

Red Hat and eNovance Partner to Accelerate Adoption of Red Hat Enterprise Linux OpenStack Platform

NOV 05, 2013

Collaboration Designed to Accelerate Enterprise OpenStack Adoption worldwide

HONG KONG--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, and eNovance, an emerging European leader in the open source cloud computing market, announced that they are collaborating to deliver OpenStack implementation and integration services to joint customers. The companies made the announcement today at the OpenStack Summit in Hong Kong.

The collaboration between Red Hat and eNovance is aimed at accelerating enterprise adoption of OpenStack globally. According to a new report from 451 Research, OpenStack-related business revenue is expected to exceed \$1 billion by 2015 as the enterprise market for OpenStack evolves.¹ Additionally, according to [recently announced](#) results of the [2013 Path to an OpenStack-Powered Cloud](#) survey of 200 U.S. enterprise decision makers, commissioned by Red Hat through IDG Connect, an overwhelming 84 percent of survey respondents say that OpenStack is part of their future cloud infrastructure plans.

Red Hat and eNovance have both emerged as OpenStack leaders. Red Hat is the leading contributor to the OpenStack project² and a Platinum member of the OpenStack Foundation. In June 2013, Red Hat [introduced](#) Red Hat Enterprise Linux OpenStack Platform, 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. The solution is integrated with and optimized for Red Hat Enterprise Linux. eNovance is a cloud computing leader that aims to help organizations use open source cloud technologies, increase the efficiency of their IT, and be more agile in the face of ever-changing market conditions. The organization designs, builds, and runs cloud solutions (public, private, hybrid) using OpenStack, and is well-known for high-end system administration of applications through their managed services offerings. eNovance is among the top 10 contributors to the OpenStack project³, a market leader in OpenStack deployments, and a Gold member of the OpenStack Foundation.

Through the collaboration, Red Hat and eNovance plan to work together to:

- Design, build, deploy and offer managed services for OpenStack public and private clouds;
- Deliver comprehensive OpenStack consulting and services, including services for OpenStack deployment and integration;
- Create a joint reference architecture designed by eNovance and Red Hat for enterprise use; and
- Establish mutual customer support processes and case management.

Supporting Quotes

Radhesh Balakrishnan, general manager, Virtualization, Red Hat

"Both Red Hat and eNovance are aligned and committed to delivering an enterprise-ready OpenStack solution that meets businesses' specific needs. We're very excited about collaborating with eNovance to strengthen our efforts in Europe and help our customers benefit from Red Hat Cloud Infrastructure solutions, including the Red Hat Enterprise Linux OpenStack platform."

Raphael Ferreira, chief executive officer, eNovance

"Red Hat is the clear leader in the enterprise Linux space, and, along with eNovance, a highly valued contributor to the OpenStack project. Through this collaboration, we aim to increase OpenStack adoption and address the needs of small and large enterprises from the conception of a project to long term maintenance. This is a unique value proposition that we are offering customers and is in keeping with eNovance's commitment to delivering bleeding-edge solutions that set the stage for early adopters."

Additional Resources

- Learn more about [Red Hat Enterprise Linux OpenStack Platform](#)
- Learn more about [eNovance](#)

Connect with Red Hat

- Learn more about [Red Hat](#)
- Get more [Red Hat news](#) or subscribe to the [Red Hat news RSS feed](#)
- Follow [Red Hat on Twitter](#)
- Join [Red Hat on Facebook](#)
- Watch [Red Hat videos on YouTube](#)

Join [Red Hat on Google+](#)

Connect with eNovance

Follow eNovance [on Twitter](#)

Join eNovance [Facebook](#)

Join eNovance [on Google+](#)

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. Learn more at <http://www.redhat.com>.

About eNovance

eNovance—an innovative French company founded in 2008 by Raphaël Ferreira, Nicolas Marchal and Pierre Molin. The company has become the European leader of OpenSource cloud computing technology and a Gold member of the OpenStack foundation, along with being one of the largest contributors to the initiative. eNovance has become the partner of choice for rolling out cloud applications and infrastructure. In an ever growing market, the organization is expanding across the globe with locations in Europe, North America and Asia

With its extensive investment in R&D, in less than three years eNovance is a worldwide top ten contributor of the OpenStack initiative, and the only European company on the foundation's board of directors alongside Rackspace, Redhat, Cisco and HP.

With nearly 200 clients across the world, such as CloudWatt, Warner, Chronopost, Safran, and Canal Plus, eNovance has become a partner of choice for rolling out critical applications in the cloud.

Specialization: multi-cloud management, open cloud computing, open source, cloud computing, high performance, infrastructures as a service, big data, openstack

Red Hat 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 Red Hat 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 Red Hat 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, Red Hat'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 Red Hat's 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 Red Hat's views as of the date of this press release and these views could change. However, while Red Hat may elect to update these forward-looking statements at some point in the future, Red Hat specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing Red Hat's views as of any date subsequent to the date of this press release.

Red Hat, the Shadowman logo, JBoss, and OpenShift are registered trademarks of Red Hat, Inc. in the U.S. and other countries. Linux® is a registered trademark of Linus Torvalds and OpenStack is a registered trademark of OpenStack, LLC.

The OpenStack® Word Mark and OpenStack Logo are either registered trademarks / service marks or trademarks / service marks of the OpenStack Foundation, in the United States and other countries and are used with the OpenStack Foundation's permission. We are not affiliated with, endorsed or sponsored by the OpenStack Foundation or the OpenStack community.

¹ 451 Research T1R Report, "OpenStack-related business revenue to exceed \$1bn by 2015 as commercial models evolve," Oct. 22, 2013, available at <http://bit.ly/16y6HKF>

² Based on commits per company, closed tickets per company, and mailing list activity per company, as of the OpenStack Havana release, Oct. 17, 2013. Data available at <http://bit.ly/1fFqY9A>

³ Based on commits per company, closed tickets per company, and mailing list activity per company, as of the OpenStack Havana release, Oct. 17, 2013. Data available at <http://bit.ly/1fFqY9A>

For Red Hat:
Anna Eusebio, 919-754-4519
Red Hat, Inc.
aeusebio@redhat.com
or
For eNovance:

Annie Potvin, 514-781-6849
eNovance
annie.potvin@enovance.com
or
Chad Torbin, 415-913-7743
chad@speakeasystrategies.com

Source: Red Hat, Inc.

News Provided by Acquire Media