ENABLING PARTNERS TO SUCCEED

As customers use Red Hat technologies to help solve increasingly complex business issues, Red Hat recognizes that you need to provide reliable guidance and technical information to assist customers in making sound technology decisions. To make sure you have skills, resources, and knowledge about Red Hat solutions, we offer the Red Hat Online Partner Enablement Network (OPEN) program.

As part of the Red Hat OPEN program, you have access to a robust library of role-based, online training courses at any time, from anywhere. The self-paced training courses and labs enable you to gain the expertise and skills needed to sell and deliver Red Hat solutions.

HOW TO USE THIS COURSE CATALOG

This course catalog is divided into material courses for three specialization areas: Middleware Solutions, Datacenter Infrastructure, and Cloud Infrastructure. Within each of these areas, there are three accredited roles: sales specialist, sales engineer specialist, and delivery specialist. Choose your role and desired specialization, then review the topics, courses, and assessments required for an accreditation.

Already know what specialization and role you're interested in? Use the quick links page - click on the role or specialization you're interested in, you'll automatically be redirected to those pages.
Click on the images in the diagram below to navigate the course catalog.
WAYS TO LEARN

E-LEARNING (ELT)
Online, self-paced courses

E-LEARNING + LABS (ELAB)
Instructor-assisted courses with labs

VIRTUAL TRAINING (VT)
Instructor-led, real time training in an online environment

IN-PERSON TRAINING (ILT)
Instructor-led, classroom training

TEST SKILLS & KNOWLEDGE

ASSESSMENT
Take our assessments on your time
FOUNDATIONS

Students are required to complete a set of foundations courses before beginning any sales or sales engineer training courses.

These courses are intended as a pre-requisite or introduction to Red Hat OPEN Training and are tailored to the sales and sales engineer roles.
MIDDLEWARE SOLUTIONS

An evolution of our historical Middleware Specialization, targeting both traditional and cloud based development and deployment. This specialization is achieved when a predefined number of employees complete the required training tracks for all three roles: sales, sales engineer, and delivery.

Advanced Business Partners must complete the base track
Premier Business Partners must complete the base track + one (1) additional skills track.
MIDDLEWARE SOLUTIONS
MIDDLEWARE APPLICATION DEVELOPMENT

COURSE: Red Hat JBoss Middleware Sales Overview
ASSESSMENT: Red Hat Sales Specialist - Middleware Application Development
ACCREDITATION: Red Hat Sales Specialist - Middleware Application Development

ELT 1.5 HRS
ELT 0.5 HRS
MIDDLEWARE SOLUTIONS
MIDDLEWARE MIGRATION

- **COURSE:** Red Hat JBoss Middleware Migration for Sales »
- **ASSESSMENT:** Red Hat Sales Specialist - Middleware Migration
- **ACCREDITATION:** Red Hat Sales Specialist - Middleware Migration

Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL
MIDDLEWARE SOLUTIONS
BUSINESS PROCESS AUTOMATION

○ **COURSE:** Business Process Automation Essentials for Salesperson

○ **ASSESSMENT:** Red Hat Sales Specialist - Business Process Automation assessment

○ **ACCREDITATION:** Red Hat Sales Specialist - Business Process Automation

ELT 1 HRS

ELT 15 MINS
COURSE: Red Hat JBoss Fuse for Sales Overview
ASSESSMENT: Red Hat JBoss Fuse for Sales Assessment
COURSE: Red Hat JBoss A-MQ for Sales
ASSESSMENT: Red Hat JBoss A-MQ for Sales Assessment
ACCREDITATION: Red Hat Sales Specialist - Middleware Integration Services
MIDDLEWARE SOLUTIONS
PLATFORM-AS-A-SERVICE (PAAS) DEVELOPMENT

- **COURSE:** Red Hat Sales Specialist - Platform-as-a-Service (PaaS) »
- **ACCREDITATION:** Red Hat Sales Specialist - Platform-as-a-Service

Registration for this course includes the assessment.
MIDDLEWARE SOLUTIONS
MIDDLEWARE APPLICATION DEVELOPMENT

COURSE: Red Hat JBoss Application Products  
ELT 1.5 HRS

COURSE: Red Hat JBoss Integration Products  
ELT 1.5 HRS

ASSESSMENT: Red Hat JBoss Middleware PreSales Assessment  
ELT 0.5 HRS

COURSE: Red Hat JBoss Enterprise Application Platform 6 Pricing and Positioning  
ELT 0.5 HRS

