



# NA Training Partner Conference

Virtual experience | 7-9 Sept, 2021

 **Open** collaboration,  
learning **anywhere** 



# Red Hat Partner Training System

- Education + Communications

**Emily Morency,**

Marketing + Communications Manager,  
Global

**Cindy Hensen,**

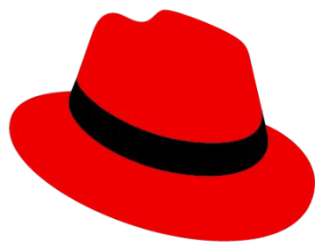
Manager, Partner Enablement Advisors,  
Global

# Agenda:

- ▶ Red Hat OPEN Introduction + Overview
- ▶ Red Hat Training and Certification Accreditation for Sales Specialists
- ▶ How we communicate about Red Hat Partner Training
- ▶ News on Demand sneak peek



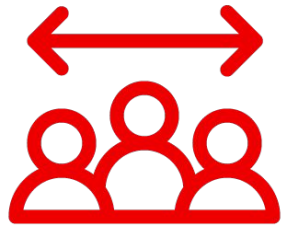
# What is Red Hat OPEN?



# Red Hat Online Partner Enablement Network

# Red Hat Online Partner Enablement Network (OPEN) Training System

## The Red Hat Partner Training System



### Role-specific training content

Build your skills with content for sales, sales engineers, and delivery specialists.

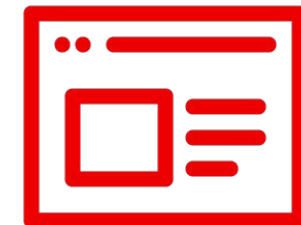
- Sales
- Sales Engineer
- Delivery



### Partner accreditations

Accreditation paths enable partners to earn accreditations that validate capabilities.

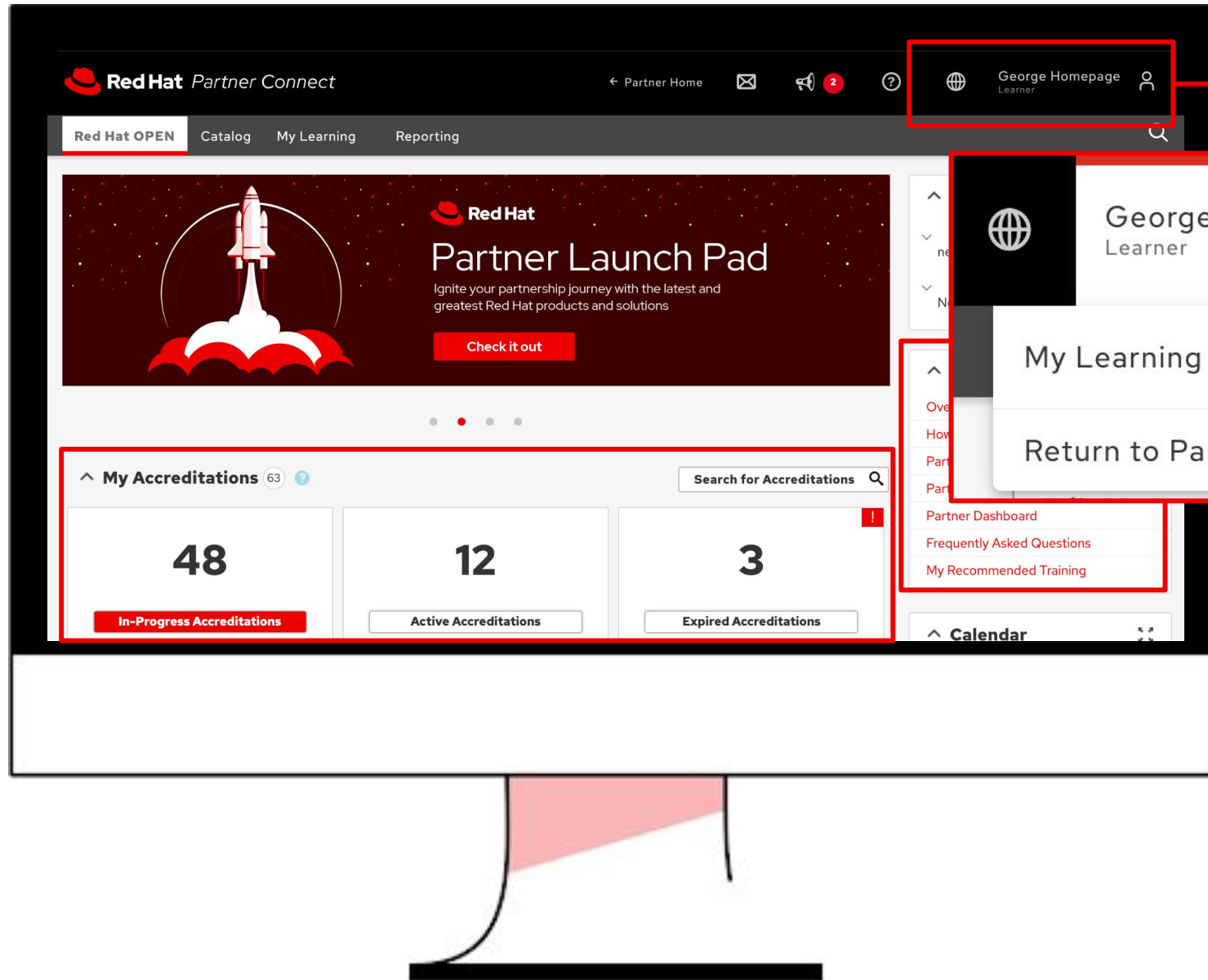
- Red Hat OpenShift®
- Hybrid-cloud
- Red Hat Enterprise Linux®
- Red Hat Ansible® Automation Platform



