

Partner Enrollment Guide

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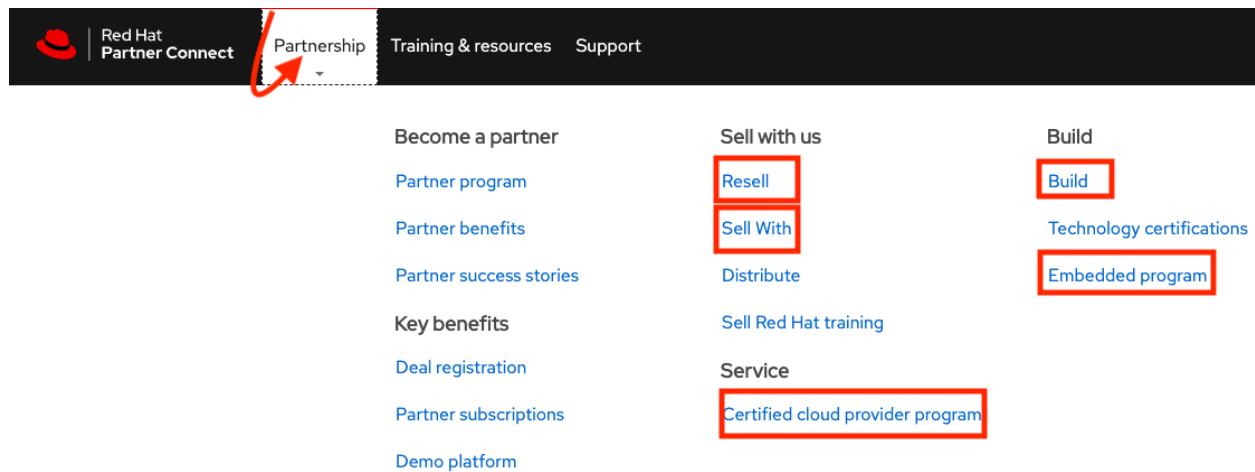
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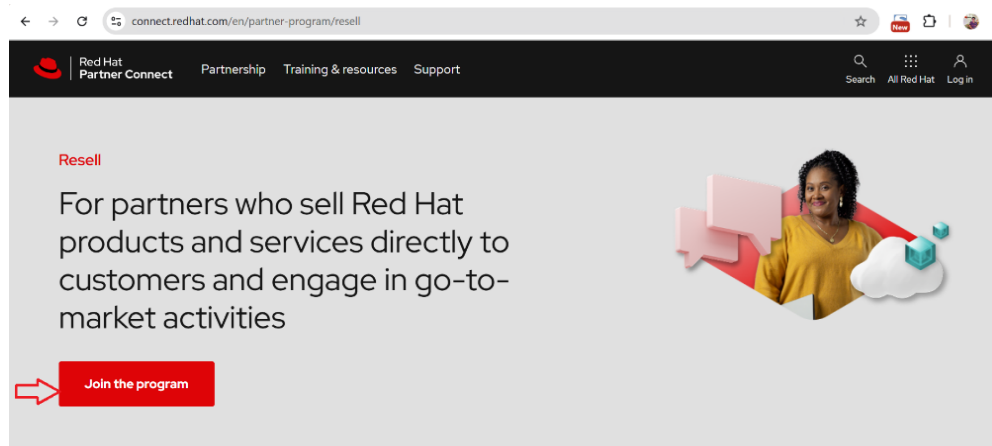


Navigating to the Enrollment Application

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



Step 2: Once Partnership has been selected, you will be prompted to click the **Join the Program** button.



Step 3: Log into your **Red Hat account** and you will be redirected to the application workflow. If you do not have a login, select [Register for a Red Hat account](#).



Register for a Red Hat account

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

Log in to your Red Hat account

Red Hat login

Next

[Register for a Red Hat account →](#)
[Forgot your password?](#)
[Forgot your login?](#)

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

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
- Cannot contain the word(s) "redhat" or "password" or non-English characters
- Must include at least one of each of the following: lowercase letters, uppercase letters, numbers, symbols

Confirm password *

👁



Step 3: Fill in the **Personal information** fields.

Personal information

First name *

Last name *

Email address *

Phone number *

1888 733 4281

Department *

Job role *

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

Contact information

Company name *

Country/Region *

Choose your country

Address line 1

Address line 2

Postal code

City

State/Province

County

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

☐ Notify me about products, services, and events.

