



Partner Enrollment Guide

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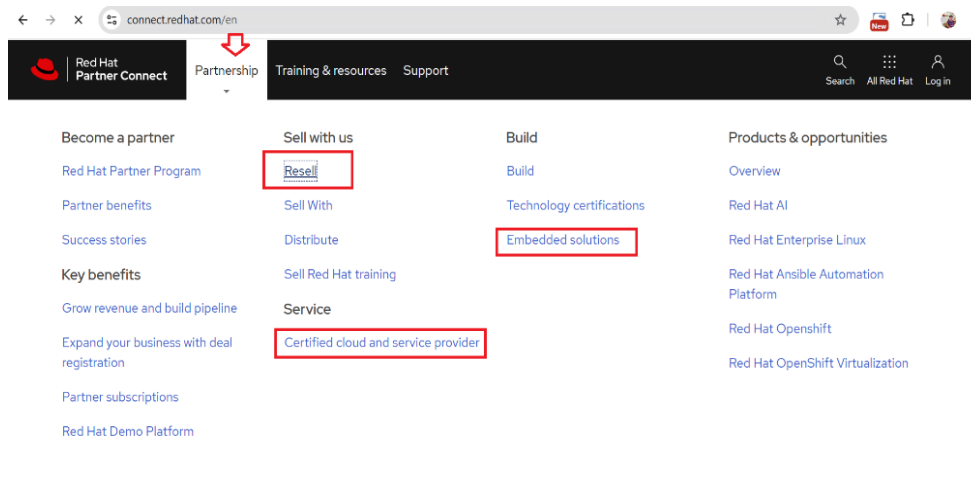
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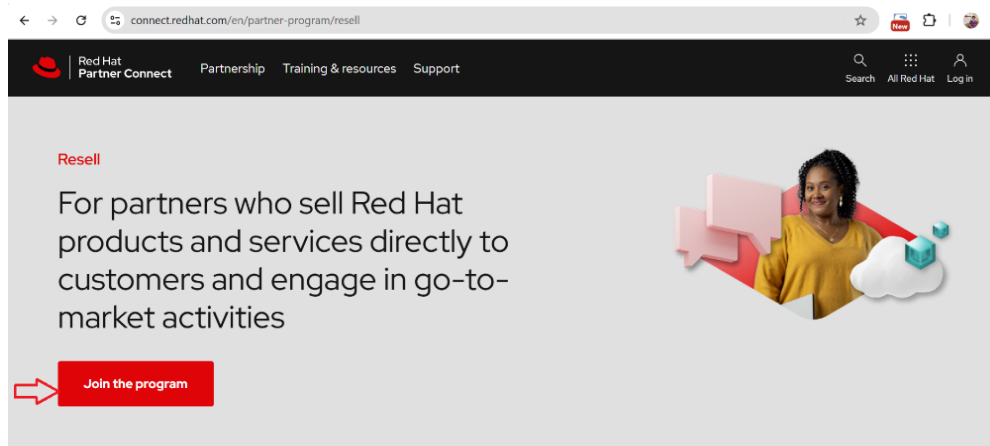


Navigating to the Enrollment Application

Step 1: Visit connect.redhat.com, then click on **'Partnership'** and select one of the applicable programs: **Resell** (Solution providers), **Certified cloud and service providers**, or **Embedded solutions**.



Step 2: Next, if clicked on Resell (Reseller)/Certified cloud and service providers/Embedded solutions then click the **Join the Program** button (as shown in below screenshot)

