

RED HAT
SUMMIT

DRIVING REAL WORLD SUCCESS WITH RED HAT CONSULTING AND TRAINING

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May 2, 2017

RED HAT GLOBAL SERVICES

Closing the gap in our clients' skills and knowledge

RED HAT®
CONSULTING

RED HAT
OPEN INNOVATION LABS

RED HAT®
TRAINING

RED HAT
ONLINE PARTNER
ENABLEMENT NETWORK

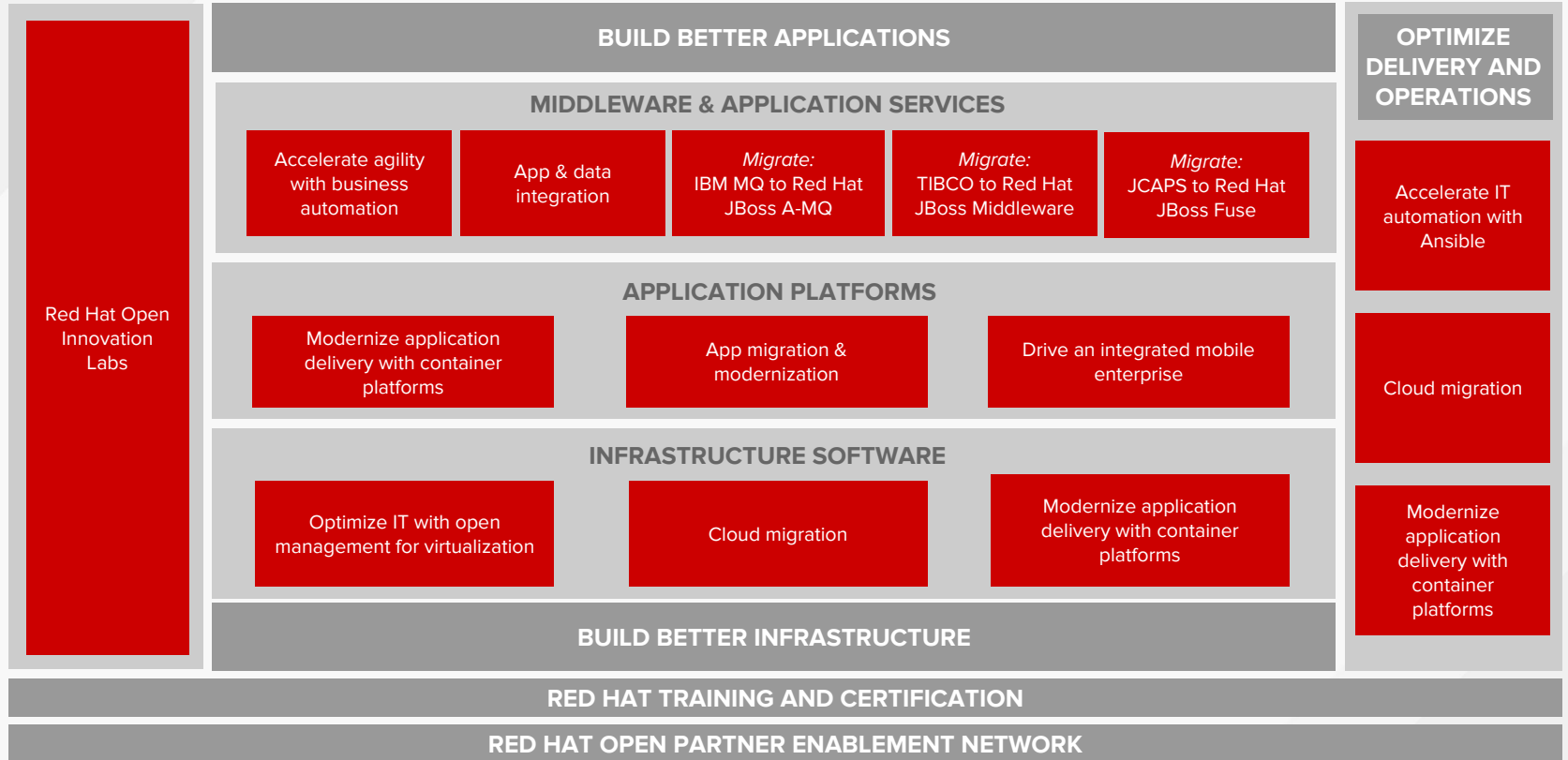
OUR FOCUS AREAS

- **Ensure client success** with Red Hat technology
- Deliver subject matter **expertise** via Red Hat product practices
- Partner with Red Hat Engineering on **first-of-a-kind deployments**
- Enable **business partners** to expand the ecosystem
- Work with Red Hat business partners on **joint projects**
- **Mitigate risks** and maximize customer's investment in our tech
- Enable **adoption** through skills assessment, training, and certification

