Red Hat System z
&
ISV Partner Program Review

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Red Hat Product Portfolio

INFRASTRUCTURE

Red Hat Enterprise Linux
- Server
- Client

Red Hat Enterprise Linux Advanced Platform
Red Hat Enterprise MRG
Red Hat Enterprise Virtualization

MIDDLEWARE

JBoss Enterprise Application Platform
- Web Server

JBoss Enterprise Communications Platform
JBoss Enterprise SOA Platform
JBoss Enterprise Data Services
JBoss Enterprise Portal Platform
JBoss Enterprise BRMS
JBoss Enterprise Frameworks
JBoss Hibernate, JBoss Seam, JBoss jBPM, JBoss Rules
JBoss Developer Studio

MANAGEMENT

Red Hat Satellite
JBoss Operations Network
Red Hat Directory Server
Red Hat Certificate System
Red Hat Enterprise Virtualization Manager for Servers/Desktops

SERVICES

Red Hat Consulting
Red Hat Support Services
Red Hat Training

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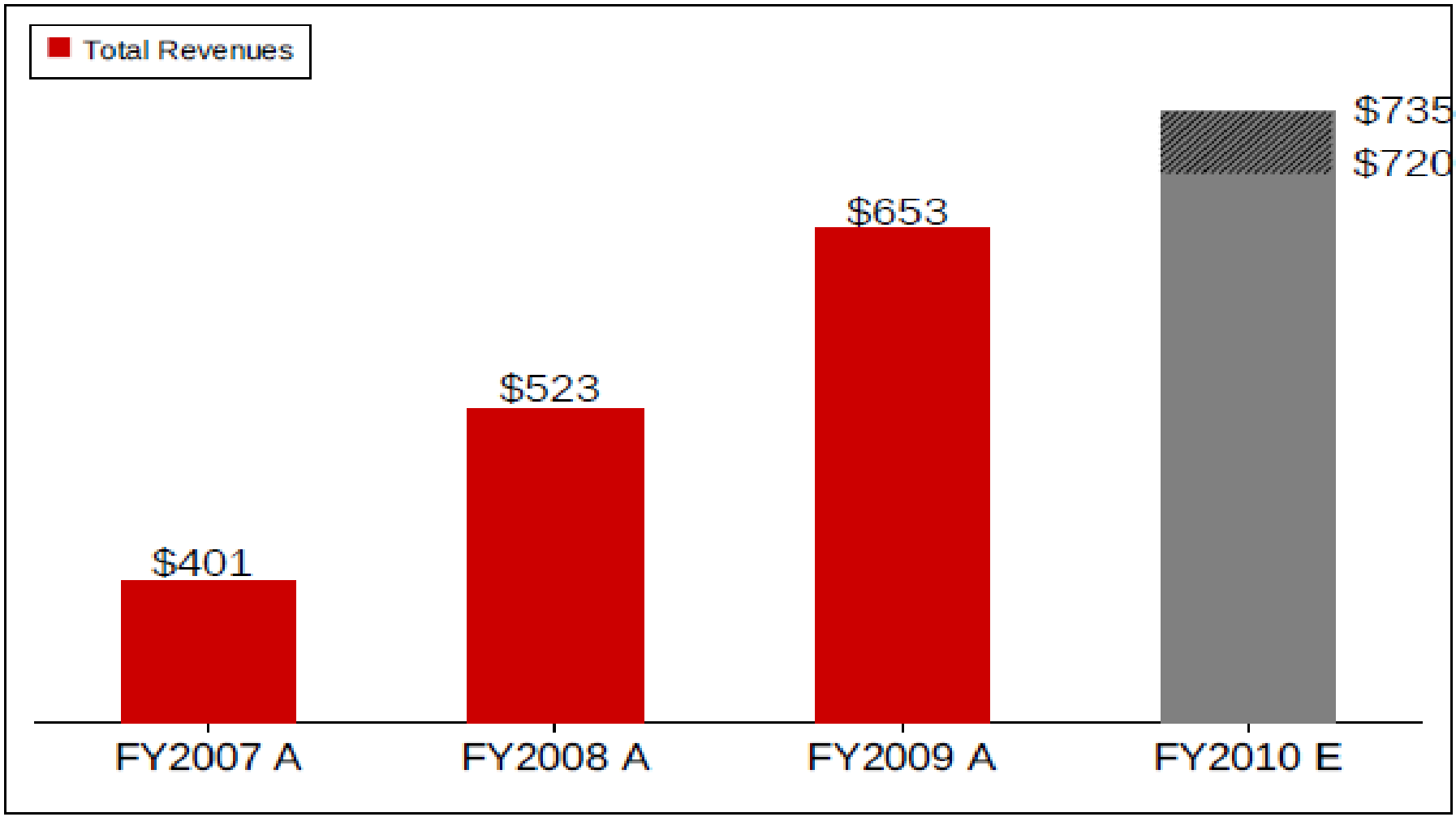
Red Hat Revenue



