

Partner Onboarding Process Guide

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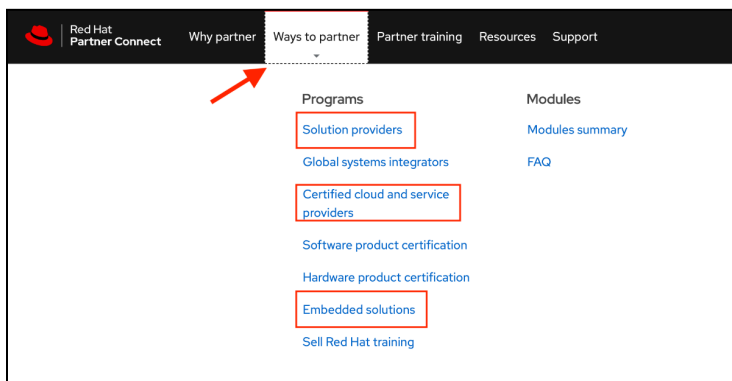
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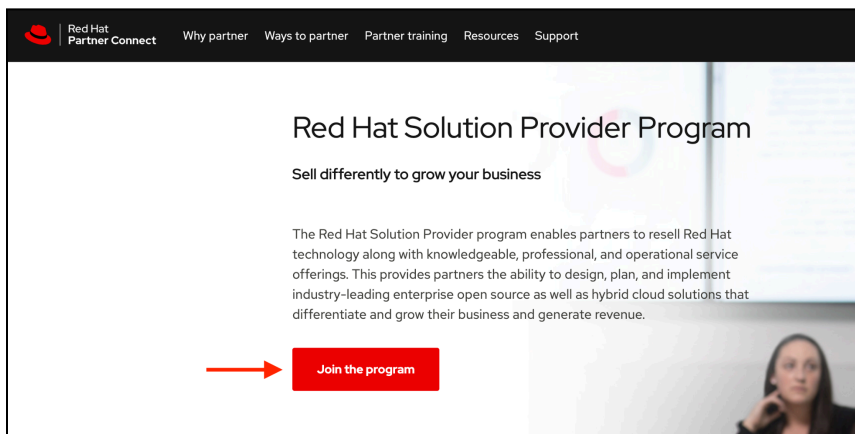
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Navigating to the Onboarding Application

Step 1: Visit connect.redhat.com, then click on **'Ways to Partner'** and select one of the applicable programs: **Solution Providers**, **Certified cloud and service providers**, or **Embedded solutions**.



Step 2: Click the **Join the program** button.

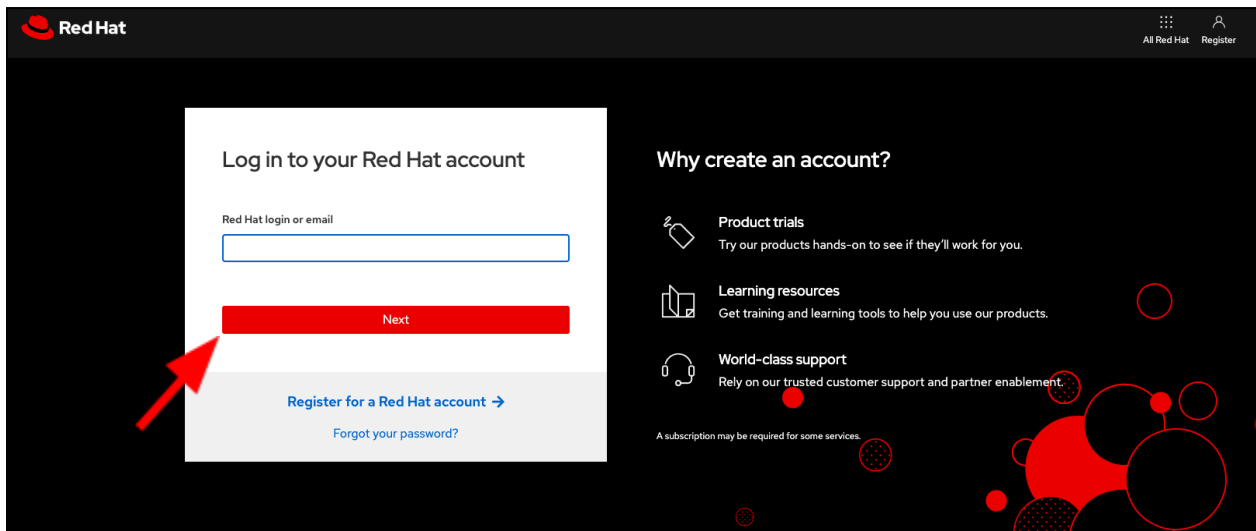




Step 3: Log into your **Red Hat account** or [create a Red Hat account](#) and you will be redirected to the application workflow.

Register for a Red Hat account

Step 1: Navigate to connect.redhat.com then click **Register for a Red hat account**.



Step 2: Fill in the **Login information** fields by choosing a Red Hat login and password.

Register for a Red Hat account

Red Hat will collect your contact and account information to create your Red Hat account. We use your personal data to identify you and to provide you with information, support, and customer service. For more information, please see Red Hat's [privacy statement](#).

i **Need to join your organization's account?**

Do not complete the form below if you need to join an existing account.
In order to access subscriptions purchased by your organization, contact an organization administrator to join, or contact [Customer Service](#) with questions.

* All fields required

Login information

Choose a Red Hat login *

Your login is a user ID for accessing your account across all Red Hat sites. It must be at least 5 characters and **cannot be changed once created**.

Choose a password *

— Must be at least 14 characters
— Must include at least 3 of the following: lowercase letter, uppercase letters, numbers, symbols
— Cannot contain the word(s) "redhat" or "password"


Confirm password *



Step 3: Fill in the **Personal information** fields and then select the **Corporate** Account type.

Personal information

First name * **Last name ***

Email address * **Phone number *** 
Please enter a valid phone number

Job role *

Account type

Choose account type *

Corporate
Allows a set of users within your organization to centrally make purchases or administer systems

Personal
For purchasing or administering your own personal systems

Step 4: Fill in the **Contact Information** fields and click **Create my Account**.

Company name *

Country/Region *

Address line 1 *

Address line 2

Postal code * **City ***

State/Province * **County ***

Marketing opt-in
Red Hat may use your personal data to inform you about its products, services, and events.

