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| **A black and white sign with white letters  Description automatically generated**  **Red Hat Enterprise Linux Quotation** | | | **A red and black logo  Description automatically generated** |
| **Question** | | | **Answer (Delete as Appropriate)** |
| Customer Name & Red Hat Account Number  If not available now a Red Hat Account number will be required to place an order | | | Account Number: xxxxxxxx |
| Has this customer ever bought from Red Hat before?  Occasionally Red Hat run promos to net new customers. Answering this will help us make you aware if there are any applicable at the moment. | | | Yes / No |
| Is this being used to run a managed service? | | | Yes / No |
| Is this being used to run software internally anywhere within your own (partner) organisation? | | | Yes / No |
| Is this for an academic customer? | | | Yes / No |
| Where will this be deployed? | | | On premise / with a Red Hat Certified Cloud or Service Provider? Note: All major cloud providers are certified. |
| Is this an existing renewal or a new requirement?  If existing renewal, please provide the contract number. | | | New / Renewal (Contract Number: xxxxxx) |
| If this is a new subscription: | Have you submitted a Deal Reg / ORP?  See how to guide [here](https://about.redhat.tdbsc.co.uk/ORP-Guide.pdf). ORP ID will be required to process your order including additional ORP discount | | Yes / No |
| What Support level do you require?  Please see the differences [here](https://access.redhat.com/support/offerings/production/sla) | | | Standard / Premium |
| What Term would you like?  3 Year SKU’s include a small discount | | | 1 Year  3 Year  Co-term (provide start /end dates)  Other e.g 5 years (needs special bid) |
| How will RHEL be used? | | | Server / Workstation (PC) / HPC (Supercomputer) |
| Which Architecture will this run on? | | | x86 / IBM Power / IBM z / ARM |
| Will this be used to deploy SAP? | | | Yes / No |
| If yes please complete the following: | | Will the customer be deploying SAP HANA?  Note: SAP HANA Requires SAP Solutions in the next question | Required ONLY if deploying SAP: Yes / No |
|  | | Does the customer require the minimum solution to deploy SAP or do they need a full solution? i.e SAP Applications vs SAP Solutions  See the difference [here](https://access.redhat.com/documentation/en-us/red_hat_enterprise_linux_for_sap_solutions/8/html/overview_of_red_hat_enterprise_linux_for_sap_solutions_subscription/assembly_differences-between-rhel-for-sap-applications-and-rhel-for-sap-solutions_overview-of-rhel-for-sap-solutions-subscription-combined#:~:text=Chapter%205.-,Differences%20between%20RHEL%20for%20SAP%20Applications%20and%20RHEL%20for%20SAP,RHEL%20for%20SAP%20Applications%20subscription.) | Required ONLY if deploying SAP: Minimum / Full |
| Will this be running Virtually or Bare Metal? | | | Virtual / Bare Metal (Physical) |
| If virtual please complete the following: | | Will the customer be running a density of greater than 7 RHEL VM's per virtualisation host?  If yes there may be a cheaper subscription available | Yes / No |
| Is the central RHEL Management console / Satellite Add-on Required?  Red Hat Recommend Satellite for customers with more than 10 RHEL machines. See more information on satellite [here.](https://about.redhat.tdbsc.co.uk/assets/files/Satellite-Battlecard.pdf) | | | Yes / No |
| Does the customer have any CentOS / Rocky / Alma / Oracle Linux Machines?  If yes they will need to be informed of important changes regarding the updates and security of these machines | | | Yes / No |
| Do you or your customer require support with professional services? | | | Yes / No |
| The answers to the above questions will determine the best license model for this quotation.  Please answer the following questions to the best of your ability. We may require a follow up to answer specific questions on quantities. Red Hat licensing models are based on the following criteria. | | | |
| Number of Physical Servers & Socket Pairs  (1 socket systems count as a full pair)  Required for Bare Metal or if licensing for unlimited VM’s in high density environments | | | **Required for Physical and/or Virtual Deployments**  Number of Servers:  Number of Socket Pairs:  If available it may be easier to attach a list of machines with number sockets per machine |
| Number of Virtual Machines  Required to license per VM | | | **Required for Virtual deployments** |
