

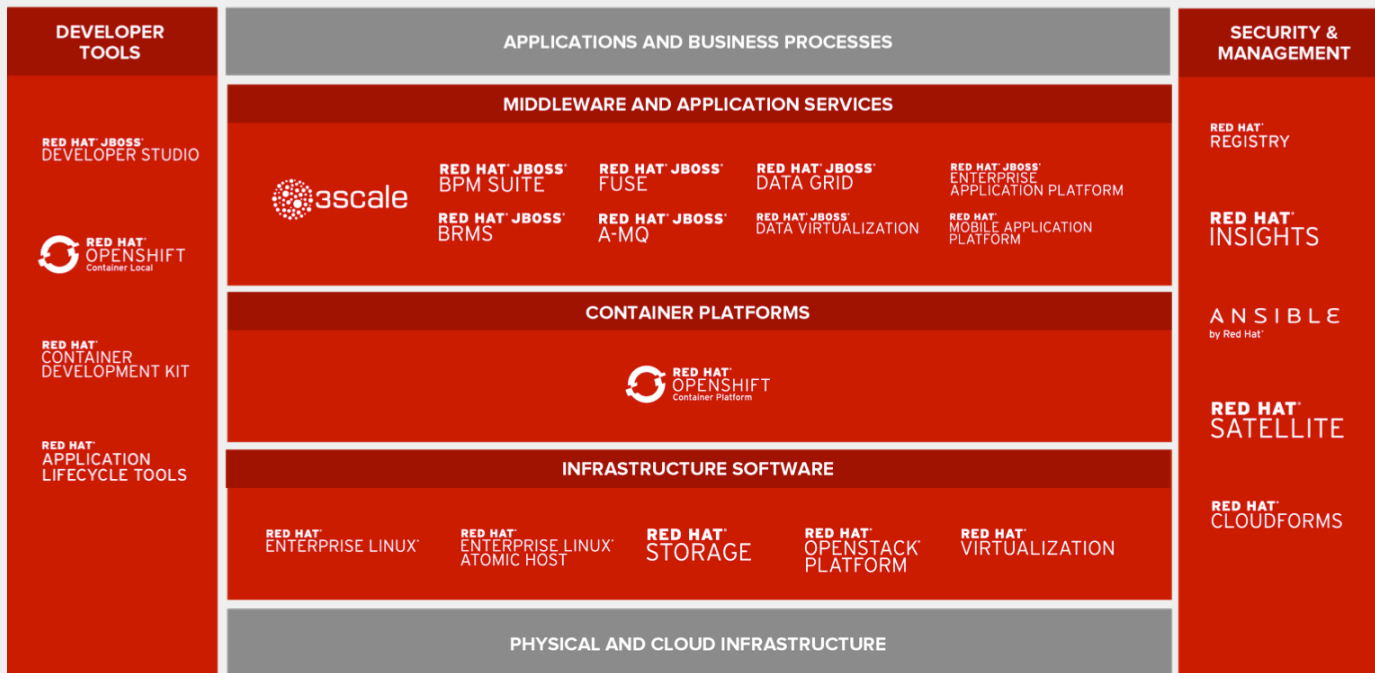


# The Evolution of Red Hat Learning Subscription

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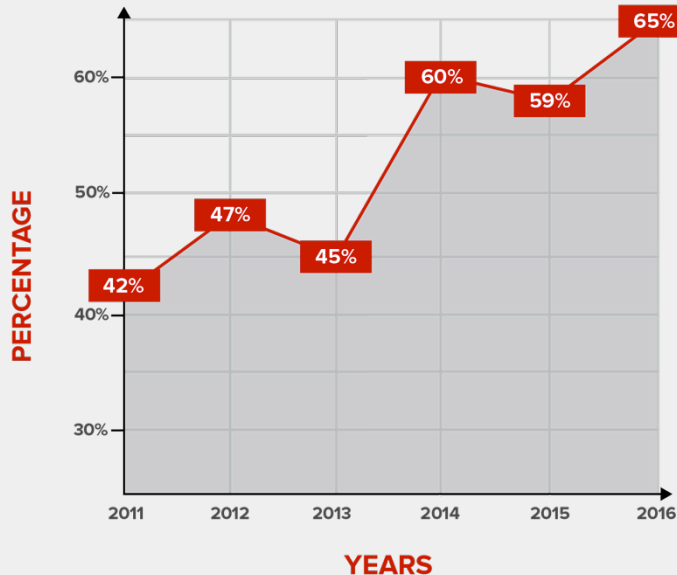
# WHAT WE DO

