Red Hat Partner Subscriptions

Introduction

Red Hat® Partner Subscriptions provide Red Hat software products to Red Hat Partner Connect members at no cost for an expanded list of use cases.

Table of contents

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Red Hat Partner Subscriptions

Question: What are Red Hat Partner Subscriptions?

Answer: Red Hat Partner Subscriptions can help Red Hat partners grow by providing Red Hat software products at no cost for an expanded list of use cases as a benefit of joining Red Hat Partner Connect.

Eligible partners receive subscriptions worth thousands of dollars and include these benefits:

- **Hundreds of entitlements**—A single SKU provides access to 500 self-support nodes of all Red Hat product families.

- **Expanded use cases**—Application scenarios include single and multi-user software development, individual testing, internal training, demonstrations, and proof of concept.

- **Support**—Qualified partners receive complimentary Red Hat Standard support for five partner contacts.

- **Hybrid-cloud ready**—Subscriptions are enabled for on premise and cloud access.

- **Updates and resources**—Partner subscriptions include all versions, variants, package updates, errata links, add-ons to generally-released products, access to public betas and Red Hat's Customer Portal knowledgebase, and discussion groups.

Question: How do Red Hat Partner Subscriptions differ from NFR subscriptions?

Answer: The new Red Hat Partner Subscriptions build on the strengths of NFRs. Neither subscription can be resold or used for production. Active NFRs will remain in place until the end of their 12-month term.

There are a number of benefits that Red Hat Partner Subscriptions have over NFRs:

- Fewer and simpler SKU configurations—valid for all eligible Red Hat products

- Available in larger quantities of 500 and more nodes (defined in Appendix 1) to provide organization-wide coverage for non-production needs

- An expanded list of use cases including multi-user software development and individual testing

- Cloud accessible—you can use on your chosen cloud platform and/or on-premise

- Standardized support configurations enhanced with available Production Service Level Agreements (SLA) and Production Scope of Coverage (SoC)

Table 1: Comparing Red Hat Partner Subscriptions with NFR subscriptions

	Partner Not-for-Resale Subscriptions (NFR)	Red Hat Partner Subscriptions
Subscriptions	• Multiple self-support SKUs (one per product) • On-premise only • Varying entitlement quantities (depending on product)	• One self-support SKU (includes all products) • Both on-premise and cloud-access • 500 nodes per SKU (mix and match)
Use cases	Test, demo, internal training, product certification	The same as NFRs plus single and multi-user development
Support (paid developer subscriptions with NFRs)	• Developer support available for purchase • Multiple support SKUs by family • Red Hat Developer Scope of Coverage	• Free Red Hat Standard Support for 5 contacts • Two simplified support SKUs: Standard and Premium. All products included • Red Hat Production Scope of Coverage

Question: What options are available for support?

Answer: Two partner support subscriptions are available:

- Red Hat Partner Subscriptions Support, Standard (5 contacts)—MW02040
- Red Hat Partner Subscriptions Support, Premium (5 contacts)— MW02039

These support subscriptions fall under the Red Hat Production Scope of Coverage and Service Level Agreement. The following table provides information indicating when partners qualify for no-cost versions.

Table 2: Red Hat Partner Subscription support options

Product/SKU	Affiliates*	Ready, advanced, premier, embedded, technology**
Red Hat Partner Subscriptions (500 nodes) - MW02049	One subscription is available at no cost.	One subscription is available at no cost. Partners can request additional quantities.
Red Hat Partner Subscriptions Support, Standard (5 contacts) - MW02040	Available for purchase	One subscription is available at no cost. Partners can request additional subscriptions. Subscriptions are also available for purchase.
Red Hat Partner Subscriptions Support, Premium (5 contacts) - MW02039	Available for purchase	Available for purchase
Support (paid developer subscriptions with NFRs)	• Developer support available for purchase • Multiple support SKUs by family • Red Hat Developer Scope of Coverage	• Free Red Hat Standard Support for 5 contacts • Two simplified support SKUs: Standard and Premium. All products included • Red Hat Production Scope of Coverage

The following caveats apply to Red Hat memberships:

- **Affiliates*** —Partner companies that have signed the partner agreement and Red Hat code-of-conduct but have not signed an addenda for specific business partner programs nor started a technology partner project

- **Ready, advanced, and premier*** —These include technology partners that have certified products or active projects

- **Embedded*** — Partners that have an active Embedded Partner Acceptance Document (PAD) and Embedded Appendix 1 with Red Hat

- **Technology*** —Partners that have active projects opened within the last year

Red Hat Partner Subscription Support can be purchased from the Red Hat store. See the partner subscriptions home page for details.

Question: Which use cases are valid for Red Hat Partner Subscriptions and which ones are excluded?

Answer: Partner subscriptions enable Red Hat partners to successfully utilize and support Red Hat products across essential use cases like application development, individual testing, certification, customer demonstrations, and customer issue reproduction.