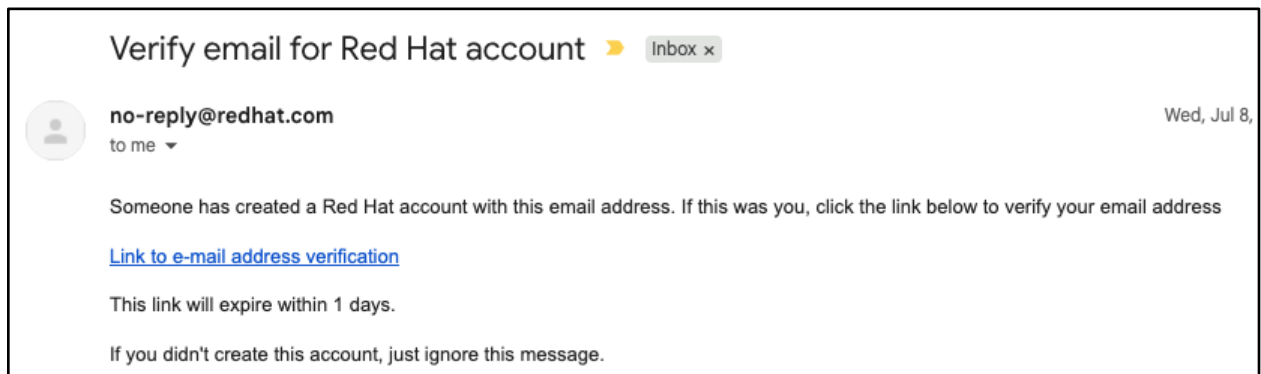
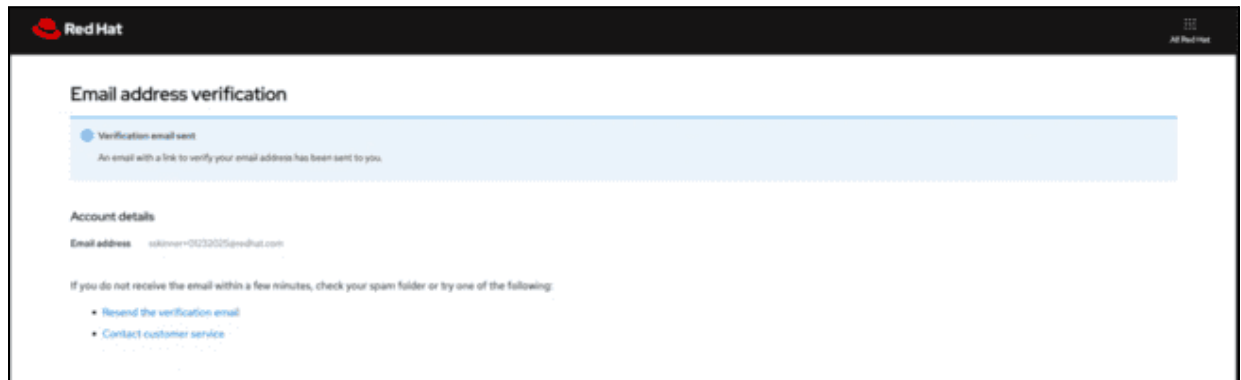
You can stop receiving marketing emails by clicking the unsubscribe link in each email or withdraw your consent at any time in the [preference center](#). See [privacy statement](#) for details.

Create my account

[Back to login page](#)



Step 5: You will receive a verification email from no-reply@redhat.com. 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**, **Language Preferences** and **Program Selection**, then click **Next**.

Partner Preferences

Detailed Company Informati...

Partner Code of Conduct

Integrity Training

Agreements

Preview Application

Finish

Partner Preferences

* Authorized Country

United States

* Language Preferences

English

Program Selection

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.

☐ RHPP Cloud module: 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.

Next

Step 2: Select an **Aligned Distributor**, then click **Next**.

You may select two different distributors, or the same distributor for both sectors if that distributor is authorized for both.

Aligned Distributor

Detailed Company Infor...

Partner Code of Conduct

Integrity Training

Agreements

Preview Application

Finish

Aligned Distributor

U.S. resellers select a distributor separately for each type of business:

Public Sector: Select one distributor authorized for Public Sector transactions.

Non-Public Sector (Commercial & Enterprise): Select one distributor authorized for Non-Public Sector transactions.

You may select two different distributors, or the same distributor for both sectors if that distributor is authorized for both.

If you do not transact in one of these sectors, you do not need to select a distributor for that sector. Instead, select "I do not transact in this sector" from the drop-down menu.

Public Sector includes government, education, and other public institutions.

Non-Public Sector includes Commercial, Enterprise, and other private-sector customers.

* Public Sector Aligned Distributor

Select an Option

* Non-Public Sector Aligned Distributor

Select an Option

Back

Next



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

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

Detailed Company Information

Please provide the details for your company.