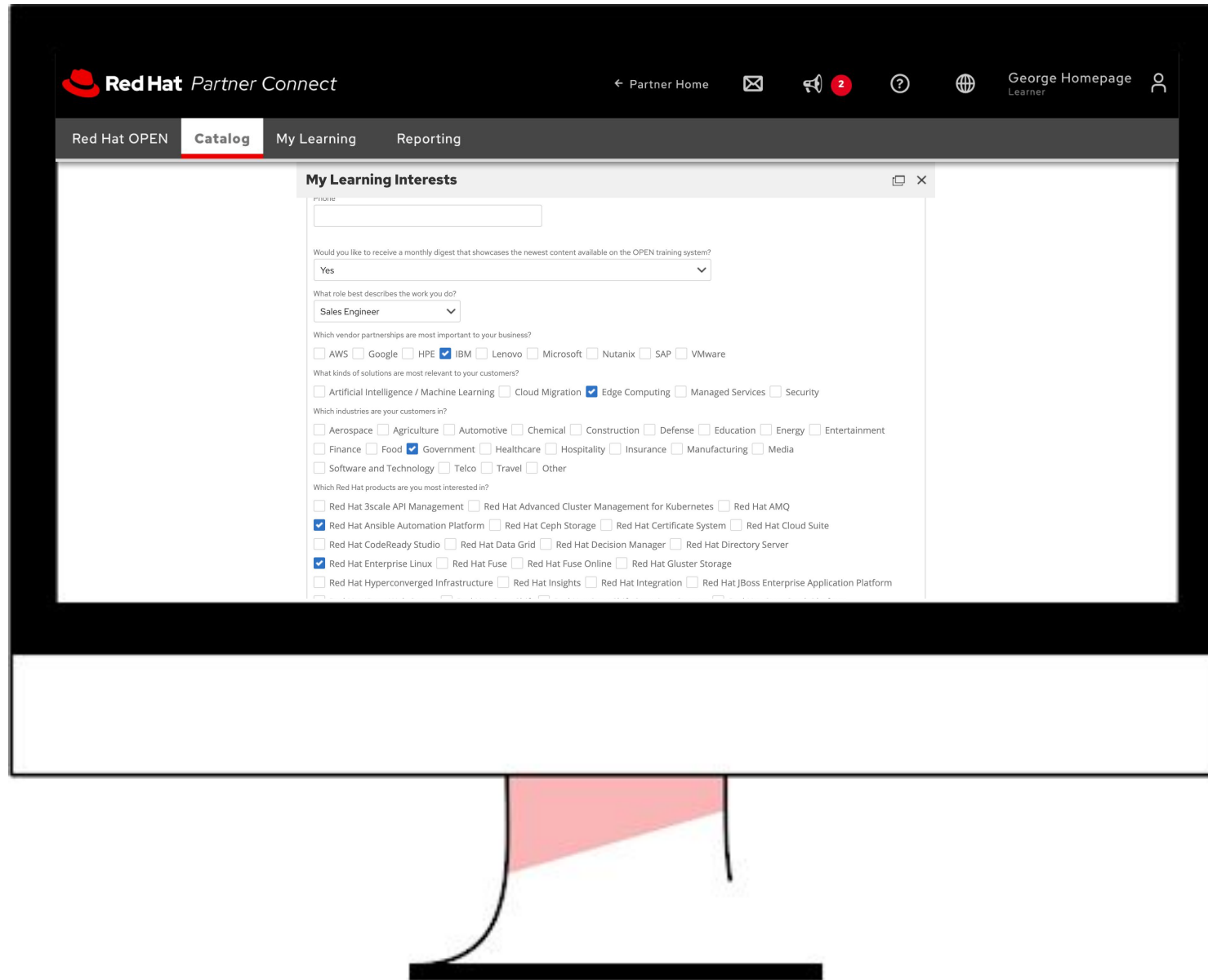
### Red Hat Product Demo System

Advanced and premier partners can access online demos created by Red Hat experts.

