

Press Release

Arrow joins Red Hat Certified Cloud and Service Provider programme as distributor

- *Red Hat technologies now more available for UK channel customers*

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London UK, 11 October 2016 – Arrow today announced that it has joined the Red Hat Certified Cloud and Service Provider programme as a distributor opening up Red Hat’s hybrid cloud solutions to its channel customers in the UK.

Arrow can now give its customers and independent software vendors (ISVs) the support of a partner ecosystem when building their next-generation IT projects using Red Hat solutions.

In becoming a Red Hat Certified Cloud and Solution Provider distributor, Arrow plans to offer cloud hosting, system integrator and managed service providers the ability to resell certified Red Hat products and solutions on-demand, via multi-tenant, dedicated, and managed models. Red Hat Certified Cloud and Service Providers also have access to premium 24x7 support for Red Hat infrastructure components.

In addition, Red Hat Certified Cloud and Service Providers can also be enabled for Red Hat Cloud Access, which allows Red Hat customers and ISVs to move eligible subscriptions to their cloud or managed service.

Arrow plans to enable its channel customers to sell Red Hat solutions through ArrowSphere, a single automated platform to optimise and deliver cloud services. ArrowSphere enables solution providers to acquire Red Hat products in a way that aligns with a subscription-based business model, and provides significant automation to remove the complexities of provisioning, usage management, billing and reporting.

Red Hat's Certified Cloud and Service Provider programme is awarded to partners following rigorous validation. Each provider must meet testing and certification requirements to demonstrate that they can deliver a scalable, supported and consistent environment for enterprise cloud deployments. This provides customers, ISVs, and partners with the confidence that Red Hat product experts have validated a given solution, so that implementations can begin with a solid foundation.



“We are excited to work with Arrow as a Red Hat Certified Cloud and Service Provider and part of the Red Hat partner ecosystem,” said Mike Ferris, vice president, business development, Red Hat. “We are committed to offering customers and developers broad choice in the cloud, and a key to that vision is building a strong ecosystem of partners that can enable users to build and deploy the best applications possible. We look forward to collaborating with Arrow as it grows its cloud offerings with Red Hat.”

Additional Resources

- Learn more about the [Red Hat Certified Cloud and Service Provider Program](#)

About Arrow

Arrow Electronics (www.arrow.com) is a global provider of products, services and solutions to industrial and commercial users of electronic components and enterprise computing solutions. Arrow serves as a supply channel partner for more than 100,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of more than 460 locations serving over 85 countries.

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