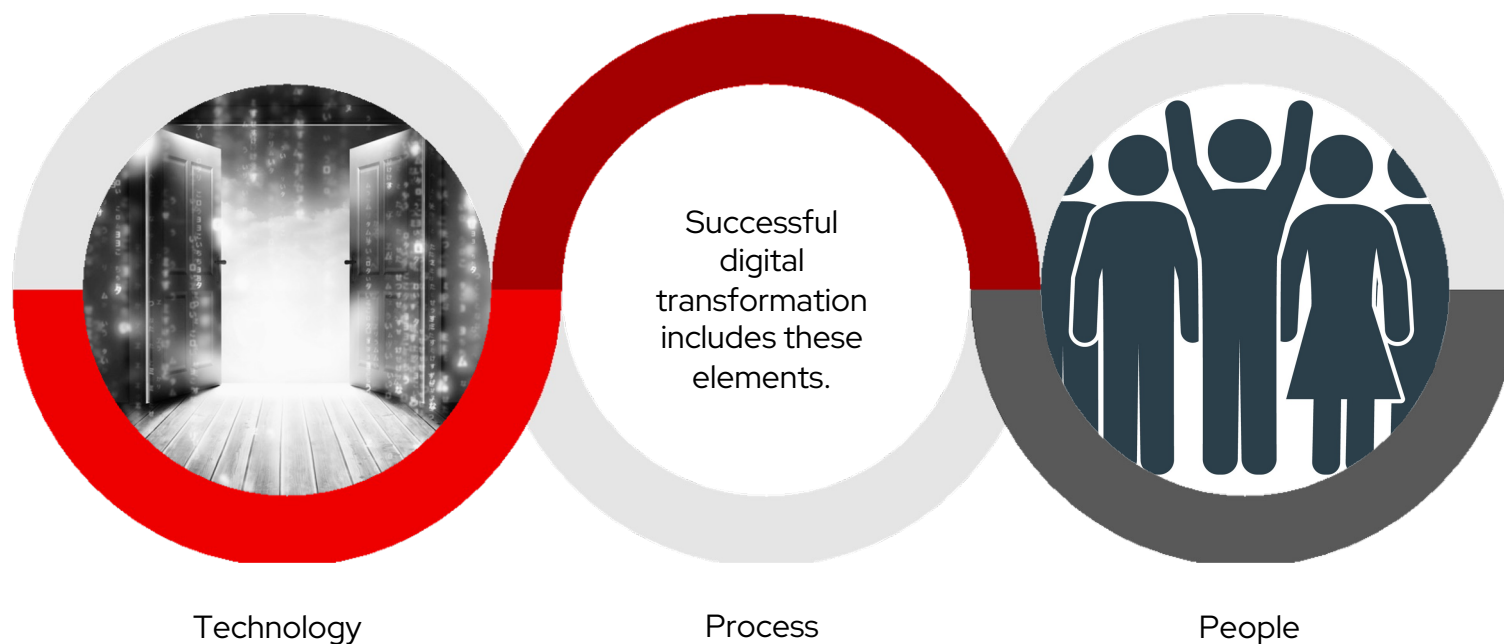


Red Hat Training & The Impact on Digital Transformation

Bahaa Salem

Training Manager – Middle East, Turkey & Africa

Skilled people are the key to successful digital transformation



People, processes, and technology work together to transform businesses.

