

Red Hat

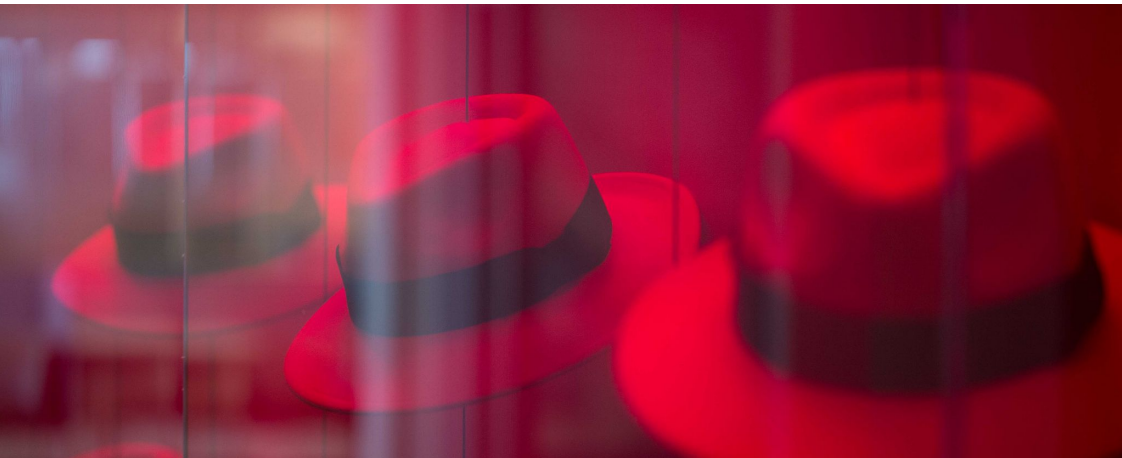
Partner day

Zdenka van der Zwan
Channel Sales Manager CEE

Witamy!

Let's discover

1. Ecosystem highlights
2. Meet the team
3. Recap tools



CEE Partner Ecosystem

Our strategy



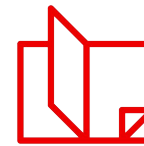
Application Development

We are focusing on a solution based on Red Hat **platform** + partner's **services**.



Solution Selling

Our mission is to deliver a **modern solution, scalable platform or digital transformation**. Not only resell a subscription.



Red Hat story

Our code is **open**.
Our communication is **open**.
Let's innovate **together**!

How to work with Red Hat Poland



Tom Kroček
Partner Account Manager



Magdalena Szopińska
Partner Sales Executive

How to work with Red Hat Poland



Witold Żukowski

Commercial Senior Sales Manager



Stanisław Leszczyński

Enterprise Sales Manager



Wojciech Wrona

Public Sector Team Leader

How to work with Red Hat Poland



Adam Wojtkowski
General Manager CEE



Sylwia Harasiniuk
Inside Sales Manager



Wojciech Furmankiewicz
Senior Regional Manager

How to work with Red Hat Poland



Anna Szymańska
Marketing Communication Specialist

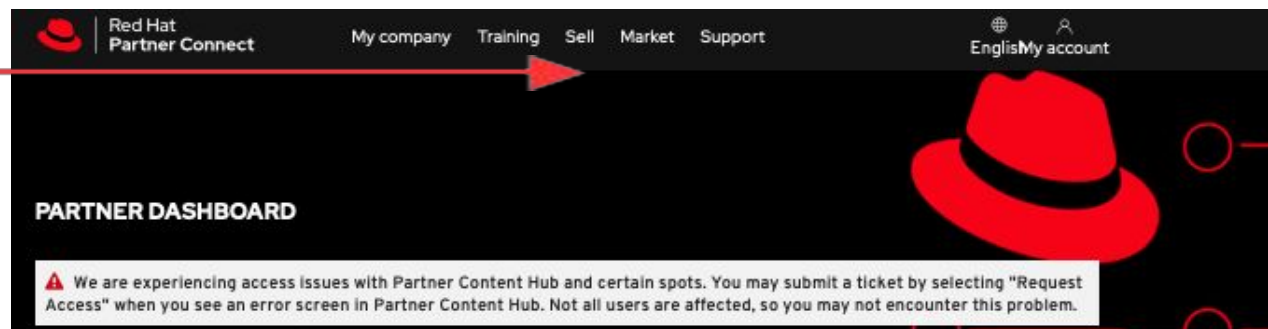
“1st line” Contacts

If a business partner need assistance:

