

The Partner Opportunity For Red Hat Ansible Automation Platform

Through ten partner interviews and data aggregation, Forrester concluded that Red Hat Ansible Automation Platform has the following three-year financial impact.

PARTNER OPPORTUNITY WITH EXPANDED OFFERINGS



Professional services:
4.6x uplift
in total revenue



Managed services:
50% uplift
in total revenue



Closing more deals:
40% YoY growth in
number of deals

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There is a lot of space to deliver professional services because the tool is powerful, and when the tool is powerful, it needs professional services to be correctly used. That's what we're doing.

*General manager and
cofounder, VAR*

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"It's such a hot market and Ansible is the leader. From a business perspective we are flooded continually with opportunities."

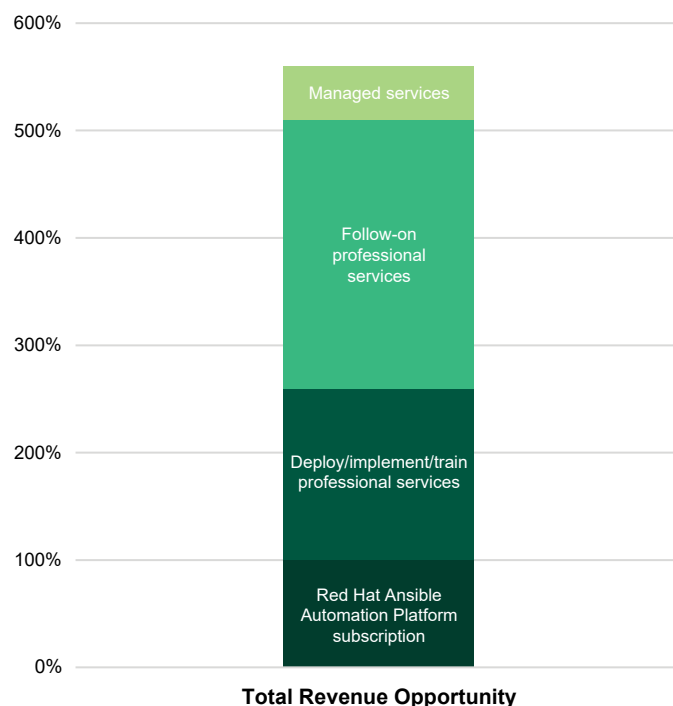
Automation practice lead, VAR

"The Ansible use case is a land play. It's simple to get started. It's a great door opener. There are other, more lucrative things to do once we get in the door."

General manager, DevSecOps, ISV

"We have been developing professional and managed services capabilities for over a decade to try and pivot towards services as much as, if not more than, technology sourcing."

Solution leader, VAR



Read the
full study

This document is an abridged version of a case study commissioned by Red Hat titled: The Partner Opportunity For Red Hat Ansible Automation Platform, November 2022.

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