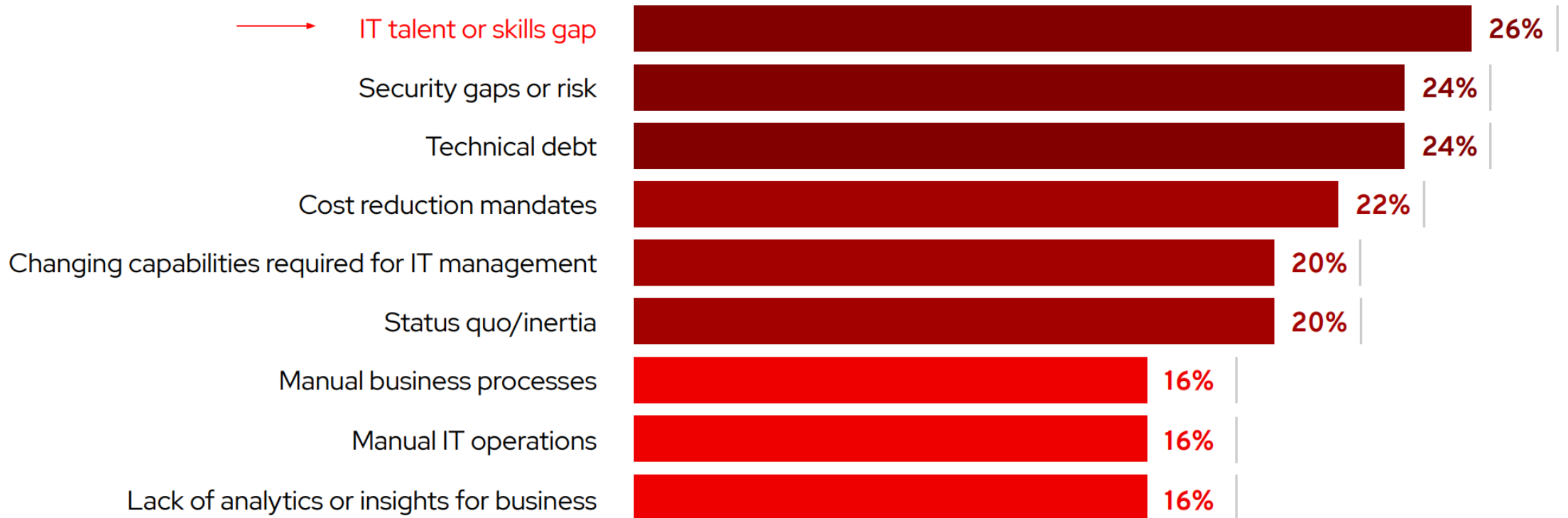


“Digital transformation is more than an IT or technology issue. It requires a complete restructuring of how we operate and how we serve our customers”

—
Petr Lipka
Enterprise Architect,
Česká Spořitelna

IT talent is the biggest blocker to transformation

What are the top blockers to your organization's digital transformation efforts?



‘Skill Gap’ is recognized as one of the key challenges among organizations

90%

of organizations will have to delay a product or service release due to a lack of IT skills. This delay amounts to \$775B in lost revenue

Education Services Delivery
Forecast, IDC
(2020-2026)

only 20%

of employees have the skills needed for both their current role and future career

IT Function Labor Report,
Gartner
(2022)

Driving a culture of continuous learning is key for every organization

CFO asks CEO

"What happens if we invest in developing our people and they leave us?"

CEO says

"What happens if we don't and they stay?"

What's the cost of not training?