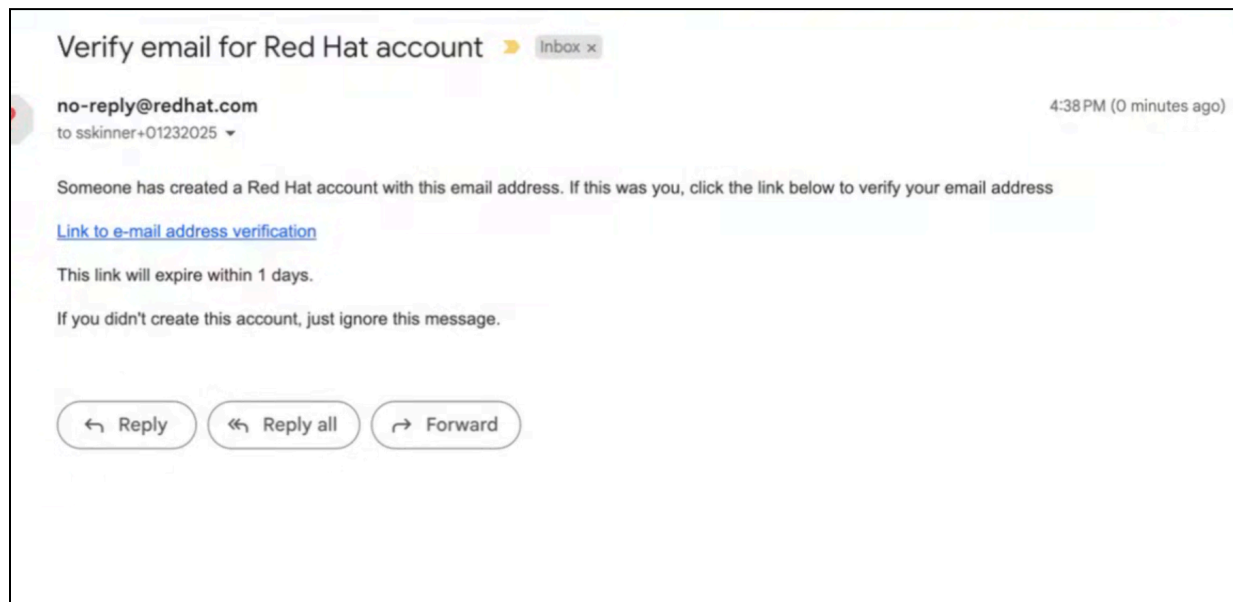
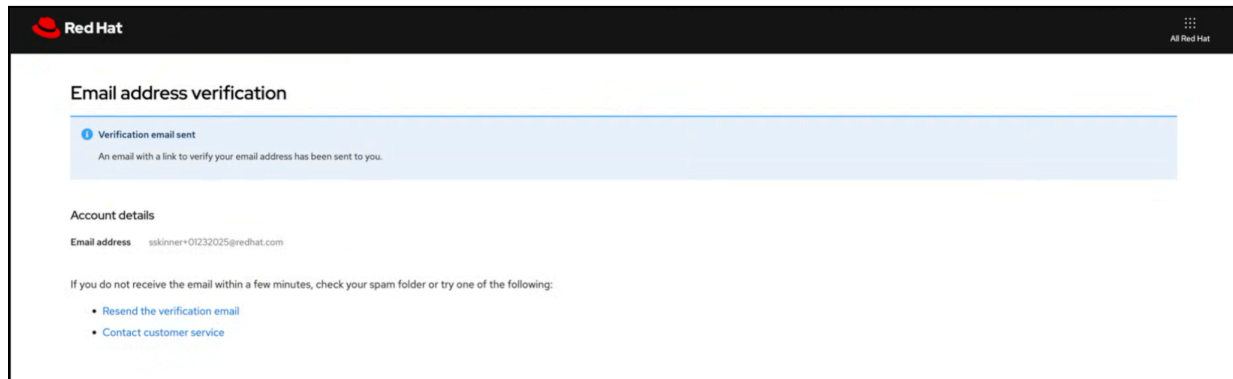
Notify me about products, services, and events.

You can stop receiving marketing emails by clicking the unsubscribe link in each email or withdraw your consent at any time in the [preference center](#). See [privacy statement](#) for details.

[Back to login page](#)



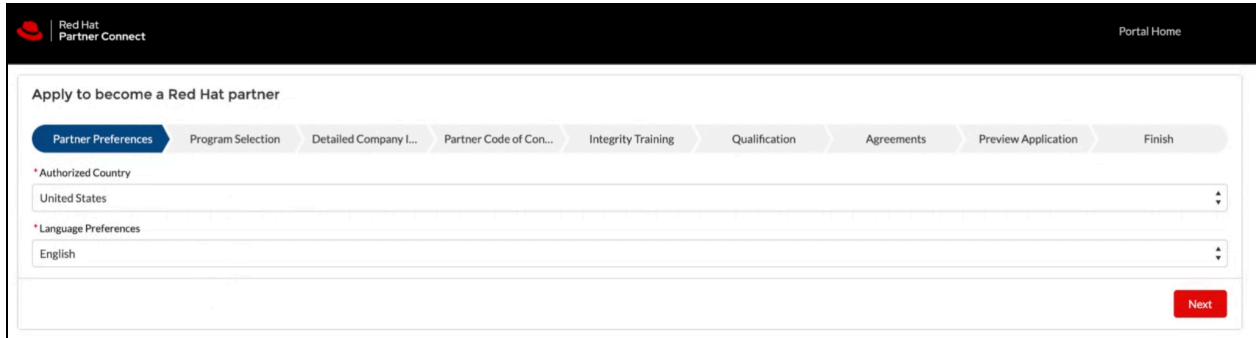
Step 5: You will receive a verification email. Navigate to the email you provided and click **Link to e-mail address verification** in the email to be directed to the partner onboarding application screen to continue your partner application workflow.



Reseller Onboarding Process

Step 1: Select your **Authorized Country** and **Language Preferences** for viewing the full onboarding process, then click **Next**.

