

# OpenShift Curriculum

powered by Intel

## What is it?

This Partner Enablement learning path provides the participants with the training, tools and hands-on experience to progress from little or no knowledge about the OpenShift Enterprise product to an Advanced proficiency level in Platform-as-a-Service using the Red Hat OpenShift Enterprise technology.



## Why should I attend?

Partners investing in the OpenShift Curriculum will be empowered through theory, practical knowledge-transfer and exercises, and receive your own OpenShift-Team (ideally consisting of 1 Sales Person, 1 Architect and 1 Consultant) which is ready to sell, design and implement Platform-as-a-Service using the Red Hat OpenShift Enterprise Technology for you as a Red Hat Partner.

## How is the OpenShift Curriculum set up?

		Sales / Marketing Track	Sales Engineer Track	Delivery Track
<b>Kickstart</b> Fundamentals	Oct '19	<b>Kickstart webinar</b> on how the Curriculum is build, how the partner will be guided through and how to get access to OPEN. <b>Date:</b> 15 Oct '19 <b>Duration:</b> 1 hr		
<b>Phase 1A</b> OPEN Phase	Oct '19	<b>Self-paced OPEN Online Training</b> See full description on page 3 <b>Timeframe:</b> 1 week; Deadline 22 Oct '19 <b>Duration:</b> in total 30 min - 2 hrs 30 min	<b>Self-paced Online Training</b> See full description on page 4 <b>Timeframe:</b> 1 week; Deadline 22 Oct '19 <b>Duration:</b> in total 30 min - 2 hrs 30 min	
<b>Phase 1B</b> Instructor-led Phase	Oct / Nov '19	<b>OpenShift 4 Introduction Day</b> <b>Duration:</b> 1-day workshop <b>Date:</b> Milan, 22 Oct '19*		
		<b>OpenShift 4 Introduction Workshop</b> <i>(Recommended for Sales / Marketing Track - if interested in the technical view of what's new in OpenShift Container Platform 4)</i> <b>Duration:</b> 2-day workshop <b>Date:</b> Milan, 23 - 24 Oct '19*		
			<b>OpenShift 4 Infrastructure Architecture Workshop</b> <b>Duration:</b> 2-day workshop <b>Date:</b> Milan, 5 - 6 Nov '19*	

\* Subject to modifications and amendments

Phase 2, 3 and 4 continued on next page



## Sequel | OpenShift Curriculum Overview

		Sales / Marketing Track	Sales Engineer Track	Delivery Track
<b>Phase 2A</b> OPEN Phase - guided	Nov / Dec '19		<b>Webinar to introduce the OPEN courses to the attendees (guided part 2A)</b> Date: 18 Nov '19 – Duration: 1 hr	<b>OPEN Online Training (guided part 2A)</b> See full description on page 5 <b>Timeframe:</b> in total 2.5 weeks (guided part 2A and B); Deadline 4 Dec '19 <b>Duration:</b> in total 16 hrs
<b>Phase 2B</b> OPEN Phase - guided	Nov / Dec '19		<b>Webinar to introduce the OPEN courses to the attendees (guided part 2B)</b> Date: 25 Nov '19 – Duration: 1 hr	<b>OPEN Online Training (guided part 2B)</b> See full description on page 5 <b>Timeframe:</b> in total 2.5 weeks (guided part 2A and B); Deadline 4 Dec '19 <b>Duration:</b> in total 14 hrs
<b>Phase 3</b> Instructor-led Phase	Dec '19			<b>Deep Dive Advanced Application Deployment with Red Hat OpenShift Container Platform</b> Duration: 5-day workshop Date: Milan, 9 - 13 Dec '19*
<b>Phase 4</b> Instructor-led Phase	Feb '20			<b>Deep Dive Advanced Red Hat OpenShift Container Platform Deployment and Management</b> Duration: 5-day workshop Date: Milan, 3 - 7 Feb '20*

\* Subject to modifications and amendments

## Details | OpenShift Curriculum

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- Sales / Marketing Track
  - Sales Engineer Track
  - Delivery Track
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### Kickstart webinar

#### Fundamentals

Oct '19

### ■ ■ ■ Kickstart webinar

**Audience:** Sales / Marketing, Sales Engineer and Delivery Track  
**Format:** Webinar  
**Duration:** 1 hr  
**Date:** 15 Oct '19  
**Description:** Webinar on how the Curriculum is build, how the partner will be guided through and how to get access to OPEN.