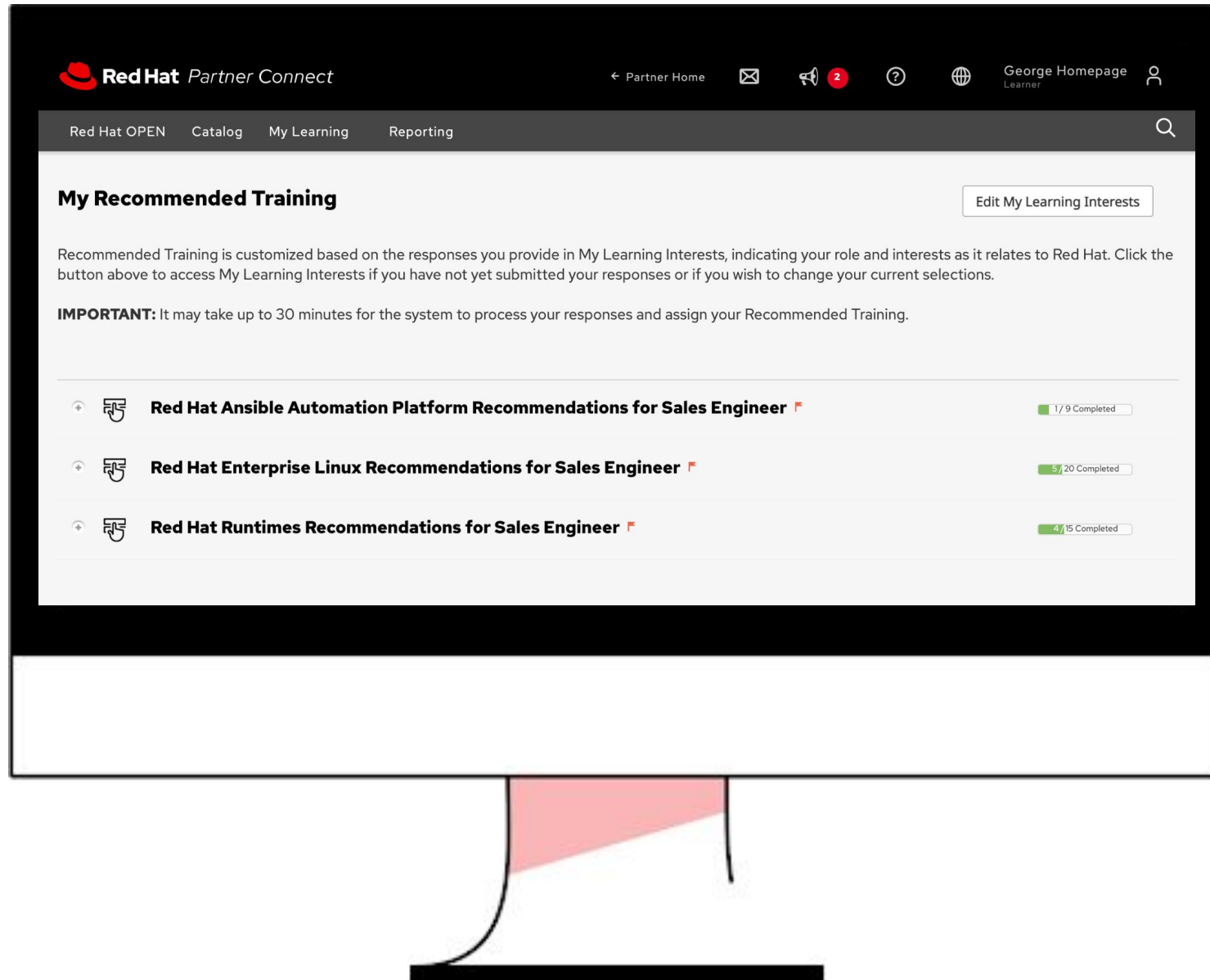
- Self-paced courses
- Virtual in-person training (vILT)
- Channels
- Self-paced with lab
- Video
- Smartpages