We offer training and certification covering:



# DIGITAL TRANSFORMATION IS SKILLS TRANSFORMATION

PORTION OF I.T. LEADERS REPORTING A TECHNOLOGY SKILLS SHORTAGE



Source: The 2016 Harvey Nash / KPMG CIO Survey

*“People represent the single largest cost in typical private cloud implementation.”*

- *The Stack*, March 2016

*“Talent is now recognized globally as the single biggest issue standing in the way of CIO’s achieving their objectives.”*

- *Gartner CIO Agenda*, March 2016

**65%** IT leaders report a skills shortage holding them back, up from 59% last year

# RED HAT TRAINING + CERTIFICATION

Helps organizations and individuals succeed

## RED HAT® TRAINING + CERTIFICATION

- Delivering training and certification services that helps to close the IT skills gap and equips customers with the best capabilities
- Teaming up with our partner network to reach more enterprises and offer comprehensive learning solutions tailored to customer needs
- Activating continuous learning, pushing the latest knowledge to the field and bringing critical insights back to our development communities

**Red Hat Training and Certification is your partner for training, certification, and continuous learning resources that ensure you succeed with our technologies.**

WHY TRAIN?

# ADDRESSING THE SKILLS GAP IN YOUR ORGANIZATION



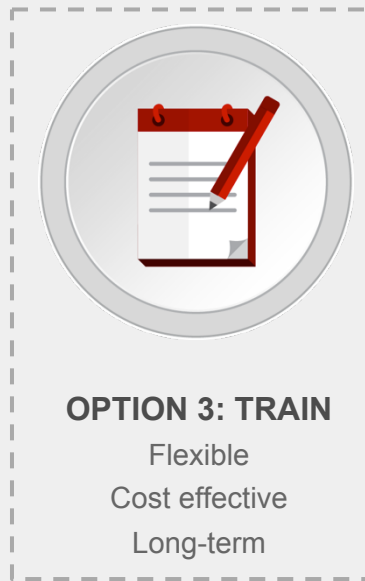
## OPTION 1: HIRE

Time consuming  
Expensive  
Difficult



## OPTION 2: CONTRACT

Quick  
Expensive  
Short-term



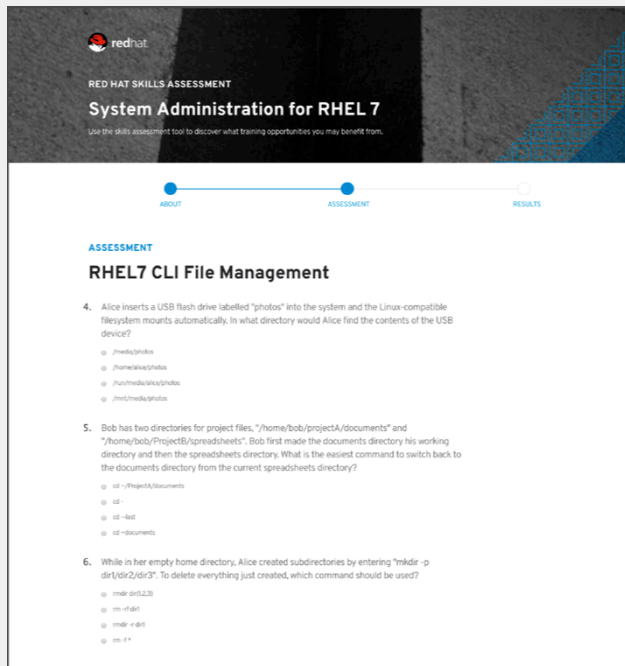
## OPTION 3: TRAIN

Flexible  
Cost effective  
Long-term

*Training is **cheaper** than other alternatives when you consider the hidden costs of hiring, high turnover, low productivity, and employee disengagement*

# ASSESS, TRAIN, VALIDATE

Learning based on your needs, not ours



redhat

RED HAT SKILLS ASSESSMENT

System Administration for RHEL 7

Use the skills assessment tool to discover what training opportunities you may benefit from.

