in April, the two companies, along with Hortonworks, [announced collaboration on Project Savanna](#), a program initiated by Mirantis to deliver Apache Hadoop on OpenStack.

"The combination of Red Hat and Mirantis working together with customers to optimize OpenStack should substantially increase the speed of adoption, success, and overall confidence of companies in using the Red Hat OpenStack distribution and Mirantis' services and tools," noted Adrian Ionel, president and CEO of Mirantis.

"Mirantis' implementation tools and services, as well as their track record in building production OpenStack clouds, are very complementary to Red Hat's focus on providing an enterprise-ready OpenStack distribution, and we're excited about collaborating to help accelerate the adoption of Red Hat Cloud Infrastructure solutions," noted Radhesh Balakrishnan, general manager, Virtualization, Red Hat.

"Our collaboration with Red Hat is a testament to our mutual commitment and vision to bring OpenStack to enterprise customers," continued Ionel. "By integrating technology and services, Mirantis and Red Hat intend to deliver a seamless experience and lifecycle support to enterprise OpenStack customers."

"Fuel continues to support several OpenStack distributions and a growing number of infrastructure components. At the same time, we believe that Red Hat's demonstrated commitment to OpenStack and its track record in open source will make them the distribution of choice for production environments," explained Boris Renski, Mirantis co-founder and executive vice president.

About Mirantis

Mirantis delivers all the tools, services, training and support necessary to succeed with production-grade OpenStack. Its focus is vendor-independent cloud implementation uncompromised by opaque hooks or proprietary packaging. Customers include AT&T, Cisco WebEx, Dell, The Gap, NASA, and PayPal.

About Red Hat, Inc.

Red Hat is the world's leading provider of open source software solutions, taking 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.

Red Hat's 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 Annual Report on Form 10-K (copies of which may be accessed through the Securities and Exchange Commission's website at 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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