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### Phase 1A

#### OPEN Phase

Oct '19

### ■ Self-paced OPEN Online Training

**Audience:** Sales / Marketing Track  
**Format:** OPEN Online Training  
**Duration:** in total 30 min - 2 hrs 30 min  
**Deadline:** 22 Oct '19 (timeframe: 1 week)  
**Description:**

*If you attended the Sales Enablement Training you will need to take the following OPEN course:*

- How to sell Red Hat OpenShift for Infrastructure (30min + assessment)

*If you did NOT attend the Sales Enablement Training you will need to take the following OPEN courses:*

- Red Hat Foundations (90 min + assessment)
  - How to sell Ansible Tower by Red Hat (30 min + assessment)
  - How to sell Red Hat OpenShift for Infrastructure (30 min + assessment)
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### ■ ■ Self-paced OPEN Online Training

**Audience:** Sales Engineer and Delivery Track  
**Format:** OPEN Online Training  
**Duration:** in total 30 min - 2 hrs 30 min  
**Deadline:** 22 Oct '19 (timeframe: 1 week)  
**Description:**

- Red Hat Foundations (90 min + assessment)
  - How to sell Ansible Tower by Red Hat (30 min + assessment)
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## Phase 1B

### Instructor-led Phase

Oct / Nov '19

#### ■ ■ OpenShift 4 Introduction Day

<b>Audience:</b>	Sales / Marketing and Sales Engineer Track
<b>Format:</b>	Workshop
<b>Duration:</b>	1 day
<b>Date:</b>	Milan, 22 Oct '19
<b>Description:</b>	Update our partners base with the new features, give presales people a teaser for upcoming pieces of training. Enhance the OCP sales numbers with our partners. Deliver a good foundation for sales communication with partners about OpenShift.

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#### ■ ■ OpenShift 4 Introduction Workshop

<b>Audience:</b>	Sales / Marketing and Sales Engineer Track
<b>Format:</b>	Workshop
<b>Duration:</b>	2 days
<b>Date:</b>	Milan, 23 - 24 Oct '19*
<b>Description:</b>	<p>The purpose of this training is to show attendees how to find customers and use cases for OpenShift and, ways to sell OpenShift.</p> <p>The attendees are able to successfully find a use case on a customer site and create a presentation for different audiences. As well the attendees are able to show the benefits of an OpenShift environment live and discuss the integration into an existing IT environment together with the customer. Also, the effort of and deployment options of POC are part of the expected outcome.</p>

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#### ■ ■ OpenShift 4 Infrastructure Architecture Workshop

<b>Audience:</b>	Sales / Marketing and Sales Engineer Track
<b>Format:</b>	Workshop
<b>Duration:</b>	2 days
<b>Date:</b>	Milan, 5 - 6 Nov '19*
<b>Description:</b>	<p>The purpose of this training is to show attendees the benefits, the architecture, the installation and the operational management of Red Hat's Container Platform „OpenShift“.</p> <p>Attendees learn during these two days how to present, design and architect an OpenShift installation on-premise and to install it different public clouds. The main focus is on the infrastructure of OpenShift; there is only very little development in this training.</p>

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## Phase 2A

### OPEN Phase – guided

Nov / Dec '19

#### ■ ■ Webinar to introduce the OPEN courses to the attendees (guided part 2A)

**Audience:** Sales Engineer and Delivery Track  
**Format:** Webinar  
**Duration:** 1 hr  
**Date:** 18 Nov '19

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#### ■ ■ OPEN Online Training (guided part 2A)

