

### **Xpand IT is the most important Red Hat Business Partner in Portugal with Expertise in Enterprise Middleware**

**Xpand IT is the first Portuguese company to achieve the status of "Red Hat Premium Business Partner" with Enterprise Middleware Specialization. After several successful implementations, Xpand IT is positioned as the main reference in this market segment.**

A few days after Red Hat announced general availability of the next minor release of Red Hat Enterprise Linux 6.4, this leading provider of open source solutions awarded Xpand IT's experience and superior performance. On the last 26th February, Red Hat selected Xpand IT as "Red Hat Premium Business Partner" in middleware (JBoss) specialization. The relationship between Xpand IT and Red Hat has been fruitful and both companies believe this strategic alliance to be a long term one. At the moment, there are already scheduled joint initiatives to analyze the Open Source maturity of the Portuguese organizations in areas such as EAP (Enterprise Application Platforms) and SOA (Services Oriented Architecture).

Xpand IT had already been awarded on the 25th October with "The Best Marketing Initiative 2012" by Red Hat Partners in the Iberian Peninsula. "Our partners play an important role in Red Hat's business. Xpand IT is an important partner for Portugal and their collaboration with Red Hat has enabled exceptional growth in the middleware ecosystem. This company was chosen based on their success, not only on implementation skills, but on the important work that was done to promote these solutions – Santiago Madruga - CEO of Red Hat Iberia.

For Paulo Lopes – Partner & Chief Commercial Officer at Xpand IT: "This is a great moment for Open Source initiatives in Portugal", mentioning the example of Portuguese Public Administration, where the Government expects to save approximately 100 million Euros / year. For 2013, Xpand IT has scheduled a series of initiatives such as new campaigns, conferences, corporate events and a continuous commitment to disseminate middleware solutions for Red Hat community in Portugal. Red Hat/JBoss User Group Portugal is already available on social networks such as Facebook, LinkedIn and Twitter, sponsored by Xpand IT.

Considering the current scenery of economic crisis in Portugal, some experts believe that this is a great opportunity to help national organizations to reduce costs, increase productivity and enhance their competitiveness. With this distinction and with great experience in implementing open source solutions, Xpand IT is considered a reference partner to develop a scalable, efficient and increasingly agile approach to business management.

#### XPAND IT

With several customers across the world, we provide the top IT knowledge for our customers, so they can focus on their core business and still have the best IT resources for their company needs, seamless integrated into their business processes. We identify ourselves as a Team with Passion for Excellence, and we differentiate our services by having the best people with the best expertise in the following areas: Business Process & Integration, Business Intelligence, Enterprise RFID, Enterprise Mobility, IT Systems, Enterprise Applications. For more information, visit: [www.xpand-it.com](http://www.xpand-it.com).