



Red Hat

NA Training Partner, Instructor and
RHA Conference

Virtual experience | 7-9 Sept, 2021



Open collaboration,
learning **anywhere**





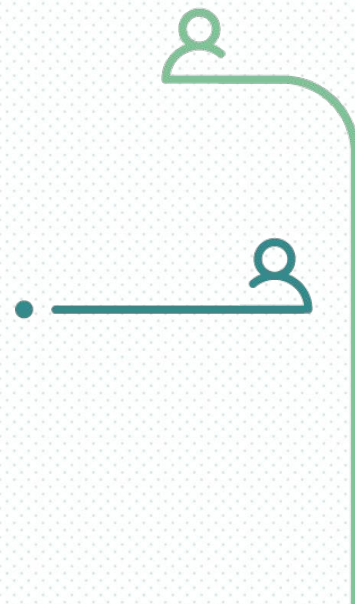
Red Hat Training and Certification.

Global Perspective

Karl Reynolds

Senior Director, Global Sales and Delivery

Thank You



Agenda:

- ▶ What's going on at Red Hat?
- ▶ What's going on at Red Hat Training and Certification?
- ▶ How can you best engage with Red Hat Training and Certification?

HUMBLE BEGINNINGS.

Happy Birthday Linux - 30 years ago - 25th of August Linus Torvalds made the first Linux announcement. The already legendary statement - "A free operating system (just a hobby, won't be big and professional like GNU)".

Thanks to this the world of Software development changed dramatically and we all work in this great company in an Open Source Enterprise Software world.

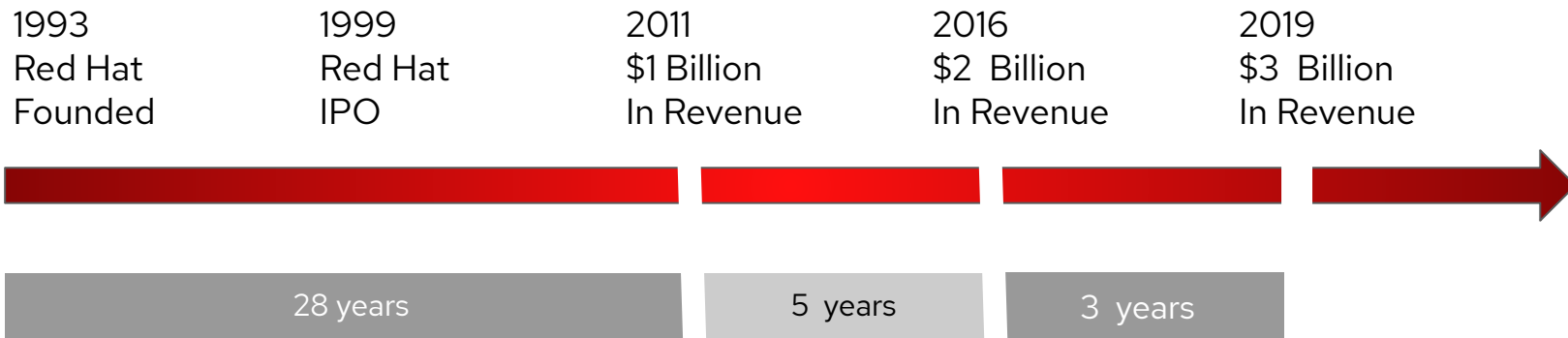
Fun fact - there are still replies to the original mail thread!

HUMBLE BEGINNINGS TO ACCELERATING GROWTH.

1993	1999	2011	2016	2019
Red Hat Founded	Red Hat IPO	\$1 Billion In Revenue	\$2 Billion In Revenue	\$3 Billion In Revenue



HUMBLE BEGINNINGS TO ACCELERATING GROWTH.



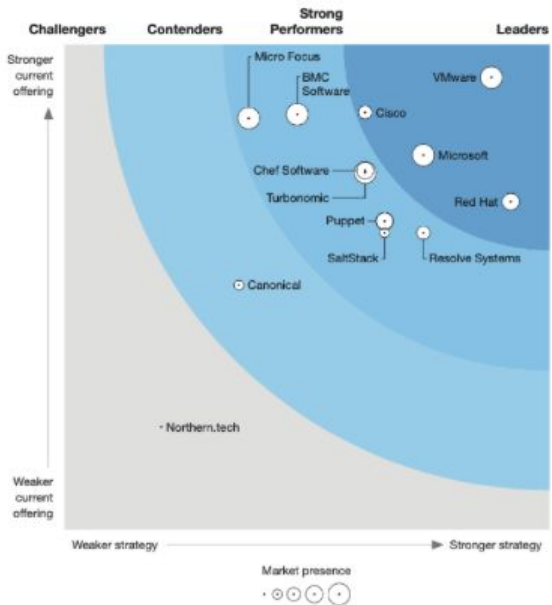
Red Hat was a key driver with normalized revenue growth of 18 percent in 2020 and a backlog topping \$5 billion for the first time at year end.