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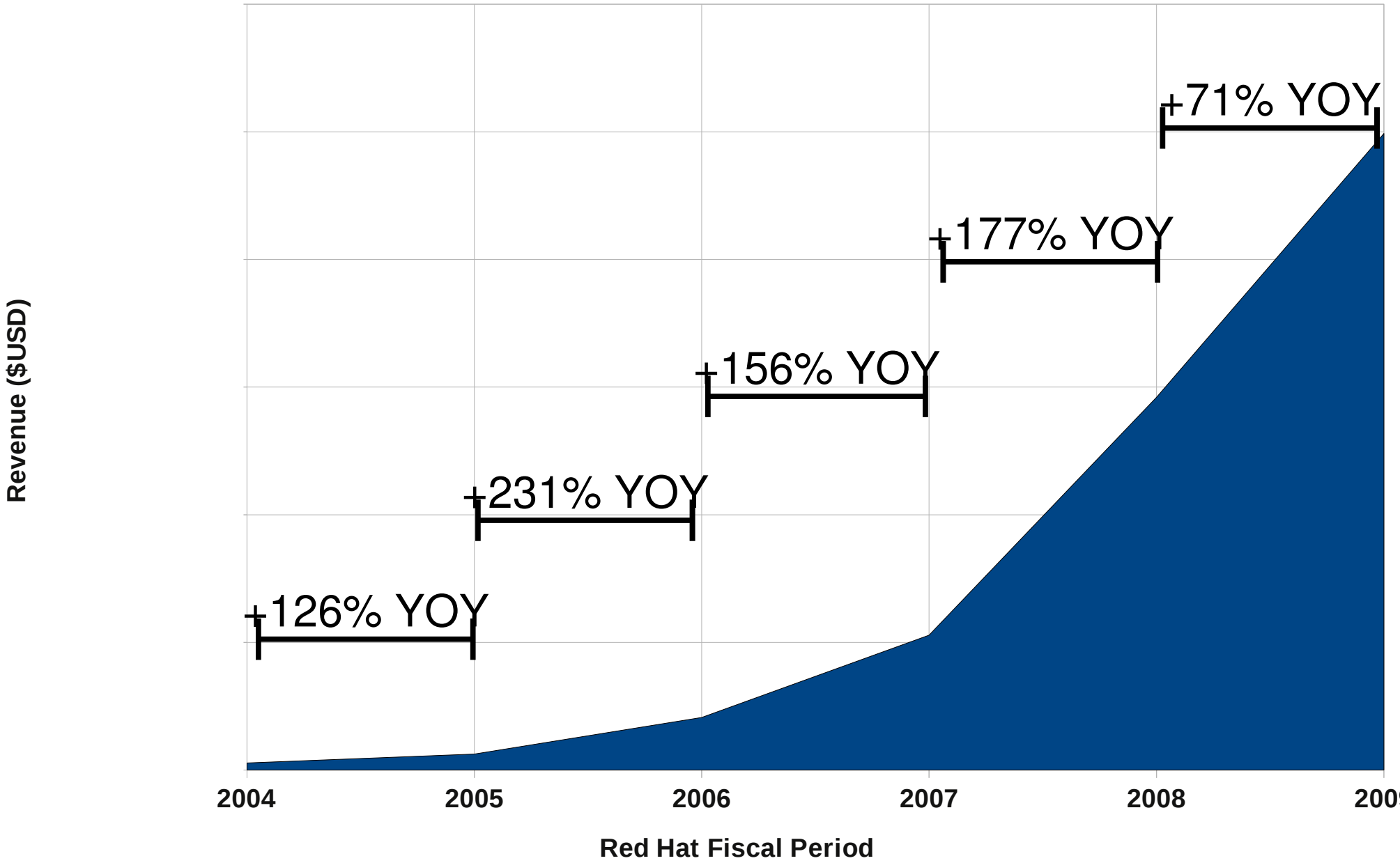
System z Platform Revenue

