Red Hat
EMEA Partner Programs
and Development

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

EMEA Partner Development
Technical Enablement – OpenShift

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Sales Engineer

Level 1: Introduction

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.

Infrastructure Focus	Developer Focus
Introduction workshop – discover OpenShift infrastructure *Virtual or in-person, open registration* This full-day workshop covers the principle architecture of OpenShift 4, use cases, and an overview of the key building blocks of modern microservices-based software architecture. There are no prerequisites required to attend and this workshop does not include a hands-on element.	

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Level 2: Specialised Workshops

Infrastructure Focus	Developer Focus
Architecture workshop - OpenShift infrastructure *Virtual or in-person, open registration* This workshop covers the benefits, architecture, installation, and operational management of the Red Hat OpenShift Container Platform. Over two days, attendees learn to present, design, and architect an OpenShift installation on-premise and to install it in different public clouds.	**Architecture workshop - OpenShift developer** *Virtual or in-person, open registration* The Architecture workshop - OpenShift developer is a two-day learning experience for developers who want to understand and make use of the benefits of OpenShift in their daily work. They learn everything they need to understand the concepts, the architectural principles and components of OpenShift and related products for successfully discussing and developing OpenShift at a customer site from a developer perspective.
Architecture workshop - Open Hybrid Cloud *Virtual or in-person, open registration* The purpose of this workshop is to show attendees the benefits of Red Hat's Open Hybrid Cloud architecture. Based on actual use cases the attendees will get insight into how to architect and build cloud solutions scaling from the on-premise environments out to geographical distributed public cloud environments.	
Technical training - Advanced Cluster Management *Virtual or in-person, open registration* The purpose of this training is to show attendees the benefits, of Red Hat's Advanced Cluster Management for Kubernetes. The workshop is based on Red Hat and IBM solutions and addresses also multiple cloud environments.	**Distance Learning Program - OpenShift for Developers** *Online self-paced and virtual, open registration* Red Hat has put together a comprehensive learning program that participants can engage with at home or the office to learn everything they need to understand the concepts, architectural principles and components of Red Hat products, for successfully discussing and developing OpenShift at a customer site from a developer perspective. With this Distance Learning Program, you will get an overview of the whole OpenShift ecosystem for developers by gaining knowledge around: • the benefits of OpenShift prior plain Kubernetes

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- how to effectively and efficiently demo OpenShift (Developer Perspective)
- how to start coding with OpenShift in your preferred language
- how to do proper release management with OpenShift
- how to use Operators for releases
- making use of advanced OpenShift features like Istio and Serverless

To see all parts of the program in detail, the duration of each weeks content and possible accreditations, please check our overview PDF.

Technical training - Red Hat OpenShift Storage Foundations

Virtual or in-person, open registration

Red Hat OpenShift Data Foundation 4 Implementation is designed to teach students who are experienced with Red Hat OpenShift how to deploy Red Hat OpenShift Data Foundation on Red Hat OpenShift Container Platform. The course covers both conceptual and practical information related to OpenShift Container Platform configuration, deployment, monitoring, and management.

Technical training - skill up on OpenShift security

Virtual or in-person, open registration

This full-day technical training is designed to skill up attendees on OpenShift security. It is an ideal follow up to the Architecture workshop - OpenShift infrastructure and provides an opportunity to deep dive into the unique security features offered by OpenShift.

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Level 3: Partner Training Portal Self-paced Online-Training
Level I Accreditation

Red Hat Sales Engineer Specialist - Container Platform

Online self-paced

In this sales engineer specialist learning path, learners will be introduced to the foundations of the Red Hat value proposition before the focus shifts to container platform solutions. After a high-level look at selling Red Hat OpenShift, learners will delve more deeply into OpenShift 4 and cluster management for Kubernetes, as well as receive an introduction to Red Hat Virtualization solutions.

Upon completion of the coursework and assessments, learners will be accredited as Red Hat Sales Engineer Specialist - Container Platform.

Level 4: Partner Training Portal Self-paced Online-Training
Level II Accreditation

Red Hat Sales Engineer Specialist - Container Platform II

Online self-paced

In this sales engineer specialist learning path, learners will be introduced to the foundations of the Red Hat value proposition before the focus shifts to container platform solutions. After a high-level look at selling Red Hat OpenShift, learners will delve more deeply into OpenShift 4 and cluster management for Kubernetes, as well as receive an introduction to Red Hat Virtualization solutions.

Upon completion of the coursework and assessments, learners will be accredited as Red Hat Sales Engineer Specialist - Container Platform II.

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Delivery – Container Platform Deployment Focus

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

Red Hat Delivery Specialist - Container Platform Deployment

Online self-paced

This Accreditation covers the basics for all Delivery interested in Container Platform Deployment with OpenShift.

Completing the Learning Path will result in Red Hat Delivery Specialist – Container Platform Deployment Accreditation.

Level 2: Advanced Red Hat Training

Red Hat OpenShift Administration III: Scaling Kubernetes Deployments in the Enterprise (DO380)

Online self-paced, 32 hours

Plan, implement, and manage OpenShift clusters at scale.
This course is free of charge, yet if you want to do the Exam you need to buy this with Red Hat Training.

Multicluster Management with Red Hat OpenShift Platform Plus (DO480)

Online self-paced, 32 hours

Enhance container management capabilities with automation, governance, and security across clusters.
This course is free of charge, yet if you want to do the Exam you need to buy this with Red Hat Training.

Delivery – Container Platform Application Deployment Focus

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

Red Hat Delivery Specialist - Container Platform Application Deployment

Online self-paced

This Accreditation covers the basics for all Delivery interested in Container Platform Application Deployment with OpenShift.

Completing the Learning Path will result in Red Hat Delivery Specialist - Container Platform Application Deployment Accreditation.

Level 2: Advanced Red Hat Training

Red Hat Cloud-Native Microservices Development with Quarkus (DO378)

Online self-paced, 32 hours

Develop microservice-based applications with Quarkus and OpenShift.
This course is free of charge, yet if you want to do the Exam you need to buy this with Red Hat Training.

Building Resilient Microservices with Istio and Red Hat OpenShift Service Mesh (DO328)

Online self-paced, 24 hours

Control, manage, trace, monitor, secure, and test your microservices with Red Hat OpenShift Service Mesh.
This course is free of charge, yet if you want to do the Exam you need to buy this with Red Hat Training.

Developing Event-Driven Applications with Apache Kafka and Red Hat AMQ Streams (AD482)

Online self-paced, 24 hours

Develop, scale, and troubleshoot event-driven microservice applications.
This course is free of charge, yet if you want to do the Exam you need to buy this with Red Hat Training.

Red Hat Certifications

While the above cost-free Red Hat Training opportunities are enabling you to be fully competent in selling and working with Red Hat products, Red Hat Certifications are the way of showing that you are the expert when it comes to Red Hat technology. Find below listed the different certification paths you can take.

Depending on the level of skill, knowledge or previously achieved certifications of the student, they may start the training at the Step which best suits them.

Advanced OpenShift Administration Training for Partners

Advanced OpenShift Application Development Training for Partners

Advanced OpenShift Training for Partners