FOCUS AREAS FOR OUR BUSINESS PARTNERS

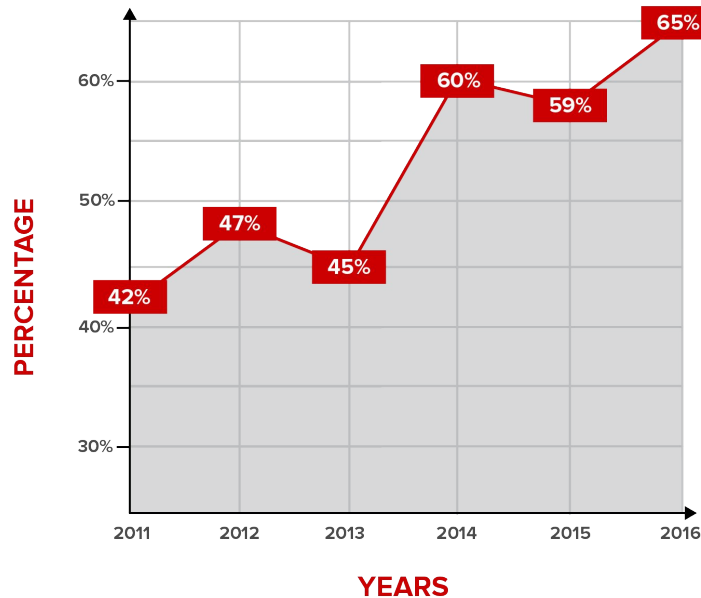
- Outsourcing
- Systems integration and offshoring
- Business strategy consulting
- Managed services

SOLUTIONS PROGRAM



DIGITAL TRANSFORMATION IS SKILLS TRANSFORMATION

PORTION OF I.T. LEADERS REPORTING A TECHNOLOGY SKILLS SHORTAGE



Source: The 2016 Harvey Nash / KPMG CIO Survey

65% IT leaders report a skills shortage holding them back, up from 59% last year

“People represent the single largest cost in typical private cloud implementation.”

- *The Stack*, March 2016

“Talent is now recognized globally as the single biggest issue standing in the way of CIO’s achieving their objectives.”









- *Gartner CIO Agenda*, March 2016

RED HAT TRAINING & CERTIFICATION: HOW WE DO IT

Red Hat Learning Subscription

CLOSE THE GAP BETWEEN KNOWLEDGE AND MASTERY WITH:

- EXPERT SEMINARS
- INSTRUCTOR OFFICE HOURS
- ACCESS TO CERTIFICATION EXAMS
- LEARNING PATHS LEADING TO CERTIFICATIONS
- ONGOING ACCESS TO THE LATEST CURRICULUM

								
BASIC	✓	✓	✓	✓				
STANDARD	✓	✓	✓	✓	✓	✓	✓	✓

ONLY RED HAT TRAINING CAN OFFER...

1

Complete coverage of the entire Red Hat product portfolio

2

Training based on the same software actually used in production - not generic concepts

3

The shortest time to market on training related to new product releases

4

Content built using the industry leading expertise of our support, consulting, engineering and product management teams

5

Consistency of content and labs across all training methods

6

Training led by certified experts averaging over 11 years of experience on Red Hat products

7

Global availability with course translations in up to 9 languages and exams in 12

8

100% Performance-based certification testing to validate skills

Customer Case Study #1



RANDY HAMILTON

Company-wide training lead for linux based technologies.
Open Cloud Academy instructor.

Customer Case Study #2



MUKANDA MBUALUNGU

BPM architect, Serco North America

Customer Case Study #3



easiER

DR. DOROTHÉE RHEIN STRAUB

DR. ANDRÉ BAUMGART

Co-founders, easiER AG

SERVICES ENSURE CUSTOMER SUCCESS

RISK REDUCTION

MAXIMIZE INVESTMENTS

BETTER RESULTS, FASTER

SELF-RELIANT TEAMS

**CONTINUOUS LEARNING
ON EMERGING TECHNOLOGIES**

Learn more about
Red Hat Training
and attend a
Discovery Session
in the Services Showcase in the
Partner Pavilion

RED HAT
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THANK YOU



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youtube.com/user/RedHatVideos

The logo consists of a red speech bubble shape pointing downwards, containing the text 'RED HAT' in a smaller font above 'SUMMIT' in a larger, bold font.