Red Hat Enterprise Linux Subscriptions



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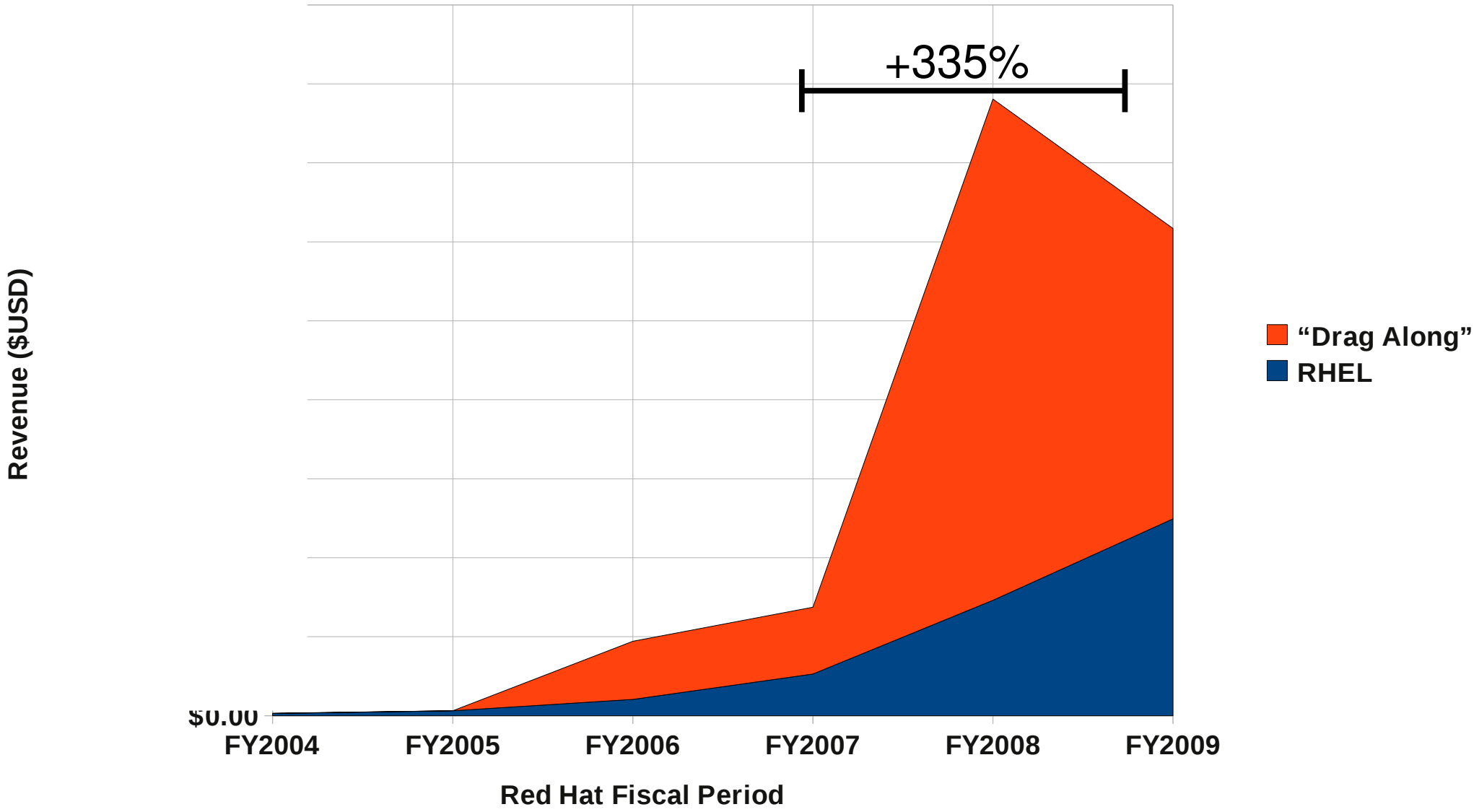
System z Platform Revenue

