

Red Hat Partnership: Solution Provider Overview

What is the Solution Provider Program?

The Red Hat Solution Provider program is Red Hat's reseller program. It is a multi-tiered partner model designed to offer you the resources that will help to grow your open source practices or developments and as your commitment to Red Hat grows to meet increasing customer demand, the benefits you receive from Red Hat will also expand.

Who Should Join?

The Solution provider Program is designed for resellers of Red Hat products where your end customer will ultimately own the Red Hat subscription. Typically the Solution Provider Program is most suitable for VAR's and Solution Providers.

You cannot use the Solution Provider Program to offer a managed service to your customer, nor can you use the Solution Provider program to embed Red Hat technology into your own products. If you are looking to use Red Hat Technology for those scenarios, please reach out to a member of the TDSynnex team to support you in choosing a more appropriate partner program.

What Can I Sell?

This program allows you to resell all versions of all Red Hat Software products. However in addition you are also able to resell the following:

- Red Hat Training
- Extended Lifecycle Support
- Red Hat Consulting
- Red Hat Technical Account Managers




What are the Benefits??

All partners under Red Hats program receive the following benefits:

- Access to Red Hat's Partner Portal and Content Portal with assets and information to run effective Red Hat marketing campaigns
- Access to Partner Subscriptions (NFR's) to allow you to learn Red Hat products or build demonstrations for your customers
- Access to Red Hat's knowledge base
- Access to Red Hat's partner training portal, including self-paced certification courses free of charge - this has an equivalent value of £5000
- All partners receive channel margin / discount on resell of Red Hat products and solutions of 20%.

What are the Different Partner Levels?

The Red Hat Solution Provider Program provides partners with several commercial benefits that scale as your investment with Red Hat increases. The below is a summary of the benefits you receive along with the requirements to achieve that status:

Status	Benefits	Requirements
	<ul style="list-style-type: none"> 2% Deal Registration discount 	<ul style="list-style-type: none"> 1 Credential
	<ul style="list-style-type: none"> Access to special bid pricing Access to bulk discounts for orders over 43k (~30%) 6% Deal Registration discount Access to MDF 	<ul style="list-style-type: none"> Certification within a specialisation Annual ~£500 partner fee 1x Customer Reference
	<ul style="list-style-type: none"> Access to special bid pricing Access to bulk discounts for orders over 43k (~30%) 10-12% Deal Registration discount Access to MDF 	<ul style="list-style-type: none"> Certification within a specialisation Annual ~£500 partner fee 2x Customer References Agreed Business plan with Red Hat

What are the Certification Requirements?

Improving your partner status with Red Hat brings significant commercial advantage but requires investing in a specialisation with Red Hat. Requirements for the specialisations are listed below. If you are considering this investment reach out to your TDSynnex representative to understand how we might be able to help you.

	<u>Datacentre Infrastructure</u>	<u>Middleware Solutions</u>	<u>Cloud Infrastructure</u>
	1x Red Hat Certified Engineer (RHCE) 2x Sales & 2x Technical Credentials for Red Hat Enterprise Linux OR 2x Sales & 2x Technical Credentials for Red Hat Automation Platform	1x Red Hat Certified OpenShift Application Developer 2x Sales & 2x Technical Credentials for Red Hat OpenShift Application Development	1x Red Hat Certified Engineer (RHCE) 2x Sales & 2x Technical Credentials for Red Hat OpenShift
	2x Red Hat Certified Engineer (RHCE) 4x Sales & 4x Technical Credentials for Red Hat Enterprise Linux OR 4x Sales & 4x Technical Credentials for Red Hat Automation Platform	2x Red Hat Certified OpenShift Application Developer 4x Sales & 4x Technical Credentials for Red Hat OpenShift Application Development	2x Red Hat Certified Engineer (RHCE) 4x Sales & 4x Technical Credentials for Red Hat OpenShift

Contact your Red Hat TD Synnex team at RedHat.UK@TDSynnex.com or ask your aligned Field Sales Executive to facilitate an introduction to the Red Hat team at TD Synnex.

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