Selling Transformation Training SKUs

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Red Hat

Training & Certification Offerings

Product Aligned Training

Large existing portfolio of training aligned to Red Hat software

Red Hat Enterprise Linux (RHEL)
Core system administration, automation using Ansible, performance tuning, troubleshooting, HA clustering, security, etc.

Red Hat OpenShift
OpenShift for admins and devs, OpenShift Data Foundation, OpenShift Virtualization, Advanced Cluster Management, Advanced Cluster Security, Service Mesh

Ansible Automation Platform
Ansible Automation Platform, Ansible for Windows, Ansible Networking, Ansible best practices

Middleware
Runtimes (Quarkus & JBoss EAP), Integration (Fuse, 3scale, & Kafka), Process Automation (PAM & DM)

Red Hat Learning Subscription
Self-Paced and Virtual Training platform delivery

Transformational Training

Business & Culture aimed at changing organizations.

Open Practices for your DevOps Journey (TL250)
3 days
Introduction and reference guide to the Open Practice Library

DevOps Culture & Practice Experience (TL500)
5 days
Immersive experience using DevOps & GitOps simulating a mock example to create a software MVP from start to finish.

Coming Soon!

Introduction to Pragmatic Site Reliability Engineering (TL112)
Introduction to the concepts and fundamentals of the Site Reliability Engineering implementation of DevOps.
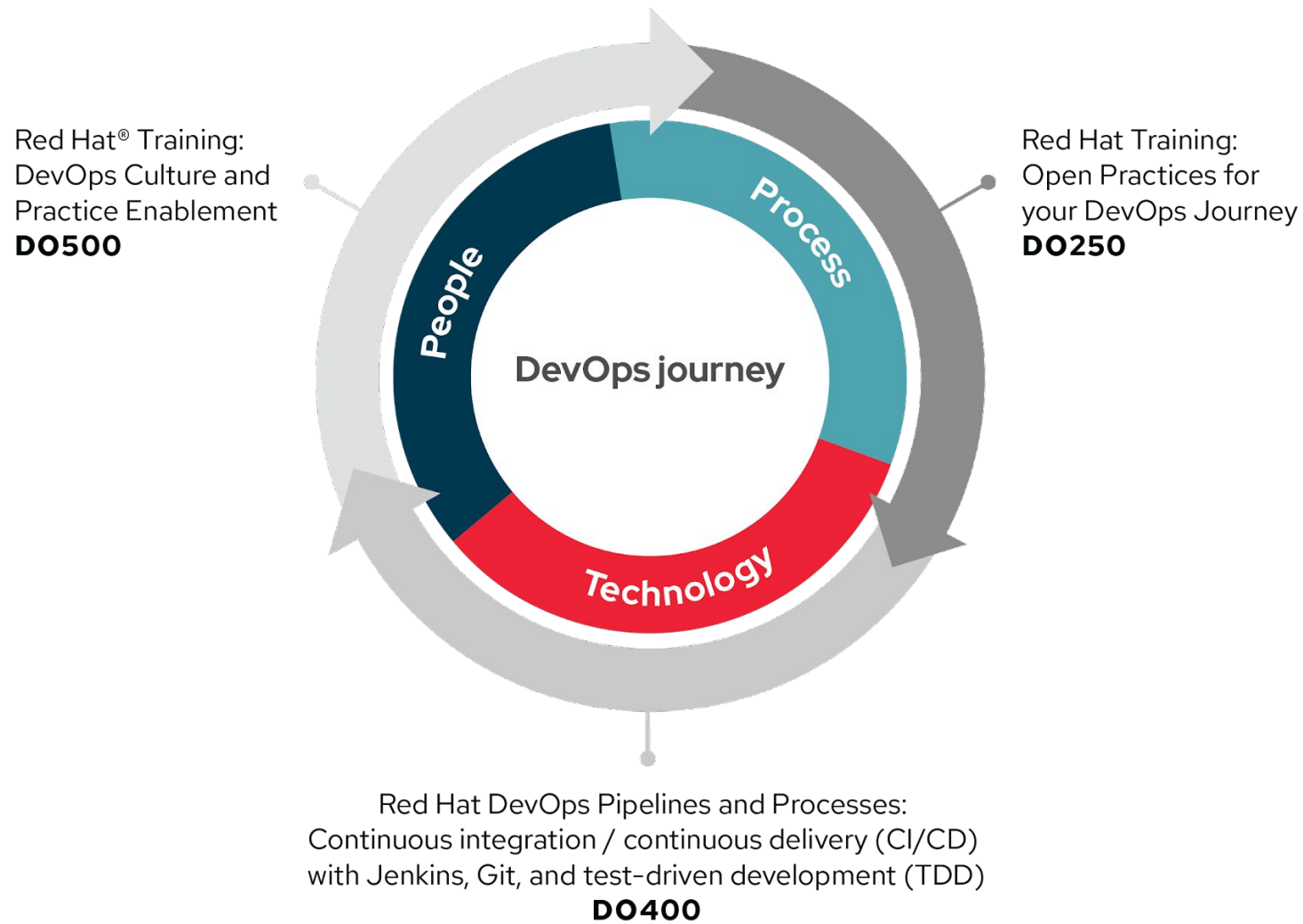
Red Hat DevOps Pipelines and Processes (TL400)
4 days
CI/CD with Jenkins, Git, and Test Driven Development.