ABOUT ASSESSMENT RESULTS

ASSESSMENT

**RHEL7 CLI File Management**

4. Alice inserts a USB flash drive labelled "photos" into the system and the Linux-compatible filesystem mounts automatically. In what directory would Alice find the contents of the USB device?

- /media/photos
- /home/alice/photos
- /run/media/alice/photos
- /mnt/media/photos

5. Bob has two directories for project files, "/home/bob/projectA/documents" and "/home/bob/projectB/spreadsheets". Bob first made the documents directory his working directory and then the spreadsheets directory. What is the easiest command to switch back to the documents directory from the current spreadsheets directory?

- cd -ProjectA/documents
- cd
- cd -file
- cd -documents

6. While in her empty home directory, Alice created subdirectories by entering "mkdir -p dir1/dir2/dir3". To delete everything just created, which command should be used?

- rm -r dir1,dir2,dir3
- rm -f dir1
- rm -r dir1
- rm -f \*

## RED HAT SKILLS

➤ No-cost assessments available online

## ASSESSMENTS

➤ Covers the Red Hat Training portfolio

➤ Identifies strengths and areas for improvement

➤ Provides personalized recommendations

➤ Helps IT professionals focus on what they need to

# See what our customers think

389%

return on investment over a 3-year period, through more effective and efficient core IT operations.<sup>[1]</sup>

92%

of students are able to work more independently and rely less on co-workers and/or customer support after taking Red Hat Training.<sup>[2]</sup>

93%

of Red Hat Certified Professionals agree that Red Hat's 100% hands-on testing approach provides a better measure of skills and knowledge.<sup>[3]</sup>

80%

Agree that becoming a Red Hat Certified System Administrator (RHCSA) has increased their workplace productivity.<sup>[4]</sup>



# Value of Red Hat certification

Red Hat® certification validates IT professionals who are:

Skilled

Proven

Ready

to take on the most ambitious projects in the face  
of evolving technology challenges.

**RED HAT<sup>®</sup>**  
**LEARNING**  
**SUBSCRIPTION**  
**ENTREPRISE**

# RED HAT LEARNING SUBSCRIPTION VIDEO

<https://youtu.be/-T48XWWL3YM>

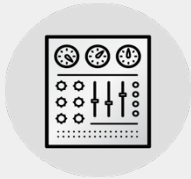
# RHLS – WHY SHOULD I CARE?

## WHAT DO OUR CUSTOMERS SAY?



### EASIER ADOPTION TO EMERGING TECHNOLOGIES

**95%** of subscribers say that the learning subscription make it easier to adopt new and emerging Red Hat technologies



### BETTER SUCCESS WITH IT PROJECTS

**82%** of subscribers say that the learning subscription has made an impact on the success of their IT projects



### HELPS MAINTAIN TECHNICAL SKILLS

**94%** of subscribers say having immediate access to the latest versions of new courses within the RHLS helps them better maintain their technical skills.

# RED HAT LEARNING SUBSCRIPTION ENTERPRISE SOLUTION

**RED HAT®**  
**LEARNING**  
**SUBSCRIPTION**

## **RHLS Enterprise Solution**

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### **Includes:**

- Access to all Red Hat Training courses along with hands on labs
- 400 hours of cloud-delivered, hands on lab time
- Over 100 hours of video classroom and course content
- 1,000+ recorded instructor videos
- Course content delivered in up to nine languages including Russian
- Enterprise solution includes training for 100 employees

An exclusive program that provides large IT teams with one year of unlimited access to all Red Hat Learning courses.

