Datacentrix ups the open source ante, attains Red Hat Advanced Solutions Partner status

Datacentrix has intensified its focus on open source technology, recently reaching Advanced Solution Partner status with Red Hat South Africa.

In a partnership that has been just over a year in the making, Datacentrix' achievement speaks of its dedication to improve support of open source technology locally, says Graeme Dendy, service manager for Converged Solutions at Datacentrix. “The certification requirements for Red Hat's Advanced level partnership are extremely stringent, and verify that not only does Datacentrix have the necessary established sales and engineer accreditations (32 and six respectively), but also that we have successful reference sites in place.”

The adoption of open source software is on the rise, Dendy explains, particularly within the enterprise space. This statement is backed by Snyk's “The State of Open Source Security Report: 2019", which cites the examples of Red Hat's acquisition by IBM and Microsoft's purchase of GitHub in 2018 as proof that 'open source software is becoming the foundation for the modern enterprise'.

“Locally, we are seeing increasing numbers of clients moving more workflows onto the Red Hat environment than ever before, as well as greater adoption of containerisation and automation,” Dendy adds. “Our appointment as an Advanced level Red Hat partner means that Datacentrix has not only consistently met sales targets and expectations as defined by Red Hat, we also now have access to a number of benefits, including access to Red Hat EMEA's technical pre-sales team as well as preferential pricing.”

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Looking ahead, he states, Datacentrix is determined to reach Premier Level Red Hat partnership, and the company is already working on its required certifications.

“We expect to see exciting developments down the road within the Red Hat stack, and are fully prepared to assist enterprise-level South Africa to take advantage of the astonishing effect open source technology has had on software development as we know it today.”

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