Table 3: Valid Red Hat Partner Subscription use cases

Valid use cases	Description
Development use	Development use consists of the activities set forth in the product agreement (Appendix 1)*, based on the Red Hat software products, and includes the creation of software that functions as either an extension to or an integration with a Red Hat Product, such as Red Hat OpenShift operators or Red Hat Ansible integrations.
Promotional use	Promotional use means the use of Red Hat Partner Subscriptions to promote or demonstrate the partner's compatible or certified products, or proofs of concepts, with Red Hat products.
Internal training use	Internal training use means the use of Red Hat Partner Subscriptions to train internal personnel.

*Partner subscriptions follow the development and production use case definitions in Appendix 1 located in Red Hat Enterprise Agreements in the Product Appendices section of RedHat.com.

The following scenarios are not valid for Red Hat Partner Subscriptions and Red Hat Partner Subscriptions Support:

- Any use case not covered above

- Delivery of environment that remains with customer

- Delivery of training to the partner's customers

- Delivery or sale of customer support and/or income generating services related to Red Hat products or community versions

- Red Hat kernel modifications

- Production use, including but not limited to labs, staging and pre-production deployments

A production SKU is required when a given valid use case is transitioned into production. This applies to the partner's internal use or for a customer's use.

You can view the Red Hat Partner Subscriptions Terms and Conditions from the Red Hat Partner Subscriptions home page.

Question: What happens if I need more than 500 nodes?

Answer: Depending on your organization's partner status, you could qualify for additional no-cost Red Hat Partner Subscriptions (SKU–MW02049).

Should your organization need more, submit your request to the Red Hat Partner Acceleration Desk to ask for additional entitlements.

Question: How do
Red Hat Partner Subscriptions
compare to other types of
Red Hat subscriptions?

Answer: Table 4: Subscription comparison

	Red Hat Partner Subscriptions	**Red Hat Developer Subscriptions**	**Red Hat Developer D4Teams**
Best use	For partners only	For any individual	For end customer teams only
Technology	All products	All products	Red Hat Enterprise Linux only
Quantity	Entitlement quantity of 500 of any product combination	One entitlement per product per individual	Entitlement quantity of 25K for Red Hat Enterprise Linux® only
Use cases	Both single and multi–user development for all products, internal Red Hat training, demos, and expanded use cases	Single user development only, Red Hat training, individual production.	Single and Multi–user development for Red Hat Enterprise Linux® only
Support	Production SLA/SoC	Developer SLA and SoC	Developer SLA and SoC

Question: When should I use a partner versus a production subscription?

Answer: Table 5: Partner versus production subscription comparisons

Red Hat Partner Subscriptions	**Red Hat Production Subscriptions**
Application development (single and/ multi–user) and individual testing	Production use cases like running corporate web servers, networking, email, business apps, system and security management
Demos, prototypes, and proof of concept (PoC)	Embedded, SaaS, and revenue generating applications and/or services
Partner internal training	When the software or service is deployed on a customer's physical premises or cloud–procured services
	Generate revenue from delivering training, consulting services, and other services derived from Red Hat products

Question: How do I get
Red Hat Partner Subscriptions
added to my account?

Answer: As your organization's designated administrator, sign into your existing partner account, then go to the bottom of the partner subscriptions home page and click "request subscription".

Question: How do I add
additional users and/or orga-
nizational administrators?

Answer: With the comprehensive set of supported use cases, Red Hat recommends you invite more colleagues to access Red Hat Partner Subscriptions, especially people in product development.

• **Technology partners**— Click here to add a new organizational administrator to your account.

• **Business partners**—Click here to add users (including administrators) to your account.

• **To save time**—you can add multiple users or colleagues to your partner subscription accounts.

• **To join a new user to an existing company**—:

 1. Go to: https://connect.redhat.com/login

 2. Click on Join an Existing Partner Company (in the business partner portal block)

 3. Select register for a redhat.com account (red button center of page)

 4. Create your User ID: Your User ID can be anything you want, however, you must use your company email to register the ID

 5. Select your partner type "Solution Provider" or "ISV" for the account to become visible to join

 6. Enter your company name

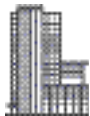 7. Select the box next to your company / Select "Submit for Approval"

Note: New contacts will receive an automated email notification to confirm the email address before the account is active for partner portal access. Please follow the link in that email to confirm.

Questions?

Create a case with the Red Hat Partner Acceleration Desk.

About Red Hat

Red Hat is the world's leading provider of enterprise open source software solutions, using a community-powered approach to deliver reliable and high-performing Linux, hybrid cloud, container, and Kubernetes technologies. Red Hat helps customers integrate new and existing IT applications, develop cloud-native applications, standardize on our industry-leading operating system, and automate, secure, and manage complex environments. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500. As a strategic partner to cloud providers, system integrators, application vendors, customers, and open source communities, Red Hat can help organizations prepare for the digital future.

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