***Note:** You can now submit applications on behalf of your company entities by country, ensuring that the relevant agreements populate based on the location.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

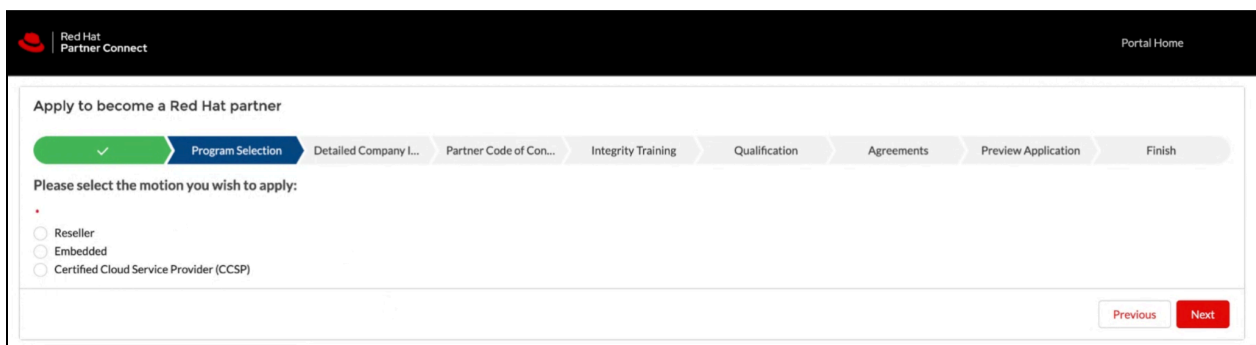
Partner Preferences Program Selection Detailed Company L... Partner Code of Con... Integrity Training Qualification Agreements Preview Application Finish

* Authorized Country
United States

* Language Preferences
English

Next

Step 2: Select the **Reseller** program, then click **Next**.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Program Selection Detailed Company L... Partner Code of Con... Integrity Training Qualification Agreements Preview Application Finish

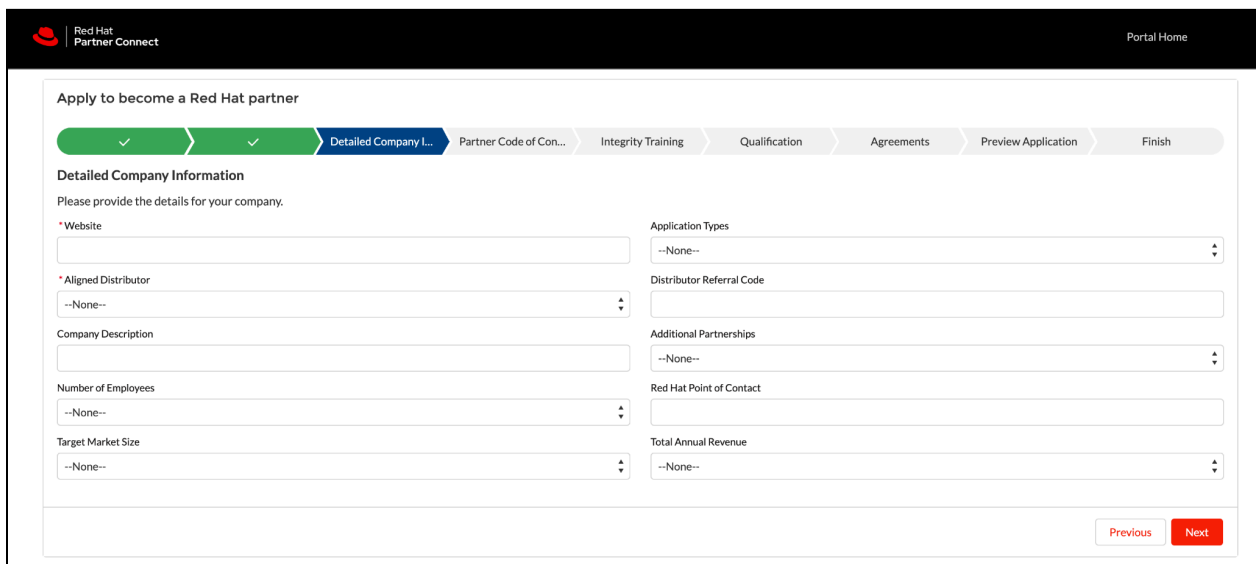
Please select the motion you wish to apply:

Reseller
 Embedded
 Certified Cloud Service Provider (CCSP)

Previous Next

Step 3: Populate the 'Detailed Company information' section, then click **Next**.

***Note:** The Website and Aligned Distributor fields are required.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Detailed Company L... Partner Code of Con... Integrity Training Qualification Agreements Preview Application Finish

Detailed Company Information
Please provide the details for your company.

* Website

* Aligned Distributor

Company Description

Number of Employees

Target Market Size

Application Types

Distributor Referral Code

Additional Partnerships

Red Hat Point of Contact

Total Annual Revenue

Previous Next



Step 4: Attest to the Partner Code of Conduct, then click **Next**.

Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress bar: Partner Code of Con... (active), Integrity Training, Qualification, Agreements, Preview Application, Finish

Red Hat Partner Code of Conduct

Red Hat requires that all new and existing partners agree to the Red Hat Partner Code of Conduct upon applying to be a partner as well as each following year.

- I acknowledge that I have read and understand the [Red Hat Partner Code of Conduct](#) and that my firm has authorized me to act on its behalf for this review. I agree that the firm will abide by the Code of Conduct and understand Red Hat will require it to be reviewed annually.
- I do not agree to these terms & conditions

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Step 5: Confirm the Integrity Training, then click **Next**.

Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress bar: Integrity Training (active), Qualification, Agreements, Preview Application, Finish

Integrity Training

Red Hat requires that all new and existing partners complete Red Hat's Partner Integrity Training or similar training upon applying to be a partner as well as each following year. Similar training is that: (1) covers corruption, bribery, fraud, conflicts of interest, protection of confidential information, and the delivery and acceptance of gifts, entertainment and hospitality; and (2) is provided at least once per year.

- I acknowledge that I have completed Red Hat's partner integrity training or will complete Red Hat's partner integrity training within thirty (30) days of being accepted as a Red Hat partner.
- I acknowledge that I have completed integrity training provided by my firm. The firm agrees to maintain records of the content and completion of such similar training so that they can be made available to Red Hat upon request.
- I do not acknowledge and affirm to this.

Previous Next

Step 6: Agree to the terms and conditions & program guidelines, then click **Next**.

Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress bar: Agreements (active), Preview Application, Finish

Agreements

Please read and accept the following terms and conditions. Acceptance to these terms does not signify acceptance by Red Hat as a Red Hat partner.

- * Red Hat Partner Reseller Agreement**
 - I agree to these terms & conditions described in [Red Hat Partner Reseller Agreement](#)
 - I do not agree to these terms & conditions
- * Red Hat Partner Reseller Program Guide**
 - I agree to abide to the terms & conditions described in [Red Hat Partner Reseller Program Guide](#)
 - I do not agree to the guide

Note: This click through agreement does not supersede existing and active signed partner agreements.

Previous Next



Step 7: Preview your application, then click the **Submit** button.

Apply to become a Red Hat partner

Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Partner Details

Contact Information

Contact Name

Contact Email

Company Information

Company Name

Company Address

Additional Company Information

Total Annual Revenue

Target Market Size

Application Types

Distributor Referral Code

Additional Partnerships

You acknowledge that you have read and accepted the Red Hat code of conduct, terms of services agreement and program appendices.

Previous Submit

Step 8: Confirmation of your submitted application will display with the option to return to the homepage. You have now completed the Partner Onboarding application.

Apply to become a Red Hat partner

Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Thank you for your application Red Hat Partner Program.

Your application will be reviewed and you will be notified via email with the next steps of partner vetting.
You will be informed of the decision once the process is complete.

Return to home page



Certified Cloud and Service Providers (CCSP) Onboarding Process

Step 1: Select your **Authorized Country** and **Language Preferences** for viewing the full onboarding process, then click **Next**.

***Note:** You can now submit applications on behalf of your company entities by country, ensuring that the relevant agreements populate based on the location.

The screenshot shows the 'Apply to become a Red Hat partner' page in the Red Hat Partner Connect portal. The page has a dark header with the Red Hat logo and 'Partner Connect' on the left, and 'Portal Home' on the right. Below the header is a progress bar with steps: Partner Preferences (active), Program Selection, Detailed Company I..., Partner Code of Con..., Integrity Training, Qualification, Agreements, Preview Application, and Finish. The main content area contains two dropdown menus: '* Authorized Country' with 'United States' selected, and '* Language Preferences' with 'English' selected. A red 'Next' button is located at the bottom right of the form.

Step 2: Select the **Certified Cloud Service Provider (CCSP)** program, then click **Next**.

The screenshot shows the 'Apply to become a Red Hat partner' page in the Red Hat Partner Connect portal. The page has a dark header with the Red Hat logo and 'Partner Connect' on the left, and 'Portal Home' on the right. Below the header is a progress bar with steps: Partner Preferences (completed, green checkmark), Program Selection (active), Detailed Company I..., Partner Code of Con..., Integrity Training, Qualification, Agreements, Preview Application, and Finish. The main content area contains the text 'Please select the motion you wish to apply:' followed by three radio button options: 'Reseller', 'Embedded', and 'Certified Cloud Service Provider (CCSP)'. A red 'Next' button is located at the bottom right of the form, and a 'Previous' button is located to its left.



Step 3: Populate the 'Detailed Company information' section, then click **Next**.

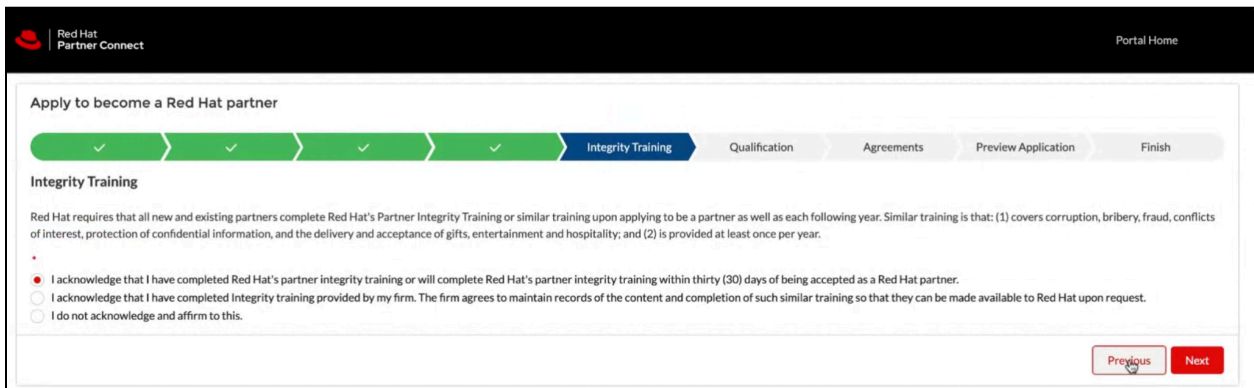
***Note:** The Website field is required.

The screenshot shows the 'Detailed Company Information' step in the Red Hat Partner Connect application process. The progress bar at the top indicates that the 'Detailed Company Information' step is currently active, with previous steps marked as complete and subsequent steps as pending. The form contains several fields: 'Website' (text input with 'www.newtest.com'), 'Company Description' (text area), 'Number of Employees' (dropdown menu), 'Target Market Size' (dropdown menu), 'Application Types' (dropdown menu), 'Distributor Referral Code' (text input), 'Additional Partnerships' (dropdown menu), 'Red Hat Point of Contact' (text input), and 'Total Annual Revenue' (dropdown menu). 'Previous' and 'Next' buttons are located at the bottom right of the form.

Step 4: Attest to the Partner Code of Conduct, then click **Next**.

The screenshot shows the 'Red Hat Partner Code of Conduct' step in the Red Hat Partner Connect application process. The progress bar at the top indicates that the 'Partner Code of Con...' step is currently active, with previous steps marked as complete and subsequent steps as pending. The form contains a text area with the following text: 'Red Hat requires that all new and existing partners agree to the Red Hat Partner Code of Conduct upon applying to be a partner as well as each following year.' Below this text are two radio button options: 'I acknowledge that I have read and understand the Red Hat Partner Code of Conduct and that my firm has authorized me to act on its behalf for this review. I agree that the firm will abide by the Code of Conduct and understand Red Hat will require it to be reviewed annually.' and 'I do not agree to these terms & conditions'. 'Previous' and 'Next' buttons are located at the bottom right of the form.