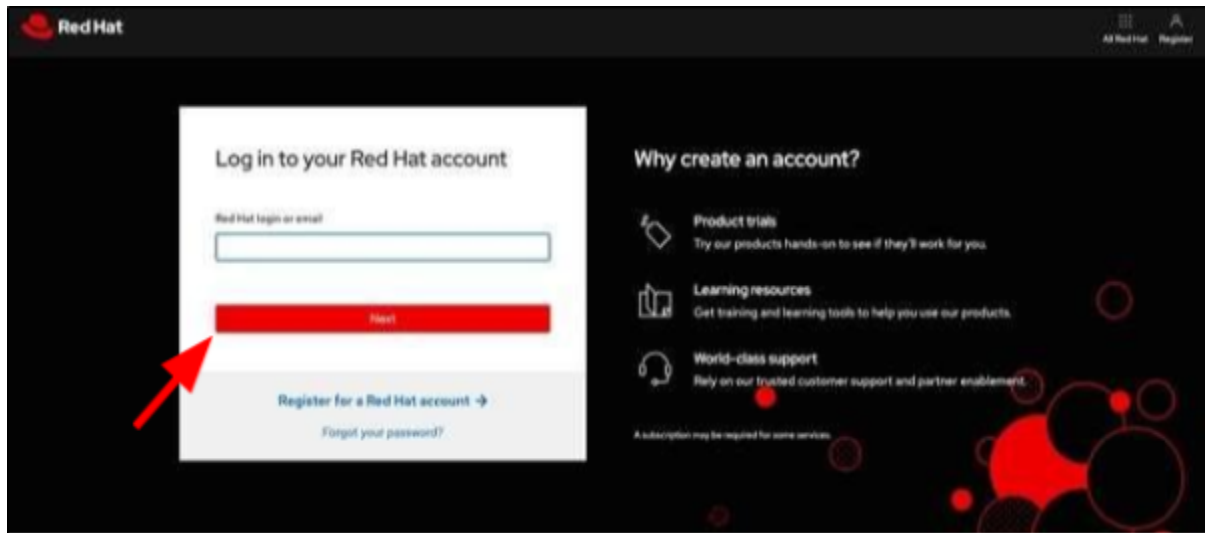


Step 3: Log into your **Red Hat account** or [create a Red Hat account](#) and you will be redirected to the application workflow.



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](#).

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 *

Red Hat

User

Email address *

Phone number *

redhatuser@rh.com

+1 555 555 5555

!

Please enter a valid phone number

Job role *

Product Manager

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 *

Onboarding Cloud Companies

Country/Region *

United States

Address line 1 *

100 E Davis St

Address line 2

Postal code *

City *

27601

RALEIGH

State/Province *

County *

North Carolina

WAKE

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.

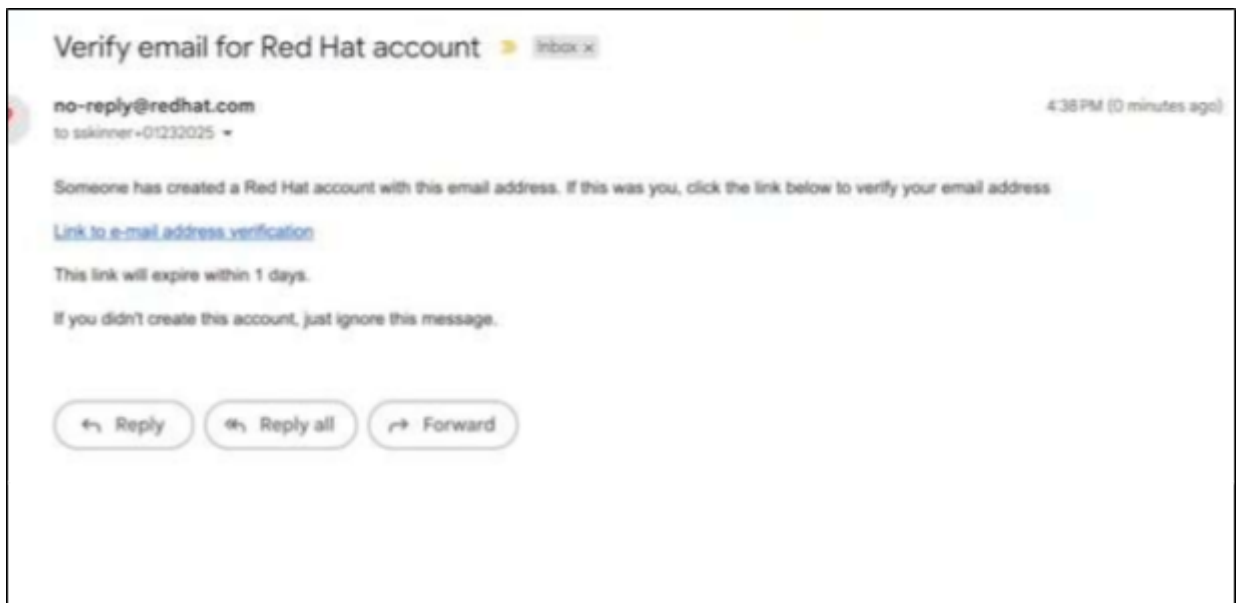
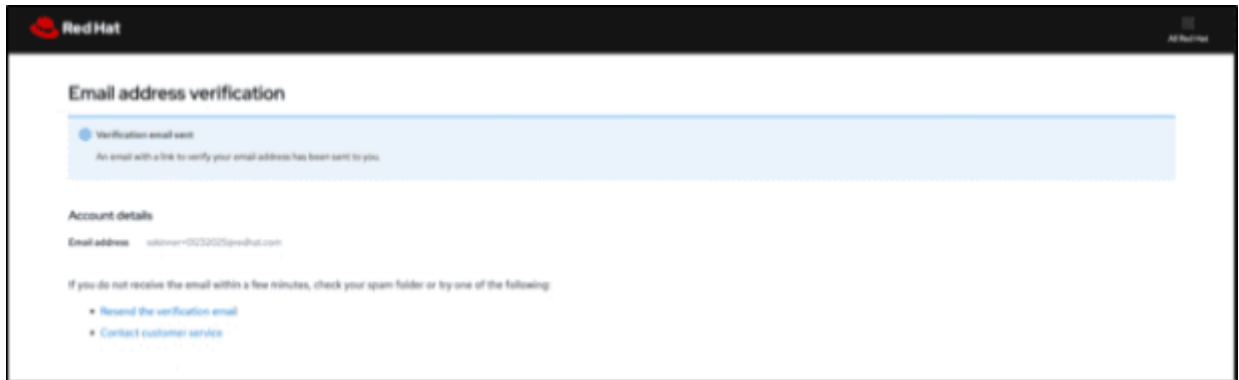
You can stop receiving marketing emails by clicking the unsubscribe link in each email or withdraw your consent at any time in the [preference center](#). See [privacy statement](#) for details.

