



Red Hat
EMEA Ecosystem
Business Development

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



EMEA Ecosystem Business Development

Technical Enablement – Ansible Automation Platform

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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 Portfolio: Foundational](#)

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 1: Partner Training Portal Self-paced Online-Training

Level I Credential



[Red Hat Ansible Automation Platform: Seller](#)

Online self-paced - 90 minutes

(+140 minutes supplemental on SAP, Network and Security for Sales Specialists)

The Red Hat Ansible Automation Platform courses cover intermediate knowledge of how Ansible Automation Platform addresses customer challenges, provides value and addresses pain points. Upon completion, sales professionals should be able to drive strategic intent as well as qualify and consult on automation needs.

Completion will result in the earning of the Level I credential and the associated digital badge.

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Level 2: Partner Training Portal Self-paced Online-Training

Level II Credential



Red Hat Ansible Automation Platform: Technical Seller

Online self-paced - 4 hours (+2 hours supplemental on AAP on Azure)

Learn about the value that Ansible Automation Platform provides and gain advanced knowledge of customer challenges and pain points from a technical depth and technical information to be used against Red Hat competitors within different use cases.

Completion will result in the earning of the Level II credential and the associated digital badge.

Level 3: 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.
 - Advanced Ansible.
 - Ansible Lightspeed.
 - Insights, Satellite (on demand).
-



Distance Learning Program - Ansible Automation Platform

Virtual, currently under construction - 15 hours

The Ansible Automation Platform Distance Learning Program is a time-boxed, in-service learning format to acquire the practical know-how to automate in a specific area. The format offers learners everything they need to understand the concepts, the architectural principles and component Red Hat Ansible Automation Platform, for successfully discussing, designing and implementing end-to-end automation processes at a customer site and different public clouds.

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SAP Focus

Level 1: Introduction



[Technical training - Red Hat solutions overview for SAP](#)

Virtual, open registration - 3 hours

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 as well as a customer story or valuable partner solution.

The future outlook and varying partner solutions make this valuable for repeating regularly

Level 2: Elective Course Material



[Red Hat Ansible Automation for SAP Solutions: Seller Elective](#)

Online self-paced - 2 hours

This course introduces the audience to Red Hat & SAP's relationship, joint solutions we are working together, and running SAP solutions in a hybrid cloud environment. It also contains material how to position the Red Hat core platforms and information for new partners to understand the key opportunities to help SAP customers.

[Red Hat Ansible Automation for SAP Solutions: Tech Seller Elective](#)

Online self-paced - 4 hours

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.

Level 3: Specialised Workshop



[Red Hat High Availability Clustering for SAP Solutions \(RH445\)](#)

Virtual, open registration - 40 hours

Learn how to deploy, protect, and scale SAP infrastructure with Red Hat Enterprise Linux for SAP Solutions. This course teaches best practices for deploying SAP HANA and SAP S/4HANA in a high availability configuration. In addition, you will discover how to efficiently automate deployments with Red Hat supported Ansible roles specific to SAP.

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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 free courses for partners that can be complemented with a paid certification exam.

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.

Delivery

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



[Red Hat Enterprise Linux Automation with Ansible \(RH294\)](#)

Online self-paced - 32 hours

Learn how to automate Linux system administration tasks with Red Hat Ansible Automation Platform

Red Hat Enterprise Linux automation with Red Hat Ansible Automation Platform (RH294) is designed for Linux system administrators and developers who need to automate provisioning, configuration, application deployment, and orchestration. This course is based on Red Hat® Enterprise Linux® 8.4 and Red Hat Ansible Automation Platform 1.2

Prerequisites are an RHCSA or equivalent experience. Take our free assessment to gauge whether this offering is the best fit for your skills.

This course is recommended training for the following Red Hat Certifications: RHCE (demands RHCSA)

Level 2: Advanced Red Hat Training



[Developing Advanced Automation with Red Hat Ansible Automation Platform \(DO374\) v2.2](#)

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.



[Managing Enterprise Automation with Red Hat Ansible Automation Platform \(DO467\) v2.2](#)

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.