| Number of LPARs & Cores  Required to license IBM based systems | | | **Required for IBM POWER systems ONLY**  Number of LPARS:  Number of Cores: |
| Number of Employees  Required for Academic Site Subscription | | | **Required for Academic ONLY**  Number of Full Time Faculty:  Number of Part Time Faculty:  Number of Full Time Staff:  Number of Part Time Staff: |

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| **A black and white sign with white letters  Description automatically generated**  **Red Hat Ansible Automation Platform Quotation** | | **A red and black logo  Description automatically generated** |
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| Customer Name & Red Hat Account Number  If not available now a Red Hat Account number will be required to place an order | | Account Number: xxxxxxxx |
| Has this customer ever bought from Red Hat before?  Occasionally Red Hat run promos to net new customers. Answering this will help us make you aware if there are any applicable at the moment. | | Yes / No |
| Is this being used to run a managed service? | | Yes / No |
| Is this being used to run software internally anywhere within your own (partner) organisation? | | Yes / No |
| Is this for an academic customer? | | Yes / No |
| Where will this be deployed? | | On premise / with a Red Hat Certified Cloud or Service Provider? Note: All major cloud providers are certified. |
| Is this an existing renewal or a new requirement?  If existing renewal, please provide the contract number. | | New / Renewal (Contract Number: xxxxxx) |
| If this is a new subscription: | Have you submitted a Deal Reg / ORP?  See how to guide [here](https://about.redhat.tdbsc.co.uk/ORP-Guide.pdf). ORP ID will be required to process your order including additional ORP discount | Yes / No |
| What Support level do you require?  Please see the differences [here](https://access.redhat.com/support/offerings/production/sla) | | Standard / Premium |
| What Term would you like?  3 Year SKU’s include a small discount | | 1 Year  3 Year  Co-term (provide start /end dates)  Other e.g 5 years (needs special bid) |
| Do you or your customer require support with professional services? | | Yes / No |
| How Many Nodes will you be Automating?  Please see definition of a Node [here](https://access.redhat.com/articles/3331481) | |  |

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| **A black and white sign with white letters  Description automatically generated**  **Red Hat OpenShift Container Platform Quotation** | | **A red and black logo  Description automatically generated** |
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| Customer Name & Red Hat Account Number  If not available now a Red Hat Account number will be required to place an order | | Account Number: xxxxxxxx |
| Has this customer ever bought from Red Hat before?  Occasionally Red Hat run promos to net new customers. Answering this will help us make you aware if there are any applicable at the moment. | | Yes / No |
| Is this being used to run a managed service? | | Yes / No |
| Is this being used to run software internally anywhere within your own (partner) organisation? | | Yes / No |
| Is this for an academic customer? | | Yes / No |
| Where will this be deployed? | | On premise / with a Red Hat Certified Cloud or Service Provider? Note: All major cloud providers are certified. |
| Is this an existing renewal or a new requirement?  If existing renewal, please provide the contract number. | | New / Renewal (Contract Number: xxxxxx) |
| If this is a new subscription: | Have you submitted a Deal Reg / ORP?  See how to guide [here](https://about.redhat.tdbsc.co.uk/ORP-Guide.pdf). ORP ID will be required to process your order including additional ORP discount | Yes / No |
| What Support level do you require?  Please see the differences [here](https://access.redhat.com/support/offerings/production/sla) | | Standard / Premium |
| What Term would you like?  3 Year SKU’s include a small discount | | 1 Year  3 Year  Co-term (provide start /end dates)  Other e.g 5 years (needs special bid) |
| Which version of OpenShift does the customer require?  See the different versions and the differences [here](https://www.redhat.com/en/technologies/cloud-computing/openshift/self-managed) | | OpenShift Kubernetes Engine / OpenShift Container Platform / OpenShift Platform Plus |
| Which Architecture will this run on? | | x86 / IBM Power / IBM z |
| Will this be running Virtually or Bare Metal? | | Virtual / Bare Metal |