Red Hat is *still* Red Hat

MULTI-PRODUCT SUCCESS.

THE FORRESTER WAVE™
Infrastructure Automation Platforms
Q3 2020

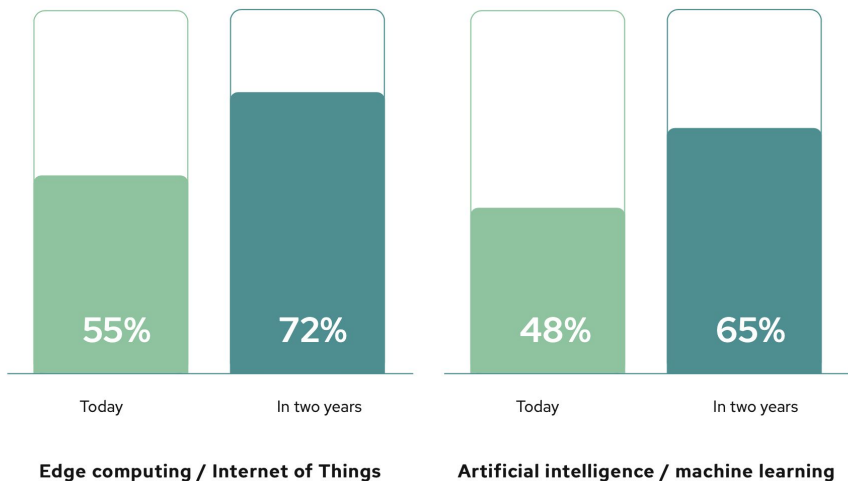


THE FORRESTER WAVE™
Multicloud Container Development Platforms
Q3 2020

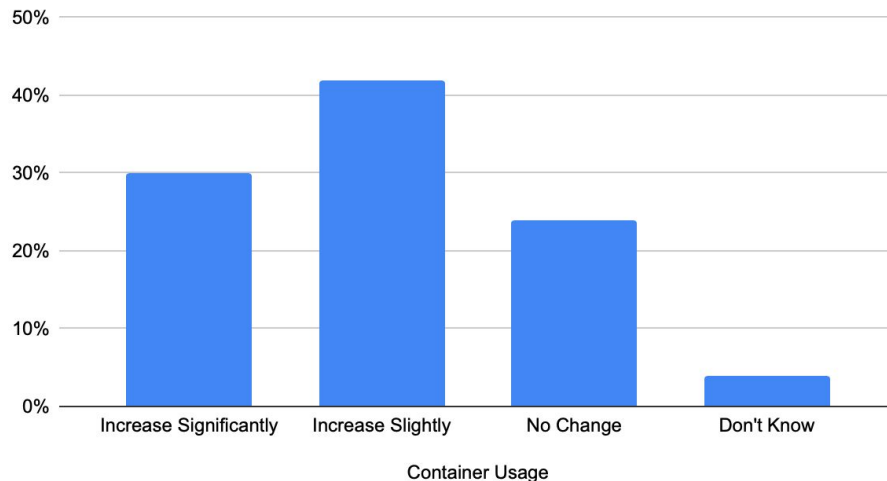


THE FUTURE IS BRIGHT. EDGE, AI/ML, CONTAINERS...

The growth and adoption of enterprise open source for **edge computing** and **AI/ML** is on the rise



Container Usage: Growth Next 12 Months



Source: Red Hat -- State of Enterprise Open Source 2021



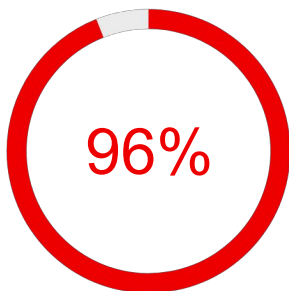
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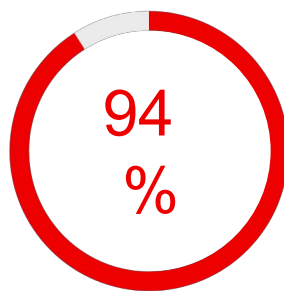
CUSTOMER SUCCESS

RED HAT TRAINING HELPS CUSTOMERS BE MORE SUCCESSFUL.



