



## COMPANY OVERVIEW

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# #1

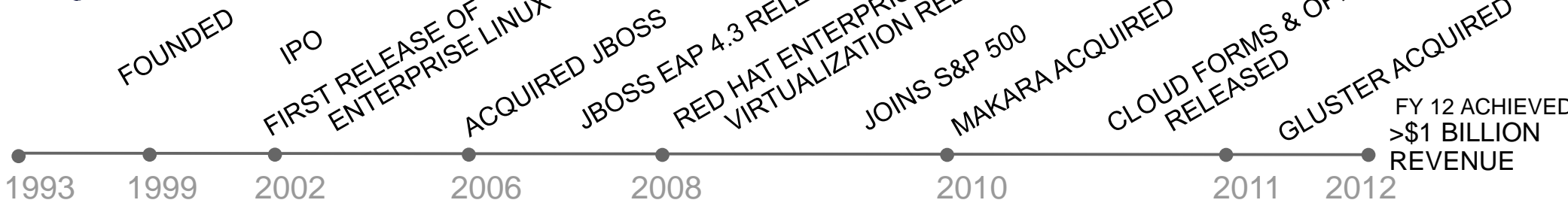
## OPEN SOURCE LEADER



CEO JIM WHITEHURST

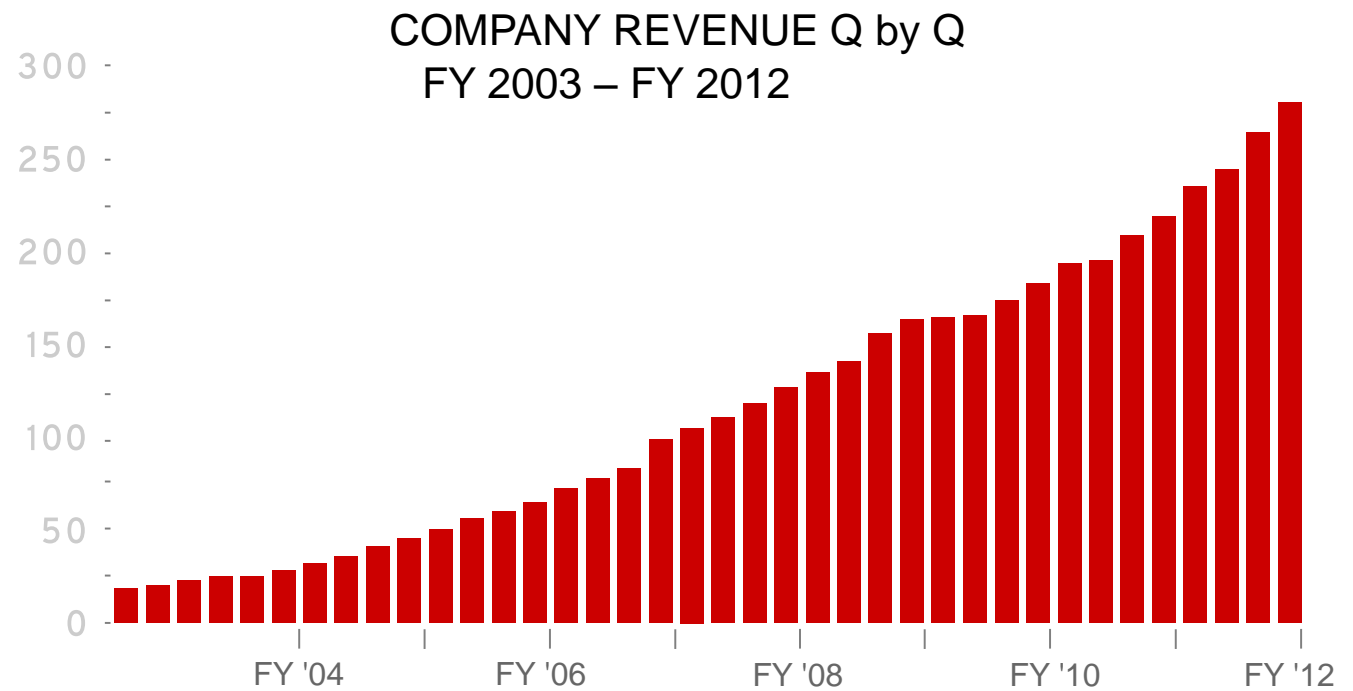
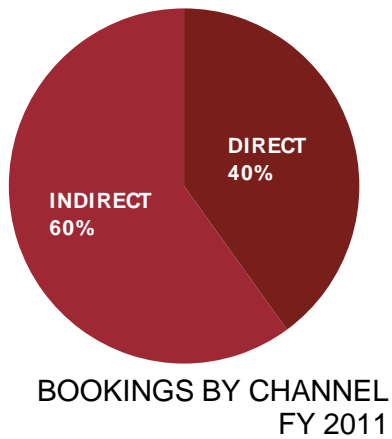