* Website

Company Description

Number of Employees

Select an Option

Target Market Size

Select an Option

Application Types

Select an Option

Distributor Referral Code

Additional Partnerships

Select an Option

Red Hat Point of Contact

Total Annual Revenue

Select an Option

Back

Next

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

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

Back

Next

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

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.

Back

Next



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

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.

[Back](#) [Next](#)

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

Apply to become a Red Hat partner

Please review your application

Partner Details

Contact Information	Additional Company Information
Contact Name	Total Annual Revenue
Contact Email	Target Market Size
	Application Types
Company Information	Distributor Referral Code
Company Name	Additional Partnerships
Company Address	

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 Enrollment application.

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 setting.
You will be informed of the decision once the process is complete.

[Return to home page](#)



Cloud Enrollment Process

Step 1: Select your **Authorized Country**, **Language Preferences** and **Program Selection** then click **Next**.

The screenshot shows the 'Partner Preferences' step of the enrollment process. At the top is a progress bar with steps: Partner Preferences (active), Detailed Company Information, Partner Code of Conduct, Integrity Training, Agreements, Preview Application, and Finish. The main content area is titled 'Partner Preferences' and contains two dropdown menus: 'Authorized Country' (set to 'United States') and 'Language Preferences' (set to 'English'). Below these is the 'Program Selection' section, which asks the user to select a Red Hat Partner Program (RHPP) module. It lists five options: RHPP Resell module, RHPP Sell With module, RHPP Build module, RHPP Cloud module (selected with a blue radio button), and Embedded. A red 'Next' button is at the bottom left.

Step 2: 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 'Qualification' step of the enrollment process. The progress bar at the top highlights 'Qualification' in blue. The main content area is titled 'Please fill out the following information for CCSP program qualification:'. It contains five questions: 1. 'How would you rate your technical knowledge of Red Hat products?' with a 5-point radio button scale. 2. 'What type of services will you be providing?' with five checkboxes for different service models. 3. 'Do you have consumption/metering in place?' with three radio button options: Yes, No, and Other. 4. 'What does your Go-To-Market strategy look like?' with a text input field and a character limit of 32768. 5. 'Do you have an ecosystem of partners that resell your service?' with two radio button options: Yes and No. At the bottom are 'Back' and 'Next' buttons.



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

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

Detailed Company Information

Please provide the details for your company.

Website

Company Description

Number of Employees

Select an Option

Target Market Size

Select an Option

Application Types

Select an Option

Distributor Referral Code

Additional Partnerships

Select an Option

Red Hat Point of Contact

Total Annual Revenue

Select an Option

Back

Next

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

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

Back

Next

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

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.

Back

Next



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

Apply to become a Red Hat partner

Progress bar: 1-6 (checked), 7 (Agreements), 8 (Preview Application), 9 (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 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
- * Red Hat Partner Program Guide**
 - ☐ I agree to abide to the terms & conditions described in [Red Hat Partner 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

Progress bar: 1-7 (checked), 8 (Preview Application), 9 (Finish)

Please review your application

Partner Details

Contact Information	Additional Company Information
Contact Name Santana Moss	Total Annual Revenue < \$1 million
Contact Email kgreyn+032125@redhat.com.invalid	Target Market Size Small
	Application Types Enterprise Resource Planning
	Distributor Referral Code
	Additional Partnerships

Company Information

Company Name
Commander Cloud Services

Company Address
4566 Route 3 - Crain Hwy
POINTER RIDGE
MD
20716
United States

Qualification Information

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

Please provide additional details
jrlajolw@toichwalot

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

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.

Red Hat Partner Connect [Portal Home](#)

Apply to become a Red Hat partner

Progress bar: 1-9 (all checked)

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 setting.
You will be informed of the decision once the process is complete.

[Return to home page](#)



Embedded Solutions Enrollment Process

Step 1: Select your **Authorized Country**, **Language Preferences** and **Program Selection** then click **Next**.

Partner Preferences

Detailed Company Informati...

Partner Code of Conduct

Integrity Training

Agreements

Preview Application

Finish

Partner Preferences

* Authorized Country

United States

* Language Preferences

English

Program Selection

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.

☐ RHPP Cloud module: 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.

Next

Step 2: Fill out the **Embedded qualification** questionnaire, then click **Next**.

Qualification

Detailed Company Infor...

Partner Code of Conduct

Integrity Training

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?

Back

Next



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

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

Detailed Company Information

Please provide the details for your company.

* Website

Company Description

Number of Employees

Select an Option

Target Market Size

Select an Option

Application Types

Select an Option

Distributor Referral Code

Additional Partnerships

Select an Option

Red Hat Point of Contact

Total Annual Revenue

Select an Option

Back

Next

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

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

Back

Next

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

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.