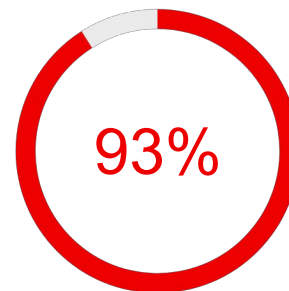
Red Training prepares.

Are you better prepared now than before class to maximize the value of your Red Hat products?



Red Hat Training helps projects to succeed.

Are your IT projects involving Red Hat technologies more likely to succeed after completing this training?



Red Hat Training encourages to explore.

Are you more likely now than before class to explore the adoption of new Red Hat technologies?

TRAINING + CERTIFICATION - CY21 June tNPS

73 NA

65 EMEA

74 APAC

75 LATAM

72 GLOBAL

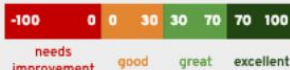
Survey

Response Rate

82%

13 month rolling tNPS

WHAT'S A GOOD NPS?



IDC STUDY. VALUE STUDY.



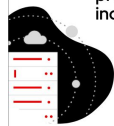
Red Hat Training

365%

return on investment (ROI) in 2 years.

With skills gained from training, staff were able to faster deploy new IT resources.

- Physical servers
- Virtual machines
- Containers
- Storage



Developer productivity increased by

38%

21%
lower IT infrastructure costs.



Red Hat Certification

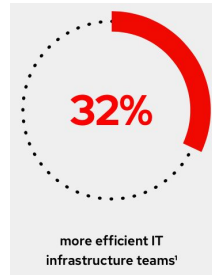


10%

longer expected tenure for certified staff!

7

weeks faster for new hires to reach full productivity!



RED HAT TRAINING GLOBAL BOOKINGS BY PRODUCT LINE.

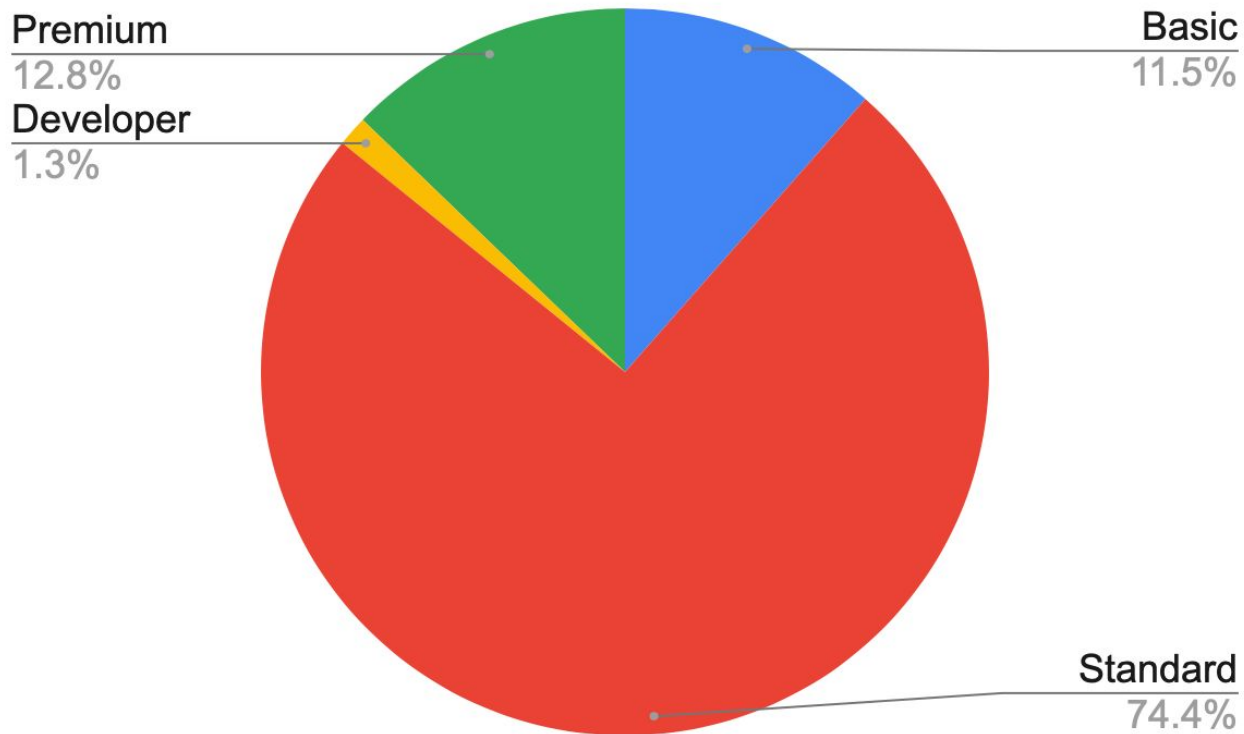
	CY19 Q2	CY20 Q2	CY21 Q2
Platform	48%	38%	37%
OpenShift	21%	35%	35%
Management	18%	18%	19%
Other	13%	9%	9%