- ❑ **For Red Hat Partner Connect Portal issues**
Partner needs to contact the EMEA Partner Team: emea-partner-team@redhat.com
- ❑ **For Red Hat Customer Portal issues**
Partner needs to contact Customer Service Team: customerservice@redhat.com
- ❑ **If any any questions/issues**
Partner needs to contact emea-partner-team@redhat.com

Sales tools

- deal reg
- MSRP Pricebook
- Renewals

Access Training Portal
(prev. OPEN)

Welcome back, Joanna
Faleck
of Red Hat EMEA

Your status:
Premier

Account manager:
Bartosz Miskiewicz

TOOL SHORTCUTS


Partner Training Portal
Role-based training for sales,
sales engineers & delivery specialists.

[Start learning](#)


Partner Content Hub
Library of marketing,
sales & technical content.

[Find resources](#)

Access Content Hub

- MY INFO
- COMPANY INFO
- PARTNER COMPLIANCE
- TRAINING
- PARTNER LOCATOR
- USER ADMINISTRATION
- QUICK LINKS

Partner Administration


Partner News on Demand
The Red Hat Partner newsletter,
customized to your preferences.

[Coming soon](#)


Red Hat Product Demo System
Product & solution demos
(For Advanced and Premier partners only)


[Access demos](#)


Partner Launch Pad
Ignite your enablement journey and let us guide
you through all the training, assets and product
information.

[Ready to launch?](#)


Ready Steady Grow
Learn more about Red Hat, our Partner Program
and how to fast-track to success.

[Start your journey](#)


Ecosystem Catalog
Providers and repository of Red Hat certified
products for hardware, software & cloud.

[Find certified products](#)


Red Hat Marketplace
Showcase your product to millions of potential
clients, customers, sellers & developers.

[Start selling](#)

Partner Training Portal

The screenshot displays the Red Hat Partner Training Portal. The top navigation bar includes the Red Hat logo, the portal name, and user information for Joanna Falecik. Below this is a secondary navigation bar with links to Home, Catalog (selected), My Learning, and Reporting. The main content area is divided into a left sidebar with filters and a main grid of content cards. The filters include Delivery Method (Accreditation Path, Channel, Course, Elective Path, Podcast, Video, Webinar), Language, Role (Delivery, Sales, Sales Engineer), Product, Solution, and Route to Market. The main grid features a 'Channels' section with cards for 'What's New for Partners', 'Red Hat Joint Solutions', and a 'View All Channels' button. Below this is a 'Role-Based Accreditation Paths' section with cards for 'Red Hat Sales Specialist', 'Red Hat Sales Engineer Specialist', and 'Red Hat Delivery Specialist', each with a corresponding 'View All' button.

Red Hat Partner Training Portal

← Partner Home

Home **Catalog** My Learning Reporting

Browse by Category

Search

Delivery Method

- ☐ Accreditation Path (72)
- ☐ Channel (15)
- ☐ Course (258)
- ☐ Elective Path (8)
- ☐ Podcast (32)
- ☐ Video (278)
- ☐ Webinar (4)

Language

Role

- ☐ Delivery (225)
- ☐ Sales (352)
- ☐ Sales Engineer (372)

Product

Solution

Route to Market

Channels

What's New for Partners

Access the What's New for Partners channel to learn about the latest Red Hat product tools and features.

Red Hat Joint Solutions

View resources on joint technology solutions between Red Hat and IBM, Microsoft, SAP, and other alliance partners.

View All Channels

Browse all available channels in the Red Hat Partner Training Portal.

