

Red Hat Reseller and Alliance Partners Help Companies Find Success with Red Hat Storage Solutions

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Growing channel and technology partner programs speak to demand for modern, software-defined storage solutions

LAS VEGAS--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced that more than 20 North American reseller partners are now accredited to sell the company's software-defined storage solutions, Red Hat Ceph Storage and Red Hat Gluster Storage. This is in addition to more than 15 technical alliances partners, such as Cisco, Dell EMC, Intel, QCT, Samsung Semiconductor, Seagate and Supermicro.

The accreditation of Red Hat's storage resellers -- underway since Red Hat expanded the routes to market for the Red Hat Storage portfolio in November 2015 -- is indicative of growing demand for software-defined storage as part of modern IT solutions, including more agile container-based and cloud environments. As organizations deploy these web-scale IT architectures, open, software-defined storage offers them more flexibility in how they manage a wide variety of data, even on a massive scale.

In addition, Red Hat's active technical alliance program seeks to improve solution compatibility, devise supportive architectures and enhance innovative software-defined storage designs, with advanced hardware from partners around the globe.

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 accredited to sell Red Hat Storage solutions.

Red Hat Ceph Storage and Red Hat Gluster Storage are open, scale-out, software-defined storage solutions that are designed to run on top of industry standard hardware. They offer partners flexibility that enables them to address a wide array of their clients' needs regardless of their IT infrastructure. Additionally, the Red Hat Storage portfolio offers a storage platform that can scale across physical, virtual, and cloud resources.

Supporting Quotes

Ben Cherian, director, Partnerships, Alliances, Channel - Storage, Red Hat

"We're pleased to see such strong interest in our storage portfolio from the channel and the dedication of our partners to become accredited through OPEN. We believe that this commitment shows a desire to be able to provide modern, software-defined solutions as an alternative to traditional storage appliance offerings."

Shea Hart, director of product and partner management, CDW

"Software-defined storage is an area of growing interest and we are excited to collaborate with Red Hat to orchestrate solutions to fit the needs of our mutual customers. For CDW, this a natural extension of our collaboration with Red Hat delivering innovative open-source solutions to customers for the past several years."

Terry L. Smith, senior director, Advanced Solutions Group, Penguin Computing, Inc.

"Penguin Computing has almost two decades of leadership in HPC and open technologies. Across our diverse customer base, we have seen significant growth in data requirements with flat or linear increases in IT storage budgets. This has been particularly prevalent in the cloud and in industries like financial services. As an Advanced Red Hat Partner, Penguin Computing has been able to respond to customer needs with complete, turnkey, workload-optimized, enterprise-ready Gluster and Ceph storage solutions."

Phil Williams, principal architect, Rackspace

"The Red Hat Storage team has been a great partner to work with when defining the Ceph software-defined storage offering as part of Rackspace Private Cloud powered by Red Hat. While Red Hat Ceph Storage is a powerful storage solution for OpenStack private clouds, many customers prefer not to take on that management, preferring to hand that task to an expert. That's where Rackspace comes in, with our managed private cloud offering, based on Red Hat OpenStack Platform and Red Hat Ceph Storage."

Matt Francis, senior director, Storage Engineers, Redapt

"At Redapt, we provide innovative data center solutions combining leading technologies. We are excited to be a Red Hat Storage partner as it allows us to take advantage of the product portfolio, in-depth training, and support that Red Hat provides. This allows us to more confidently deliver fully integrated solutions to our hyperscale customers that can be more rapidly integrated into their OpenStack and container environments as soon as we roll the rack into the datacenter."

Joe Wojtal, vice president service provider solutions, World Wide Technology

"WWT is excited to work with Red Hat to deliver leading software-based storage capabilities within the Network Function Virtualization (NFV) solutions created in WWT's Carrier Grade NFV Test Facility jointly established in collaboration with Red Hat, Cisco, and Intel."

Additional Resources

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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 integration of acquisitions and the ability to market successfully acquired technologies and products; fluctuations in exchange rates; the effects of industry consolidation; 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; the ability to meet financial and operational challenges encountered in our international operations; ineffective management of, and control over, the Company's growth and international operations; 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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