

# Red Hat

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

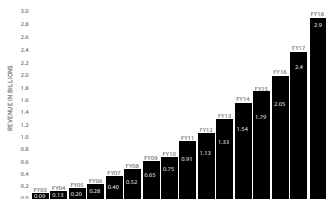
## Fast facts

Founded in 1993

Publicly traded

NYSE: RHT

S&P 500 Index company



Annual revenue of \$2.9B

95+ worldwide development  
and sales offices in

**35+** countries

Products cover seven primary  
technology areas:

- 1 Cloud computing
- 2 Middleware
- 3 Operating system
- 4 Storage
- 5 Virtualization
- 6 Management
- 7 Mobile



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## Our history

More than two decades ago, Red Hat had a vision for developing better enterprise software. By collaborating with an ecosystem of IT leaders, open source advocates, developers, and partners, we created the foundation for our technological future: Red Hat® Enterprise Linux®. But that was just the beginning.

Today, Red Hat is at the forefront of open source software development, with a broad portfolio of products and services for enterprise markets. Chief information officers and IT departments around the world rely on us to deliver solutions that meet their business needs.

Our passion for open source software helped expose and expand a movement that now leads the way in technology development, performance, and security. Red Hat uses these advantages to provide technologies and services to more than 90% of Fortune 500 companies.<sup>1</sup>

## Bringing open source to the enterprise

Although open source communities excel at innovating rapidly, collaborating, and addressing common IT problems, individual businesses have unique needs that communities cannot address. This is where Red Hat steps in.

We help organizations by adapting and refining community software, ultimately offering them the innovation of community software with the stability of an enterprise life cycle and technical support.

## Products and services

In addition to award-winning<sup>2</sup> support, consulting, and training, Red Hat offers a broad portfolio of products and services that help customers:

**Optimize their IT.** IT organizations need to innovate and act on new insights to keep up with the competition. To accomplish this goal, they often need to embrace new technologies and approaches. However, as organizations modernize, they also must continue to support existing systems and processes that run and protect active operations.

### **Integrate software, services, application programming interfaces (APIs), data, and devices.**

Digital information is stored in disparate locations, but it needs to be accessed by applications, processes, and people. Integration is what lets organizations interact with customers, other businesses, employees, applications, processes, and databases. Simplifying the connections between those entities makes capabilities reusable and increases efficiency.

**Build hybrid cloud infrastructure.** To compete and grow, businesses and developers need always-on, security-focused, scalable, and dynamic infrastructure. Hybrid cloud infrastructure, available on demand with automated resource scaling and life-cycle management, helps organizations quickly deliver modern services across any environment.

<sup>1</sup> Red Hat client data and *Fortune 500 list*, June 2018

<sup>2</sup> "Awards & Recognition." Red Hat, 2018. <https://access.redhat.com/recognition>.

**Red Hat subscription benefits:**

- Stable open source technology, organized and optimized for enterprise use
- Security and accountability from a trusted adviser
- Knowledge and influence in open source communities to pursue innovation and development
- Access to technical support, documentation, and tools
- Flexibility for your plans with compatible, vendor-agnostic solutions and long life cycles
- Partnership with Red Hat from proof of concept (POC) to deployment and beyond
- Broad ecosystem of partners

**Learn more**

[www.redhat.com/overview](http://www.redhat.com/overview)



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**Develop cloud-native applications.** Modern applications can run across complex hybrid cloud environments without modification. This capability helps organizations move faster and get the most from innovative new technologies and practices like containers, microservices, and DevOps.

**Automate and manage IT.** Analysis and orchestration of applications and systems across cloud and bare-metal deployments let organizations better control environments, find and fix flaws quickly, and automate manual or repetitive tasks. As a result, IT departments have more time and resources available to focus on ways to innovate and grow business.

**Doing business with Red Hat**

Our open source development model generates innovative products, and our business model provides simple and effective ways for IT departments to deploy them. Our comprehensive ecosystem includes:

- Hardware and software partner certifications.
- System integrators and service providers that offer technology integration and local industry expertise.
- Global alliance partners that collaborate with us to ensure our solutions work together, at scale, for long-term production deployments.
- Distributors and resellers that offer Red Hat products across industries.

Red Hat products are offered as annual subscriptions, providing customers with a simple way to manage and budget purchases. Our hardware and software partners also use Red Hat products for their certifications. Customers can deploy complete, fully supported configurations selected from thousands of applications and hardware platforms.

**Our customers**

Red Hat's success is because of our innovative community of contributors, partners, and customers. We work together to turn good ideas into great ideas. The world's most innovative companies rely on Red Hat. Read their stories at [redhat.com/success-stories](http://redhat.com/success-stories).

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