4500 Employees  
FY revenue 1,18 B  
Revenue Growth (yoy) 19%  
Market Cap 11 B



salesforce.com

The offering of Red Hat Enterprise Linux is fantastic, but what's more important is the company that stands behind it.  
—PARKER HARRIS, EVP Technology

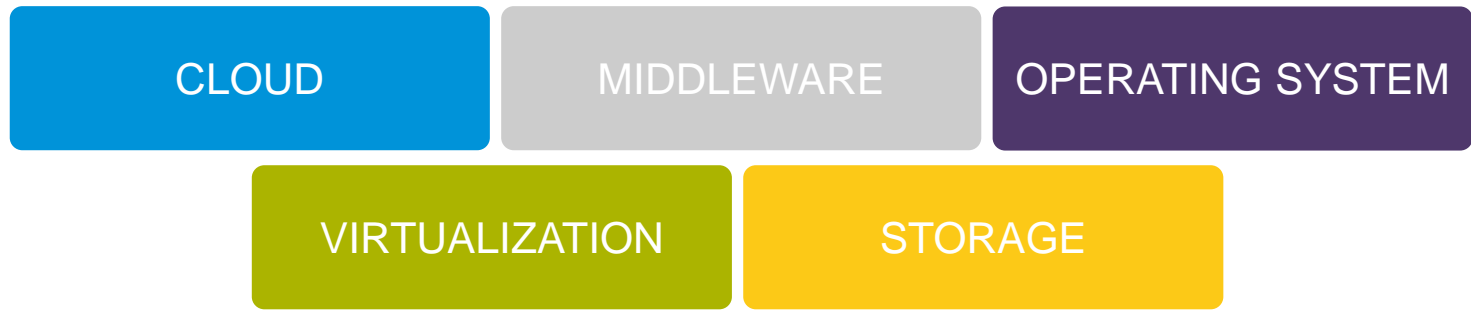


“By running tests and executing numerous examples for specific teams, we were able to prove [...] not only would the solution work, but it will perform better & at a fraction of the costs.

—MICHAEL BLAKE, Director, Systems & Architecture



We offer a range of mission-critical software and services covering:



## HOW WE DO IT.

We develop everything using an OPEN SOURCE model.

Shared development reduces costs & accelerates innovation.

Open collaboration offers products that genuinely meet customers' requirements.

- ✓ Flexibility
- ✓ Faster technology innovation
- ✓ Better quality
- ✓ Better price & performance
- ✓ Alignment to your needs



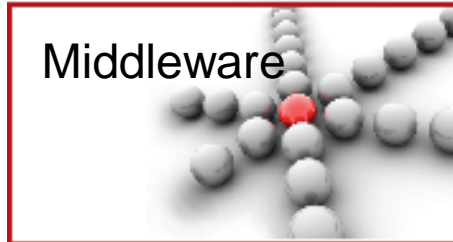
# A Complete, Open Stack

Products, Services, and Support for Enterprise-Class Applications



## Red Hat Enterprise Linux

- High Availability
- Clustered storage



- JBoss Enterprise Application Platform
- JBoss Enterprise SOA Platform
- JBoss Enterprise Portal Platform
- JBoss Enterprise BRMS
- JBoss Enterprise Data Services
- JBoss Enterprise Developer Studio
- MRG Messaging



- Cloud & Management
  - Red Hat Network Satellite
  - JBoss Operations Network
  - Red Hat Directory Server
  - Red Hat Certification System
- Red Hat Enterprise Virtualization
  - Hypervisor
  - Manger for Server
  - Manager for Desktop



