



**Red Hat**  
EMEA Partner Programs  
and Development

**Find your level,  
improve your knowledge  
and build your business.**

## **EMEA Partner Development**

### **Technical Enablement –**

### **Ansible Automation Platform**

#### Table of contents

##### **Sales Engineer**

<b>Level 1: Introduction</b>	Page 2
<b>Level 2: Specialised Workshops</b>	Page 2
<b>Level 3: Partner Training Portal Self-paced Online-Training – Level I Accreditation</b>	Page 3

##### **SAP Focus**

<b>Level 1: Introduction</b>	Page 4
<b>Level 2: Specialised Workshops</b>	Page 4
<b>Level 3: Partner Training Portal Self-paced Online-Training – Level I Accreditation</b>	Page 4

##### **Delivery**

<b>Level 1: Partner Training Portal Self-paced Online-Training – Level I Accreditation</b>	Page 5
<b>Level 2: Advanced Red Hat Training</b>	Page 5

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## Sales Engineer

### Level 1: Introduction to Red Hat



#### Get Access to the Red Hat Partner Training Portal

To enrol in the courses below you will need a Red Hat Partner Connect account. If you already have an active account please [log in here](#). If you do not yet have an account, please follow the step by step processes for:

- [Joining Red Hat Partner Connect.](#)
- [Joining an existing partner company account on Red Hat Partner Connect.](#)



#### Red Hat Foundations

*Online self-paced*

In this course, you will hear about Red Hat and how Red Hat established a successful business supporting enterprise customers based on open source standards.



#### EMEA Red Hat Technical Partner Bootcamp

*Virtual or in-person, open registration*

This week-long technical Bootcamp provides a high-level overview of Red Hat's portfolio and open source development model for partner new hires or employees starting to work with Red Hat® technologies. Through group work, hands-on sessions, and knowledge exchange, participants will learn how to solve customer challenges and connect business cases, solutions, and key technologies to Red Hat's products.

### Level 2: Specialised Workshop



#### Architecture workshop - Ansible Automation Platform

*Virtual or in-person, open registration*

This technical workshop for partners' Infrastructure and Cloud Architects covers all Red Hat's infrastructure and cloud-related management products:

- Ansible Automation Platform with Core, Tower, Networking, Windows (and optional SAP) Automation.
- Insights, Satellite.
- Advanced Ansible.

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## Level 3: Partner Training Portal Self-paced Online-Training

### Level I Accreditation

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#### Red Hat Sales Engineer Specialist - Automation

*Online self-paced*

This learning path provides a foundational knowledge of Red Hat Ansible Engine, Red Hat Ansible Tower, and Red Hat Ansible Galaxy. Upon completion, learners will be accredited as Red Hat Sales Engineer Specialist - Automation.

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## SAP Focus

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### Level 1: Introduction

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#### **Technical training – Red Hat solutions overview for SAP**

*Virtual or in-person, open registration*

This training provides attendees with an overview of Red Hat Solutions for SAP, covering both the current state of development and future outlook.

Attendees learn about the unique selling points for Red Hat Solutions in SAP environments.

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### Level 2: Specialised Workshop

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#### **Technical enablement – skill up on SAP Netweaver and HANA Automation with Ansible**

*Virtual or in-person, open registration*

This two-day course is designed to enable attendees to:

- Fully understand how to deploy SAP HANA and Netweaver with the help of Ansible.
  - Learn how to use the tools bundled in RHEL for SAP Solutions to fully automate SAP HANA and Netweaver deployments.
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### Level 3: Partner Training Portal Self-paced Online-Training

#### Level I Accreditation

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#### **Red Hat Sales Engineer Specialist – Red Hat Ansible Automation for SAP Solutions**

*Online self-paced*

In this learning path, students will understand how Red Hat provides automation solutions with SAP, beginning with an overview of Red Hat foundations. Then learners will understand the importance of IT automation and how Red Hat Ansible Engine and Red Hat Ansible Automation provide solutions for SAP. Upon completion, students will be accredited as Red Hat Sales Engineer Specialist – Red Hat Ansible Automation for SAP Solutions.

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## Delivery

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### Level 1: Partner Training Portal Self-paced Online-Training Level I Accreditation

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#### **Red Hat Delivery Specialist - Automation**

*Online self-paced*

This learning path provides a learner with an experienced level of proficiency with Red Hat Ansible for automation. Key elements Ansible Engine, Ansible Tower, and Ansible Galaxy are covered. Level 2 training includes immersive self-paced courses on the implementation of Ansible Engine and Ansible Tower. Upon completion of this learning path, the learner will be able to perform demos, support proofs of concept (POCs), and proofs of technology (POTs), and work on Ansible and Ansible Tower-related projects.

Completing the Learning Path will result in Red Hat Delivery Specialist - Automation Accreditation.

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### Level 2: Advanced Red Hat Training

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#### **Developing Advanced Automation with Red Hat Ansible Automation Platform (DO374)**

*Online self-paced, 32 hours*

Advance your Ansible skills and develop automation that scales by applying recommended practices with the new, container-focused tools from the Red Hat Ansible Automation Platform.

This course is free of charge, yet if you want to do the Exam you need to buy this with Red Hat Training.

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#### **Managing Enterprise Automation with Red Hat Ansible Automation Platform (DO467)**

*Online self-paced, 32 hours*

Manage complex Red Hat Ansible automation workflows at scale and prevent single points of failure. This content is the same as the certification.

This course is free of charge, yet if you want to do the Exam you need to buy this with Red Hat Training.

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