Step 5: Confirm the Integrity Training, then click **Next**.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress bar: Integrity Training (active), Qualification, Agreements, Preview Application, Finish

Integrity Training

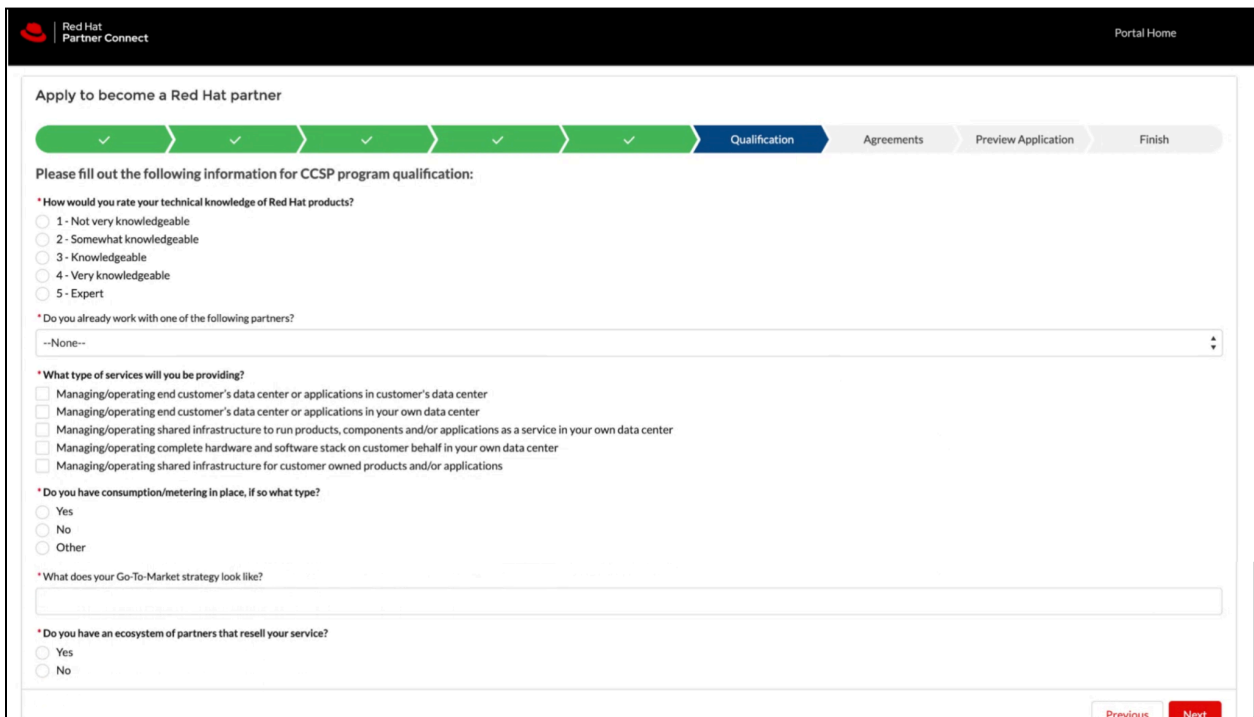
Red Hat requires that all new and existing partners complete Red Hat's Partner Integrity Training or similar training upon applying to be a partner as well as each following year. Similar training is that: (1) covers corruption, bribery, fraud, conflicts of interest, protection of confidential information, and the delivery and acceptance of gifts, entertainment and hospitality; and (2) is provided at least once per year.

- I acknowledge that I have completed Red Hat's partner integrity training or will complete Red Hat's partner integrity training within thirty (30) days of being accepted as a Red Hat partner.
- I acknowledge that I have completed integrity training provided by my firm. The firm agrees to maintain records of the content and completion of such similar training so that they can be made available to Red Hat upon request.
- I do not acknowledge and affirm to this.

[Previous](#) [Next](#)

Step 6: Fill out the CCSP qualification questionnaire, then click **Next**.

***Note:** If you select **No** on question four, a checkbox will appear stating that "Having a consumption metering infrastructure in place is a contractual obligation defined in the CCSP agreement and hence is a mandatory requirement". Check the box to agree to the statement before moving on.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress bar: Qualification (active), Agreements, Preview Application, Finish

Please fill out the following information for CCSP program qualification:

* How would you rate your technical knowledge of Red Hat products?

- 1 - Not very knowledgeable
- 2 - Somewhat knowledgeable
- 3 - Knowledgeable
- 4 - Very knowledgeable
- 5 - Expert

* Do you already work with one of the following partners?

--None--

* What type of services will you be providing?

- Managing/operating end customer's data center or applications in customer's data center
- Managing/operating end customer's data center or applications in your own data center
- Managing/operating shared infrastructure to run products, components and/or applications as a service in your own data center
- Managing/operating complete hardware and software stack on customer behalf in your own data center
- Managing/operating shared infrastructure for customer owned products and/or applications

* Do you have consumption/metering in place, if so what type?

- Yes
- No
- Other

* What does your Go-To-Market strategy look like?

* Do you have an ecosystem of partners that resell your service?

- Yes
- No

[Previous](#) [Next](#)



Step 7: Agree to the terms and conditions & program guidelines, then click **Next**.

The screenshot shows the 'Apply to become a Red Hat partner' page. At the top, there is a progress bar with seven green steps and three grey steps: 'Agreements', 'Preview Application', and 'Finish'. The 'Agreements' step is currently active. Below the progress bar, the heading 'Agreements' is followed by a disclaimer: 'Please read and accept the following terms and conditions. Acceptance to these terms does not signify acceptance by Red Hat as a Red Hat partner.' There are three sections of terms and conditions, each with a radio button for 'I agree' and 'I do not agree':

- Red Hat Partner Certified Cloud and Service Provider Agreement**
 - I agree to these terms & conditions described in [Red Hat Partner Certified Cloud and Service Provider Agreement](#)
 - I do not agree to these terms & conditions
- Red Hat Partner Certified Cloud and Service Provider Technical Program Guide**
 - I agree to the [Red Hat Partner Certified Cloud and Service Provider Technical Program Guide](#)
 - I do not agree to the guide
- Red Hat Partner Certified Cloud and Service Provider Program Guide**
 - I agree to abide to the terms & conditions described in [Red Hat Partner Certified Cloud and Service Provider Program Guide](#)
 - I do not agree to the guide

A note at the bottom states: 'Note: This click through agreement does not supersede existing and active signed partner agreements.' At the bottom right, there are 'Previous' and 'Next' buttons.