Role-Based Accreditation Paths

Red Hat Sales Specialist

View All Sales Content

Red Hat Sales Engineer Specialist

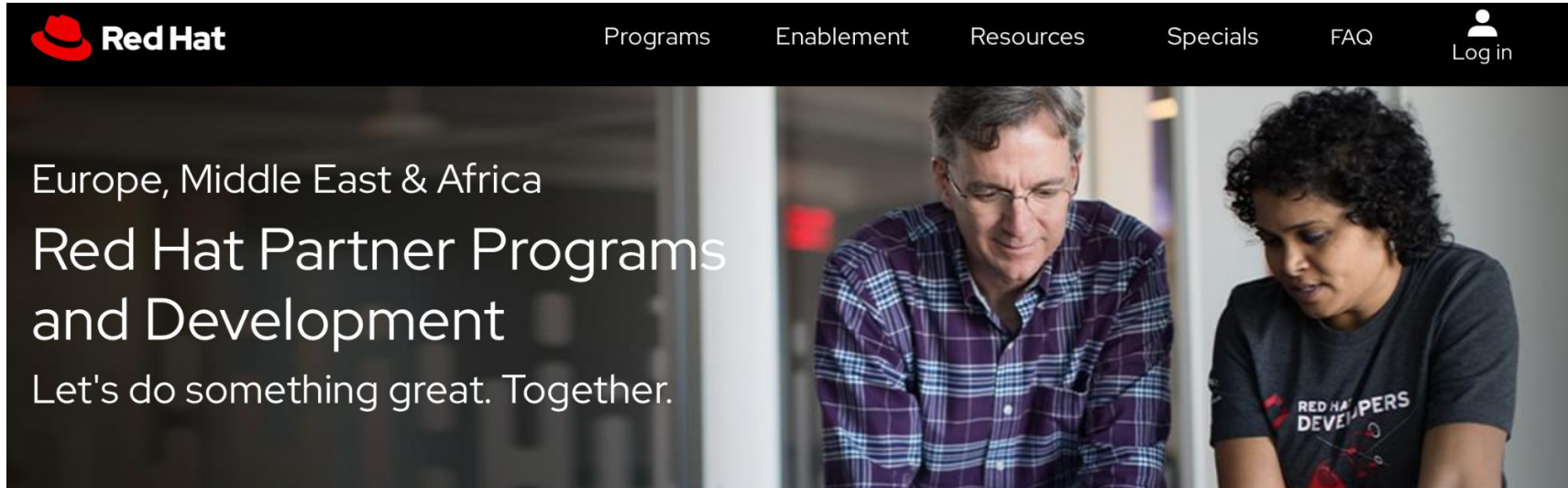
View All Sales Engineer Content

Red Hat Delivery Specialist

View All Delivery Content

Partner Programs and Development

<https://www.redhat-partner.com>

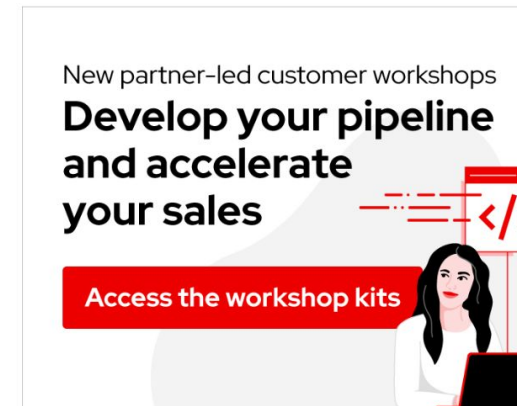


Partners play a key role in Red Hat's go-to-market strategy and overall success. It's been said that Red Hat wouldn't be Red Hat without our expansive partner ecosystem, which drives more than 70% of our revenue.

Through open collaboration, Red Hat and its partners are able to leverage each other's strengths. Red Hat's leadership in open innovation, whether it's applied to technology, people or processes, is increasingly valued in the marketplace and opens new opportunities for us both. Our predisposition towards collaboration helps us design solutions together. Whether you build, service, or sell products and solutions, our partner programs can provide you with more than just the necessary tools to address today's customer's IT challenges, as well as a wealth of knowledge that will advance us both towards the future.

If you are a new or existing partner, or considering becoming a Red Hat partner, we hope you take advantage of everything our programs have to offer.

Because we truly are stronger together.