# RED HAT LEARNING SUBSCRIPTION ENTERPRISE SOLUTION




	 Early access	 Online Red Hat courses	 Hands-on labs	 Instructor videos	 Video courses	 Expert seminars	 Instructor office hours	 Learning paths	 Certification exams
BASIC	✓	✓	✓	✓	✓				
STANDARD	✓	✓	✓	✓	✓	✓	✓	✓	✓

Figure 1. Available content in the basic vs. standard subscription packages

# SAVINGS - RHLS Enterprise - USD

RHLS ENTERPRISE BASIC					RHLS ENTERPRISE STANDARD				
SKU	#del	USD	Price/del.	Sav. %	SKU	#del	Euro T3	Price/del.	Sav. %
LS120	1	2.800 \$	2.800 \$	0%	LS220	1	3.700 \$	3.700 \$	0%
LS120-100	100	150.000 \$	1.500 \$	54%	LS220-100	100	210.000 \$	2.100 \$	57%

# number of users

# Request your RHLS demo now!!!

- **2 weeks access to RHLS basic version**
- **Access is provided based on**
  - Company name
  - Learner full name
  - RHN user ID
  - e-mail

Where to get RHN user ID in case I don't have one?: [https://www.redhat.com/wapps/ugc/register.html?\\_flowId=register-flow&\\_flowExecutionKey=e1s1](https://www.redhat.com/wapps/ugc/register.html?_flowId=register-flow&_flowExecutionKey=e1s1)

Contact to request RHLS demo: [bbukva@redhat.com](mailto:bbukva@redhat.com)





# THANK YOU



<https://plus.google.com/+RedHat>



[facebook.com/redhatservices](https://facebook.com/redhatservices)



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[youtube.com/user/  
RedHatVideos](https://youtube.com/user/RedHatVideos)

# RED HAT LEARNING SUBSCRIPTION RESOURCES

Datasheets:

[https://www.redhat.com/cms/managed-files/  
RH\\_002941\\_01\\_MECH\\_LearningInfographic\\_8.5x11\\_web\\_tn.pdf](https://www.redhat.com/cms/managed-files/RH_002941_01_MECH_LearningInfographic_8.5x11_web_tn.pdf)

[https://www.redhat.com/cms/managed-files/tr-learning-subscription-standard-  
datasheet-inc0354176rm-201606-en.pdf](https://www.redhat.com/cms/managed-files/tr-learning-subscription-standard-datasheet-inc0354176rm-201606-en.pdf)

[https://www.redhat.com/cms/managed-files/tr-red-hat-learning-subscription-faqs-  
f9313kc-201712-en.pdf](https://www.redhat.com/cms/managed-files/tr-red-hat-learning-subscription-faqs-f9313kc-201712-en.pdf)

Video 2016:

<https://www.redhat.com/en/about/videos/red-hat-learning-subscription-standard>

Video 2018 APAC:

<https://youtu.be/-T48XWWL3YM>

RED HAT®  
LEARNING  
SUBSCRIPTION

## TRAINING WHEN YOU NEED IT, AT YOUR PACE

Red Hat Learning Subscription  
brings you new knowledge at your  
convenience

LEARN MORE



# RED HAT® LEARNING SUBSCRIPTION

## Customer Adoption Stories: JP Morgan Chase

- **Offering Sold:** RHLS Standard Enterprise
- **End User / Program:** JPMC IT Operations team
- **Customer Business Challenge:** Simplify the development / training of employees around RHEL and ease their challenges with certifying many people.
- **How we won:** Effective positioning of the value to the deal sponsor and procurement. Persistence and weekly calls to track the onerous procurement process at JPMC. We had some help from other sponsors pressuring the various approvers to move ahead.
- **Deal Financials:** \$273K SYB \$273K TB
- **Summary:** A team at JPMC had been requesting an enterprise learning program from Red Hat GLS since Summit 2017. Upon learning about a new program that offered special discounts for commitments of 100+ RHLS units, JPMC committed to 130 users for a first round of purchase with another 100 users planned for later in FY19.

