

# Red Hat Expands Routes to Market for Red Hat Storage Portfolio

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*Red Hat Ceph Storage and Red Hat Gluster Storage solutions now available to Red Hat business partners, embedded partners, and cloud and service providers*

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced the availability of the Red Hat Storage portfolio of open, software-defined storage solutions on an expanded range of routes to market. By making Red Hat Ceph Storage and Red Hat Gluster Storage solutions part of the Red Hat Connect for Business Partners and Red Hat Embedded programs, and for Red Hat Certified Cloud and Service Providers in 2016, Red Hat partners can now create new business opportunities for today's and tomorrow's enterprise storage workloads.

Red Hat Ceph Storage and Red Hat Gluster Storage are open source, scale-out software-defined storage solutions that run on commodity hardware and have durable, programmable architectures. Each Red Hat Storage product is well-suited for different enterprise workloads, bringing compelling benefits to enterprises. Enterprise customers can work with a variety of partners to purchase and deploy Red Hat Storage solutions.

## Red Hat Connect Business Partners

Generally available today, Red Hat Ceph Storage joins Red Hat Gluster Storage in the Red Hat Connect for Business Partners program. Red Hat Advanced and Premier partners that meet the training requirements for their region's partner program via Red Hat Online Partner Enablement Network (OPEN) are authorized to sell Red Hat Storage solutions. Resellers benefit from competitive and flexible pricing models and an opportunity to earn additional margin and/or recurring revenue.

## Red Hat Embedded Partners

Red Hat Ceph Storage and Red Hat Gluster Storage subscriptions are scheduled to be available to partners through the Red Hat Embedded Program by the end of 2015. Partners will be able to more quickly and efficiently deliver comprehensive storage offerings to market built upon Red Hat's trusted storage technologies.

## Red Hat Certified Cloud and Service Providers

Red Hat Ceph Storage and Red Hat Gluster Storage are scheduled to become available to Red Hat Certified Cloud and Service Providers in 2016. Training and certification, marketing and sales programs, and technical content for Red Hat Storage solutions will be available to certified partners in the Red Hat Connect for Business Partners portal.

## Supporting Quotes

*Ranga Rangachari, vice president and general manager, Storage and Big Data, Red Hat*

"Today's announcement makes Red Hat Ceph Storage and Red Hat Gluster Storage available to enterprises in more ways than ever before. Red Hat's open, software-defined storage products provide flexibility to present exciting business opportunities for our global resellers and our embedded, cloud and service provider partners."

*Ashish Nadkarni, program director, IDC*

"Businesses are eager to transform their IT departments to embrace next generation applications. Such technologies and services (what IDC collectively refers to as 3rd platform technologies and services) require an agile and data driven infrastructure. With an open and community-based software-defined approach Red Hat is in a unique position to capitalize on this transformation. By making their Ceph Storage and Gluster Storage enterprise-procurement friendly, Red Hat is positioning itself as a formidable IT storage supplier."

*Dr. Lukas Pustina, principal cloud engineer, codecentric and head of operations, CenterDevice*

"codecentric and CenterDevice built a cloud-based document management platform capable of storing and sharing millions of documents for its customers. For this solution, we teamed up with our partner, Red Hat, as a market leader that could similarly deliver high performance, as well as innovation, services, and expertise in the software-defined storage realm. Together with Red Hat, we can deliver technologies to deploy petabyte-scale storage quickly, reliably, and economically."

*Paul Evans, principal architect, Daystrom*

"Storage is a critical component of IT, and savvy business leaders know it's time to move to software-centric solutions. That's exactly why we partnered with Red Hat. Red Hat Storage provides the key ingredients for success today: trusted enterprise software, a smart network of partners, and solid 24x7 support--tools that businesses need to remain viable in a technology-driven world. As Red Hat unveils its programs for the enterprise distribution channel, Daystrom is pleased to be helping drive them. We believe that software-defined storage--the open source way--is the route to take to market."

"Integrating Red Hat Ceph Storage software with Fujitsu's performance-optimized system technology into a fully integrated and end-to-end serviced storage system called ETERNUS CD10000, we enable IT organizations to more quickly benefit from open source while avoiding operational risks. As a Red Hat embedded partner, Fujitsu contributes to enterprise-class data service levels for software-defined and hyperscale storage."

*Seok-Mo Hong, team manager, PentaLink*

"At PentaLink, we wanted to partner with Red Hat because we're focused on deploying our OpenStack-based cloud environment efficiently and cost-effectively and Red Hat Ceph Storage was our top choice for its object and block storage capabilities. It was an easy choice, really, because we believe that an alliance with Red Hat, the market's leading open source software provider, gives us a competitive advantage over traditional storage vendors, not just in the cloud, but across the storage market."

*Mike Yang, general manager, Quanta Cloud Technology (QCT)*

"Ceph and Gluster offerings from Red Hat fit an important need in our storage solutions lineup. QCT is working with technology and channel partners to build a portfolio of open source, scale-out, and software-defined offerings that take full advantage of our hardware lineup. Red Hat knows open source for the enterprise, and we're pleased to work with them as part of the Red Hat Connect for Business Partners program."

*Robin Porter, business development manager, Quru*

"Quru is about providing inspired open source solutions, so it makes sense that we would partner in the channel with Red Hat, the leading provider of open source software solutions. We're pleased to share a community-powered approach with Red Hat and to partner with them to reduce costs and increase operational agility through software-defined storage."

*Stefan van Oirschot, director operations, Rhodix*

"As one of Red Hat's first Certified Cloud Infrastructure Premier Partners in the Netherlands with expertise building private clouds and implementing next-generation storage products, Rhodix offers a clear choice as Red Hat cultivates alternate routes to market globally. With our ability to implement the complete cloud infrastructure stack, we're well poised to help Red Hat push the storage envelope and pleased that we're both moving forward on a trajectory toward next-generation, petabyte-scale deployments."

#### Additional Resources

- Learn more about [Red Hat Connect for Business Partners](#)
- Learn more about [Red Hat Online Partner Enablement Network \(OPEN\)](#)
- Learn more about [Red Hat Certified Cloud and Service Provider Program](#)
- Learn more about [Red Hat Embedded Program](#)
- Learn more about [Red Hat Ceph Storage](#)
- Learn more about [Red Hat Gluster Storage](#)

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Red Hat is the world's leading provider 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 a 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>.

#### 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 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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