Training & Certification Offerings

Name	Apttus Status	Delivery Status	Duration	Cost (US MSRP)
DO250 – Red Hat Training: Open Practices for Your DevOps Journey	Active Now	Available now	3 days	• Base Class (6) – $16,200 • Addl Student – $1,350
DO400 – Red Hat DevOps Pipelines and Processes: GI/CD with Jenkins, Git, and Test Driven Development	Active Now	Available now	4 Days	• Base Class (6) – $21,600 • Addl Student – $1,800
DO401 – Red Hat DevOps Pipelines and Processes CI/CD with Jenkins	Active Now	Available now	2 Days	• Base Class (6) – $10,800 • Addl Student – $900
DO402 – Red Hat DevOps Pipelines and Processes: Git and Test Driven Development	Active Now	Available now	2 Days	• Base Class (6) – $10,800 • Addl Student – $900
DO500 – DevOps Culture and Practice Enablement	Active Now	Available now	5 Days	• Base Class (6) – $42,000 • Addl Student – $3,500
DO700 – Red Hat Container Adoption Boot Camp for Administrators	Active Now	Available now	10 Days	• Base Class (6) – $54,000 • Addl Student – $4,500
DO720 – Red Hat Container Adoption Boot Camp for Developers	Active Now	Available now	10 Days	• Base Class (6) – $54,000 • Addl Student – $4,500
DO800 – Red Hat Training Skills Transformation Assessment	Active Now	Available now	5 Days	• Base Event – $15,000

Transformation Curriculum Overview

Red Hat

Red Hat® Training:
DevOps Culture and
Practice Enablement
DO500

Red Hat Training:
Open Practices for
your DevOps Journey
DO250

People

Process

Technology

DevOps journey

Red Hat DevOps Pipelines and Processes:
Continuous integration / continuous delivery (CI/CD)
with Jenkins, Git, and test-driven development (TDD)
DO400

The DevOps transformation
curriculum teaches companies the
practical skills needed to adopt and
implement DevOps practices by
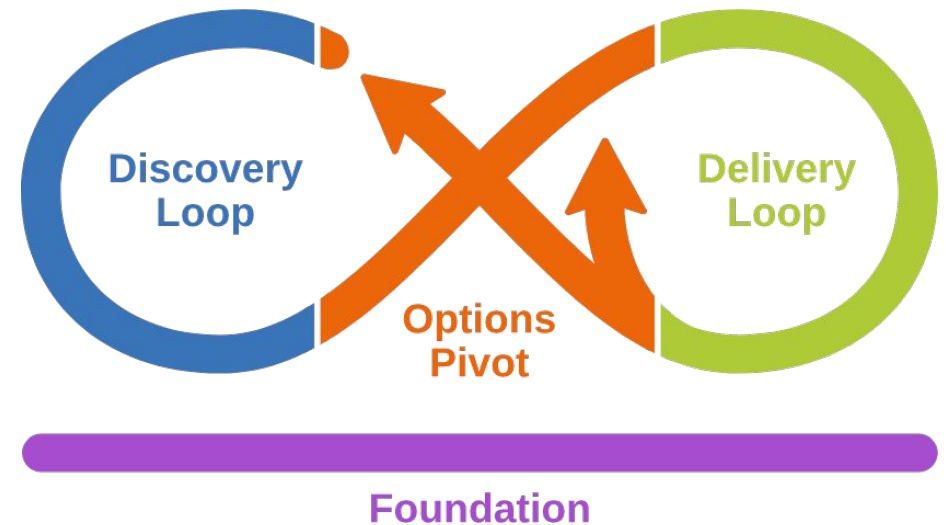transforming people, process, and
technology.