RED HAT TRAINING GLOBAL REVENUE BY MODALITY.

	CY19 Q2	CY20 Q2	CY21 Q2
Private	29%	22%	23%
Public: In Person	19%	1%	2%
Public: Virtual	6%	17%	19%
Self-Paced*	33%	52%	47%
Other	13%	8%	9%

* RHLS and alacarte ROLE/Video Classroom

RED HAT LEARNING SUBSCRIPTION (RHLS) BOOKINGS. CY20 Q2.



FOCUS AREAS.

CUSTOM TRAINING.

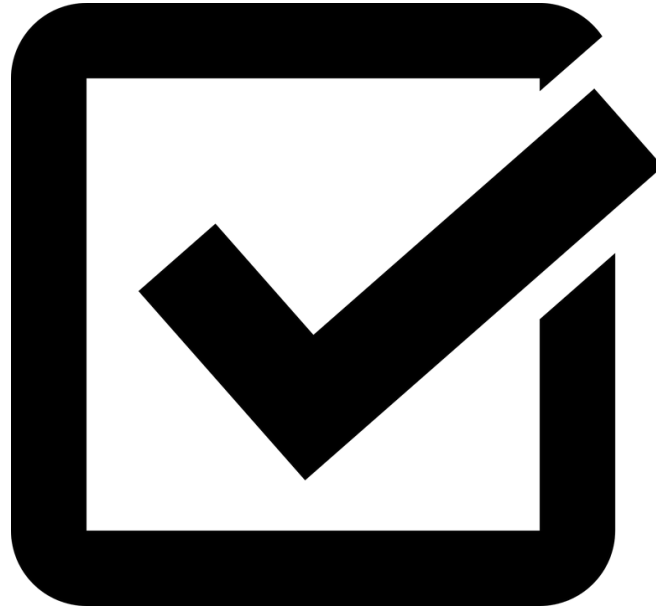
TRANSFORMATIONAL LEARNING.

MULTI-MODEL LEARNING.

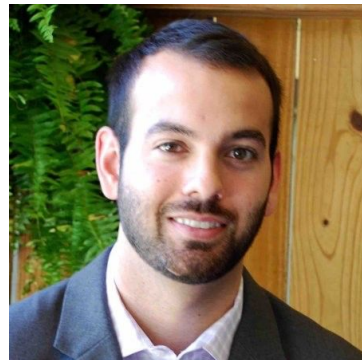
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ATTEND THIS CONFERENCE.



LEVERAGE YOUR RED HAT TEAM.



LEA ZAGORIN FENSKE and JEFF DUBÉ
RED HAT ACADEMY

ALEX UNGER and JUSTIN McSHEEHY
PARTNER MGR, NAPS and Commercial

GEOFF GARDNER
DELIVERY MANAGER



LEVERAGE YOUR RESOURCES.



- Learning Platform
- Student Ambassador Program
- Adopt an Academy Program



Business Partner
Training

- Partner Connect
- Marketing Assets
- Sales Tools: Skills Assessment, Tech Overviews, RHLS Free Trial, IDC Study



- RHLS
- Red Hat Learning Community.
- Certification Exams.

LEVERAGE YOUR COMMUNITY.



LEARN THE NEW <OR SOMEWHAT NEW> OFFERINGS.

Red Hat Learning Subscription Premium

DO700

Container Adoption Boot Camp

DO250

Red Hat Training: Open Practices for your DevOps Journey

RED HAT REMOTE EXAMS

RED HAT PRELIMINARY EXAMS

DO400

Red Hat DevOps Pipelines and Processes: CI/CD with Jenkins, Git, and Test Driven Development

DO500

Red Hat Training: DevOps Culture and Practice Enablement

DO328

Building Resilient Microservices with Istio and Red Hat OpenShift Service Mesh



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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