**Audience:** Sales Engineer and Delivery Track  
**Format:** OPEN Online Training  
**Duration:** in total 16 hrs  
**Deadline:** 4 Dec '19 (timeframe: in total 2.5 weeks (guided part 2A and B))  
**Description:**

- Red Hat OpenShift Container Platform 4 Installation (4 hrs)
- Red Hat OpenShift Container Platform Operations (12 hrs)

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## Phase 2B

### OPEN Phase – guided

Nov / Dec '19

#### ■ ■ Webinar to introduce the OPEN courses to the attendees (guided part 2B)

**Audience:** Sales Engineer and Delivery Track  
**Format:** Webinar  
**Duration:** 1 hr  
**Date:** 25 Nov '19  
**Description:** Webinar for questions Part 2A and instructions for Part 2B

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#### ■ ■ OPEN Online Training (guided part 2B)

**Audience:** Sales Engineer and Delivery Track  
**Format:** OPEN Online Training  
**Duration:** in total 14 hrs  
**Deadline:** 4 Dec '19 (timeframe: in total 2.5 weeks (guided part 2A and B))  
**Description:**

- Red Hat OpenShift Storage Implementation (6 hours)
- Red Hat OpenShift Troubleshooting: Builds and Deployments (1 hour)
- Red Hat OpenShift Troubleshooting: ETCD database (1 hour)
- Red Hat OpenShift Troubleshooting: Logging Issues (1 hour)
- Red Hat OpenShift Troubleshooting: Master Controller and Scheduling (1 hour)
- Red Hat OpenShift Troubleshooting: Metrics (1 hour)
- Red Hat OpenShift Troubleshooting: Networking Certificates (1 hour)
- Red Hat OpenShift Troubleshooting: Networking SDN (1 hour)
- Red Hat OpenShift Troubleshooting: Nodes Worker (1 hour)

(Webinar for questions Part 2B: 2 Dec '19)

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### Phase 3

#### Instructor-led Phase

Dec '19

#### ■ Red Hat Deep Dive Technical Training Advanced Application Deployment with Red Hat OpenShift Container Platform

**Audience:** Delivery Track  
**Format:** Red Hat Deep Dive Technical Training  
**Duration:** 5 days  
**Date:** Milan, 9 - 13 Dec '19  
**Description:** Advanced Application Development with Red Hat OpenShift teaches students advanced application development, configuration, and management skills using Red Hat OpenShift Container Platform. It is NOT a programming course; it focuses on making all kinds of applications run on Red Hat OpenShift Container Platform. The course also discusses CI/CD with Red Hat OpenShift Container Platform.

##### Prerequisites (mandatory):

- Red Hat OpenShift Foundations (required, 12 hours)
- Application Deployment with Red Hat OpenShift Container Platform (required, 32 hours)
- Red Hat OpenShift Container Platform Implementation (optional, highly recommended, 24 hours)

### Phase 4

#### Instructor-led Phase

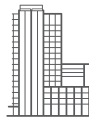
Jan '20

#### ■ Red Hat Deep Dive Technical Training Advanced Red Hat OpenShift Container Platform Deployment and Management

**Audience:** Delivery Track  
**Format:** Red Hat Deep Dive Technical Training  
**Duration:** 5 days  
**Date:** Milan, 3 - 7 Feb '19  
**Description:** Advanced Deployment with Red Hat OpenShift teaches students advanced installation, configuration, and management skills using Red Hat OpenShift Container Platform.

##### Prerequisites (mandatory):

- Red Hat OpenShift 3 Foundations (online, 12 hours)
- Red Hat OpenShift Container Platform 3 Implementation (online, 24 hours)



#### ABOUT RED HAT

Red Hat is the world's leading provider of open source solutions, using a community-powered approach to provide reliable and high-performing cloud, virtualization, storage, Linux, and middleware technologies. Red Hat also offers award-winning support, training, and consulting services. Red Hat is an S&P company with more than 80 offices spanning the globe, empowering its customers' businesses.



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