

Red Hat Shows OpenStack Ecosystem Strength; Launches Red Hat OpenStack Certification, Unveils Red Hat Certified Solution Marketplace

JUN 12, 2013

Formal launch of Red Hat OpenStack Cloud Infrastructure Partner Network and Red Hat OpenStack Certification availability mark major milestones in fulfilling Red Hat's vision of creating broad ecosystem around Red Hat OpenStack

RALEIGH, N.C. & BOSTON--(BUSINESS WIRE)-- Red Hat Summit 2013

Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced significant momentum and milestones for its Red Hat OpenStack partner ecosystem. The Red Hat OpenStack Cloud Infrastructure Partner Network has graduated from its early adopter program and now boasts more than 100 global technology industry leaders as members, including Bull, Dell, Fujitsu, Hitachi, Juniper Networks, Lenovo, Lockheed Martin, NEC, NetApp, Symantec, and Wipro. Red Hat also announced the immediate availability of the Red Hat OpenStack Certification, and the Red Hat Certified Solution Marketplace, a directory of technologies and products which have been certified by Red Hat and are designed to optimize all offerings that include Red Hat OpenStack.

Since its launch eleven years ago, customers have valued the broad ecosystem Red Hat created around Red Hat Enterprise Linux. The robust ecosystem demonstrates Red Hat's ongoing commitment to maintain several multifaceted customer benefits, including a long and stable product lifecycle; tested and secure enterprise-grade solutions; and robust integration through standard interfaces and APIs. Red Hat continues to cultivate the value of this ecosystem with its partners, and with its growing and already strong Red Hat OpenStack Cloud Infrastructure Partner Network, is aiming to extend the same value into the realm of OpenStack solutions. Through the Red Hat OpenStack Cloud Infrastructure Partner Network and the availability certified solutions for Red Hat OpenStack, Red Hat is working to bring customers the same value and benefits they have found through Red Hat's existing ecosystems.

The Red Hat OpenStack Cloud Infrastructure Partner Network is designed for commercial organizations that offer hardware, software and services for customers to implement cloud infrastructure solutions powered by Red Hat OpenStack. The program offers partners the opportunity to gain the necessary expertise with Red Hat OpenStack technologies through access to Red Hat OpenStack releases and developer support, as well as key resources needed to test, certify and publish solutions that leverage the Red Hat OpenStack distribution. The program, which initially launched in April as an early adopter project, now includes all partner types including independent hardware vendors (IHVs), original equipment manufacturer (OEM) partners, independent software vendors (ISVs), and system integrators who are joining the program to provide certified solutions and launch their own practices to support customer deployments.

As part of today's announcement, IBM joins Cisco and Intel as Alliance Partners in the Red Hat OpenStack Cloud Infrastructure Partner Network.

Red Hat OpenStack Certification

In addition to momentum for its OpenStack partner ecosystem, Red Hat today announced availability of Red Hat OpenStack Certification. Red Hat OpenStack Certification helps customers identify third-party solutions that have been tested and certified with the Red Hat Enterprise Linux OpenStack Platform as well as Red Hat Cloud Infrastructure. Partners use the Red Hat OpenStack Certification Test Suite to certify either with a single service of OpenStack such as Block Storage (Cinder), Object Storage (Swift) or Networking (formerly known as Quantum), or with the entire set of Red Hat OpenStack technologies. Red Hat OpenStack Certification for OpenStack Compute (Nova) is available immediately. Certification for OpenStack Networking or for OpenStack Storage is expected to be available in the coming weeks.

In addition to the products achieving Red Hat OpenStack Certification, Red Hat is bringing its robust Red Hat Enterprise Linux ecosystem to Red Hat OpenStack. As of today's announcement, more than 4,000 compute servers and 13,000 applications that are currently certified for Red Hat Enterprise Linux are moving to certification for the Red Hat Enterprise Linux OpenStack Platform.

Red Hat Certified Solution Marketplace

Launched today, the Red Hat Certified Solution Marketplace brings choice and the full power of Red Hat's OpenStack ecosystem to customers. With the Red Hat Certified Solution Marketplace, customers will be able to easily find technologies and solutions that have achieved Certification with Red Hat OpenStack, or with other products in Red Hat's open hybrid cloud portfolio. The Red Hat Certified Solution Marketplace already includes more than 500 products that have been certified as OpenStack compute (Nova) compatible, from technology industry leaders such as Cisco, Dell, HP, and IBM. These solutions not only complement and expand the cloud infrastructure offerings based on Red Hat OpenStack, but also represent a broad range of enterprise applications from Red Hat Enterprise Linux and Red Hat JBoss Middleware partners.

Availability

All interested companies are invited to apply to become a part of the Red Hat OpenStack Cloud Infrastructure Partner Network as well as participate in the Red Hat OpenStack Certification process.

The Red Hat Certified Solution Marketplace, and its more than 500 launch solutions, is available immediately. The Marketplace is

currently in beta, with general availability planned for Fall 2013.

Supporting Quotes

Paul Cormier, president, Products and Technologies, Red Hat

"The industry is rallying around Red Hat's OpenStack strategy and vision. Since our earliest days with Red Hat Enterprise Linux, we have proven our ability to build strong, broad-reaching ecosystems that offer customers true choice. By offering a stable target for partners to certify against, we're also bringing peace of mind to customers implementing an OpenStack-powered cloud infrastructure. Choice and confidence are what we are aiming to build around Red Hat OpenStack, and I'm enthusiastic about the industry's initial response and support."

Jean Staten Healy, worldwide cross Linux marketing and open virtualization, IBM

"Growing support for OpenStack will help companies accelerate their cloud computing initiatives by providing them with trusted partners and open technologies that are proven ready for the latest workloads. IBM's collaboration with Red Hat and the OpenStack ecosystem is another step forward to provide clients with the flexibility, cost-effectiveness, and security they demand for cloud computing."

Aruna Ravichandran, vice president, product and solutions marketing, Software Solutions Division at Juniper Networks

"Juniper Networks is pleased to be a member of the Red Hat OpenStack Cloud Infrastructure Partner Network as it directly aligns with our vision for providing customers with standards-based solutions. As an industry leader in open, programmable networks, we've set a clear vision for how software-defined networks will play a transformational role in high-performance networking, and soon we will be delivering advanced OpenStack-powered cloud solutions to market that enable our customers to increase their cost-efficiency, flexibility and agility as they accelerate their transition to the cloud."

For more information

More about the [Red Hat OpenStack Cloud Infrastructure Partner Network](#)

More about [Red Hat OpenStack](#)

More about [Red Hat Summit](#)

Follow updates from Red Hat Summit on Twitter at [@RedHatSummit](#) or [#RHSummit](#)

Engage with [Red Hat Summit on Facebook](#)

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+](#)

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>.

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 <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.

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

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

Red Hat, Inc.
Stephanie Wonderlick, 571-421-8169
swonderl@redhat.com

Source: Red Hat, Inc.

News Provided by Acquire Media