| Does the Customer Require any Additional Application Development Tooling?  E.g Runtimes a more complete set of tools?  See information about application run times [here](https://www.redhat.com/en/products/runtimes) and more detail about the full suite of tools [here](https://www.redhat.com/en/resources/application-foundations-datasheet). | | No / Runtimes / Full Suite of Tools |
| Do you or your customer require support with professional services? | | Yes / No |
| The answers to the above questions will determine the best license model for this quotation.  Please answer the following questions to the best of your ability. We may require a follow up to answer specific questions on quantities. Red Hat licensing models are based on the following criteria.  **Please note:** Control Plane / Infrastructure Nodes do not require subscriptions. | | |
| Number of Socket Pairs (1 socket systems count as a full pair)  Required for most Bare Metal (physical) licensing models | |  |
| Number of Cores  Required for either virtual deployments or when licensing IBM based systems.  If customers have hyperthreading enabled in virtual environments they should report the number of vCPU’s instead. | | **IMPORTANT NOTE:** vCPU is used when hyperthreading is enabled. Otherwise use cores.  Generally 1 core = 2vCPU please double check which is correct as this may halve / double the cost of the quote. |
| Number of vCPU’s  If customers have hyperthreading enabled they should report the number of vCPU’s. | | **IMPORTANT NOTE:** vCPU is used when hyperthreading is enabled. Otherwise use cores.  Generally 1 core = 2vCPU please double check which is correct as this may halve / double the cost of the quote. |

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| **A black and white sign with white letters  Description automatically generated**  **Red Hat Middleware Quotation** | | **A red and black logo  Description automatically generated** |
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| Customer Name & Red Hat Account Number  If not available now a Red Hat Account number will be required to place an order | | Account Number: xxxxxxxx |
| Has this customer ever bought from Red Hat before?  Occasionally Red Hat run promos to net new customers. Answering this will help us make you aware if there are any applicable at the moment. | | Yes / No |
| Is this being used to run a managed service? | | Yes / No |
| Is this being used to run software internally anywhere within your own (partner) organisation? | | Yes / No |
| Is this for an academic customer? | | Yes / No |
| Where will this be deployed? | | On premise / with a Red Hat Certified Cloud or Service Provider? Note: All major cloud providers are certified. |
| Is this an existing renewal or a new requirement?  If existing renewal, please provide the contract number. | | New / Renewal (Contract Number: xxxxxx) |
| If this is a new subscription: | Have you submitted a Deal Reg / ORP?  See how to guide [here](https://about.redhat.tdbsc.co.uk/ORP-Guide.pdf). ORP ID will be required to process your order including additional ORP discount | Yes / No |
| What Support level do you require?  Please see the differences [here](https://access.redhat.com/support/offerings/production/sla) | | Standard / Premium |
| What Term would you like?  3 Year SKU’s include a small discount | | 1 Year  3 Year  Co-term (provide start /end dates)  Other e.g 5 years (needs special bid) |
| Do you or your customer require support with professional services? | | Yes / No |
| Which Red Hat Middleware Product are you Looking for? | | Fuse / AMQ / 3Scale / JBoss EAP / JBoss Webserver / Data Grid / OpenJDK / Service Interconnect |
| Red Hat Middleware Bundles provide access to multiple products at or near the same price as the individual products. Would you like a comparative quote? | | Yes / No |
| Does the customer have hyperthreading enabled? | | Yes / No |
| Number of Cores  If customers have hyperthreading enabled in virtual environments they should report the number of vCPU’s instead. | | **IMPORTANT NOTE:** vCPU is used when hyperthreading is enabled. Otherwise use cores.  Generally 1 core = 2vCPU please double check which is correct as this may halve / double the cost of the quote. |
| Number of vCPU’s  If customers have hyperthreading enabled they should report the number of vCPU’s. | | **IMPORTANT NOTE:** vCPU is used when hyperthreading is enabled. Otherwise use cores.  Generally 1 core = 2vCPU please double check which is correct as this may halve / double the cost of the quote. |