Inexperienced with our technology

Higher costs related to staff turnover

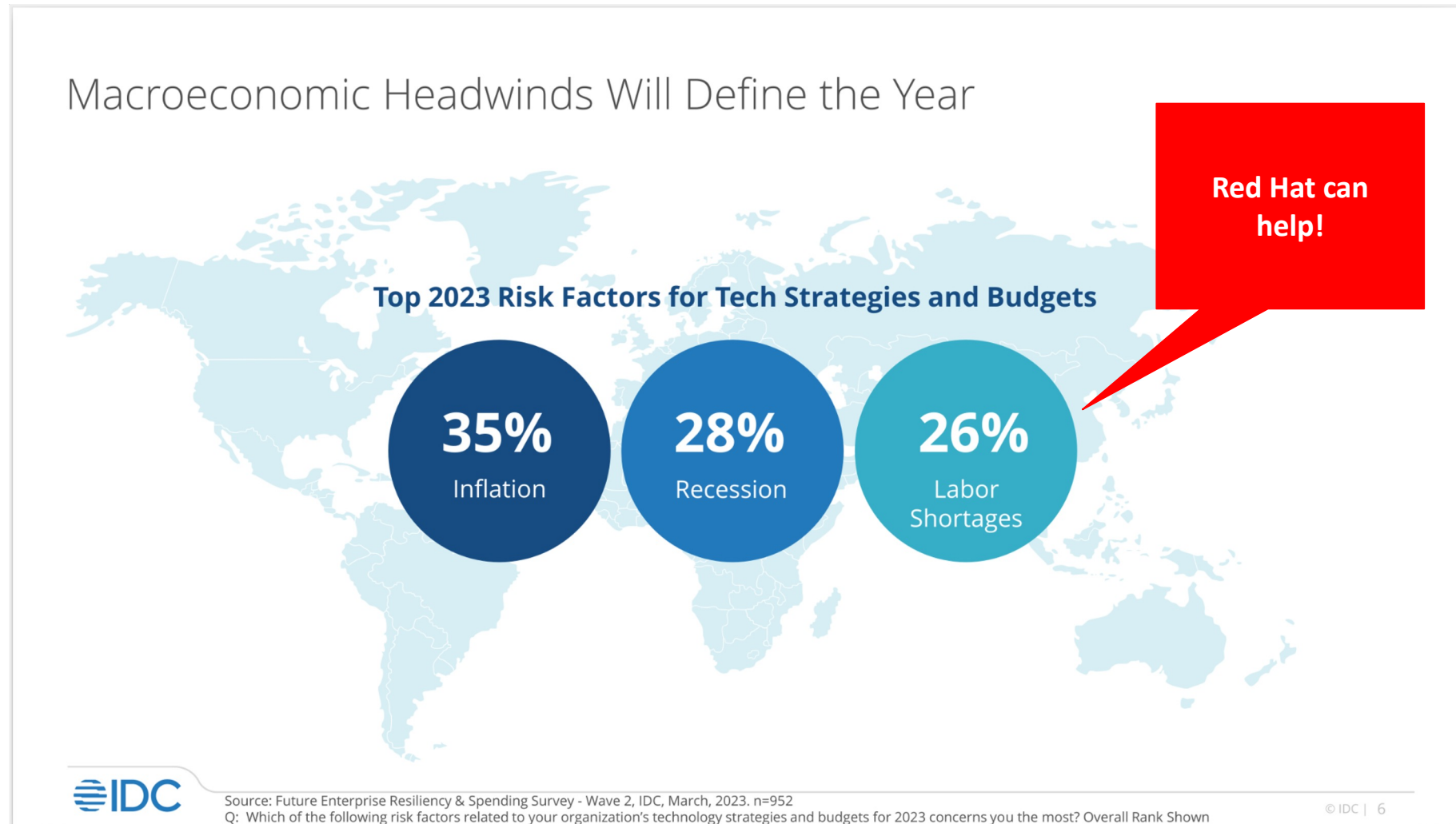
Less innovation and digital transformation

Security risks around product failure

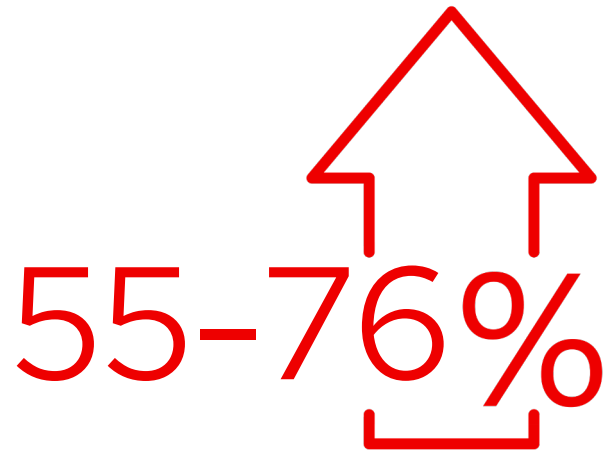
Slower rate of adoption, retention and growth



IDC Study on Resilience & Spending (Mar 2023)



