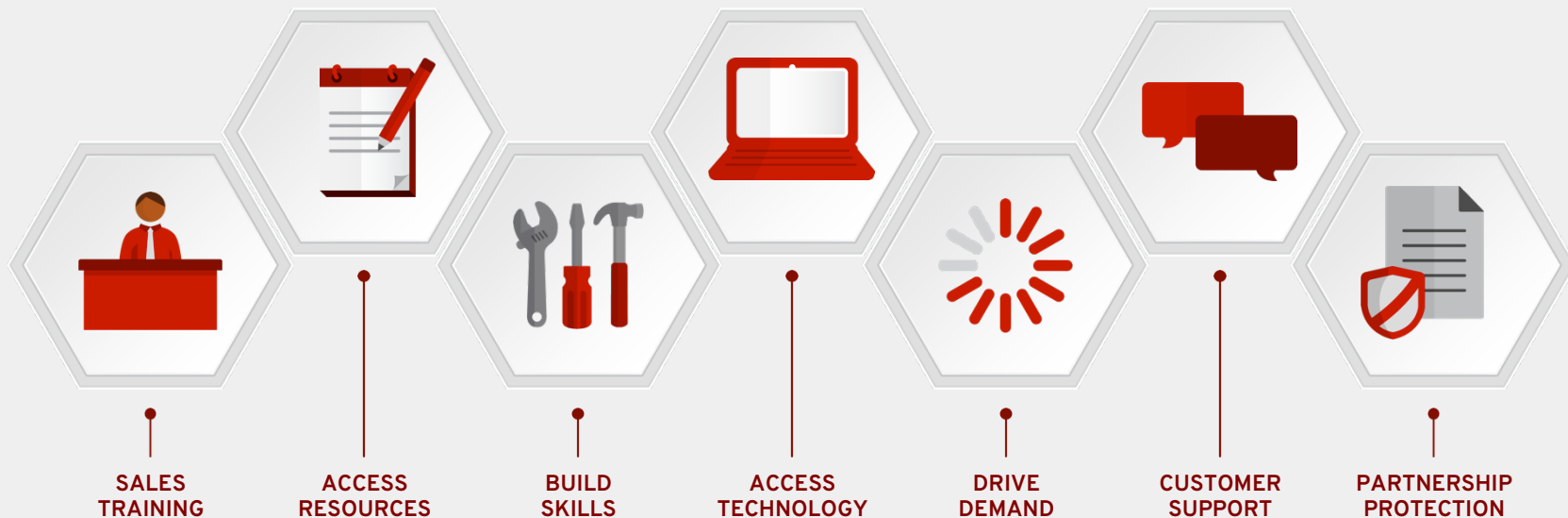


# RED HAT Partner Program overview

Partner Forum Nordics, May 23rd - May 24th 2018

# OPTIMIZED ENABLEMENT, TRAINING, AND SUPPORT

A robust program to ensure partners are enabled to achieve and scale beyond



# Red Hat Partner Enablement

Red Hat  
Training

Webinars  
live & on  
demand

Partner  
Enablement  
Team

OPEN

Local/  
regional  
Work-  
shops

# RED HAT ONLINE PARTNER ENABLEMENT NETWORK (OPEN)

Capabilities by role to inspire confidence

OPEN



## SALES

Value pitch  
Qualification  
Competitive positioning  
Objection handling  
Pricing



## SALES ENGINEER

Technical sales  
Qualification  
Competitive positioning  
Objection handling and pricing  
How-to demo



## DELIVERY

Product installation  
App development  
Proof-of-concept delivery  
Solution architecture

# Red Hat Partner Enablement

Partner  
Enablement  
Team

- Instructor Lead Training
- “On the Road”
- Learning Paths
- Product specific trainings
- Webinars

# Learning Paths



The following Learning Paths are currently available:

**Cloud Learning Path**

supporting Cloud Infrastructure and Data Center Infrastructure Specialization

**OpenShift Learning Path**

supporting Cloud Infrastructure and Data Center Infrastructure Specialization

**Management & Automation Learning Path**

supporting Cloud Infrastructure and Data Center Specialization

**Agile Integration Learning Path**

supporting Middleware Solutions and Cloud Infrastructure Specialization



The Learning Paths are available for three audiences / roles:

**Sales:**

Value pitch  
Sales qualification  
Competitive positioning  
Objection handling  
Pricing

**Sales Engineer:**

Technical Sales  
Competitive positioning  
Objection handling  
Pricing  
How-to-Demo  
Product knowledge

**Delivery:**

Product installation  
Application development  
Proof-of-Concept delivery  
Solution architecture



You can choose your individual knowledge level and entry point:

**1st Entry Point | Beginner Level:**

The following courses are highly recommended!

**2nd Entry Point | Intermediate Level:**

The following ILT-trainings are recommended by our Partners!

**3rd Entry Point | Advanced Level:**

The following courses are recommended. Please choose according to your business focus!

You want to know more? Visit our website:  
[redhat-partner.com/overview\\_learning\\_paths](https://redhat-partner.com/overview_learning_paths)



# Example: OpenShift Learning Path



# Classroom trainings outside the Learning Path

## Examples:

- RED HAT DECISION MANAGER  
2 days PreSales and Solution Architects
- RED HAT APPLICATION MODERISATION & MIGRATION (AMM)  
3 days for PreSales and Solution Architects
- RED HAT SOLUTION FOR SAP LANDSCAPE  
2 days for Sales, PreSales and Consultants

Partner  
Enablement  
Team



# Make a Plan with Your Red Hat Partner Mgr!

## PLAN YOUR YEAR OF RED HAT ENABLEMENT

Register now for trainings/workshops across EMEA **till December 2018!**

<https://www.redhat-partner.com/trainings>

Use our **Learning Paths** to not miss any training Red Hat offers around

- **Agile Integration**
- **Management & Automation**
- **OpenShift**
- **Cloud Infrastructure**

[https://www.redhat-partner.com/overview\\_learning\\_paths](https://www.redhat-partner.com/overview_learning_paths)

Or even use your **Individual Learning Path** to structure your personal Education!

[https://www.redhat-partner.com/individual\\_learning\\_path\\_step\\_1](https://www.redhat-partner.com/individual_learning_path_step_1)

**NEW - WATCH OUT - NEW**  
**EMEA PARTNER ENABLEMENT**  
**BULLETIN**  
Newsletter with enablement  
topics only!



redhat.®