Red Hat Consulting

Red Hat Training & Certification

Red Hat Support

# PRODUCT PROCESS



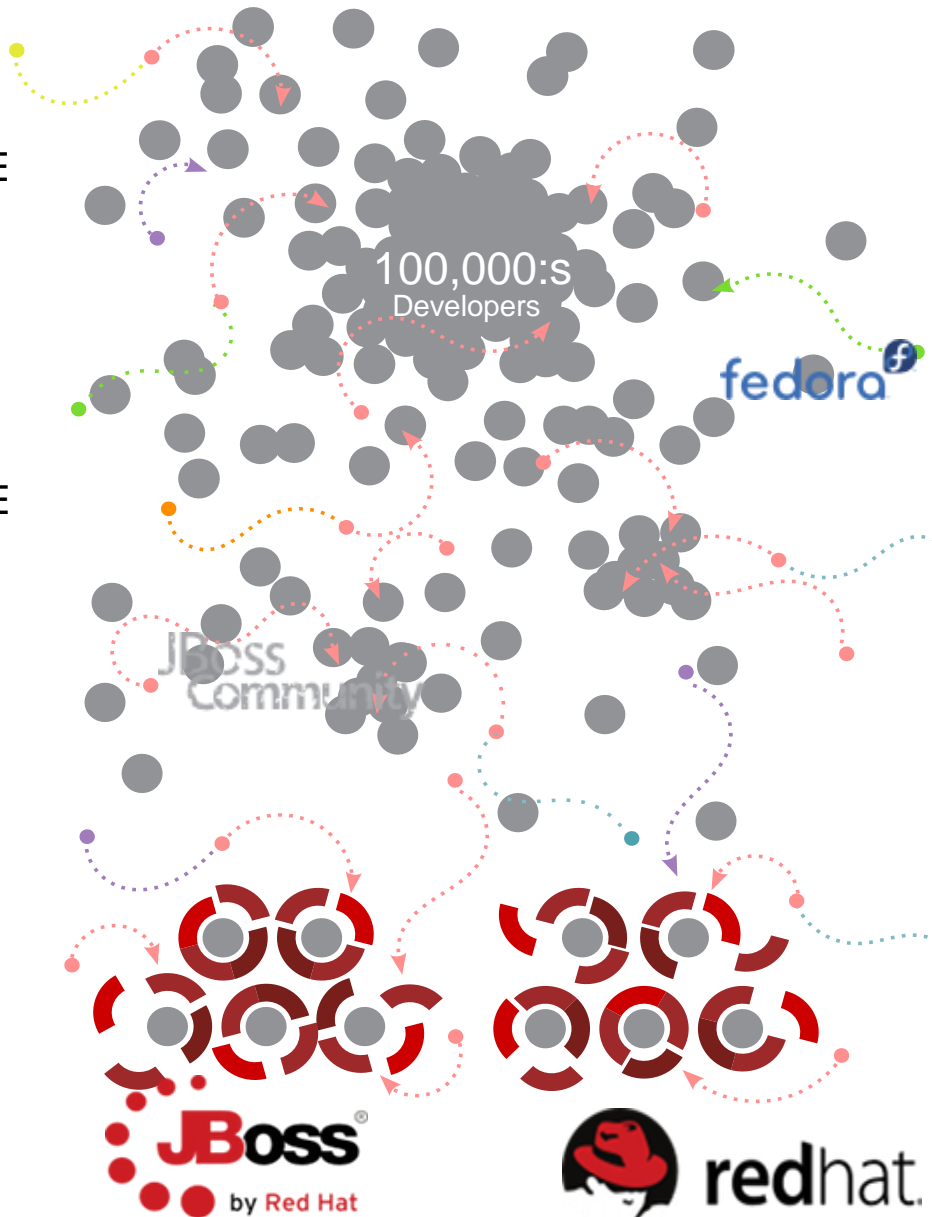
PARTICIPATE



INTEGRATE



STABILIZE



We participate in & create upstream projects.

We build & support open communities around integrated projects.