Create my account

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 enrollment application screen to continue your partner application workflow.





Reseller Enrollment Process

Step 1: Select your **Authorized Country** and **Language Preferences** for viewing the full enrollment 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' form in the Red Hat Partner Connect portal. The progress bar at the top indicates the current step is 'Partner Preferences'. Below the progress bar, there are 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 **RHPP Resell module**, then click **Next**.

The screenshot shows the 'Apply to become a Red Hat partner' form in the Red Hat Partner Connect portal. The progress bar at the top indicates the current step is 'Program Selection'. Below the progress bar, there is a heading 'Please select the Red Hat Partner Program (RHPP) module or other program you wish to apply:' followed by a list of five radio button options: 'RHPP Resell module', 'RHPP Sell With module', 'RHPP Build module', 'Certified Cloud & Service Provider (CCSP)', and 'Embedded'. A 'Previous' button and a red 'Next' button are located at the bottom right of the form.

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

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

The screenshot shows the 'Apply to become a Red Hat partner' form in the Red Hat Partner Connect portal. The progress bar at the top indicates the current step is 'Detailed Company Information'. Below the progress bar, there is a heading 'Please provide the details for your company:' followed by a form with two columns of fields. The left column contains: 'Website', 'Aligned Distributor', 'Company Description', 'Number of Employees', and 'Target Market Size'. The right column contains: 'Application Types', 'Distributor Referral Code', 'Additional Partnerships', 'Red Hat Point of Contact', and 'Total Annual Revenue'. A 'Previous' button and a red 'Next' button 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 'Apply to become a Red Hat partner' progress bar with steps: Partner Code of Conduct (active), Integrity Training, Qualification, Agreements, Preview Application, and Finish. The 'Red Hat Partner Code of Conduct' section states: '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, there 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.' (selected) and 'I do not agree to these terms & conditions.' At the bottom right are 'Previous' and 'Next' buttons.

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

The screenshot shows the 'Apply to become a Red Hat partner' progress bar with steps: Integrity Training (active), Qualification, Agreements, Preview Application, and Finish. The 'Integrity Training' section states: '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.' Below this, there are three radio button options: '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.' (selected), '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.', and 'I do not acknowledge and affirm to this.' At the bottom right are 'Previous' and 'Next' buttons.