Red Hat Enterprise Linux + Layered Products



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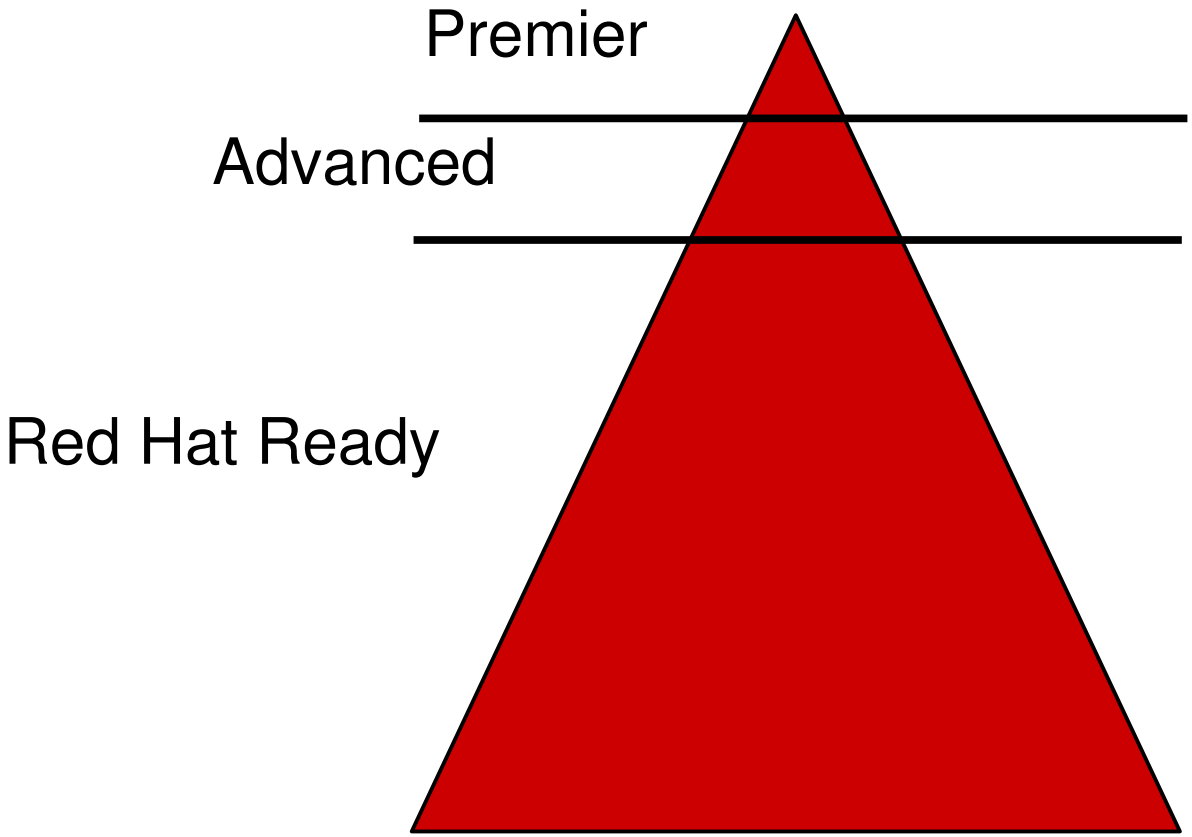
Areas of Need

- Clustering technology
  - IBM TSAM only supports 2-node
  - Red Hat Cluster Suite not (currently) supported for System z
  - No standard 3rd party tools
- System Automation Tools
  - IBM TPM leads the way – Few/No alternatives
  - GUIs welcomed which could configure VSWITCH, HiperSockets, DASD, etc

