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Red Hat joins with LinuxIT

laura_hailstone@vnu.co.uk

Linux vendor Red Hat and VAR LinuxIT have joined forces to make it easier for SMEs to make the switch to Open Source software.

Peter Dawes-Huish, chief executive of LinuxIT Europe, said: "In the enterprise environment, Linux has a rock-solid reputation. But we want to ensure that SMEs have every advantage that large enterprises enjoy, namely performance, reliability and affordability."

The joint initiative consists of trial subscriptions to Red Hat Enterprise Linux and how-to videos. It also offers a series of free seminars that are aimed at giving companies the opportunity to see first hand how easy it is to deploy Linux.

Werner Knoblich, Red Hat's vice president EMEA, said: "Our joint campaign with LinuxIT will provide content and real answers to address any concerns that are still out there, and disperse some of the common misconceptions about Linux." **CRN**

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LinuxIT shows its Red loyalty

laura_hailstone@vnu.co.uk

Open source reseller LinuxIT has announced its exclusive commitment to Linux provider Red Hat. LinuxIT is a Red Hat Advanced Partner and will now sell Red Hat open source products exclusively.

"We will still sell other application products; this exclusivity agreement is focused around the operating system. On the Linux side we've decided to focus on Red Hat as it best suits our customers in both the SME and enterprise space," said Peter Dawes-Huish, sales director at LinuxIT.

"Our business is expanding. By focusing on a Linux distributor well known for enterprise-wide technologies we are in a strong position to capitalise further from the relationship with Red Hat," he added.

Hitesh Patel, UK and Ireland business partner manager at Red Hat, said: "With this closer partnership with LinuxIT, Red Hat will benefit from LinuxIT's knowledge of the SME marketplace and develop key solutions to address the needs of this niche market."

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5 December 2005

Red Hat signs LinuxIT deal

laura_hailstone@vnu.co.uk

Open source VAR LinuxIT has strengthened its relationship with Red Hat with a £250,000 investment in the Linux vendor's training programmes.

The investment follows LinuxIT's announcement last month that it would sell Red Hat open source products exclusively (CRN, 14 November).

Peter Dawes-Huish, sales director at LinuxIT, said: "We've taken a serious review of the LinuxIT market and decided to focus on Red Hat. Red Hat has the commercial focus that we want to be part of."

"Continual management changes and restructuring has meant Novell has lost its direction. Red Hat is more focused and direct about where it wants to go and how it will achieve it," he added.

Red Hat's training courses equip trainees with the skills and competencies necessary to manage Red Hat Linux servers for mission-critical commercial and business roles, and qualify students as Red Hat Certified Engineers (RHCE), Technicians (RHCT) and Architects RHCA).