Red Hat

COURSE	SKU	DAYS	AUDIENCE	USE CASE	FORMAT	VALUE
Red Hat Training: DevOps Culture and Practice Enablement	DO500 (FAQ)	5 days	Project managers and facilitators, Sys Admins, Developers, Leadership	Customers who have started the DevOps journey, and want to transform the way People, Process and Technology work together to achieve results.	Immersive simulation with hands-on labs and real world scenario	A simulation of a real-world DevOps scenario, which takes the student through a mock software development project. Using DevOps practices, the team will discover, plan, and deploy a containerized application while learning new process and tools, while being immersed in cultural and technical practices along the way.
Red Hat Training: Open Practices for your DevOps Journey	DO250	3 days	Project managers and facilitators, Sys Admins, Developers, Team Leaders	Customers with an opportunity to influence incremental changes toward DevOps process.	Instructional learning and video demonstrations	Implement incremental change to your team's discovery and planning practices to enable faster delivery and other business outcomes.

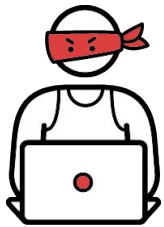# DevOps Culture and Practice

What is It?

An immersive, hands-on experience that provides:

- Exposure to DevOps software design and cultural practices
- Design of a modern microservice architecture
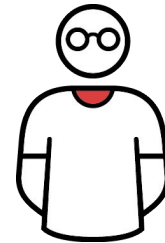- Implementation of the architecture with Red Hat OpenShift, runtimes, and tools

Discovery Loop

Delivery Loop

Options Pivot

Foundation

USE CASE	CUSTOMER QUOTES	RED HAT OFFER	COURSE OUTCOMES
Organizations who have some level of DevOps culture, but desire deeper expertise. Some degree of buy-in across the organization but need to satisfy the "Show-Me" crowd.	"We all do scrum everyday, but it feels like we are not achieving our full capabilities."	DO500	● Facilitate workshops using DevOps practices to accelerate time to market or achieve other business outcomes. ● Combine people, processes and technologies to meet full capabilities of DevOps team ● Set a bar for how to properly execute projects using DevOps best practices
DevOps early adopters within an org that is very early in their transformation (think Agile is DevOps), or are still very siloed Individuals who wish to make incremental changes in culture Preparing for CAJ or Residency engagement	"My team is relatively new to DevOps and is actively exploring ways to improve our ability to delivery value." "What is DevOps?" "We're trying to do DevOps, but isn't providing transformation"	DO250	● Practical toolkit to facilitate better meetings and projects with a team ● Make incremental changes using the DevOps practices and tools ● Plant the seed for future DevOps transformation and/or move the team forward on the journey ● Be more proficient in DevOps best practices for better engagement and ROI in a residency or CAJ
(Secondary use case) Customers who have experienced DO500 and want to become more proficient with the practices	"I took several of the practices from DO500 back to my team, but I need more help running them with my team."	DO250	● More effectively operationalize the use and implementations of DevOps practices and tools on a daily basis ● Reinforce DevOps best practices because DevOps takes practice and commitment

COURSE	SKU	DAYS	AUDIENCE	USE CASE	FORMAT	VALUE
Red Hat DevOps Pipelines and Processes: CI/CD with Jenkins, Git, and Test Driven Development (TDD)	DO400	4 days	Microservices app developer, platform developer	Developers who have started the DevOps journey, and want to implement DevOps processes and workflows.	Hand-on developer course	Implement Agile and DevOps development processes and workflows. Use DevOps technology and tooling such as Git, Jenkins, and TDD, to build and deploy cloud native applications.

OpenShift Platform Developer

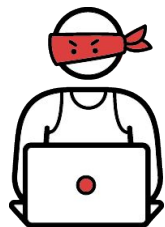Application Developer

DO400

4 days

DO401

2 days

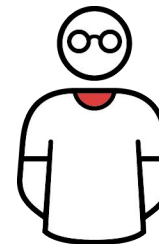**Red Hat DevOps Pipelines and Processes: CI/CD with Jenkins**

OpenShift Platform Developer

Bundles
➔ DO288
➔ DO328

DO402

2 days

Red Hat DevOps Pipelines and Processes: Git and Test Driven Development (TDD)

Application Developer

Bundles
➔ DO101
➔ AD183
➔ DO378

COURSE	SKU	DAYS	AUDIENCE	USE CASE	FORMAT	VALUE
Container Adoption Boot Camp for Administrators	DO700	10 days	Sys Admins, Cloud Engineer, SRE	Rapid onboarding of OpenShift for Admin	Onsite/Classroom	Accelerate competency in the management of container-native applications deployed on Red Hat® OpenShift® Container Platform, at enterprise scale.
Red Hat Container Adoption Boot Camp for Developers	DO720	10 days	Developers	Rapid onboarding of OpenShift for Developers	Onsite/Classroom	Accelerate competency in developing and deploying container-native applications on Red Hat® OpenShift® Container Platform.

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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