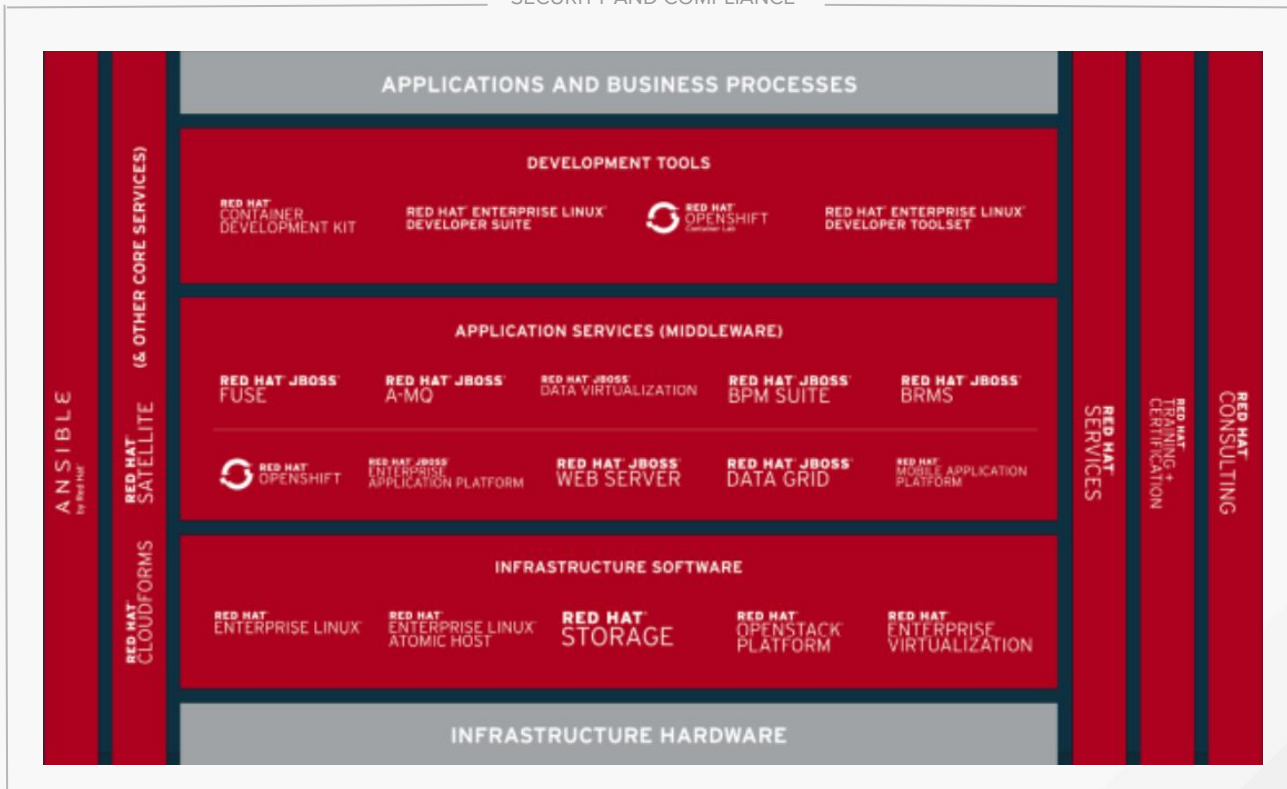
RED HAT
SUMMIT

LEARN. NETWORK.
EXPERIENCE
OPEN SOURCE.

MAKING THE MOST OF RED HAT TECHNOLOGY

SECURITY AND COMPLIANCE

HYBRID MANAGEMENT



PROFESSIONAL SERVICES



INNOVATION THE RED HAT WAY

MISSION

To **accelerate the delivery** of our customer's innovative ideas, and **create infectious enthusiasm** for building applications **the Red Hat Way**, by leveraging community-powered innovation to **deliver an outstanding labs experience**.

VISION

To empower our customers to **deliver the most innovative software success stories of the 21st century**.

RED HAT
OPEN INNOVATION LABS

NEXT-GEN APPLICATION DEVELOPMENT

At a hands-on, engaging residency



PRE-WORK

Discovery Session



RESIDENCY

Agile, Scrum, DevOps

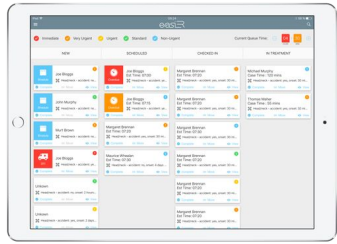


RETROSPECTIVE

Backlog and Roadmap

**PUSH-BUTTON
INFRASTRUCTURE**

DEMO DAY





and that's why we chose a provider