Step 8: Preview your application, then click the **Submit** button.

The screenshot shows the 'Apply to become a Red Hat partner' page. The progress bar now has eight green steps and one grey step: 'Preview Application' and 'Finish'. The 'Preview Application' step is currently active. Below the progress bar, the heading 'Please review your application' is followed by a dropdown menu for 'Partner Details'. The application details are displayed in two columns:

Contact Information	Additional Company Information
Contact Name Santana Moss	Total Annual Revenue < \$1 million
Contact Email kgrays+032125@redhat.com.invalid	Target Market Size Small
Company Information	Application Types Enterprise Resource Planning
Company Name Commander Cloud Services	Distributor Referral Code
Company Address 4566 Route 3 - Crain Hwy POINTER RIDGE MD 20716 United States	Additional Partnerships

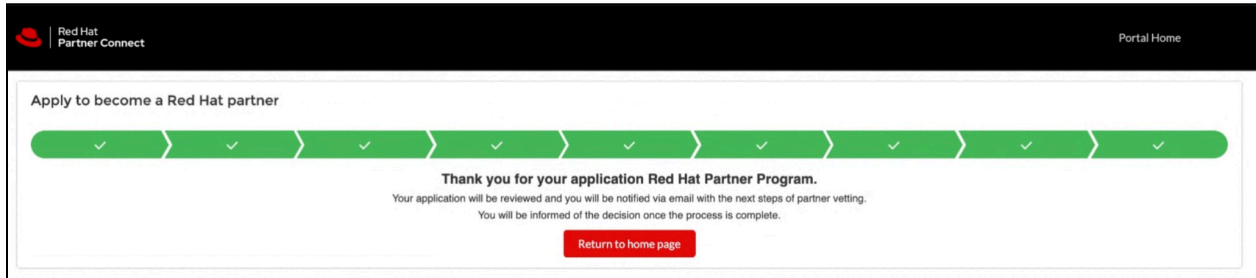
Below the application details, there is a dropdown menu for 'Qualification Information' with the following questions and answers:

- How would you rate your technical knowledge of Red Hat products?
3 - Knowledgeable
- What type of services will you be providing?
Managing/operating shared infrastructure for customer owned products and/or applications
- Do you have consumption/metering in place?
Yes

At the bottom, there is a section for 'Please provide additional details' with the question: 'What does your Go-To-Market strategy look like?' and the answer: 'jeiajeiwahtoiehwaiot'.



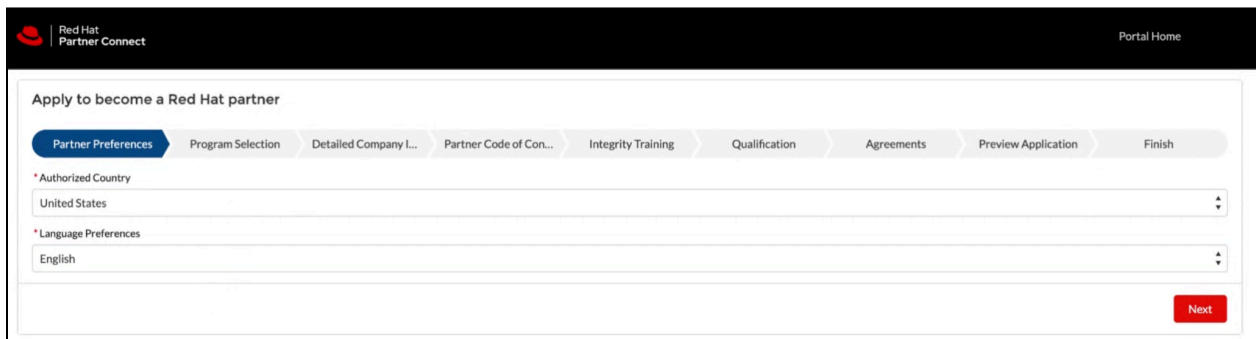
Step 9: Confirmation of your submitted application will display with the option to return to the homepage. You have now completed the Partner Onboarding application.



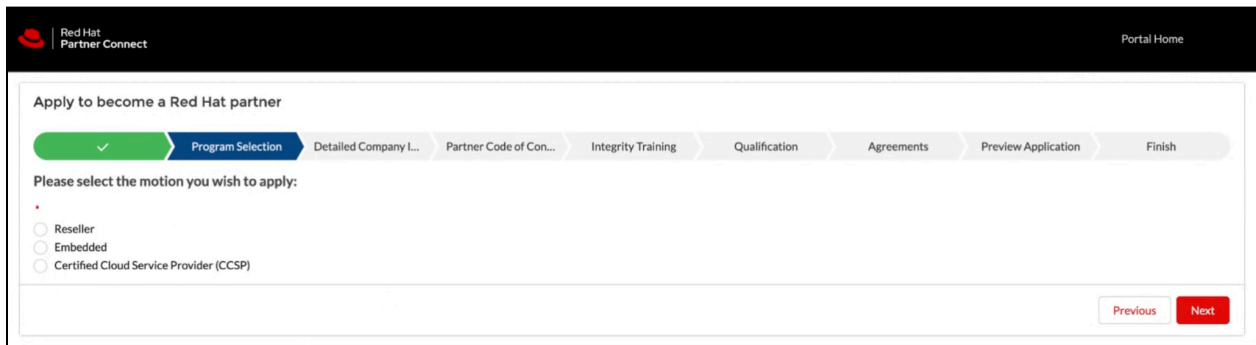
Embedded Solutions Onboarding Process

Step 1: Select your **Authorized Country** and **Language Preferences** for viewing the full onboarding process, then click **Next**.

***Note:** You can now submit applications on behalf of your company entities by country, ensuring that the relevant agreements populate based on the location.

