

Red Hat Announces Establishment of Partner Network for Cloud Infrastructure Solutions Powered by Red Hat OpenStack

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Early Adopter Partners Join Red Hat's OpenStack Cloud Infrastructure Partner Network

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced partner support for its Red Hat OpenStack distribution, which **graduated** from a preview version to an Early Adopter Program today. In conjunction with this, Red Hat also announced the establishment of its Red Hat OpenStack Cloud Infrastructure Partner Network, focused on building a robust ecosystem around the Red Hat OpenStack distribution and cloud infrastructure technologies, which is currently accepting nominations for early adopter partner participation.

The Red Hat OpenStack Cloud Infrastructure Partner Network is a multi-tiered program designed for third-party commercial companies that offer hardware, software and services for customers to implement cloud infrastructure solutions powered by Red Hat OpenStack. Building an ecosystem of third-party technology partners with solutions that have been tested, certified and supported is an important part of establishing customer confidence in Red Hat OpenStack. Responding to this need, a core element of the program is a certification process for technology partners to integrate and validate their solutions around Red Hat OpenStack.

The program offers partners the opportunity to gain the necessary expertise with Red Hat OpenStack technologies, as well as key resources they need to test, certify and publish their solutions. Partners can certify with a single component of OpenStack such as Cinder, Swift or Quantum, or they may choose to certify with the entire set of OpenStack technologies as supported by Red Hat. As part of the program Red Hat will provide access to Red Hat OpenStack builds and roadmap, developer support and a range of go-to-market activities to assist in customer adoption.

Today hardware, software and services partners can join the program as an early adopter and gain access to Red Hat OpenStack builds, developer support and insight into the Red Hat OpenStack certification, which is slated to be fully available in line with the supported Red Hat OpenStack enterprise offering that is expected later this year.

The Red Hat OpenStack Cloud Infrastructure Partner Network features three participation levels, in addition to the Alliance Tier:

Red Hat OpenStack Premier: Unique and enterprise-ready partner integration with Red Hat OpenStack technologies

Red Hat OpenStack Advanced: Certified technical compatibility with Red Hat OpenStack components, including but not limited to Cinder, Nova and Quantum

Red Hat OpenStack Ready: Base-level compatibility with Red Hat OpenStack

Availability

Companies interested in being part of the Red Hat OpenStack Cloud Infrastructure Partner Network can begin participating as early adopters today. Technology certification as part of the Program is planned for later this year.

Supporting Quotes

Radhesh Balakrishnan, general manager, Virtualization, Red Hat

"As we're getting closer to delivering an enterprise-ready OpenStack offering backed by our award-winning commercial support, it's extremely important that we collaborate to establish a vibrant ecosystem of partners with solutions and services that are designed to meet our customers' needs. We see that partners and customers are looking for standards to emerge within the OpenStack ecosystem, and Red Hat is here to deliver stable enterprise targets with which partners can develop, test and support solutions for joint customers."

Parvesh Sethi, senior vice president, Cisco Services

"We have seen a tremendous interest in and pent-up demand for OpenStack from a broad range of Cisco's most strategic customers, and we fully expect OpenStack to be widely adopted. Until now, there have been limited production-grade fully supported solutions available. We are therefore excited to be exploring opportunities to expand our relationship to collaborate closely with Red Hat on the OpenStack cloud infrastructure."

Billy Cox, director, Intel Datacenter Software Division

"Intel and Red Hat have a long tradition of working together to address our joint enterprise customers' challenges in the datacenter. Intel is excited to be an alliance member of the Red Hat OpenStack Cloud Infrastructure Partner Network and to support Red Hat to deliver an enterprise-ready OpenStack distribution. We are collaborating with Red Hat to embed security into Red Hat OpenStack solutions to improve security through Intel's Trusted Compute Pools-- enabling an automated hardware root of trust to enforce and monitor cloud servers. Today's announcement is evidence of the joint commitment to provide secure cloud infrastructure solutions to customers."

"Mirantis and Red Hat share the goal of building robust, production-grade OpenStack clouds for demanding customer workloads. We are excited about our deep integration of services and solutions with Red Hat as we enhance our strategic partnership as part of the Red Hat OpenStack Cloud Infrastructure Partner Program."

For more information

[Register](#) to join Red Hat's virtual press conference, broadcasting live at 12 p.m. ET on April 15, to learn more about the news
Learn more about the [Red Hat OpenStack Cloud Infrastructure Partner Network](#)

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Red Hat 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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