

# Red Hat Collaborates with Dell to Drive Platform-as-a-Service Innovation with DevOps Solution Starter Pack

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*Red Hat Now Offers Its Highly Scalable OpenShift Platform as a Bundle with Industry Leading Dell Servers and Certified Partner Services*

AUSTIN, Texas--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE:RHT), the world's leading provider of open source solutions, today announced that it has collaborated with Dell to create the Dell and Red Hat DevOps Solutions Starter Pack, a combination of OpenShift Enterprise by Red Hat, the Dell PowerEdge R420 server, and partner services. This solution will be sold through certified Red Hat channel partners.

Vizuri, a certified Red Hat and Dell channel partner, will be the first partner to resell the Dell and Red Hat DevOps Solutions Starter Pack and will provide complementary services, enabling customers to build DevOps solutions.

As more enterprises are turning to DevOps to streamline their IT processes and better enable developers and administrators, they are combining trusted hardware and software resources and the combination of Red Hat, Dell and Vizuri will enable customers to leverage the unique expertise and strengths of each company as they build hybrid clouds.

OpenShift by Red Hat already boasts a strong partner ecosystem, using its unique cartridge specification to tightly integrate private PaaS capabilities with complementary partner offerings. Vizuri has showcased its services in the OpenShift partner network since November 2013, enabling customers to modernize their traditional applications with OpenShift.

## Supporting Quotes

*Ashesh Badani, vice president and general manager, OpenShift, Red Hat*

"The DevOps Solution Starter Pack provides businesses with seamless access to solutions and services aimed at making the cloud consumable in a complete packaged offering. Vizuri has long collaborated with Red Hat and demonstrates significant expertise and knowledge of the Red Hat portfolio, and this combined offering should bring value to customers whether they are in application development, operations, or an architect."

*Sam Greenblatt, vice president, Engineered Solutions and Technology, Dell*

"Red Hat's OpenShift solution is leading the industry in DevOps solutions and we are happy to enable partners like Vizuri to speed the adoption of OpenShift for our joint customers."

*Joe Dickman, senior vice president, Vizuri*

"OpenShift Enterprise can help organizations to bridge the knowledge gap that accompanies initial setup and configuration of DevOps solutions. The DevOps Solution Starter Pack was created to alleviate these concerns and enable IT organizations to be more agile and responsive as they chart their path to the cloud while converging infrastructure and making modernization faster, easier, and with less risk."

## Additional Resources

Learn more about Red Hat and Dell's [co-engineered cloud solutions](#)

Learn more about [Dell PowerEdge R420 hardware](#)

Learn more about [OpenShift by Red Hat](#)

Learn more about [Vizuri](#)

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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 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 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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