Real Business Values



Increase in job readiness
due to Red Hat Training



more productive staff
than those without training



in staff competence with
Red Hat OpenShift®

Manage your talent with Red Hat Certification



Optimize talent and its organizational value

Training

Certification

MORE SATISFIED

8%
stay longer

10%
stay longer

ACHIEVE MORE

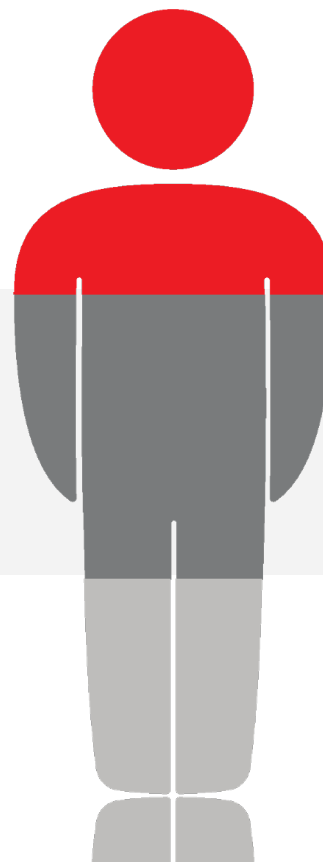
365%
more productive

409%
more productive

COST LESS

\$43,800
saved per employee

\$5.71m
saved per organization



How We Train Our Customers

Learn Red Hat technologies from Red Hat

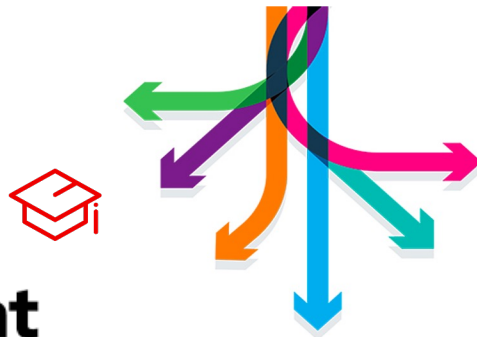


- Experienced instructors
- Real-world use cases
- Localized content
- Breadth of courses
- Global availability
- Measured results
- Learn your way
- First to market

Red Hat Training Channels

How do we reach our customers/delegates

 **Red Hat**
Training and
Certification



Red Hat Academy (RHA)
(Schools/Colleges/Universities
non for profit orgs - **free of charge**)