COURSE: Application Development with Red Hat JBoss Enterprise Application Platform 6 «  
ELAB 32.0 HRS

ASSESSMENT: Application Development with Red Hat JBoss EAP 6 Assessment  
ELAB 0.5 HRS

ACCREDITATION: Red Hat Sales Engineer Specialist - Middleware Application Development

« Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL
MIDDLEWARE SOLUTIONS
MIDDLEWARE MIGRATION

- **COURSE:** Middleware Migration for Sales Engineer « ELT 1.0 HRS
- **ASSESSMENT:** Middleware Migration for PreSales Assessment ELT 0.5 HRS
- **COURSE:** Middleware Application Migration to Red Hat JBoss Enterprise Application Platform 6 « ELAB 4.0 HRS
- **ASSESSMENT:** Middleware Application Migration to Red Hat JBoss EAP6 Assessment « ELAB 0.5 HRS
- **COURSE:** Middleware Application Migration using Windup ELAB 4.0 HRS
- **ASSESSMENT:** Middleware Application Migration using Windup Assessment ELAB 0.5 HRS

**ACCREDITATION:** Red Hat Sales Engineer Specialist - Middleware Migration

« Prerequisites or waivers for this course. Download the list  http://bit.ly/1LhuKnL
MIDDLEWARE SOLUTIONS
MIDDLEWARE INTEGRATION SERVICES

- **COURSE:** Red Hat JBoss Fuse for Sales Engineer Overview
  - **ASSESSMENT:** Red Hat JBoss Fuse Assessment
  - **COURSE:** Red Hat JBoss A-MQ for Sales Engineer Overview
  - **ASSESSMENT:** Red Hat JBoss A-MQ Assessment
  - **COURSE:** Camel Development with Red Hat JBoss Fuse
  - **ASSESSMENT:** Camel Development with Red Hat JBoss Fuse Assessment
- **ACCREDITATION:** Red Hat Accredited Delivery Specialist - Middleware Integration Services
MIDDLEWARE SOLUTIONS
BUSINESS PROCESS AUTOMATION

COURSE: Business Process Automation Essentials for Technical Salesperson
ASSESSMENT: Business Process Automation Essentials for Technical Salesperson assessment
COURSE: Business Logic Development with Red Hat JBoss BPM Suite 6
ASSESSMENT: Business Logic Development with Red Hat JBoss BPM Suite 6 Assessment

ACCREDITATION: Red Hat Sales Engineer Specialist - Business Process Automation
# MIDDLEWARE SOLUTIONS
## PLATFORM-AS-A-SERVICE (PAAS) DEVELOPMENT

<table>
<thead>
<tr>
<th>Course</th>
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<td><strong>COURSE:</strong> Enterprise Software Development with Red Hat OpenShift</td>
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<td>16.0 HRS</td>
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<td><strong>ASSESSMENT:</strong> Enterprise Software Development with Red Hat OpenShift Assessment</td>
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<td><strong>ACCREDITATION:</strong> Red Hat Sales Engineer Specialist - Platform-as-a-Service (PaaS) Development</td>
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**MiddleWare Solutions**

**PLATFORm-AS-A-SERVICE (PAAS) DEVELOPMENT**

- **COURSE:** Red Hat Sales Engineer Specialist - PaaS
- **COURSE:** Enterprise Software Development with Red Hat OpenShift
- **ASSESSMENT:** Enterprise Software Development with Red Hat OpenShift Assessment
- **ACCREDITATION:** Red Hat Sales Engineer Specialist - Platform-as-a-Service (PaaS) Development
MIDDLEWARE SOLUTIONS
MIDDLEWARE APPLICATION DEVELOPMENT

- **COURSE:** Application Development with Red Hat JBoss Enterprise Application Platform 6 «
- **ASSESSMENT:** Application Development with Red Hat JBoss Enterprise Application Platform 6 Assessment
- **ACCREDITATION:** Red Hat Delivery Specialist - Middleware Application Development

ELAB 32.0 HRS
ELAB 0.5 HRS

Prerequisites or waivers for this course. [Download the list](http://bit.ly/1LhuKnL)
MIDDLEWARE SOLUTIONS
MIDDLEWARE MIGRATION

