

IBM and Red Hat Join Forces to Accelerate Hybrid Cloud Adoption

Companies expand collaboration to target hybrid cloud sector through technology and services integration

SAN FRANCISCO – RED HAT SUMMIT – MAY 8, 2018 – IBM (NYSE: [IBM](#)) and Red Hat Inc. (NYSE: RHT) today announced a major expansion to their long-standing relationship, which will enable IBM and Red Hat customers to benefit from the combined power of both companies' technologies in private and public clouds.

The agreement builds on IBM's recent [move](#) to re-engineer its entire software portfolio with containers, including WebSphere, MQ Series and Db2. Container technologies are fast becoming a safe and reliable way to move applications across multiple IT footprints, from existing data centers to the public cloud and vice versa. Going hand-in-hand with IBM's shift to containerized software, is Red Hat's expansive portfolio of enterprise-grade, cloud-native, and hybrid cloud infrastructure solutions, which, when combined, provide a clear pathway for enterprises to adopt hybrid cloud computing.

Through the agreement, IBM and Red Hat customers can now:

- Maximize their existing technology investments and move them more easily to the hybrid cloud with IBM Cloud Private and Red Hat OpenShift serving as the common foundation;
- Build and deploy containerized applications on one single, integrated container platform IBM Cloud Private providing a single view of all enterprise data;
- Allow developers to design, modernize, and deploy new applications more quickly while taking advantage of IBM's cloud-based services such as artificial intelligence (AI), Internet of Things (IoT) and blockchain with IBM Cloud Private on Red Hat OpenShift Container Platform.

As part of the agreement, IBM will extend its private cloud platforms (IBM Cloud Private and IBM Cloud Private for Data) and its middleware offerings to Red Hat OpenShift Container Platform as Red Hat Certified Containers. Customers can benefit from the speed and simplicity of the IBM Cloud Private self-service catalogue, deployment engine and operational management on Red Hat OpenShift Container Platform across all footprints of the hybrid cloud including the IBM public cloud.

Today's announcement builds on two decades of partnership between IBM and Red Hat, which are two of the world's biggest open source companies. This extended collaboration is already available to customers, as organizations with eligible Red Hat subscriptions can currently use their Red Hat OpenShift Container Platform subscriptions on IBM Cloud via the [Red Hat Cloud Access](#) solution. The companies will also

partner to provide joint consultancy and implementation services through the IBM Garage and Red Hat Consulting and the solution will be supported by world-class IBM Technology support services and Red Hat Services. Today's news parallels a [joint development plan](#) designed to accelerate the availability of key pieces of Red Hat's portfolio on IBM Power Systems. Additionally, IBM, in collaboration with Red Hat, also [announced](#) that IBM PowerAI is now available on Red Hat Enterprise Linux.

Today, 90 percent of Fortune 100 companies and more than 100 billion mission-critical transactions per day run on IBM systems. Meanwhile, Red Hat has become the leading Linux platform for the enterprise and one of the primary catalysts fueling Kubernetes adoption for global IT organizations.

Supporting Quotes

Paul Cormier, President, Products and Technologies, Red Hat

“Today's enterprises need a succinct roadmap for digital transformation as well as confidence in deployment consistency across every IT footprint. By extending our long-standing collaboration with IBM, we're bringing together two leading enterprise application platforms in Red Hat OpenShift Container Platform and IBM Cloud Private and adding the power of IBM's software and cloud solutions. Together, we're providing customers with a supported, consistent offering across their computing environments.”

Arvind Krishna, Senior Vice president, IBM Hybrid Cloud

“With IBM's recent move to containerize its middleware, today's landmark partnership between IBM and Red Hat provides customers with more choice and flexibility. Our common vision for hybrid cloud using container architectures allows millions of enterprises – from banks, to airlines, to government organizations - to access leading technology from both companies without having to choose between public and private cloud.”

Sam Fatigato, CEO, Coda Global, LLC

"IBM and Red Hat are leaders in delivering enterprise flexibility with strong support for open standards and hybrid cloud environments. This partnership aligns with Coda Global's strategy to help customers modernize their applications leveraging container-based cloud computing with enterprise-grade management and scale. Coda Global empowers businesses to rapidly bring their greatest ideas to market, and the combination of IBM Cloud Private and Red Hat OpenShift helps us to deliver with speed, quality, and scale.”

Additional Resources

- Learn more about the [IBM](#) and [Red Hat](#) partnership
- Follow [@IBMCloudPrivate](#) or via the hashtag [#cloudprivate](#) on Twitter
- Learn more about [Red Hat Summit](#)

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About IBM Cloud

The IBM Cloud simplifies how clients move to the cloud by making it easier to gain insights from their data wherever it resides, providing access to a full range of AI capabilities and by securing it at every level. For more information on IBM Cloud, visit: www.ibm.com/cloud

About Red Hat, Inc.

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to provide reliable and high-performing cloud, Linux, middleware, storage and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As a 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>.

Red Hat's 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 the ability of Red Hat to compete effectively; the ability to deliver and stimulate demand for new products and technological innovations on a timely basis; delays or reductions in information technology spending; the integration of acquisitions and the ability to market successfully acquired technologies and products; risks related to errors or defects in Red Hat's offerings and third-party products upon which Red Hat's offerings depend; risks related to the security of Red Hat's offerings and other data security vulnerabilities; fluctuations in exchange rates; the effects of industry consolidation; uncertainty and adverse results in litigation and related settlements; the inability to adequately protect Red Hat intellectual property and the potential for infringement or breach of license claims of or relating to third party intellectual property; changes in and a dependence on key personnel; the ability to meet financial and operational challenges encountered in our international operations; and ineffective management of, and control over, Red Hat's growth and international operations, as well as other factors contained in Red Hat's most recent Annual Report on Form 10-K (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 Red Hat's views as of the date of this press release and these views could change. However, while Red Hat may elect to update these forward-looking statements at some point in the future, Red Hat specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing Red Hat's

views as of any date subsequent to the date of this press release.

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The use of the word “partnership” does not mean a legal partnership or any other form of legal relationship between IBM and Red Hat, Inc.

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