# RED HAT TRAINING + CERTIFICATION

Helps organizations and individuals succeed

## ORGANIZATIONS

- **Maximizes RH subscription ROI**

**Speeds technology adoption** and

- maximizes your return on investment

**Fuels innovation** by addressing

- organizational skills gaps

**Improves productivity** by increasing the performance of teams and individuals

## STUDENTS

- **Improves on-the-job performance** by reducing mistakes and increasing efficiency
- **Reduces risk** of individuals not following established uses and practices
- **Decreases dependence** on support and other employees

# PROVEN BUSINESS IMPACT

**95%**

Students report that they are better prepared after class to maximize the value of Red Hat products

**92%**

Students report more successful IT projects involving Red Hat technologies after training

**92%**

Students are able to work more independently and rely less on co-workers after taking Red Hat training

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*“Red Hat Training and Certification has helped us **achieve greater integration** with Red Hat open source community **products to create innovative solutions** for our customers.”*

*- Apasi Valminen, Chief Software Architect, ID, R&D Comptel Communications*

## Courses included in the Red Hat Learning Subscription

### **Red Hat Enterprise Linux®**

- Red Hat System Administration I (RH124)
- Red Hat System Administration II (RH134)
- Red Hat Certified System Administration Rapid Track (RH199)
- Red Hat System Administration III (RH254)
- RHCE Certification Lab (RH299)
- Red Hat Enterprise Linux Troubleshooting and Diagnostics (RH342)
- Red Hat Satellite 6 Administration (RH403)
- Red Hat Server Hardening (RH413)
- Red Hat High Availability Clustering (RH436)
- Red Hat Enterprise Performance Tuning (RH442)

## Courses included in the Red Hat Learning Subscription

### DevOps

- Introduction to Containers, Kubernetes, and Red Hat OpenShift (DO180)
- Red Hat OpenShift Administration I (DO280)
- OpenShift Enterprise Development (DO290)
- Configuration Management with Puppet (DO405)
- Automation with Ansible I (DO407)
- Automation with Ansible II: Ansible Tower (DO409)

## Courses included in the Red Hat Learning Subscription

### **Cloud Computing, Red Hat Enterprise Virtualization, and Storage**

- Red Hat OpenStack Administration I (CL110)
- Red Hat OpenStack Administration II (CL210)
- Red Hat OpenStack Administration III (CL310)
- Red Hat Ceph Storage Architecture and Administration (CEPH125)
- Red Hat CloudForms Hybrid Cloud Management (CL220)
- Red Hat JBoss AMQ Administration (JB440)
- Red Hat Gluster Storage Administration (RH236)
- Red Hat Virtualization (RH318)



## Courses included in the Red Hat Learning Subscription

### Red Hat JBoss® Middleware

- Red Hat JBoss Enterprise Application Development I (JB225)
- Red Hat JBoss Application Administration I (JB248)
- Red Hat JBoss Enterprise Application Development II (JB325)
- Red Hat JBoss Application Administration II (JB348)
- Camel Development with Red Hat JBoss Fuse (JB421)
- Developing workflow applications with Red Hat JBoss BPM Suite (JB427)
- Enterprise Service Bus Deployment with Red Hat JBoss Fuse (JB435)
- Red Hat JBoss AMQ Development and Deployment (JB437)
- Red Hat JBoss AMQ Administration (JB440)
- Red Hat JBoss Data Virtualization Development (JB450)
- Red Hat JBoss Data Grid Development (JB453)
- Authoring Rules with Red Hat JBoss BRMS (JB461)
- Developing Rules Applications with Red Hat JBoss BRMS (JB463)
- Implementing with Red Hat JBoss BRMS (JB465)
- Building Advanced Red Hat Enterprise Applications (JB501)

