

# Leading with Linux

Dell and Red Hat join forces to deliver and support successful enterprise Linux deployments

In recent years, the Linux® operating system has gained significant ground in the corporate data center. Initially, the compelling price advantage of open-source software over proprietary UNIX® systems made Linux a practical alternative for noncritical IT functions, such as Web and file serving. As the operating system's reputation for stability grew—and advances in standards-based hardware enhanced the scalability of open-source infrastructures—Linux adoption rates began to soar. Linux is now considered a cost-effective, highly scalable platform for many mission-critical enterprise applications.

Known and trusted for its unequaled expertise in the open-source model, Red Hat, Inc. (NASDAQ: RHAT) is the producer of the market-leading enterprise Linux distribution. Red Hat understands that today's enterprise Linux customers have little in common with






support efforts to deliver integrated Linux systems to commercial customers. In 2002, Dell and Red Hat also launched a combined Linux effort with Oracle, and Dell has since released a landmark—an Oracle 9i™ database certified configuration running Red Hat Enterprise Linux. Today, Dell has Best Practices Configurations for Oracle solutions—a range of hardware systems tested and optimized for an Oracle database on Red Hat Enterprise Linux AS, either standalone or with Real Application Clusters (RAC).

The partnership between these industry leaders enables customers to purchase Red Hat Enterprise Linux with integrated, vendor-supported software and hardware. Dell products are fully certified to run with Red Hat Enterprise Linux operating systems, and Dell preloads Red Hat Enterprise Linux on select Dell PowerEdge™ servers for a convenient, one-stop shopping experience. Today, the Dell and Red Hat sales, service, support, and engineering organizations are aligned at every level to provide customers with optimized enterprise Linux systems.

### **Dell and Red Hat deliver**

The Dell and Red Hat customer commitment begins with joint sales calls, which offer support and advice tailored to individual needs. As part of the One Source Alliance, Dell Professional Services and Red Hat offer the Fast Track to Linux migration service, a cost-effective method for evaluating the benefits of Linux in a customer's environment. This service uses pilot programs to illustrate how organizations can combine Dell hardware with Red Hat Enterprise Linux operating systems to meet performance objectives while lowering total cost of ownership.

Dell and Red Hat also work together to supply customers with joint technical support. The Red Hat organization includes one of the largest concentrations of Linux talent anywhere in the world, and Dell associates receive in-depth training on Red Hat Enterprise Linux. Dell utilizes the Red Hat knowledge base to provide world-class technical support for preloaded Red Hat Enterprise Linux.

Perhaps the most strategic component of the Dell and Red Hat alliance is the companies' continued commitment to joint innovation. This collaboration extends to an in-depth roadmap, which ensures that customers receive the most compatible, integrated solutions possible. As Dell and Red Hat continue to combine forces, their customers will benefit from the performance, flexibility, and low cost of enterprise Linux systems that are optimized for success. 

### **For more information:**

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

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

early Linux adopters—enthusiasts who enjoyed tinkering with code and needed virtually no support. Enterprises require a stable platform with superior performance, proven compatibility with industry-leading enterprise applications and databases, and best-in-class support and services.

Red Hat's ability to help enterprises harness open-source benefits in a secure, well-managed, and supported way has made Red Hat the corporate Linux standard in Fortune 500 institutions around the world. Red Hat Enterprise Linux—the first enterprise-class family of Linux business operating systems—offers the top-notch performance that enterprises demand, while Red Hat and its partners, such as Dell, provide a comprehensive range of services and support designed to promote effective enterprise deployments.

### **Joint initiatives support customers**

To drive the best customer experience possible, Red Hat has forged key relationships with top hardware and software vendors. The One Source Alliance program—a Dell and Red Hat initiative begun in mid-2000—leverages joint development, service, and