Back

Next



Step 6: 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 that steps 1 through 6 are completed (green), and step 7, 'Agreements', is the current step (blue). The page title is 'Apply to become a Red Hat partner'. Below the progress bar, the section is titled 'Agreements'. It contains a paragraph: '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 is a section titled '* Red Hat Partner Embedded Agreement' with two radio button options: '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 7: **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 shows steps 1 through 7 completed (green), and step 8, 'Preview Application', is the current step (blue). The page title is 'Apply to become a Red Hat partner'. Below the progress bar, the section is titled 'Please review your application'. There are two main sections: 'Partner Details' and 'Qualification Information'. The 'Partner Details' section is expanded, showing 'Contact Information' and 'Company Information'. 'Contact Information' includes 'Contact Name' (Ty Reseller) and 'Contact Email' (sskinner+ty10172024@redhat.com.invalid). 'Company Information' includes 'Company Name' (Ty's Treats and Tech) and 'Company Address' (RALEIGH, NC, 27612, United States). To the right, 'Additional Company Information' includes 'Total Annual Revenue', 'Target Market Size', 'Application Types', 'Distributor Referral Code', and 'Additional Partnerships'. The 'Qualification Information' section is also expanded, showing questions about use case, support, and application name. At the bottom right, there are 'Previous' and 'Submit' buttons.

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 confirmation page after submitting the application. The progress bar at the top shows all steps from 1 to 8 completed (green). The page title is 'Apply to become a Red Hat partner'. The main content area has a heading 'Thank you for your application Red Hat Partner Program.' followed by two lines of text: 'Your application will be reviewed and you will be notified via email with the next steps of partner vetting.' and '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**, **Language Preferences** and **Program Selection** then click **Next**.

Partner Preferences

Detailed Company Informati...

Partner Code of Conduct

Integrity Training

Agreements

Preview Application

Finish

Partner Preferences

* Authorized Country

United States

* Language Preferences

English

Program Selection

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.

☐ RHPP Cloud module: 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.

Next

Step 2: Fill out the **Build qualification** questionnaire, then click **Next**.

Qualification

Detailed Company Infor...

Partner Code of Conduct

Integrity Training

Agreements

Preview Application

Finish

Please fill out the following information for Build program qualification:

* 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?

Back

Next



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

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

Detailed Company Information

Please provide the details for your company.

Website

Company Description

Number of Employees

Select an Option

Target Market Size

Select an Option

Application Types

Select an Option

Distributor Referral Code

Additional Partnerships

Select an Option

Red Hat Point of Contact

Total Annual Revenue

Select an Option

Back

Next

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

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

Back

Next

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

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.

Back

Next



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

Apply to become a Red Hat partner

Progress bar: 7 steps completed, 8th step (Agreements) active, 9th step (Preview Application) disabled, 10th step (Finish) disabled.

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.

Previous Next

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

Apply to become a Red Hat partner

Progress bar: 8 steps completed, 9th step (Preview Application) active, 10th step (Finish) disabled.

Please review your application

Partner Details

Contact Information Additional Company Information

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.

Red Hat Partner Connect Portal Home

Apply to become a Red Hat partner

Progress bar: 10 steps completed.

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



Sell With Enrollment Process

Step 1: Select your **Authorized Country**, **Language Preferences**, **Program Selection** and **Sell with Program** then click **Next**.

Partner Preferences

Detailed Company Informati...

Partner Code of Conduct

Integrity Training

Agreements

Preview Application

Finish

Partner Preferences

* Authorized Country

United States

* Language Preferences

English

Program Selection

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.☐☐

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.

Next

Step 2: Fill out the **Sell With qualification** questionnaire, then click **Next**.

Qualification

Detailed Company Infor...

Partner Code of Conduct

Integrity Training

Agreements

Preview Application

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?

Back

Next

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



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

Detailed Company Information

Partner Code of Conduct

Integrity Training

Agreements

Preview Application

Finish

Detailed Company Information

Please provide the details for your company.

* Website

Company Description

Number of Employees

Target Market Size

Application Types

Distributor Referral Code

Additional Partnerships

Red Hat Point of Contact

Total Annual Revenue

Back Next

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

Partner Code of Conduct

Integrity Training

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

Back Next

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

Integrity Training

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 6: Agree to the **terms and conditions** then click **Next**.

Apply to become a Red Hat partner

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

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

Apply to become a Red Hat partner

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

Please review your application

▼ Partner Details

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

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.

Apply to become a Red Hat partner

Progress bar: 1-9 (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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