

Industry Heavyweights Join Red Hat Storage Ecosystem

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Red Hat Storage Server 2.0 Launches with Partner Support from Cisco, Groupware, Intel, Mainline and Synnex

RALEIGH, N.C. & BOSTON--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced strong partner support for Red Hat Storage, the company's scale-out, open source storage software for the management of unstructured data. Red Hat Storage Server 2.0 debuts with a strong ecosystem of industry-leading partners, including Cisco, Groupware, Intel, Mainline and Synnex.

With virtualization, cloud computing, mobile devices and social media helping to drive adoption, the market opportunity for scale-out storage is growing rapidly. Industry analysts estimate revenue for the scale-out storage market will reach more than \$18 billion by 2015, a more than 20 percent compound annual growth rate (CAGR).¹ Enterprise Strategy Group further estimates that by 2015, 80 percent of all new external networked storage shipment revenue will come from systems based on scale-out architectures,² and that externally networked scale-out storage shipments in commercial and government sectors will increase from 4,189 petabytes (PB) in 2010 to 62,834 PB in 2015, reflecting a 72 percent CAGR that exceeds the overall external networked storage growth rate of 54 percent.³

Red Hat Storage is designed to address organizations' growing needs around the management of unstructured data, and through ecosystem collaboration with Red Hat, leading solution providers can leverage the open and flexible nature of Red Hat Storage and can develop unique solutions that give the power of choice back to customers. Red Hat Storage Server 2.0 launches today with support from the following Red Hat partners: Cisco, Groupware, Intel, Mainline and Synnex.

To learn more about the Red Hat Storage partner ecosystem, visit the Storage Alley at Red Hat Summit, taking place in Boston, June 26-29. Additionally, Red Hat executives will be hosting a press conference including further details on Red Hat Storage that will be broadcast live from Red Hat Summit in Boston at 1:00 p.m. ET on June 27, 2012. The webcast will also be available for replay. To join, visit <https://vts.inxpo.com/scripts/Server.nxp?LASCmd=AI:4;F:QSI10100&ShowKey=9438>.

Supporting Quotes

Ranga Rangachari, general manager, Storage, Red Hat

"Scale-out storage is now an integral part of mainstream IT, and the partner ecosystem surrounding Red Hat Storage is a big part of our vision to help organizations reduce their storage costs while addressing the massive growth in unstructured data. Coupled with our rich partner ecosystem, Red Hat has the opportunity to transform the enterprise storage industry in the same way Red Hat Enterprise Linux disrupted the proprietary UNIX market."

Mark Balch, director, Data Center Group, Cisco

"More customers are looking for scale-out, distributed storage for data analytics, archive and cloud applications. Cisco is working with Red Hat and other storage solution vendors to deliver high-performance, rapidly deployable datacenter infrastructure built on the Cisco Unified Computing System to meet these increasing needs."

Mike Thompson, president & CEO, Groupware

"The delivery of Red Hat Storage 2.0 today brings compelling new scale-out storage flexibility and choice to enterprises. We are collaborating closely with Red Hat to deliver the benefits of enterprise storage to customers around the world."

David Tuhy, storage general manager, Intel

"Red Hat and Intel have collaborated to evolve software and hardware technologies to keep pace with the rapidly growing IT challenges. We are pleased to welcome Red Hat to the storage community today. Together, Red Hat and Intel deliver a storage solution with rich functionality, benefiting our joint customers."

Jeff Dobbelaere, vice president, x86 Sales, Mainline Information Systems

"Red Hat and Mainline have partnered for many years across virtualization, middleware, systems management and Linux, and are pleased to extend that partnership to storage. As customer needs in the datacenter continue to change and expand, Red Hat's ability to deliver choice and flexibility up the stack, and now including storage, delivers increased value to our end customers."

Peter Larocque, president, US Distribution for SYNEX Corporation

"With Red Hat's entrance into the storage space and today's Red Hat Storage 2.0 availability, enterprises are offered even more choice from Red Hat and SYNEX. With our long-standing strategic collaboration with Red Hat focused across a variety of technology areas, such as virtualization and cloud, Red Hat has become one of our top software partners."

Additional Resources

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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>.

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; uncertainty and adverse results in litigation and related settlements; the integration of acquisitions and the ability to market successfully acquired technologies and products; 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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¹ Enterprise Strategy Group, [Scale-out Storage Market Forecast, 2010-2015](#), February 2011

² Ibid.

³ Ibid.

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