



# Cisco and Red Hat Deliver Integrated Infrastructure for OpenStack

Companies expand relationship, accelerate collaboration around OpenStack, Application Centric Infrastructure and Intercloud

September 5, 2014 — Cisco (NYSE: CSCO) and Red Hat (NYSE: RHT) have announced a new integrated infrastructure solution for OpenStack-based cloud deployments. In addition, the companies announced an expansion of their relationship, accelerating collaboration around OpenStack, Application Centric Infrastructure and Intercloud.

Cisco is the market leader in integrated infrastructure—the fast growing market segment that combines server, networking, storage and management software. The new family of Cisco UCS Integrated Infrastructure solutions will target enterprise and mid-market customers by streamlining deployment and operation of OpenStack-based private clouds today, while providing an on-ramp to the Intercloud. Cisco UCS Integrated Infrastructure for Red Hat Enterprise Linux OpenStack Platform (UCSO) will combine Cisco Unified Computing™ (UCS), Cisco Application Centric Infrastructure (ACI) and Red Hat Enterprise Linux OpenStack Platform.

“Cisco is working with its partners to build the Intercloud—an interconnected, global, ‘cloud of clouds’ connecting private, public, and hybrid clouds,” said Padmasree Warrior, chief technology & strategy officer at Cisco. “As the cloud industry pivots towards open source technology, Cisco and Red Hat are expanding our relationship and accelerating collaboration around OpenStack, Application Centric Infrastructure and Intercloud.”

“Open source technology has emerged as the catalyst for cloud innovation,” said Paul Cormier, president, Products and Technologies at Red Hat. “Cisco is a market leader in cloud infrastructure and integrated infrastructure, while Red Hat brings market leadership and deep domain expertise of open source and OpenStack. By combining our complementary strengths, Cisco and Red Hat have a unique opportunity to capitalise on this market disruption.”

## Integrated Infrastructure for OpenStack

- The Cisco UCS Integrated Infrastructure portfolio represents key building blocks ideally suited to supporting private, public, and hybrid clouds. The architecture combines the UCS servers with Nexus switching, UCS Director management, and storage access for streamlined deployment of applications and cloud services.
- The UCSO solution is expected to feature three offerings: a Starter Edition that enables quick and easy installation for enterprise private clouds; an Advanced Edition that enables rapid deployment and operation of large scale private clouds; and an Advanced ACI Edition delivering policy-driven infrastructure deployment and operation for large scale clouds by utilising Cisco ACI.
- In addition to 24x7 product support on Cisco and Red Hat components, customers will also have an option to purchase Solution Support, which will provide global, 24x7 access to a team of cross-trained experts.
- UCSO Starter Edition is expected to become generally available by the end of 2014. Qualified channel partners and Cisco Cloud Consulting Services will be able to facilitate the deployment of these solutions.

## Partnership expansion

- Having worked together successfully on unified computing and networking for years, Cisco and Red Hat will accelerate collaboration around three new areas: OpenStack, Application Centric Infrastructure and Intercloud. Together, Cisco and Red Hat aim to deliver a set of Intercloud-ready solutions designed to bring OpenStack to enterprise and service provider customers.
- OpenStack: Cisco and Red Hat are working together to provide fully supported, certified platforms that deliver open source innovation and optimised functionality. The companies intend to collaborate to deliver validated architectures, a growing third-party ISV and IHV ecosystem, governance across clouds, and advanced services for lifecycle management of cloud solutions.
- Application Centric Infrastructure: Cisco and Red Hat are extending the Cisco ACI policy framework to OpenStack environments, enabling customers to leverage greater policy-based automation in their cloud environments.
- Intercloud: As the industry leader in open source technologies, Red Hat is an integral component of Cisco's Intercloud ecosystem. In addition to developing an integrated infrastructure solution for enterprise and mid-market customers, Cisco and Red Hat intend to develop carrier-grade, service provider solutions for the Cisco Evolved Services Platform—Cisco's software and virtualisation platform for hybrid cloud deployments. Red Hat and Cisco also collaborate around OpenShift, Red Hat's award-winning Platform-as-a-Service (PaaS) offering, and storage technologies, including Ceph.

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#### Additional information

- Watch Video: Cisco and Red Hat on OpenStack Innovation
- Read Blog: Introducing New Computing Platforms for the Internet of Everything (Padmasree Warrior, chief strategy & technology office, Cisco)
- Read Blog: Delivering the open hybrid cloud with Cisco (Bryan Che, general manager, Cloud Product Strategy, Red Hat)
- Read Blog: Cisco and Red Hat to Build On-Ramps to the Intercloud (Denny Trevett, Vice President, Global ISV and Technology Partners, Cisco)
- Read Blog: Partnering to accelerate the path to hybrid cloud via open innovation (Radhesh Balakrishnan, general manager, Virtualisation and OpenStack, Red Hat)
- Read Blog: Cisco UCSO: A Solution Whose Name Length is Second Only to the List of Customer Benefits (Jim McHugh, Vice President of UCS Marketing, Cisco)
- Read Blog: Cisco and Red Hat provide the innovation stack with OpenStack (Ashesh Badani, vice president and general manager, OpenShift, Red Hat)
- Read Blog: The next level of innovation and collaboration in cloud storage (Sarangan Rangachari, vice president and general manager, Storage, Red Hat)
- Read Blog: Delivering OpenStack Innovation Through ACI Collaboration: Red Hat and Cisco (Paul Cormier, president, Products and Technologies, Red Hat)

#### About Cisco

Cisco (NASDAQ: CSCO) is the worldwide leader in IT that helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the previously unconnected. For ongoing news, please go to <http://thenetwork.cisco.com>.

#### About Red Hat

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

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#### Cisco's Forward-Looking Statement

This release may be deemed to contain forward-looking statements, which are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements include, among others, statements regarding an expansion of the companies' relationship, accelerating collaboration around OpenStack, Application Centric Infrastructure and Intercloud, and the companies' unique opportunity to capitalise on market disruption that involve risks and uncertainties. Readers are cautioned that these forward-looking statements are only predictions and may differ materially from actual future events or results due to a variety of factors, including, among other things the ability of the companies to partner successfully, the ability to achieve expected benefits of the partnership, business and economic conditions and growth trends in the networking industry, our customer markets and various geographic regions; global economic conditions and uncertainties in the geopolitical environment; overall information technology spending; the growth and evolution of the Internet and levels of capital spending on Internet-based systems; variations in customer demand for products and services, including sales to the service provider market and other customer markets; the return on our investments and in certain geographical locations; increased competition in our product and service markets, including the data centre; dependence on the

introduction and market acceptance of new product offerings and standards; rapid technological and market change; and other factors listed in Cisco's most recent reports on Forms 10-Q and 10-K filed on May 22, 2014 and September 10, 2013, respectively. Any forward-looking statements in this release are based on limited information currently available to Cisco, which is subject to change, and Cisco will not necessarily update the information.

#### 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 delays or reductions in information technology spending; the effects of industry consolidation; the ability of Red Hat 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 Red Hat 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, Red Hat'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 Red Hat's most recent Quarterly Report on Form 10-Q (copies of which may be accessed through the Securities and Exchange Commission's website at [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.