Red Hat ISV Partner Program



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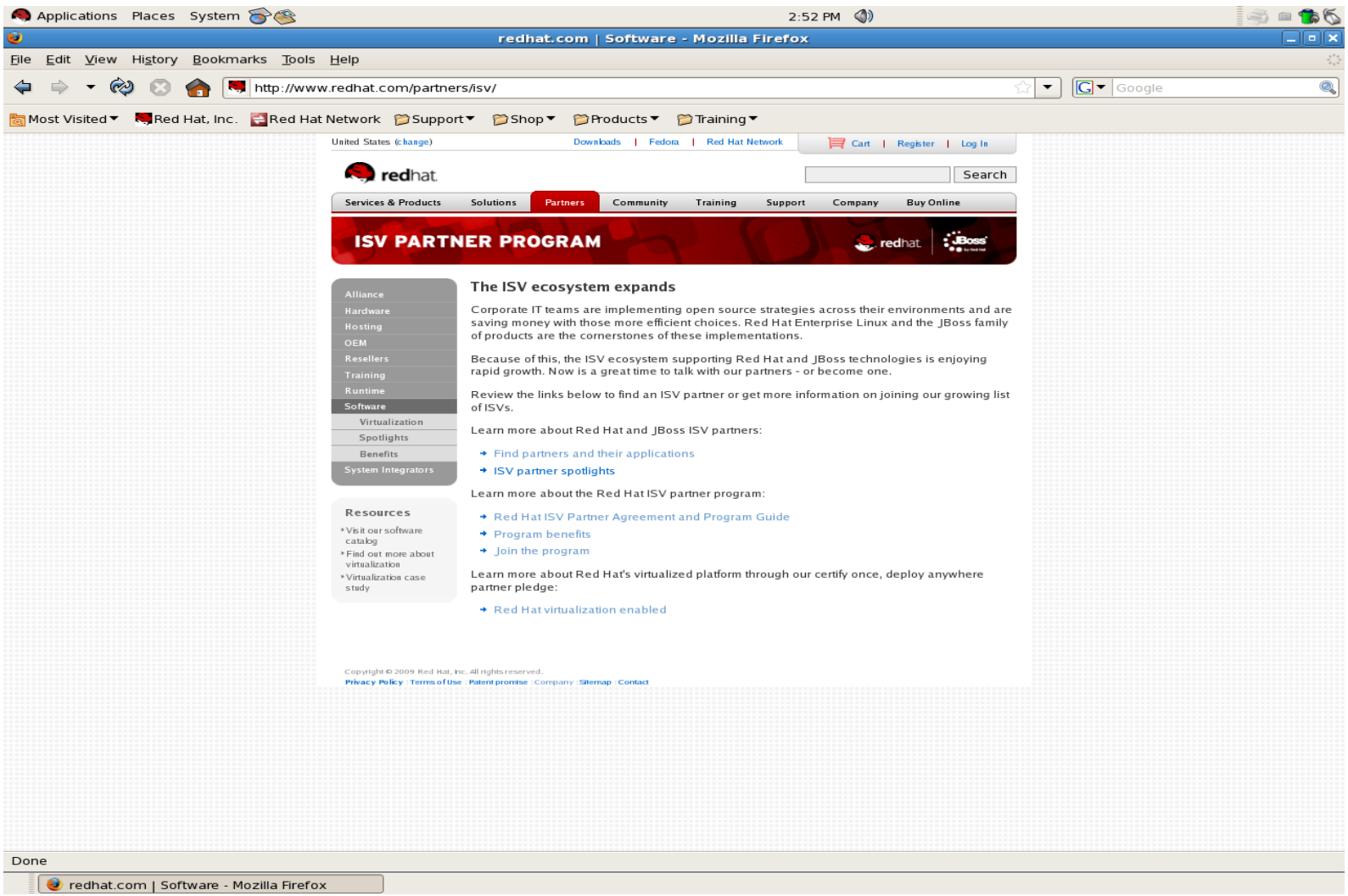
Red Hat ISV Partner Program

MARKETING BENEFITS	
Exposure	Applications are included in our searchable online database, the Red Hat Software Catalog
Press Releases	Partners have the opportunity to gain worldwide exposure by participating in a joint customer success story with Red Hat. Our experienced Corporate Communications team writes and publishes the success story for (or with) you!
Partner Newsletter	Participants in the ISV program receive up to date information regarding market opportunities, Software Catalog tips and tricks, technical data and other ISV specific news via a Partner Newsletter
Red Hat Sponsored Events	Partners receive information via The ISV Insider regarding events such as the Red Hat Summit. Opportunities may include booth sponsorship, speaking engagements, or co-marketing initiatives.
Visibility	The Featured Partner Program provides visibility through one of our media outlets, including our Sales Team Newsletter, Red Hat Customer Newsletter, and Red Hat Magazine.