- **COURSE:** Application Migration to EAP 6 «
- **ASSESSMENT:** Application Migration to EAP 6 Assessment
- **COURSE:** Application Migration using Windup «
- **ASSESSMENT:** Application Migration using Windup Assessment
- **ACCREDITATION:** Red Hat Delivery Specialist - Middleware Migration

» Prerequisites or waivers for this course. Download the list [here](http://bit.ly/1LhuKnL)
MIDDLEWARE SOLUTIONS
MIDDLEWARE INTEGRATION SERVICES

- **COURSE:** Camel Development with Red Hat JBoss Fuse
- **ASSESSMENT:** Camel Development with Red Hat JBoss Fuse Assessment
- **ACCREDITATION:** Red Hat Delivery Specialist - Middleware Integration Services

<table>
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<tr>
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<td>ELAB</td>
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MIDDLEWARE SOLUTIONS
BUSINESS PROCESS AUTOMATION

COURSE: Business Logic Development with Business Process Management Suite 6

ASSESSMENT: Business Logic Development with Business Process Management Suite 6 Assessment

ACCREDITATION: Red Hat Delivery Specialist - Business Process Automation

ELAB 45.0 HRS

ELAB 0.5 HRS
MIDDLEWARE SOLUTIONS
PLATFORM-AS-A-SERVICE DEVELOPMENT

- **COURSE**: Enterprise Software Development with Red Hat OpenShift
  - **ASSESSMENT**: Enterprise Software Development with Red Hat OpenShift Assessment
  - **ACCREDITATION**: Red Hat Delivery Specialist - Platform-as-a-Service (PaaS) Development

  - ELAB 16.0 HRS
  - ELAB 0.5 HRS
An evolution of our historical Platform Specialization including all of our Platform, Virtualization, and Storage portfolios. This specialization is achieved when a predefined number of employees complete the required training tracks for all three roles: sales, sales engineer, and delivery.

Advanced Business Partners must complete the base track
Premier Business Partners must complete the base track + one (1) additional skills track.
DATACENTER INFRASTRUCTURE
PLATFORM ESSENTIALS

**COURSE:** Red Hat Network Satellite Sales
ELT: 0.25 HRS

**COURSE:** Red Hat Sales Specialist - Platform (2.0)
ELT: 1.5 HRS

**ACCREDITATION:** Red Hat Sales Specialist - Platform

» Registration for this course includes the assessment.
DATACENTER INFRASTRUCTURE
PLATFORM MIGRATION

COURSE: Platform Migration for Salesperson
ASSESSMENT: Red Hat Sales Specialist - Platform Migration
ACCREDITATION: Red Hat Sales Specialist - Platform Migration

ELT  1.0 HRS
ELT  0.5 HRS
## Datacenter Infrastructure

**Virtualization Essentials**

| COURSE: Virtualization Solutions for Salesperson | ELT 1.0 HRS |
| ASSESSMENT: Red Hat Sales Specialist - Virtualization | ELT 0.5 HRS |
| COURSE: Red Hat Enterprise Virtualization 3.1 Positioning and Pricing | ELT 0.5 HRS |
| ACCREDITATION: Red Hat Sales Specialist - Virtualization |
| COURSE: Storage Server Solutions for Salesperson | ELT | 1.0 HRS |
| ASSESSMENT: Red Hat Sales Specialist - Storage | ELT | 0.5 HRS |
| ACCREDITATION: Red Hat Sales Specialist - Storage |
# DATACENTER INFRASTRUCTURE

## PLATFORM ESSENTIALS

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<tr>
<th>COURSE:</th>
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<td>Platform Essentials for Technical Sales Partners »</td>
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</table>

**ACCREDITATION:** Red Hat Sales Engineer Specialist - Platform

» Registration for this course includes the assessment.
« Prerequisites or waivers for this course. [Download the list](http://bit.ly/1LhuKnL)
COURSE: Platform Migration for Presales «
ASSESSMENT: Platform Migration for Presales Assessment
ACCREDITATION: Red Hat Sales Engineer Specialist - Platform Migration

Prerequisites or waivers for this course. [Download the list](http://bit.ly/1LhuKnL)
# DATACENTER INFRASTRUCTURE