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

The screenshot shows the 'Apply to become a Red Hat partner' progress bar with steps: Agreements (active), Preview Application, and Finish. The 'Agreements' section states: '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.' Below this, there are two sections: 'Red Hat Partner Reseller Agreement' with radio buttons for 'I agree to these terms & conditions described in Red Hat Partner Reseller Agreement' (selected) and 'I do not agree to these terms & conditions'; and 'Red Hat Partner Reseller Program Guide' with radio buttons for 'I agree to abide to the terms & conditions described in Red Hat Partner Reseller Program Guide' (selected) and '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 are 'Previous' and 'Next' buttons.



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

The screenshot shows the "Red Hat Partner Connect" portal. At the top, there's a navigation bar with the Red Hat logo and "Partner Connect" on the left, and "Portal Home" on the right. Below the navigation bar, the main heading is "Apply to become a Red Hat partner". A progress bar with 10 steps is shown, with the 10th step, "Preview Application", highlighted in blue. Below the progress bar, the text "Please review your application" is displayed. Underneath, there's a section titled "Partner Details" with a dropdown arrow. This section is divided into two columns. The left column is titled "Contact Information" and contains fields for "Contact Name" and "Contact Email". The right column is titled "Additional Company Information" and contains fields for "Total Annual Revenue", "Target Market Size", "Application Types", "Distributor Referral Code", and "Additional Partnerships". Below these fields, there's a section titled "Company Information" with fields for "Company Name" and "Company Address". At the bottom of the form, there's a line of text: "You acknowledge that you have read and accepted the Red Hat code of conduct, terms of services agreement and program appendices." In the bottom right corner, there are two buttons: "Previous" and "Submit".

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

The screenshot shows the "Red Hat Partner Connect" portal. At the top, there's a navigation bar with the Red Hat logo and "Partner Connect" on the left, and "Portal Home" on the right. Below the navigation bar, the main heading is "Apply to become a Red Hat partner". A progress bar with 10 steps is shown, with all steps highlighted in green. Below the progress bar, the text "Thank you for your application Red Hat Partner Program." is displayed. Underneath, there's a line of text: "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." In the bottom center, there's a red button labeled "Return to home page".



Certified Cloud and Service Providers (CCSP) Enrollment Process

Step 1: Select your **Authorized Country** and **Language Preferences** for viewing the full enrollment 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 progress bar at the top indicates the current step is 'Partner Preferences'. Below the progress bar, there are 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 progress bar at the top indicates the current step is 'Program Selection'. Below the progress bar, there is a section titled 'Please select the Red Hat Partner Program (RHPP) module or other program you wish to apply:'. There are five radio button options: 'RHPP Resell module', 'RHPP Sell With module', 'RHPP Build module', 'Certified Cloud & Service Provider (CCSP)', and 'Embedded'. The 'Certified Cloud & Service Provider (CCSP)' option is selected. At the bottom right, there are 'Previous' and 'Next' buttons.

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

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

The screenshot shows the 'Apply to become a Red Hat partner' page in the Red Hat Partner Connect portal. The progress bar at the top indicates the current step is 'Detailed Company Information'. Below the progress bar, there is a section titled 'Detailed Company Information' with the instruction 'Please provide the details for your company.' There are several input fields: 'Website' (with 'www.newred.com' entered), 'Company Description', 'Number of Employees' (with '--None--' selected), 'Target Market Size' (with '--None--' selected), 'Application Type' (with '--None--' selected), 'Distributor Referral Code', 'Additional Partnerships' (with '--None--' selected), 'Red Hat Point of Contact', and 'Total Annual Revenue' (with '--None--' selected). At the bottom right, there are 'Previous' and 'Next' buttons.



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

The screenshot shows the 'Apply to become a Red Hat partner' progress bar with steps: Partner Code of Con., Integrity Training, Qualification, Agreements, Preview Application, and Finish. The 'Partner Code of Con.' step is highlighted. Below the progress bar, the text reads: '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.' There 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.' (selected) and 'I do not agree to these terms & conditions.' At the bottom right are 'Previous' and 'Next' buttons.

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

The screenshot shows the 'Apply to become a Red Hat partner' progress bar with steps: Partner Code of Con., Integrity Training, Qualification, Agreements, Preview Application, and Finish. The 'Integrity Training' step is highlighted. Below the progress bar, the text reads: '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.' There are three radio button options: '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.' (selected), '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.', and 'I do not acknowledge and affirm to this.' At the bottom right are 'Previous' and 'Next' buttons.

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.

