Eurotech and Red Hat Collaborate to Power More Secure and Scalable Internet-of-Things Implementations

Technology leaders integrate operational data with cloud-based back-end services for end-to-end IoT implementations

RALEIGH, N.C., and AMARO, ITALY – March 1st, 2016 – Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, and Eurotech, (ETH:IM) a leading provider of Machine-to-Machine (M2M) platforms and Internet of Things (IoT) solutions, today announced a collaboration to simplify IoT integration and accelerate implementations of IoT projects. Red Hat and Eurotech have combined their complementary technologies with the intention of building an end-to-end architecture for IoT that will seek to bridge the gap between operational and information technology.

Eurotech and Red Hat technologies will strive to solve the problems of scalability, performance latency, reliability, and security inherent to complex IoT implementations. Based on pushing computing power to the network edge, the combined solution will help to remove the need to ship masses of data to the cloud for real-time processing by enabling essential data aggregation, data transformation, integration, and routing to occur close to the operational devices, triggering business rules that automate machine processes.

Forming the foundation of this new architecture are the world's leading enterprise Linux platform, Red Hat Enterprise Linux, and market-leading Eurotech M2M/IoT software. Combining Red Hat Enterprise Linux and Red Hat JBoss Middleware along with Eurotech Everyware Software Framework and Eurotech Everyware Cloud will help to drive enhanced computing security, manageability, and application support for IoT solutions, providing connectivity to the device tier as well as the datacenter and cloud tier. Combined, Red Hat and Eurotech products and expertise can deliver powerful data, device and embedded application management services to customers that need to integrate their assets in the field more efficiently with the world of enterprise IT and mobile applications.

Through this collaboration, both companies are able to leverage their experiences in supporting IoT deployments numbering in the hundreds of thousands of devices. By choosing enterprise-ready open source software from Red Hat, Eurotech seeks to offer their customers a solution that they can deploy with greater ease while extending and adapting as technology and market opportunities evolve. Together, Red Hat and Eurotech are able to provide enabling technologies that can link operational systems to the enterprise, helping to simplify integration with IT applications and systems.

Jim Totton, vice president and general manager, Platforms Business Unit, Red Hat: "Working with partners such as Eurotech that truly understand the unique challenges and opportunities presented by industrial IoT has helped to confirm the value that mission critical IT solutions and open source innovation brings to large-scale IoT deployments. By collaborating with Eurotech and building the next-generation of IoT architecture on Red Hat solutions while embracing open standards, we seek to better address the enterprise requirements around reliability, stability, and security, critical questions that must be answered to foster greater adoption of IoT across the enterprise."

Robert Andres, CMO, Eurotech: "Good collaborations build on a common understanding of success factors, technology and an aligned vision. The joint work between Red Hat and Eurotech is a perfect example of such a collaboration. Both companies understand the value and necessity of a strong ecosystem to deliver IoT solutions. The companies' respective competencies and products complement each other - Red Hat on the enterprise IT side, and Eurotech on the operational technology (OT) side with hardware and software. What's more, Open Source and Java are important pillars in both companies' strategies, and all these factors ensure a good alignment and many synergies between the parties."

Eugene Signorini, senior analyst, IoT, Enterprise Strategy Group: "Enterprise Strategy Group considers open standards important to drive technology innovation in the IoT market. The RedHat and Eurotech partnership helps drive IoT innovation in a way that addresses critical business issues around security, reliability and scalability."

About Red Hat, Inc.
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 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.

About Eurotech
Eurotech (ETH:IM) is a global company that designs, creates and delivers full Internet of Things solutions, including hardware, software and services to leading systems integrators and enterprises large and small. With Eurotech solutions in place, clients have access to the latest open source and standardized software stacks, flexible and rugged multi-service gateways and sophisticated sensors to bring actionable data from the field into business operations. Working with world-class ecosystem partners, Eurotech delivers on the promise of the Internet of Things either from end to end, or with best in class building blocks, including device and data management, connectivity and communication platform, intelligent edge devices and smart objects following business models that fit today's business world. Learn more about Eurotech at www.eurotech.com.

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Red Hat Forward-Looking Statements

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