

# Red Hat Enterprise Virtualization 3.0 Enters Market with Backing of Strong ISV Ecosystem

JAN 18, 2012

Red Hat introduces its Red Hat Market Place for ISV partner collaboration and unveils Red Hat Enterprise Virtualization-Certified product certification

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced strong partner support for Red Hat Enterprise Virtualization 3.0 from its ISV partner ecosystem. In line with the general availability of the Red Hat Enterprise Virtualization 3.0 portfolio today, Red Hat introduces its ecosystem of industry-leading vendors that have integrated their applications with the 3.0 product through its APIs.

"We are excited to introduce Red Hat Enterprise Virtualization 3.0 to worldwide enterprises today with the backing of our wide-ranging ecosystem of ISV partners that we have worked closely with to certify their solutions to our portfolio," said Navin Thadani, senior director, Virtualization Business at Red Hat. "We selected leaders in product areas ranging from advanced management to security, backup, disaster recovery, compliance, capacity and performance management and monitoring to augment the reach and capabilities of Red Hat Enterprise Virtualization 3.0. With these collaborations, we will offer joint support for Red Hat Enterprise Virtualization and our partners' certified products to our customers."

Red Hat today also introduced a central hub where all Red Hat Enterprise Virtualization ecosystem partners will showcase information on their products via the Red Hat Market Place. The Market Place, available within Red Hat Enterprise Virtualization or via <http://marketplace.redhat.com/rhev>, offers a forum for collaboration, partner documentation such as data sheets and solution guides, and trial evaluations of products and applications certified for use with Red Hat Enterprise Virtualization. Evaluations of these certified products from the Red Hat Enterprise Virtualization ecosystem are easily available within the Market Place, allowing customers to trial new products alongside Red Hat Enterprise Virtualization within minutes.

Also introduced today is a new certification status, "Red Hat Enterprise Virtualization-Certified," a product certification for Red Hat partner products that integrate with the Red Hat Enterprise Virtualization API. Products and solutions classified under this status are considered to have a high-quality and meaningful integration with Red Hat Enterprise Virtualization. All applications showcased in the Red Hat Market Place are Red Hat Enterprise Virtualization-Certified.

"Acronis has been part of the Red Hat ISV ecosystem since 2006, and we continue to see growing demand for our solutions in the Red Hat environment. By achieving certification on this new platform, we can give enterprise customers the tools and the confidence to migrate their data over to Red Hat Enterprise Virtualization 3.0, knowing that it can be well protected," said Izzy Azeri, senior vice president and general manager, Acronis Americas.

"We are very pleased to announce support for Red Hat Enterprise Virtualization 3.0," said Chuck Tatham, SVP Operations and Business Development at CIBRA. "Now organizations will be able to gain greater control over efficiency and risk in Red Hat Enterprise Virtualization-based infrastructure with CIBRA's new Control Console. Powered by CIBRA's analytics, the console reveals waste and inefficiency in infrastructure and the precise changes required to address these issues, ultimately enabling organizations to run leaner data centers with lower risk."

"We are thrilled to join the Red Hat Enterprise Virtualization ecosystem to help Red Hat Enterprise Virtualization customers maximize service performance and user productivity, and thereby deliver on the ROI promise of transformational IT initiatives," said Srinivas Ramanathan, founder and CEO of eG Innovations. "The eG Enterprise performance management solution provides the industry's only virtualization-aware service topology mapping and automatic correlation, which allows administrators to monitor Red Hat Enterprise Virtualization server and desktop platforms -- not as a silo but as an integral component of the overall business service infrastructure. This unique approach delivers deep, actionable insights into root causes of cross-domain service performance issues and enables administrators to pre-emptively detect, diagnose and fix root-cause issues before end users notice."

"Red Hat Enterprise Virtualization 3.0 provides the features, performance and scalability that enable IT organizations to lower the cost of virtualization and cloud computing. ManageIQ is excited to collaborate with Red Hat to deliver unified monitoring, management and automation solutions that reduce the cost and complexity of enterprise virtual and cloud environments," said Joseph Fitzgerald, CEO of ManageIQ.

"Radware is pleased to be collaborating with Red Hat in jointly developing the first application delivery controller (ADC) solutions tailored to Red Hat Enterprise Virtualization environments," said Gilad Zlotkin, vice president, Virtualization and Management Products R&D at Radware. "Through this relationship, Radware will enable more enterprise users to achieve the benefits of a fully virtualized application delivery infrastructure including greater availability, agility and performance of business-critical applications that run on top of the Red Hat Enterprise Virtualization infrastructure, as well as savings in capital and operational costs. We're excited for this strategic collaboration, and for Red Hat customers to now acquire the power of Radware's virtual ADC solutions through the Red Hat Market Place."

"As we expect most companies that use Red Hat Enterprise Linux to virtualize using Red Hat Enterprise Virtualization, the availability of our Sourcefire Virtual IPS Sensor and Sourcefire Virtual Defense Center™ on Red Hat Enterprise Virtualization is critical to companies who want to extend their Next-Generation Network Security in both virtual and physical platforms," said Matt McCormick, vice president of business development at Sourcefire. "These same companies can benefit from our extended collaboration with Red Hat, which will offer our virtual products and demos through the Red Hat Market Place."

"Many of our customers are exploring and implementing heterogeneous hypervisor platforms within their virtualized data centers and Red Hat Enterprise Virtualization offers unique hypervisor features that allow us to deliver the capacity management support needed to support these environments," said Bryan Semple, CMO at VKernel. "VKernel's vOperations Suite is fully compatible with Red Hat Enterprise Virtualization 3.0 to provide award-winning capacity management capabilities for data centers using Red Hat to virtualize their environments."

For more information about Red Hat Enterprise Virtualization 3.0, including a full list of new features and capabilities, or to download a free, fully supported 60-day trial of Red Hat Enterprise Virtualization 3.0, visit [www.redhat.com/rhev3](http://www.redhat.com/rhev3). To visit the Red Hat Market Place, visit <http://marketplace.redhat.com/rhev>.

To learn more about this announcement and to hear from Red Hat executives, partners and customers about Red Hat Enterprise Virtualization 3.0, join us for our virtual launch event keynote and following presentations kicking off at 12 p.m. ET on Wednesday, January 18. The keynote and presentations will also be available on demand following the live event. Join by visiting <http://bit.ly/AxCJav>.

For more information about Red Hat, visit [www.redhat.com](http://www.redhat.com). For more news, more often, visit [www.press.redhat.com](http://www.press.redhat.com).

About Red Hat, Inc.

Red Hat, the world's leading provider of open source solutions and an S&P 500 company, is headquartered in Raleigh, NC with more than 70 offices spanning the globe. Red Hat provides high-quality, affordable technology with its operating system platform, Red Hat Enterprise Linux, together with cloud, virtualization, management, storage and service-oriented architecture (SOA) solutions, including Red Hat Enterprise Virtualization and JBoss Enterprise Middleware. Red Hat also offers support, training and consulting services to its customers worldwide. Learn more: <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; uncertainty and adverse results in litigation and related settlements; the integration of acquisitions and the ability to market successfully acquired technologies and products; 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, including events in Japan. 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 the press release.

*Red Hat, Inc. 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.*

Red Hat, Inc.  
Kerri Catallozzi, 919-754-4268  
[kcatallo@redhat.com](mailto:kcatallo@redhat.com)

Source: Red Hat, Inc.

News Provided by Acquire Media