The screenshot shows the 'Apply to become a Red Hat partner' progress bar with steps: Partner Code of Con., Integrity Training, Qualification, Agreements, Preview Application, and Finish. The 'Qualification' step is highlighted. Below the progress bar, the text reads: 'Please fill out the following information for CCSP program qualification:'. There are several questions with radio button or dropdown options: 'How would you rate your technical knowledge of Red Hat products?' (options: 1 - Not very knowledgeable, 2 - Somewhat knowledgeable, 3 - Knowledgeable, 4 - Very knowledgeable, 5 - Expert), 'Do you already work with one of the following partners?' (dropdown menu), 'What type of services will you be providing?' (options: 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 stacks 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?' (options: Yes, No, Other), 'What does your Go-To-Market strategy look like?' (text input field), and 'Do you have an ecosystem of partners that resell your service?' (options: Yes, No). At the bottom right are 'Previous' and 'Next' buttons.



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

The screenshot shows the 'Agreements' step in the Red Hat Partner Connect application process. At the top, a progress bar has 8 green checkmarks, with the 8th step, 'Agreements', highlighted in blue. Below the progress bar, the title 'Apply to become a Red Hat partner' is followed by the 'Agreements' section. A note states: '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 agreements, each with a radio button for 'I agree' and a link for '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 small 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 'Preview Application' step in the Red Hat Partner Connect application process. The progress bar at the top has 8 green checkmarks, with the 8th step, 'Preview Application', highlighted in blue. Below the progress bar, the title 'Apply to become a Red Hat partner' is followed by the 'Preview Application' section. A note states: 'Please review your application'. There are two main sections: 'Partner Details' and 'Qualification Information'. The 'Partner Details' section is expanded, showing 'Contact Information' and 'Additional Company Information'. The 'Contact Information' section includes fields for 'Contact Name' (Santana Moss), 'Contact Email' (kgreen@032125@redhat.com.invalid), and 'Company Name' (Commander Cloud Services). The 'Additional Company Information' section includes fields for 'Total Annual Revenue' (<\$1 million), 'Target Market Size' (Small), 'Application Types' (Enterprise Resource Planning), and 'Distributor Referral Code'. The 'Qualification Information' section includes a question 'How would you rate your technical knowledge of Red Hat products?' (3 - Knowledgeable), a question 'What type of services will you be providing?' (Managing/operating shared infrastructure for customer owned products and/or applications), a question 'Do you have consumption/metering in place?' (Yes), and a question 'What does your Go-To-Market strategy look like?' (propiwuhcoisheawid).

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

The screenshot shows the confirmation page in the Red Hat Partner Connect application process. At the top, a progress bar has 8 green checkmarks. Below the progress bar, the title 'Apply to become a Red Hat partner' is followed by a confirmation message: '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.' At the bottom, there is a 'Return to home page' button.



Embedded Solutions Enrollment Process

Step 1: Select your **Authorized Country** and **Language Preferences** for viewing the full enrollment 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 I. Partner Code of Con... Integrity Training Qualification Agreements Preview Application Finish

* Authorized Country
United States

* Language Preferences
English

Next

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

Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

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

Please select the Red Hat Partner Program (RHPP) module or other program you wish to apply:

- ☐ RHPP Resell module: For companies that sell and transact the sale of Red Hat offers directly to end customers.
- ☐ RHPP Sell With module: For companies engaged in joint solution selling with Red Hat but do not transact the sale.
- ☐ RHPP Build module: For companies who validate or certify their hardware or software products on Red Hat technologies and bring those offers to market as part of joint solutions with Red Hat offers.
- ☐ Certified Cloud & Service Provider (CCSP): For the inclusion of Red Hat CCSP offers as part of a partner's cloud, hosting or managed services business and offers.
- ☒ Embedded: For the packaging of Red Hat products into a partner's single-purpose hardware appliances or turnkey software.

Previous 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

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

Detailed Company Information

Please provide the details for your company.

* Website
www.newred.com

Company Description

Number of Employees
--None--

Target Market Size
--None--

Application Types
--None--

Distributor Referral Code

Additional Partnerships
--None--

Red Hat Point of Contact

Total Annual Revenue
--None--

Previous Next



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

The screenshot shows the 'Apply to become a Red Hat partner' progress bar with steps: Partner Code of Conduct (active), Integrity Training, Qualification, Agreements, Preview Application, and Finish. The 'Red Hat Partner Code of Conduct' section states: '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, there are three 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.
• I do not agree to these terms & conditions.
At the bottom right are 'Previous' and 'Next' buttons.