## Courses included in the Red Hat Learning Subscription

### Video classroom courses

- Red Hat System Administration I (RH124)
- Red Hat System Administration II (RH134)
- Red Hat System Administration III (RH254)
- Red Hat Gluster Storage Administration (RH236)
- Red Hat Enterprise Linux Troubleshooting and Diagnostics (RH342)
- Red Hat Satellite 6 Administration (RH403)
- Red Hat Enterprise Performance Tuning (RH442)
- Red Hat OpenStack Administration I (CL110)
- Red Hat OpenShift Administration I (DO280)
- Automation with Ansible I (DO407)
- Red Hat JBoss Application Administration I (JB248)
- Developing Workflow Applications with Red Hat JBoss BPM Suite (JB427)
- Authoring Rules with Red Hat JBoss BRMS (JB461)
- Developing Rules Applications with Red Hat JBoss BRMS (JB463)

# Exams included in the Red Hat Learning Subscription

## Red Hat Enterprise Linux

- Red Hat Certified System Administrator (RHCSA) exam (EX200)
- Red Hat Certified Engineer (RHCE) exam (EX300)
- Red Hat Certificate of Expertise in Red Hat Enterprise Linux Diagnostics and Troubleshooting Exam (EX342)
- Red Hat Certificate of Expertise in Deployment and Systems Management (EX401)
- Red Hat Certificate of Expertise in Deployment and Systems Management (EX403)
- Red Hat Certificate of Expertise in Server Hardening exam (EX413)
- Red Hat Certificate of Expertise in High Availability Clustering Exam (EX436)
- Red Hat Certificate of Expertise in Performance Tuning exam (EX442)

## DevOps

- Red Hat Certificate of Expertise in Atomic Host Container Administration (EX270)
- Red Hat Certificate of Expertise in Containerized Application Development (EX276)
- Red Hat Certificate of Expertise in Platform-as-a-Service exam (EX280)
- Red Hat Certificate of Expertise in Configuration Management with Puppet (EX405)
- Red Hat Certificate of Expertise in Ansible Automation (EX407)

## Exams included in the Red Hat Learning Subscription

### Cloud Computing, Red Hat Enterprise Virtualization, and Storage

- Red Hat Certified System Administrator in Red Hat OpenStack exam (EX210)
- Red Hat Certified Engineer in Red Hat OpenStack exam (EX310)
- Red Hat Certificate of Expertise in Hybrid Cloud Management exam (EX220)
- Red Hat Certificate of Expertise in Hybrid Cloud Storage exam (EX236)
- Red Hat Certified Virtualization Administrator (RHCVA) exam (EX318)\*

### Red Hat JBoss Middleware

- Red Hat Certified JBoss Administration (RHCJA) Exam (EX248)
- Red Hat JBoss Certified Developer exam (EX225)
- Red Hat Certificate of Expertise in Persistence (EX297)
- Red Hat Certificate of Expertise in Camel Development exam (EX421)
- Red Hat Certificate of Expertise in Business Process Design exam (EX427)
- Red Hat Certificate of Expertise in Messaging Administration exam (EX440)
- Red Hat Certificate of Expertise in Data Virtualization exam (EX450)
- Red Hat Certificate of Expertise in Fast-Cache Application Development exam (EX453)
- Red Hat Certificate of Expertise in Business Rules exam (EX465)

## Exams included in the Red Hat Learning Subscription

### Cloud Computing, Red Hat Enterprise Virtualization, and Storage

- Red Hat Certified System Administrator in Red Hat OpenStack exam (EX210)
- Red Hat Certified Engineer in Red Hat OpenStack exam (EX310)
- Red Hat Certificate of Expertise in Hybrid Cloud Management exam (EX220)
- Red Hat Certificate of Expertise in Hybrid Cloud Storage exam (EX236)
- Red Hat Certified Virtualization Administrator (RHCVA) exam (EX318)\*

### Red Hat JBoss Middleware

- Red Hat Certified JBoss Administration (RHCJA) Exam (EX248)
- Red Hat JBoss Certified Developer exam (EX225)
- Red Hat Certificate of Expertise in Persistence (EX297)
- Red Hat Certificate of Expertise in Camel Development exam (EX421)
- Red Hat Certificate of Expertise in Business Process Design exam (EX427)
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