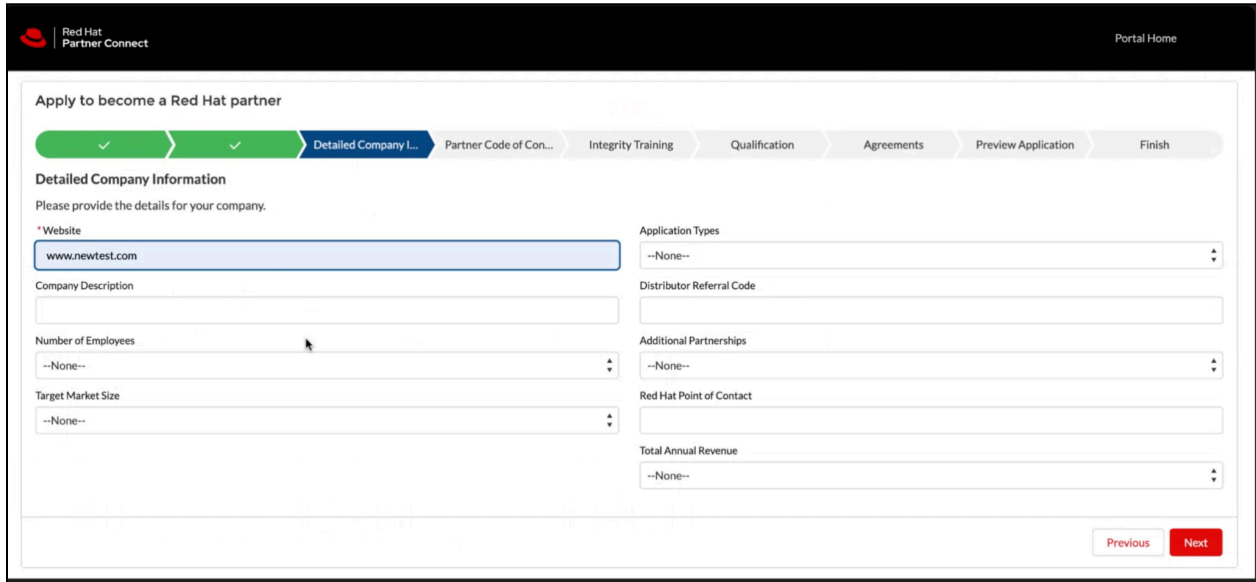


Step 2: Select the **Embedded** program, then click **Next**.



Step 3: Populate the 'Detailed Company information' section, then click **Next**.

***Note:** The Website field is required.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress: Detailed Company Information (Active), Partner Code of Con..., Integrity Training, Qualification, Agreements, Preview Application, Finish

Detailed Company Information

Please provide the details for your company.

*Website:

Application Types:

Company Description:

Distributor Referral Code:

Number of Employees:

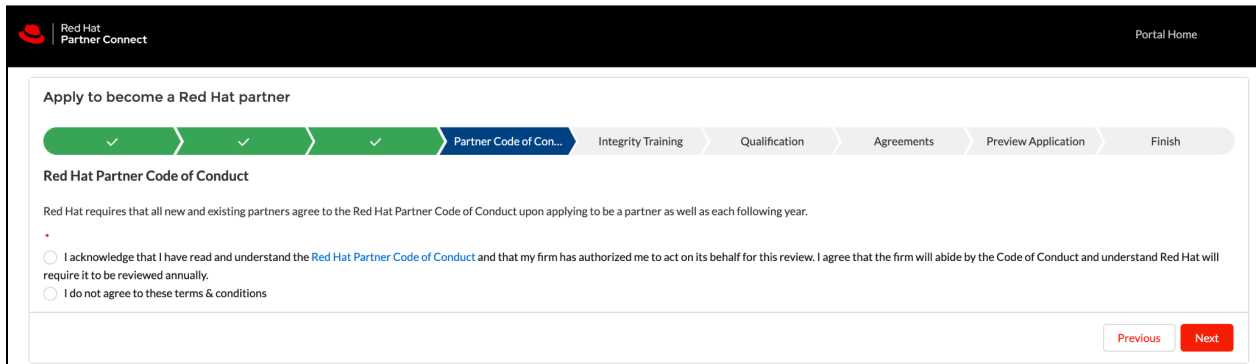
Additional Partnerships:

Target Market Size:

Red Hat Point of Contact:

Total Annual Revenue:

Step 4: Attest to the Partner Code of Conduct, then click **Next**.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress: Detailed Company Information, Partner Code of Con... (Active), Integrity Training, Qualification, Agreements, Preview Application, Finish

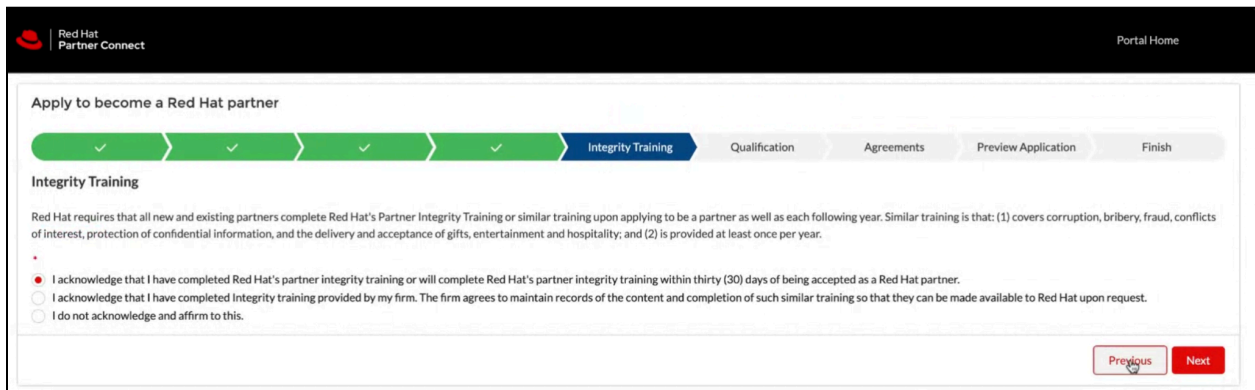
Red Hat Partner Code of Conduct

Red Hat requires that all new and existing partners agree to the Red Hat Partner Code of Conduct upon applying to be a partner as well as each following year.

I acknowledge that I have read and understand the [Red Hat Partner Code of Conduct](#) and that my firm has authorized me to act on its behalf for this review. I agree that the firm will abide by the Code of Conduct and understand Red Hat will require it to be reviewed annually.