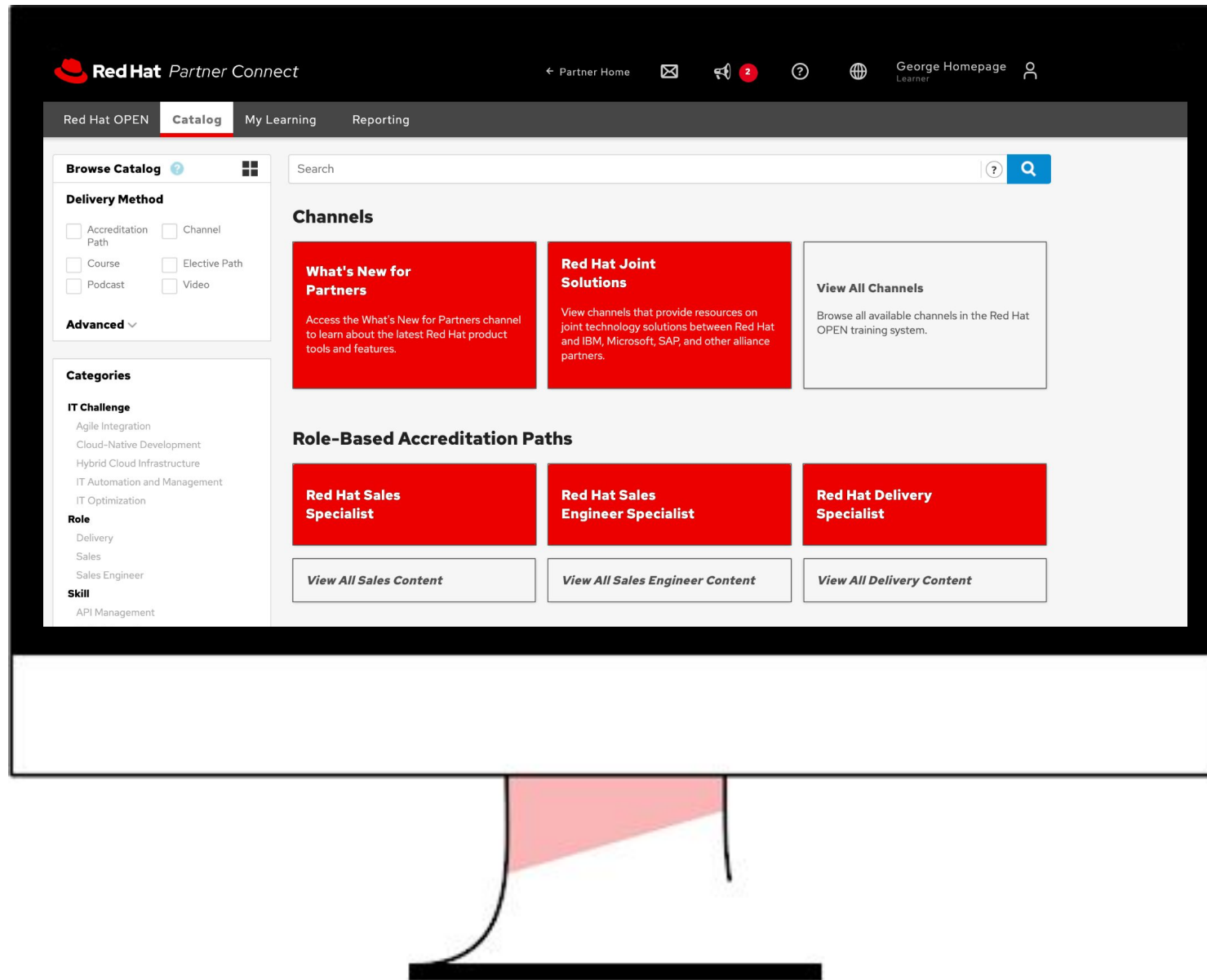


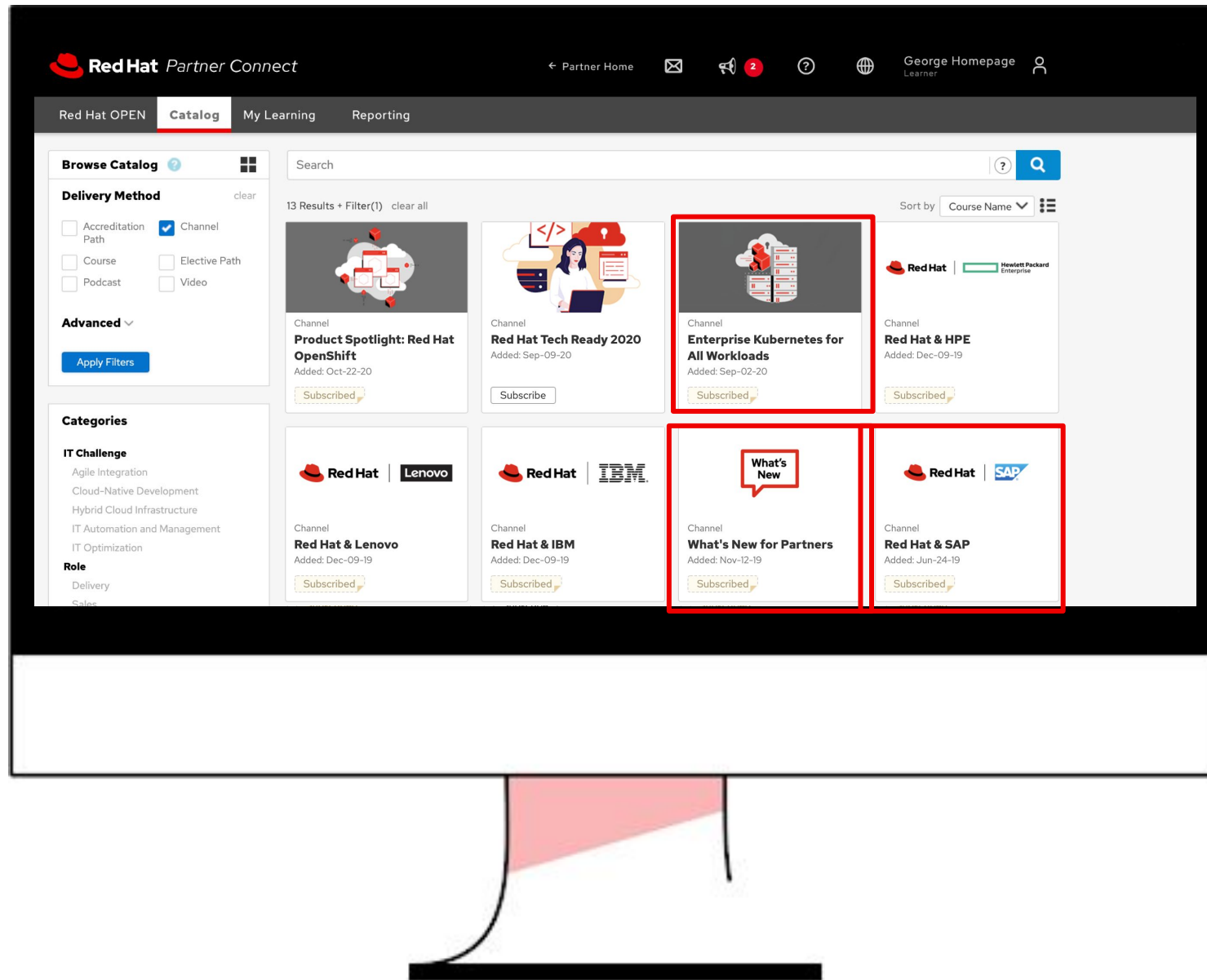
# My Learning Interests Survey

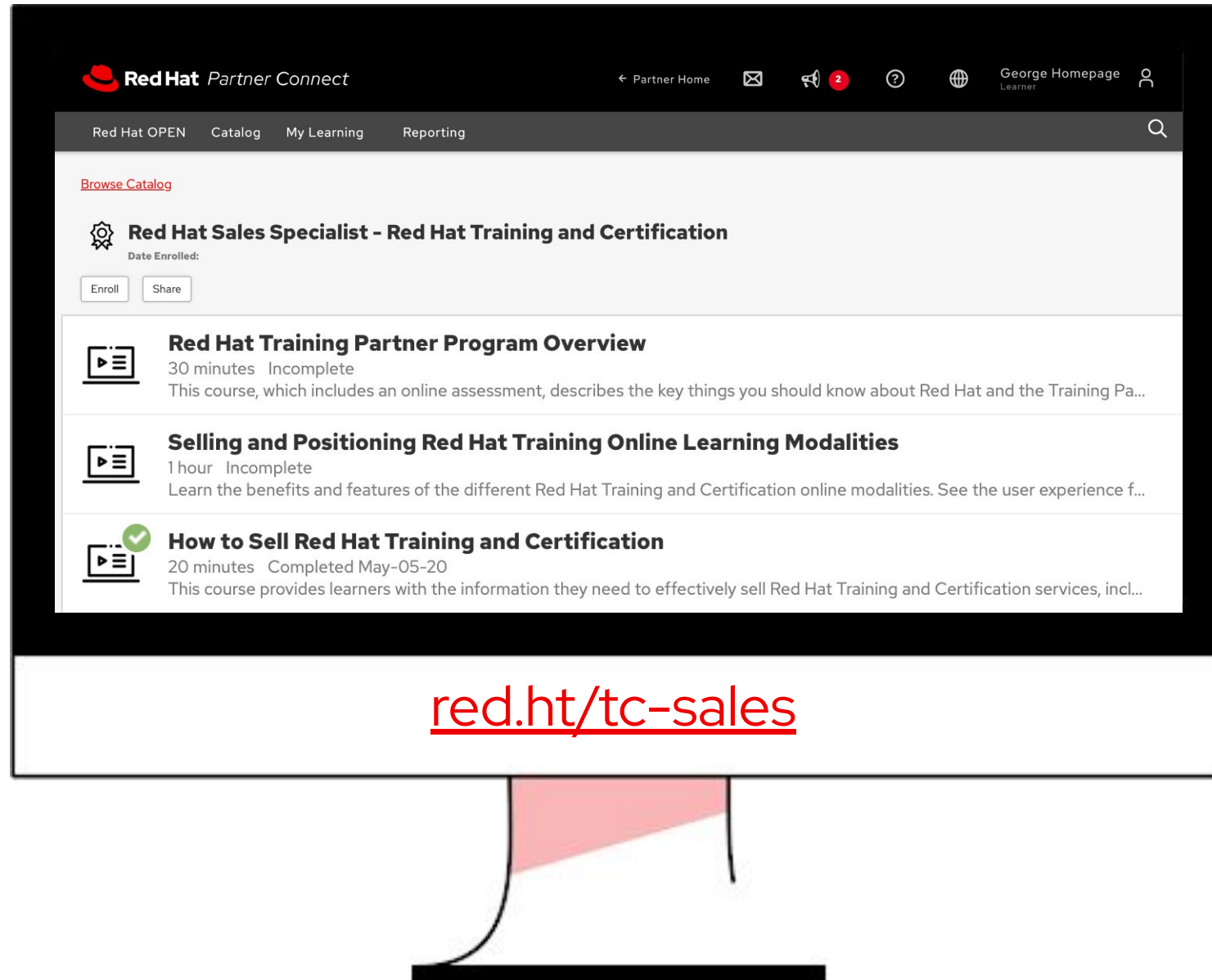






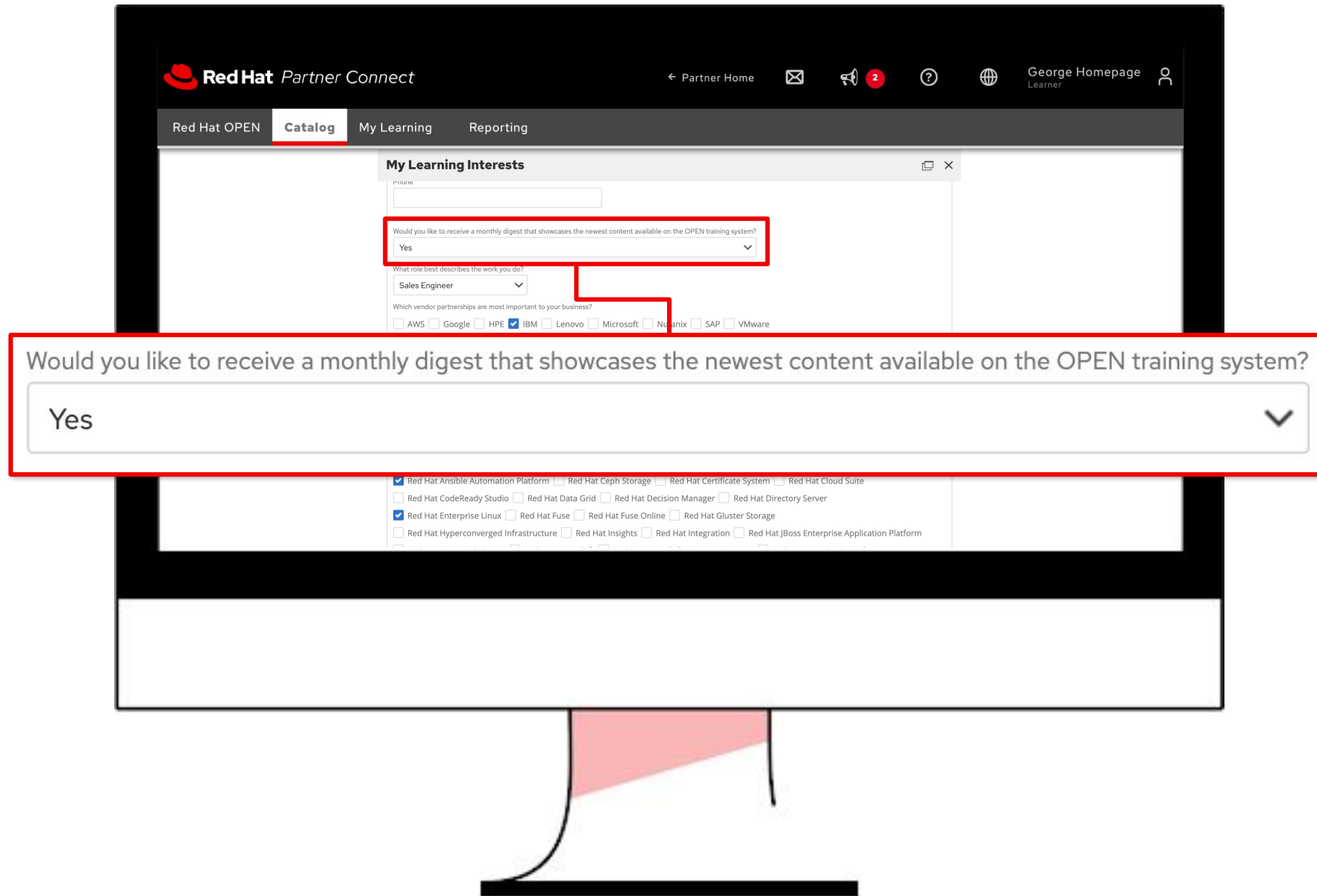









How do you stay updated  
on all things OPEN?





Red Hat  
 Online Partner  
 Enablement Network

Monthly Curriculum Report

Below you will find a report that contains all content launched within the OPEN Training System in the month of **July 2021**. Explore the newest accreditation paths, courses, videos, and more. Click the title of each training to login to Red Hat OPEN and enroll into the offering.

Type	Training Name	Primary Role	Red Hat Product
Course	<a href="#">Hands-On with Red Hat Ceph Storage 5</a>	Delivery	Red Hat Ceph Storage