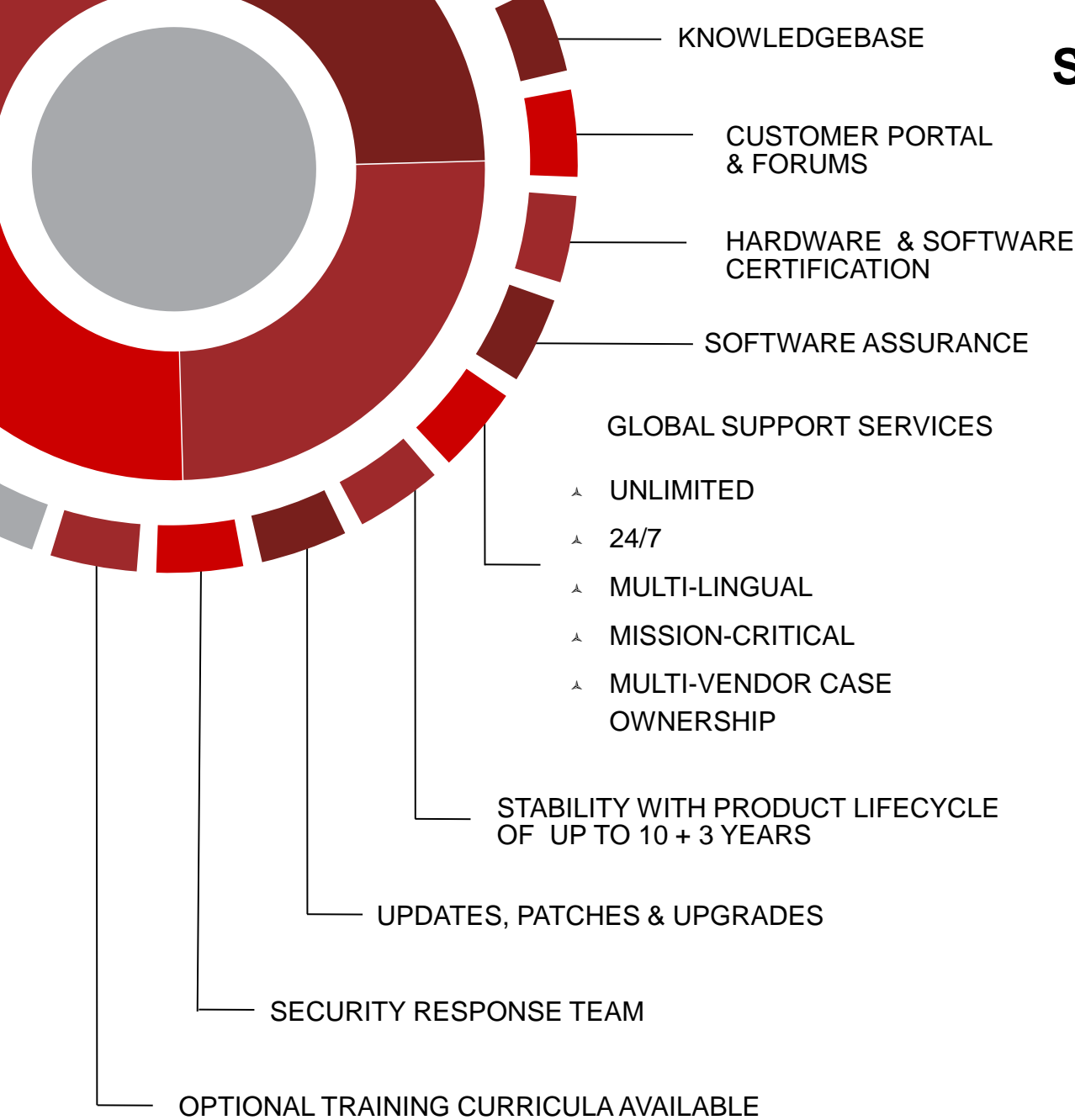
We enable software & hardware partners to participate at every stage of development.

We commercialize these innovations together with a rich ecosystem of services & certifications.  
=> Enterprise



“ Our focus on Linux is based on two things, one, the performance, reliability and cost basis and two, the community of talent that supports it. —SEAN MORIARTY, COO

# SUBSCRIPTION MODEL



## AWARD-WINNING SUPPORT



The Year's Ten Best Web Support Sites

“ We came to the decision that Red Hat would be better for our environment because the support we received from Red Hat was outstanding... —DAVE DIPIAZZA, Manager, Internet services





# Top reasons to choose Red Hat Enterprise Linux

1. The top 10 enterprise applications run RHEL
2. Red Hat partners with hardware vendors
3. RHEL is robust, scales well, and is more reliable
4. RHEL is secure
5. Red Hat Training and Support
6. Risk elimination
7. Low cost
8. RED HAT: A Stable, Solid Business Partner