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| **A red and black logo  Description automatically generatedA black and white sign with white letters  Description automatically generated**  **Red Hat Enterprise Linux Quotation** | | | |
| **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? | | | 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?  ORP ID will be required to add discount to your quote | | Yes (ORP ID: xxxxxxxxx) / 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 |
| What is the RHEL use case? | | | Server / Workstation / HPC (Supercomputer) |
| Will this be used to deploy SAP? | | | Yes / No |
| If yes please complete the following: | | 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.) | Minimum / Full |
| Which Architecture will this run on? | | | x86 / IBM Power / IBM z / ARM |
| Will this be running Virtually or Bare Metal? | | | Virtual / Bare Metal |
| 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 Satellite Add-on Required?  Red Hat Recommend Satellite for customers with more than 10 RHEL machines | | | 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 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 | | |  |
| Number of Virtual Machines  Required to license per VM | | |  |
| Number of LPARs & Cores  Required to license IBM based systems | | |  |

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| **A red and black logo  Description automatically generatedA black and white sign with white letters  Description automatically generated**  **Red Hat Ansible Automation Platform Quotation** | | |
| **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? | | 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?  ORP ID will be required to add discount to your quote | Yes (ORP ID: xxxxxxxxx) / 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 |
| 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 red and black logo  Description automatically generatedA black and white sign with white letters  Description automatically generated**  **Red Hat OpenShift Container Platform Quotation** | | |
| **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? | | 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?  ORP ID will be required to add discount to your quote | Yes (ORP ID: xxxxxxxxx) / 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 |
| 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 |
| 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 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. | |  |
| Number of vCPU’s  If customers have hyperthreading enabled they should report the number of vCPU’s. | |  |