	<a href="#">Renewals Intelligence for Partners and Distributors: InfraRed Customer Insights</a>	Sales	N/A
Podcast	<a href="#">What's New InFive Podcast - How to Sell Red Hat Ansible + RHEL for SAP Q2 CY21</a>	Sales Sales Engineer Support Engineer	Red Hat Ansible Automation Platform
	<a href="#">What's New InFive Podcast - OpenShift Data Foundation Q2 CY21</a>	Delivery Sales Sales Engineer Support Engineer	Red Hat Openshift
Video	<a href="#">Cloud Native Development with Red Hat &amp; Amazon Web Services</a>	Sales	N/A
	<a href="#">Demo - Red Hat OpenShift on AWS - ROSA</a>	Delivery Sales Sales Engineer Support Engineer	Red Hat Openshift

The image features a solid red background. In the center, there is a white, irregularly shaped area that looks like a piece of paper with torn edges. The text "SNEAK PEEK" is written in a bold, black, sans-serif font across the middle of this white area.

**SNEAK PEEK**



# News on Demand

The news our partners want, delivered when they want it.

**IMPARTNER**

## News on Demand

*Deliver 100% personalized news and targeted newsletters to your partners — based on their preferences*

Marketing News  
Sales News  
Blogs  
Case Studies



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**IMPARTNER Intouch**

Events

**Channel Chief & CIO Discussion for Coffee and Best Practices**

Community is more important now than ever. In everyday conversations with our top customers from around the world, we hear best practices on what they're doing to make sure their channels not only survive but thrive in this turbulent market.

Join this weekly discussion with top channel leaders to learn what other top performers are doing and join in on what is sure to be a lively, interactive discussion. To ensure timely sign up feel as rapidly as linked.

US Registration >

Europe Registration >

Best Practices

**Are You Communicating Enough with Your Partners Through the Pandemic?**

One million members have been sent in recent weeks through IMPARTNER's News On Demand tool to communicate with partners around COVID-19. Are you able to communicate with your partners quickly and simply? Watch this webinar to see the power this solution brings to our customer Autodesk. To learn more about what it can do for you and how it can help you respond to these market conditions, give your customer success manager a call and we can get it set up for you quickly.

Webinar >

Scrolling Through Social Media More Lately? Follow IMPARTNER!

If you're like the rest of us, you may find yourself logging into social media more often than you did before stay-at-home orders. If you're not already following IMPARTNER on LinkedIn, follow the page to stay up to date with the latest news and updates. Our team regularly posts channel best practices and other helpful content to help you keep your channel program in top shape and ready to take on anything that comes its way.

LinkedIn >

# 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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