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

The screenshot shows the 'Apply to become a Red Hat partner' progress bar with steps: Integrity Training (active), Qualification, Agreements, Preview Application, and Finish. The 'Integrity Training' section states: '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.' Below this, there are three radio button options:
• 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.
At the bottom right are 'Previous' and 'Next' buttons.

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

The screenshot shows the 'Apply to become a Red Hat partner' progress bar with steps: Qualification (active), Agreements, Preview Application, and Finish. The 'Please fill out the following information for Embedded Partner program qualification:' section contains three questions:
1. Does your use case include Embedding and distributing a packaged solution or hosting an application in a cloud environment?
• Yes
• No
2. Will you provide Tier 1 and Tier 2 support for the entire application stack, including the Red Hat solution?
• Yes
• No
3. What is the name of the application you are integrating with Red Hat software and can you supply a link to the webpage?
Below the questions is a large text input field. At the bottom right are 'Previous' and 'Next' buttons.



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

The screenshot shows the 'Agreements' step in the Red Hat Partner Connect application process. At the top, a progress bar indicates the current step. Below the progress bar, the heading 'Agreements' is followed by a paragraph of terms and conditions. Two radio buttons are present: 'I agree to these terms & conditions described in Red Hat Partner Embedded Agreement' (which is 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 'Preview Application' step. The progress bar is updated. The heading 'Please review your application' is followed by a section titled 'Partner Details'. This section is divided into 'Contact Information' and 'Additional Company Information'. The 'Contact Information' section includes fields for 'Contact Name' (Ty Reseller), 'Contact Email' (okinner@ty10172024@redhat.com.invalid), and 'Company Information' (Company Name: Ty's Treats and Tech, Company Address: RALEIGH, NC 27612, United States). The 'Additional Company Information' section includes fields for 'Total Annual Revenue', 'Target Market Size', 'Application Types', 'Distributor Referral Code', and 'Additional Partnerships'. Below this, there is a 'Qualification Information' section with 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). A disclaimer at the bottom states: 'You acknowledge that you have read and accepted the Red Hat code of conduct, terms of services agreement and program appendices.' At the bottom right, there are '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 Enrollment application.

The screenshot shows the confirmation page after submitting the application. The progress bar is fully completed. The heading 'Apply to become a Red Hat partner' is followed by a large green bar. Below the bar, the text reads: '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.' At the bottom center, there is a red button labeled 'Return to home page'.



Build Enrollment Process

Step 1: Select your **Authorized Country** and **Language Preferences** for viewing the full enrollment 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. The progress bar at the top indicates the current step is 'Partner Preferences'. Below the progress bar, there are 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 **RHPP Build module**, then click **Next**.

The screenshot shows the 'Apply to become a Red Hat partner' page. The progress bar at the top indicates the current step is 'Program Selection'. Below the progress bar, there is a heading 'Please select the Red Hat Partner Program (RHPP) module or other program you wish to apply:' followed by a list of radio button options: 'RHPP Resell module', 'RHPP Sell With module', 'RHPP Build module', 'Certified Cloud & Service Provider (CCSP)', and 'Embedded'. A red 'Next' button is located at the bottom right of the form.

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

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

The screenshot shows the 'Apply to become a Red Hat partner' page. The progress bar at the top indicates the current step is 'Detailed Company Information'. Below the progress bar, there is a heading 'Detailed Company Information' followed by the instruction 'Please provide the details for your company.' The form contains several input fields: 'Website' (required), 'Company Description', 'Number of Employees' (dropdown), 'Target Market Size' (dropdown), 'Application Types' (dropdown), 'Distributor Referral Code', 'Additional Partnerships' (dropdown), 'Red Hat Point of Contact', and 'Total Annual Revenue' (dropdown). A red 'Next' button is located at the bottom right of the form.



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

Apply to become a Red Hat partner

✓ ✓ ✓ **Partner Code of Con...** 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

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

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

Apply to become a Red Hat partner

✓ ✓ ✓ ✓ **Integrity Training** 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 do not acknowledge and affirm to this.

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

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

Apply to become a Red Hat partner

Please indicate the type of offerings in your company's portfolio (select all that apply):

- ☐ Software products
- ☐ Hardware systems or components
- ☐ Services (System integration, managed services, cloud hosting, AI, etc.)
- ☐ Other

Have you already, or do you plan to enroll in any additional modules?