 **Red Hat**

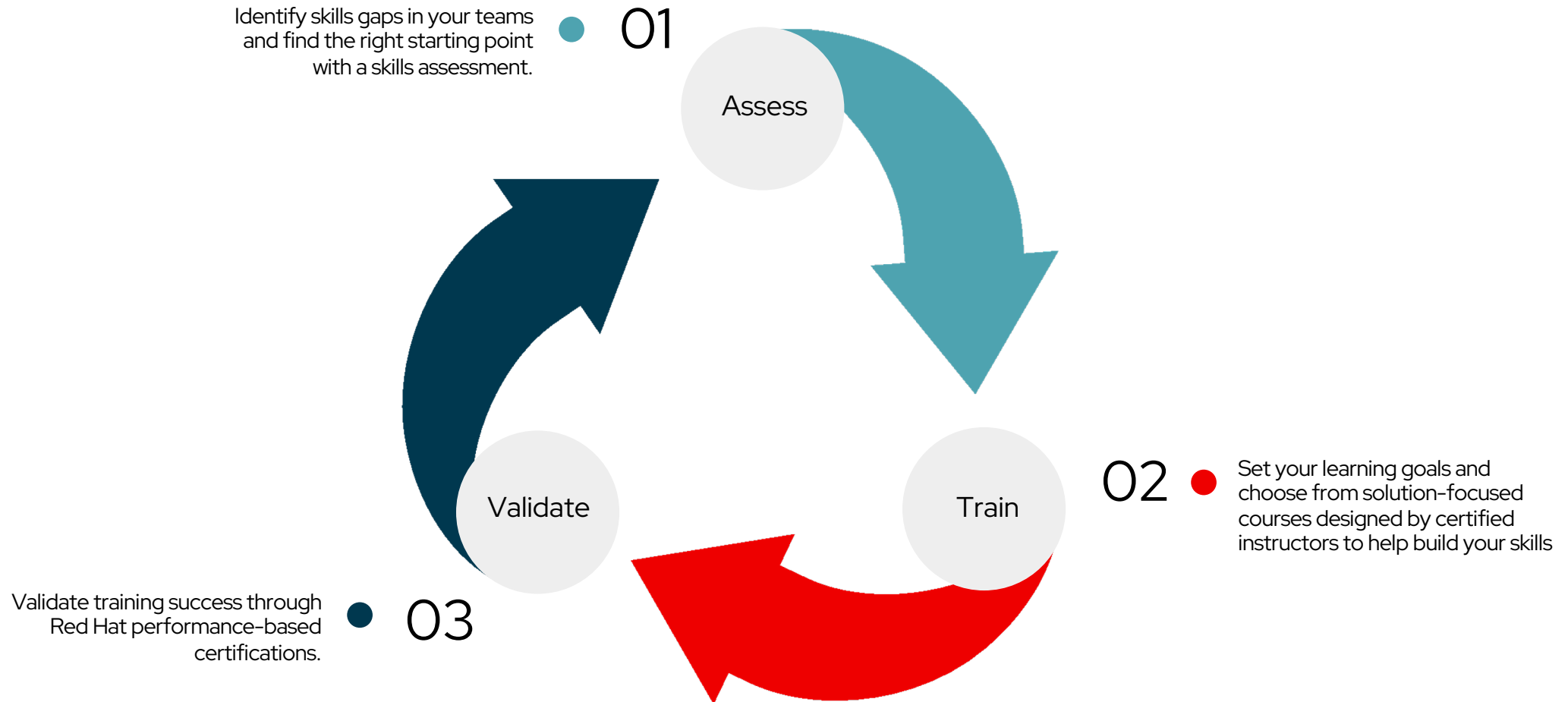
Advanced
Training Partner



Workforce Development
Program (WDP)
Government
(Government funding + defining
requirements)

 **Konsalt**  **sekomp**

Red Hat Training Methodology



ASSESS

TRAIN

VALIDATE

ASSESS, TRAIN, VALIDATE

Multiple ways to learn to fit the different learning styles



VIRTUAL TRAINING (VT)

- Live, instructor-led training
- Interactive classroom
- Conducted over the internet



SELF PACED TRAINING (SP)

- High Def video training, Pre-recorded, controlled at own pace, 90 days of access, up to 80 hours of hands-on remote labs.



ON-SITE TRAINING (OS)

- Private classroom training
- Team or department
- Delivered at location of your choice or over the internet



LEARNING SUBSCRIPTION (RHLS)

- Access to all of Red Hat's online and video classroom courses, labs, exams, etc.

- Basic, standard, individual and enterprise



Red Hat Learning Subscription - RHLS

Use an on-demand, annual learning platform available 24/7

Basic	Standard	Developer	Premium
<p>On-demand, self-paced access to all Red Hat online courses, labs, and content in development.</p>	<p>Content across the Red Hat portfolio, access to a variety of subscription features, and hands-on certification exams.</p>	<p>Access to learning resources for cloud-native application development plus developer certification exams.</p>	<p>Access to all subscription features including live, virtual training sessions to complement learning with self-paced content. <i>(Not available in Latin America)</i></p>

Available for purchase



By individual

Individuals, teams, and small organizations can mix and match tiers as needed to meet their Red Hat Training and Certification goals.



For the enterprise

A scalable and comprehensive learning solution for organizations seeking ongoing training for a large number of users.

RHLS Enterprise comes with a “built-in” **discount of roughly 65%** (may vary in different pricing tiers) - makes even sense even if customer/partner has less than 100 learners

Customers Red Hat Training supported their Digital Transformation Journey



Thank you

Red Hat is the world's leading provider of enterprise open source software solutions. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500.

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