## VIRTUALIZATION ESSENTIALS

| COURSE: Red Hat Enterprise Virtualization 3.1 for Presales | ELT | 1.0 HRS |
| ASSESSMENT: Red Hat Enterprise Virtualization 3.1 for Presales Assessment | ELT | 0.5 HRS |
| COURSE: Red Hat Enterprise Virtualization 3.1 Positioning and Pricing | ELT | 0.5 HRS |
| COURSE: Red Hat Enterprise Virtualization FASTRAX | ELAB | 14.0 HRS |
| ASSESSMENT: Red Hat Enterprise Virtualization FASTRAX Assessment | ELAB | 0.5 HRS |
| ACCREDITATION: Red Hat Sales Engineer Specialist - Virtualization |

« Prerequisites or waivers for this course. [Download the list](http://bit.ly/1LhuKnL)
DATACENTER INFRASTRUCTURE
STORAGE ESSENTIALS

- **COURSE:** Storage Server Solutions for Presales «
- **ASSESSMENT:** Storage Server Solutions for Presales Assessment
- **COURSE:** Storage Implementation «
- **ASSESSMENT:** Storage Implementation Assessment
- **ACCREDITATION:** Red Hat Sales Engineer Specialist - Storage

- Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL
DATACENTER INFRASTRUCTURE
PLATFORM ESSENTIALS

- **COURSE:** Red Hat Enterprise Linux 7 Implementation
  - **ASSESSMENT:** Red Hat Enterprise Linux 7 Implementation Assessment
  - **ELAB:** 48.0 HRS
- **COURSE:** Red Hat Enterprise Linux 7 Troubleshooting
  - **ASSESSMENT:** Red Hat Enterprise Linux 7 Troubleshooting Assessment
  - **ELAB:** 16 HRS
- **COURSE:** Red Hat Satellite 6 FASTRAX
  - **ASSESSMENT:** Red Hat Satellite 6 FASTRAX Assessment
  - **ELAB:** 10 HRS
- **COURSE:** Red Hat Satellite 6 Implementation
  - **ASSESSMENT:** Red Hat Satellite 6 Implementation Assessment
  - **ELAB:** 24 HRS
  - **ELAB:** 30 MINS

**ACCREDITATION:** Red Hat Delivery Specialist - Platform

» Registration for this course includes the assessment.
« Prerequisites or waivers for this course. [Download the list](http://bit.ly/1LhuKnL)
### DATACENTER INFRASTRUCTURE
#### VIRTUALIZATION ESSENTIALS

<table>
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**ACCREDITATION:** Red Hat Delivery Specialist - Virtualization

« Prerequisites or waivers for this course. [Download the list](http://bit.ly/1LhuKnL) »
DATA CENTER INFRASTRUCTURE
STORAGE ESSENTIALS

- **COURSE:** Storage Implementation
- **ASSESSMENT:** Storage Implementation Assessment
- **ACCREDITATION:** Red Hat Delivery Specialist - Storage

Prerequisites or waivers for this course. Download the list [here](http://bit.ly/1LhuKnL)
DATACENTER INFRASTRUCTURE
PLATFORM - ADVANCED TRAINING TRACK

**COURSE:** Red Hat Enterprise Linux for SAP HANA  
**ASSESSMENT:** Red Hat Enterprise Linux for SAP HANA Assessment  
**ACCREDITATION:** Red Hat Delivery Specialist - Red Hat Enterprise Linux for SAP HANA
CLOUD INFRASTRUCTURE

A new specialization area featuring our emerging cloud offerings which includes Cloud Management, Infrastructure-as-a-Service (IaaS), Platform-as-a-Service (PaaS). This specialization is achieved when a predefined number of employees complete the required training tracks for all three roles: sales, sales engineer, and delivery.

Any of the tracks listed below qualify as the base skills track for Cloud Infrastructure.

- **BASE**
  - **CLOUD MANAGEMENT**
  - **INFRASTRUCTURE-AS-A-SERVICE (IaaS)**
  - **PLATFORM-AS-A-SERVICE (PAAS)**
CLOUD INFRASTRUCTURE
CLOUD MANAGEMENT

COURSE: Red Hat Sales Specialist - Cloud Management » «
ACCREDITATION: Red Hat Sales Specialist - Cloud Management

Registration for this course includes the assessment.
Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL

ELT 1.5 HRS
CLOUD INFRASTRUCTURE
INFRASTRUCTURE-AS-A-SERVICE (IAAS)

- **COURSE:** Infrastructure-as-a-Service (IaaS) Solution for Salesperson
- **ASSESSMENT:** Red Hat Sales Specialist - IaaS Assessment
- **ACCREDITATION:** Red Hat Sales Specialist - IaaS

Prerequisites or waivers for this course. [Download the list](http://bit.ly/1LhuKnL)
CLOUD INFRASTRUCTURE
PLATFORM-AS-A-SERVICE (PAAS)

COURSE: Red Hat Sales Specialist - Platform-as-a-Service (PaaS) «

ACCREDITATION: Red Hat Sales Specialist - PaaS

Registration for this course includes the assessment.

Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL
CLOUD INFRASTRUCTURE
CLOUD MANAGEMENT

- **COURSE:** Cloud Management Solution for Sales Engineer «
- **COURSE:** Red Hat CloudForms FASTRAX «
- **ASSESSMENT:** Red Hat CloudForms FASTRAX Assessment
- **ACCREDITATION:** Red Hat Sales Engineer Specialist - Cloud Management

Prerequisites or waivers for this course. Download the list [http://bit.ly/1LhuKnL](http://bit.ly/1LhuKnL)
CLOUD INFRASTRUCTURE
PLATFORM-AS-A-SERVICE (PAAS)

- **COURSE:** PaaS Solution for Sales Engineer «
- **COURSE:** Red Hat OpenShift FASTRAX «
- **ASSESSMENT:** Red Hat OpenShift FASTRAX Assessment
- **ACCREDITATION:** Red Hat Sales Engineer Specialist - Platform-as-a-Service (PaaS)

Registration for this course includes the assessment.

Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL
CLOUD INFRASTRUCTURE
INFRASTRUCTURE-AS-A-SERVICE (IAAS)

- **COURSE:** Infrastructure-as-a-Service (IaaS) Solution for Salesperson «
- **ASSESSMENT:** Red Hat Sales Specialist - IaaS Assessment
- **COURSE:** Red Hat OpenStack FASTRAX «
- **ASSESSMENT:** Red Hat OpenStack FASTRAX Assessment

**ACCREDITATION:** Red Hat Sales Engineer Specialist - Infrastructure-as-a-Service (IaaS)

« Prerequisites or waivers for this course. [Download the list](http://bit.ly/1LhuKnL)
COURSE: Red Hat CloudForms FASTRAX «
ASSESSMENT: Red Hat CloudForms FASTRAX Assessment
COURSE: Red Hat CloudForms Implementation «
ASSESSMENT: Red Hat CloudForms Implementation Assessment
ACCREDITATION: Red Hat Delivery Specialist - Cloud Management

ELAB 16.0 HRS
ELAB 0.5 HRS
ELAB 24.0 HRS
ELAB 0.5 HRS

Prerequisites or waivers for this course. Download the list http://bit.ly/LhuKnL
COURSE: Red Hat CloudForms Customization and Automation «
ASSESSMENT: Red Hat CloudForms Customization and Automation Assessment
ACCREDITATION: Red Hat Advanced Delivery Specialist - Cloud Management

ILT 32 HRS
ILT Use Case based

» Only 1 accredited individual per partner required for Advanced Delivery Specialist.
« Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL
COURSE: Red Hat OpenStack FASTRAX «

ASSESSMENT: Red Hat OpenStack FASTRAX Assessment «

COURSE: Red Hat OpenStack Implementation «

ASSESSMENT: Red Hat OpenStack Implementation Assessment

ACCREDITATION: Red Hat Delivery Specialist – Infrastructure-as-a-Service (IaaS)

ELAB 12 HRS
ELAB 30 MINS
ELAB 24.0 HRS
ELAB 0.5 HRS

Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL
CLOUD INFRASTRUCTURE
PLATFORM-AS-A-SERVICE (PAAS)

- COURSE: Red Hat OpenStack FASTRAX «
- ASSESSMENT: Red Hat OpenStack FASTRAX Assessment «
- COURSE: Red Hat OpenShift Administration «
- ASSESSMENT: Red Hat OpenShift Administration Assessment

ACCREDITATION: Red Hat Delivery Specialist - Platform-as-a-Service (PaaS)

ELAB 12 HRS
ELAB 30 MINS
ELAB 24.0 HRS
ELAB 0.5 HRS

Prerequisites or waivers for this course. Download the list http://bit.ly/1LhuKnL
CONTACTS

For more information about the Red Hat OPEN program, contact your local Red Hat help desk.

» North America
   na-partner-helpdesk@redhat.com

» Europe, Middle East, and Africa
   emea-partner-team@redhat.com

» Asia Pacific
   apac-partner-helpdesk@redhat.com

» Latin America
   latam-partner-helpdesk@redhat.com