

Red Hat Expands North American Sales and Channel Leadership Team

APR 02, 2014

Red Hat names new North America Partner Sales, Emerging Product, and West Region leadership

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced the expansion of its North American sales leadership with three key appointments. Red Hat named D. Robert Martin as vice president of North American Partner Sales, John Tzioufas as vice president of North American Emerging Product Sales, and Matt Androski as vice president of West Region Sales. These additions are aimed at supporting Red Hat's momentum as enterprises journey to the open hybrid cloud.

Martin, an executive with more than twenty years' experience in sales and sales leadership, joins Red Hat to lead the development and execution of Red Hat's North America channel strategy and partner sales execution. He will be responsible for driving sales and developing relationships with North American channel partners, including resellers and distributors, as well as alliance partners like independent software vendors (ISV), system integrators (SI), value-added resellers (VAR), original equipment manufacturers (OEM), and embedded, cloud, and hosted infrastructure providers. Most recently, Martin served as vice president of Global Indirect Channels at VCE, Inc. where he was responsible for creating and executing the worldwide channel sales strategy for the Vblock converged infrastructure platform that supported the implementation of cloud computing across multiple market segments. Prior to VCE, Martin held several leadership roles at Cisco including senior director of Worldwide VTG Channel Sales; director of Business Strategy and Operations for the U.S. and Canada Channels; and senior operations director for U.S. Channels. Martin has been named one of *CRN's* Top 100 Channel Executives.

Tzioufas also joins Red Hat with more than twenty years of sales experience. At Red Hat, he will be responsible for promoting the success of a multi-product customer diffusion strategy and help spur growth and adoption of all of Red Hat's emerging products, including cloud, storage and virtualization. Before joining Red Hat, he served as the vice president of Sales for Hewlett Packard, where he was the field leader for the eastern half of the U.S. Tzioufas has held leadership roles at FAST Search and Transfer, Sonicsoftware, TIBCO Software, and RightWorks Corporation.

Androski will be responsible for leading a team at Red Hat tasked with promoting the success of a multi-product, go-to-market strategy for Red Hat's West Region sales organization. Most recently, Androski was vice president of Sales and general manager for North America at Mindjet. There, he oversaw Mindjet Enterprise and Corporate teams responsible for selling Mindjet subscription services. Prior to Mindjet, Androski held sales leadership roles at mSA International, Fair Isaac Corporation (FICO), Adobe Systems, and Microsoft.

Supporting Quotes

Mark Enzweiler, senior vice president, Global Channel Sales and Alliances, Red Hat

"I'm excited to welcome D., John and Matt to the Red Hat team. All three leaders have proven success in the industry. Their passion and enthusiasm for Red Hat and our open source business model, leads me to believe they will fit in perfectly and complement the current momentum our North America team has successfully built with our partners and customers."

Rick Akie, vice president and general manager, North America Sales, Red Hat

"D., John and Matt possess deep experience and key leadership skills that will help Red Hat take our relationships with partners and customers to the next level. As Red Hat moves from a solution provider to true advisor, offering comprehensive infrastructure stack solutions, we need leaders such as these to help lead the way."

Additional Resources

[Interact with Red Hat's Partner Program](#)

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, 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 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 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.

Red Hat is a trademark of Red Hat, Inc., registered in the U.S. and other countries. Linux® is the registered trademark of Linus Torvalds in the U.S. and other countries.

Red Hat, Inc.
Emily Stancil Martinez, 919-301-3010
emartinez@redhat.com

Source: Red Hat, Inc.

News Provided by Acquire Media