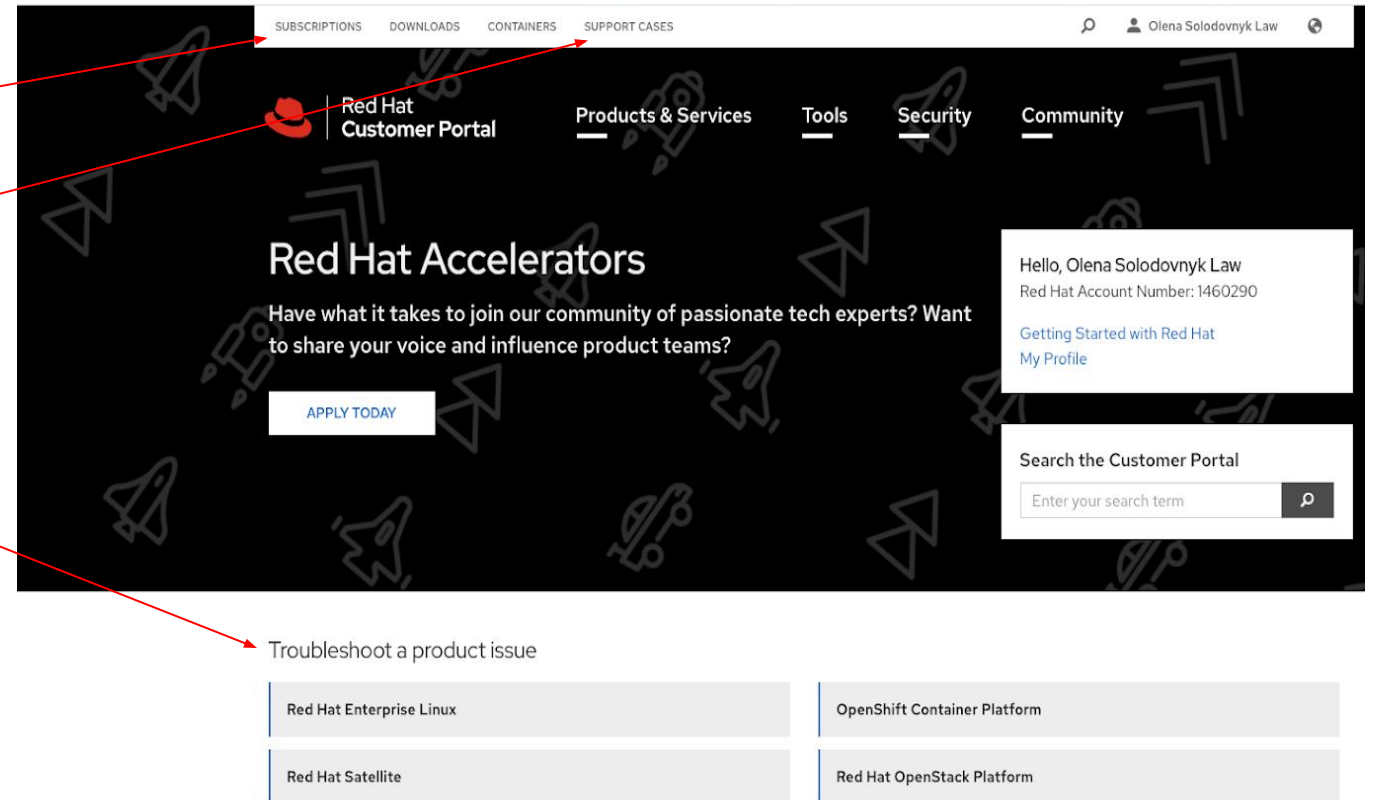


Customer Portal

<https://access.redhat.com>

Available to End Customers and **Red Hat Business Partners**. CP **provides access to:**

- ❑ Subscription Management
- ❑ User Management
- ❑ Support Case Management
- ❑ Knowledgebase Solutions
- ❑ Product Documentation
- ❑ Reference Architectures
- ❑ Tech Briefs & Videos



Useful Links & Contacts

- ❑ Partner Portal: <https://connect.redhat.com/>
- ❑ Customer Portal: <https://access.redhat.com/>
- ❑ Create RHN login: <https://www.redhat.com/wapps/ugc/register.html>
- ❑ Find [Subscriptions Guides Here](#)
- ❑ Access pre-built [Marketing Campaigns Here](#)
- ❑ Download [Red Hat Product Logos Here](#)
- ❑ Find latest product [Pricing And Packaging Info Here](#)
- ❑ Download [Sales Content And Conversation Starters Here](#)
- ❑ Publish your company on the [Partner Locator Here](#)
- ❑ Access [Open Catalog](#)
- ❑ How to [Register For Training In Open](#)
- ❑ Access [Content Hub](#)
- ❑ Find [Enablement Training Sessions Here](#)
- ❑ Contact [Red Hat Learning Team](#) for technical certifications e.g [RHCE](#) or [RHCSA](#)
- ❑ Find the Solution Provider page and guide [here](#)
- ❑ Open a Support Case [Here](#)

Thank you

Red Hat is the world's leading provider of enterprise open source software solutions. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500.



linkedin.com/company/red-hat



youtube.com/user/RedHatVideos



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