TECHNICAL BENEFITS	
Tools	Each partner will receive a complimentary Red Hat Partner subscription, providing access to all Red Hat and JBoss products!
Early Access	Beta programs and exclusing pre-release access to upcoming versions of Red Hat technologies empower ISV partners to test applications prior to general availability.
Training Discounts	Red Hat partners are eligible to receive exclusing discounts on all Red Hat training products.
Information	FAQs, How-To's, and more. Find information that can help you troubleshoot and easily test and certify your applications on Red Hat technologies.
Sales Training	Access to the Red Hat Sales College, providing your staff both sales and technical training on Red Hat produ

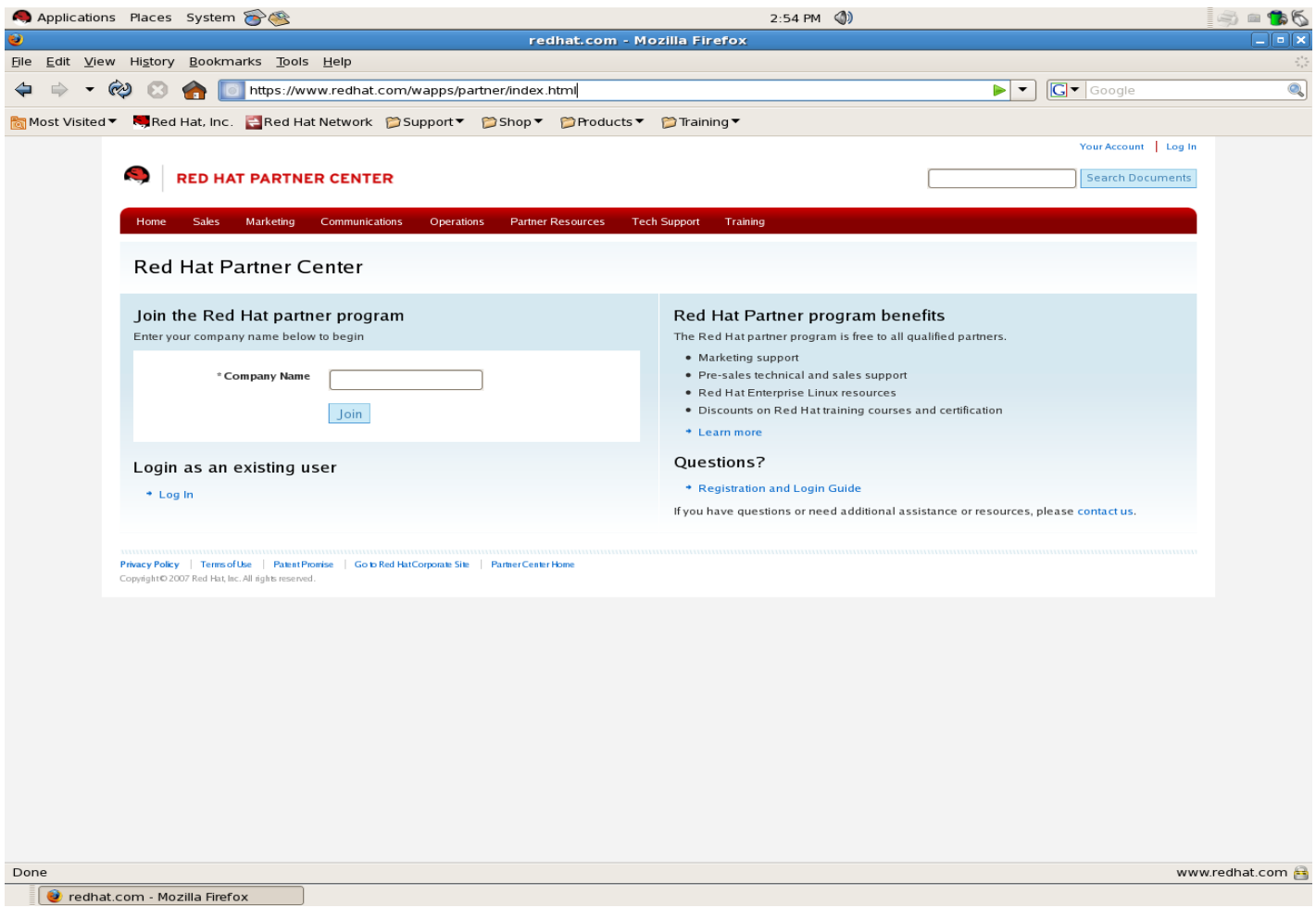
Red Hat ISV Partner Program

- Getting Started: http://www.redhat.com/partners/isv/



Red Hat ISV Partner Program

- Red Hat Partner Center: https://www.redhat.com/wapps/partner/index.html



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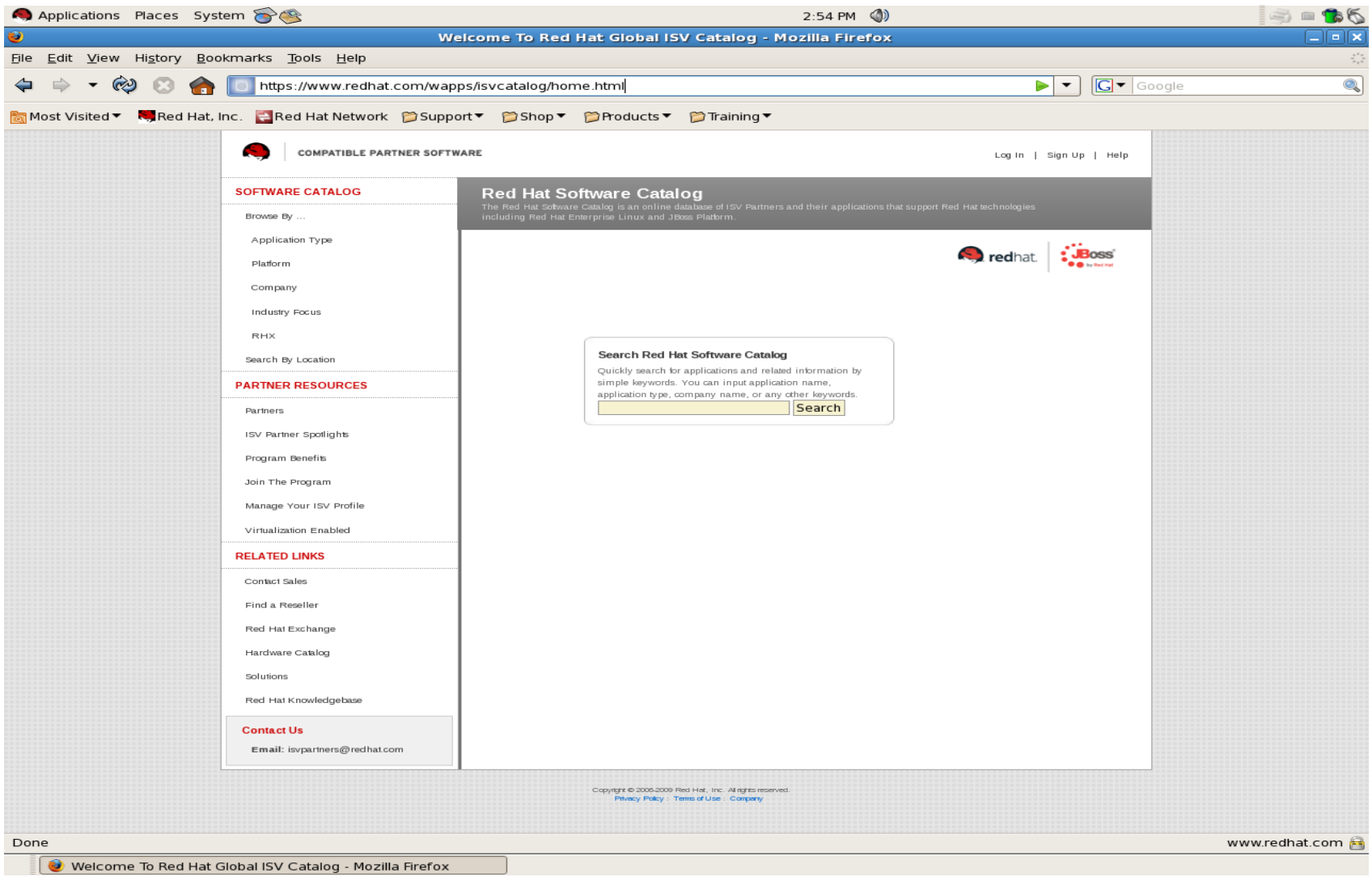
- Red Hat ISV Software Catalog: https://www.redhat.com/wapps/isvcatalog/home.html



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Red Hat ISV Partner Program

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