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

Apply to become a Red Hat partner

✓ ✓ ✓ ✓ ✓ ✓ **Agreements** Preview Applic... 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 Build Agreement**

☒ I agree to these terms & conditions described in [Red Hat Partner Build Agreement](#)

☐ I do not agree to these terms & conditions

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

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

Apply to become a Red Hat partner

✓ ✓ ✓ ✓ ✓ ✓ ✓ **Preview Application** Finish

Please review your application

✓ Partner Details

[Contact Information](#) [Additional Company Information](#)



Sell With Enrollment Process

Step 1: Select your **Authorized Country** and **Language Preferences** for viewing the full enrollment 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 **RHPP Sell With** module, 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 Red Hat Partner Program (RHPP) module or other program you wish to apply:

- ☐ RHPP Resell module: For companies that sell and transact the sale of Red Hat offers directly to end customers.
- ☒ RHPP Sell With module: For companies engaged in joint solution selling with Red Hat but do not transact the sale.
- ☐ RHPP Build module: For companies who validate or certify their hardware or software products on Red Hat technologies and bring those offers to market as part of joint solutions with Red Hat offers.
- ☐ Certified Cloud & Service Provider (CCSP): For the inclusion of Red Hat CCSP offers as part of a partner's cloud, hosting or managed services business and offers.
- ☐ Embedded: For the packaging of Red Hat products into a partner's single-purpose hardware appliances or turnkey software.

Previous Next

Step 3: Select the **'Sell With'** program you wish to apply for, 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 sell with program you wish to apply:

- ☐ Sell With for Independent Software Vendors (ISV): Choose this if your company develops and sells its own software product(s). As an ISV partner, you will sell your technology alongside ours to provide a joint solution to customers.
- ☒ Sell With for Systems Integrators (SI): Choose this if your company provides professional services. As an SI partner, you will sell your consulting, implementation, or other services to customers using our platforms.
- ☐ Sell With: Choose this if your business model is not primarily an ISV or SI and your partnership model is to sell alongside Red Hat. Please briefly describe your business and how you would like to partner with us.

Previous Next



Step 4: Populate the **'Detailed Company information'** section, then click **Next**.

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

Apply to become a Red Hat partner

✓ ✓ **Detailed Company I...** 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

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

Step 5: Attest to the Partner Code of Conduct, then click **Next**.

Apply to become a Red Hat partner

✓ ✓ ✓ **Partner Code of Con...** 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 6: Confirm the Integrity Training, then click **Next**.

Apply to become a Red Hat partner

✓ ✓ ✓ ✓ **Integrity Training** 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.

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Step 7: Fill out the Sell With qualification questionnaire, then click **Next**.

Apply to become a Red Hat partner

Progress bar: 1-6 (green), 7 (blue, Qualification), 8 (grey, Agreements), 9 (grey, Preview Application), 10 (grey, Finish)

Please fill out the following information for Sell With program qualification:

Please provide the name(s) of the application, product, or solution you are integrating with Red Hat software.

Please describe the primary services you will be providing to your customers.

Do you have an ecosystem of partners (e.g., resellers, distributors, integrators)?

Please outline your go-to-market strategy. We are particularly interested in understanding:

Your primary sales channels (e.g., direct sales, channel partners, online):

Your target customer profile (e.g., industry, company size):

Your key geographic markets:

Have you already, or do you plan to enroll in any additional Red Hat partner program modules?

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Step 8: Agree to the terms and conditions & program guidelines, then click **Next**.

Apply to become a Red Hat partner

Progress bar: 1-7 (green), 8 (blue, Agreements), 9 (grey, Preview Application), 10 (grey, 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 Sell With Agreement

☒ I agree to these terms & conditions described in [Red Hat Partner Sell With Agreement](#)

☐ I do not agree to these terms & conditions

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

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Step 9: Preview your application, then click the **Submit** button

Apply to become a Red Hat partner

Progress bar: 1-8 (green), 9 (blue, Preview Application), 10 (grey, Finish)

Please review your application

▼ Partner Details

[Contact Information](#) [Additional Company Information](#)

Step 10: Ensure your application was successfully submitted.

Apply to become a Red Hat partner

Progress bar: 1-10 (all green)

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.

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