



RED HAT

The world's leading provider of open source, enterprise IT products and services

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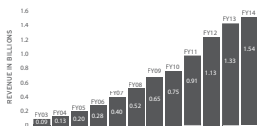
FAST FACTS

Founded in 1993

Publicly traded

NYSE: RHT

S&P 500 Index company



Annual revenues exceed \$1B

80+ worldwide development and sales offices in

35+ countries

Products cover five primary technology areas:

- 1 CLOUD**
- 2 MIDDLEWARE**
- 3 OPERATING SYSTEM**
- 4 STORAGE**
- 5 VIRTUALIZATION**

OUR HISTORY

More than two decades ago, Red Hat had a spark of an idea—a vision for developing better software. Then and now, collaboration with an ecosystem of IT leaders, open source advocates, developers, and partners creates the perfect foundation for the future of IT—Red Hat® Enterprise Linux®. But, that was just the beginning.

Today, Red Hat is at the forefront of open source software development for enterprise IT, with a broad portfolio of products and services for commercial markets.

That vision for developing better software is a reality, as CIOs and IT departments around the world rely on us to deliver solutions that meet their business needs. Solutions that provide technology leadership, performance, security, and unmatched value to more than 90% of Fortune Global 500 companies¹. Trusted and innovative solutions preparing them for the future of IT.

DRIVING INNOVATION

Red Hat is a connective hub in the global network of customers, partners, research and academic organizations, and open source communities. Bringing these innovative groups together fosters collaboration. And with a wide range of computing requirements, distinct approaches, and differing skills, the result is technology that meets the needs of today's computing environments more effectively than any one group could have created alone.

We deliver this technology to customers in two ways:

1. Offering commercial products for demanding environments

Deploying solutions from Red Hat and its partners helps customers to benefit from the best of both worlds—innovative technology coupled with the services, security, predictability, and quality that their businesses demand.

2. Sponsoring freely available open source projects

We are experts at collaboration—developing new technology, solving common problems, and sharing the benefits with our customers and partners.

BRINGING OPEN SOURCE TO THE ENTERPRISE

Our business model mirrors the highly interconnected world we live in—where ideas and information can be shared worldwide in seconds. It allows our customers to enjoy the highest levels of technology innovation while remaining aligned with real-world business requirements. Traditional, proprietary software development models cannot match this efficient, rapid, customer-focused method.

Red Hat gives customers the maximum value from their investments by delivering solutions in collaboration with our hardware and software partners. These extensive collaborations connect every aspect of the enterprise, and help customers deploy integrated and certified configurations.

¹ Red Hat client data, 2013

redhat.com



DOING BUSINESS WITH RED HAT

Ecosystem: While our development model results in innovative products, our business model provides a simple way for IT departments to deploy them effectively. Our comprehensive ecosystem includes:

- Certifications by our OEM hardware and ISV software partners.
- Systems integrators and service providers that offer seamless technology integration and local industry expertise.
- Global alliance partners that work with us to ensure our solutions work together, at scale, and in long-term, mission-critical deployments.
- Distributors and resellers that offer Red Hat products across all industry segments and sizes.

Subscription model: Red Hat products are offered as annual subscriptions, providing customers with a simple way to manage and budget purchases. Red Hat products are also used by our OEM and ISV partners for their certifications; therefore, customers can deploy complete, fully supported configurations selected from thousands of applications and hardware platforms.

PRODUCTS AND SERVICES

Red Hat provides the only fully open technology stack in addition to award-winning support, consulting, and training offerings. And with a fully open stack, you're not locked in. You're not limited to a vendor's vision of your future.

Core technologies: Our core technology products provide the capabilities needed to deploy a complete, high-performing IT infrastructure that is flexible, scalable, and secure. The solutions interoperate seamlessly and are designed for demanding business environments.

Cloud technologies: The explosive success of cloud computing is driven by its commitment to open standards, independent communities, free-to-use APIs, and the prevention of vendor lock-in. Using our core products as a foundation, Red Hat's open hybrid cloud vision drives the our cloud capabilities. They help you increase productivity, optimize assets, and manage applications and their associated data across a heterogeneous infrastructure – wherever that infrastructure live

Service offerings: Our award-winning consulting and training offerings and certifications help customers fully utilize the value of their subscriptions, equipping them with the knowledge, professional support, and hands-on skills to ensure success.

OUR CUSTOMERS

Red Hat's success is solely based on the successes of our innovative community. Great ideas stand on the shoulders of good ideas. The world's most innovative companies rely on Red Hat. But don't take our word for it, read their stories at redhat.com/customerSUCCESS.



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