I do not agree to these terms & conditions

Step 5: Confirm the Integrity Training, then click **Next**.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress bar: Integrity Training (active), Qualification, Agreements, Preview Application, Finish

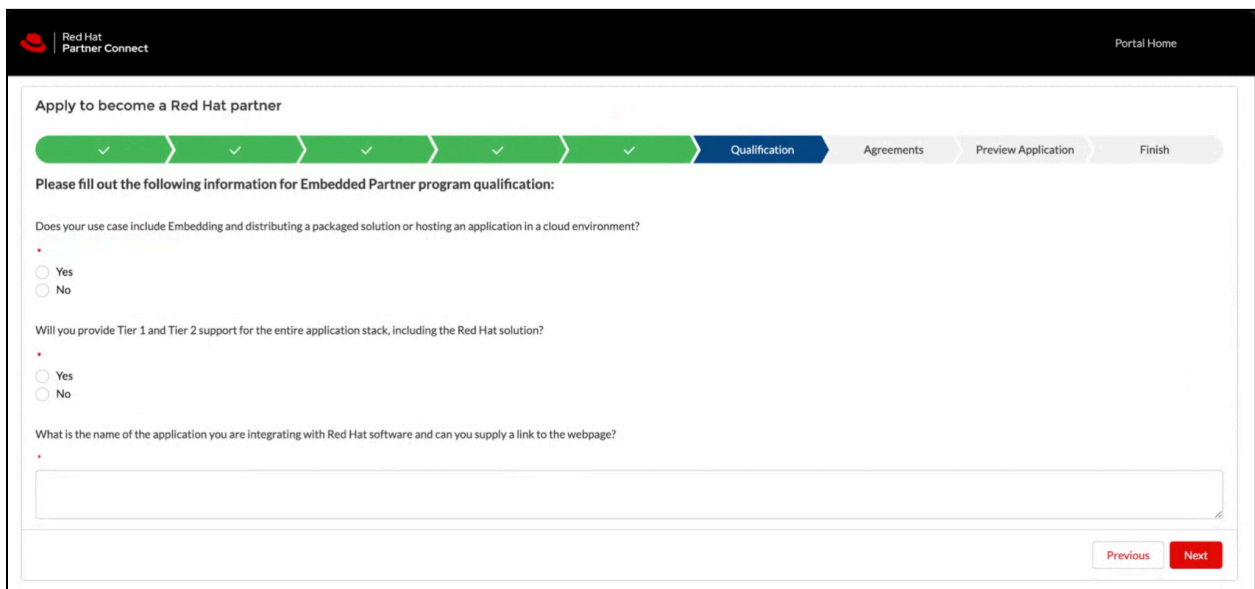
Integrity Training

Red Hat requires that all new and existing partners complete Red Hat's Partner Integrity Training or similar training upon applying to be a partner as well as each following year. Similar training is that: (1) covers corruption, bribery, fraud, conflicts of interest, protection of confidential information, and the delivery and acceptance of gifts, entertainment and hospitality; and (2) is provided at least once per year.

- I acknowledge that I have completed Red Hat's partner integrity training or will complete Red Hat's partner integrity training within thirty (30) days of being accepted as a Red Hat partner.
- I acknowledge that I have completed integrity training provided by my firm. The firm agrees to maintain records of the content and completion of such similar training so that they can be made available to Red Hat upon request.
- I do not acknowledge and affirm to this.

Previous Next

Step 6: Fill out the Embedded qualification questionnaire, then click **Next**.



Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress bar: Qualification (active), Agreements, Preview Application, Finish

Please fill out the following information for Embedded Partner program qualification:

Does your use case include Embedding and distributing a packaged solution or hosting an application in a cloud environment?

- Yes
- No

Will you provide Tier 1 and Tier 2 support for the entire application stack, including the Red Hat solution?

- Yes
- No

What is the name of the application you are integrating with Red Hat software and can you supply a link to the webpage?

Text input field

Previous Next



Step 7: Agree to the terms and conditions, then click **Next**.

The screenshot shows the 'Apply to become a Red Hat partner' form at the 'Agreements' step. A progress bar at the top has seven green steps followed by 'Agreements' (highlighted in blue), 'Preview Application', and 'Finish'. Below the progress bar, the text reads: 'Please read and accept the following terms and conditions. Acceptance to these terms does not signify acceptance by Red Hat as a Red Hat partner.' Underneath, there is a section for '* Red Hat Partner Embedded Agreement' with two radio buttons: 'I agree to these terms & conditions described in Red Hat Partner Embedded Agreement' (selected) and 'I do not agree to these terms & conditions'. A note states: 'Note: This click through agreement does not supersede existing and active signed partner agreements.' At the bottom right, there are 'Previous' and 'Next' buttons.

Step 8: Preview your application, then click the **Submit** button.

The screenshot shows the 'Apply to become a Red Hat partner' form at the 'Preview Application' step. The progress bar now highlights 'Preview Application' in blue. The main content area is titled 'Please review your application' and contains three expandable sections: 'Partner Details', 'Qualification Information', and 'Additional Company Information'. The 'Partner Details' section is expanded and shows 'Contact Information' (Contact Name: Ty Reseller, Contact Email: sskinner+ty10172024@redhat.com.invalid) and 'Company Information' (Company Name: Ty's Treats and Tech, Company Address: RALEIGH, NC 27612, United States). The 'Qualification Information' section contains three questions: 'Does your use case include Embedding and distributing a packaged solution or hosting an application in a cloud environment?' (Yes), 'Will you provide Tier 1 and Tier 2 support for the entire application stack, including the Red Hat solution?' (Yes), and 'What is the name of the application you are integrating with Red Hat software and can you supply a link to the webpage?' (This is a test). The 'Additional Company Information' section is partially visible. At the bottom, there is a disclaimer: 'You acknowledge that you have read and accepted the Red Hat code of conduct, terms of services agreement and program appendices.' and 'Previous' and 'Submit' buttons.



Step 9: Confirmation of your submitted application will display with the option to return to the homepage. You have now completed the Partner Onboarding application.

A screenshot of the Red Hat Partner Connect application confirmation page. The page has a black header with the Red Hat logo and "Partner Connect" on the left, and "Portal Home" on the right. Below the header, the main content area is white and contains a progress bar with 10 green segments, each with a white checkmark. Below the progress bar, the text reads: "Thank you for your application Red Hat Partner Program." followed by "Your application will be reviewed and you will be notified via email with the next steps of partner vetting. You will be informed of the decision once the process is complete." At the bottom center, there is a red button with the text "Return to home page".