



RED HAT TRAINING + CERTIFICATION EMEA

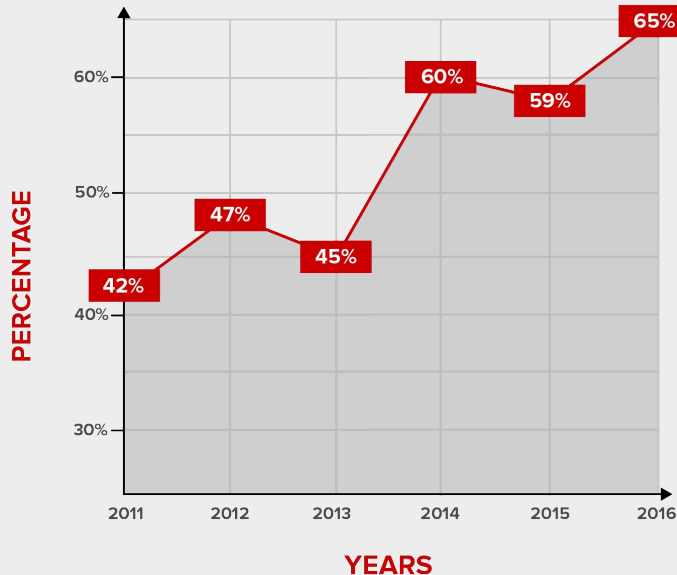
Red Hat Learning Subscription Enterprise Solution

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DIGITAL TRANSFORMATION IS SKILLS TRANSFORMATION

PORTION OF I.T. LEADERS REPORTING A TECHNOLOGY SKILLS SHORTAGE



Source: The 2016 Harvey Nash / KPMG CIO Survey

“People represent the single largest cost in typical private cloud implementation.”

- *The Stack*, March 2016

“Talent is now recognized globally as the single biggest issue standing in the way of CIO’s achieving their objectives.”

- *Gartner CIO Agenda*, March 2016

65% IT leaders report a skills shortage holding them back, up from 59% last year

ADDRESSING THE SKILLS GAP IN YOUR ORGANIZATION



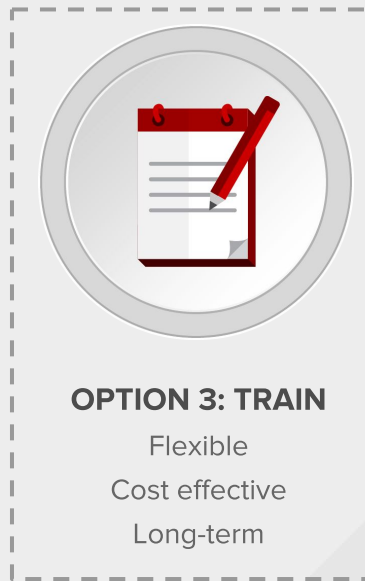
OPTION 1: HIRE

Time consuming
Expensive
Difficult



OPTION 2: CONTRACT

Quick
Expensive
Short-term



OPTION 3: TRAIN

Flexible
Cost effective
Long-term

*Training is **cheaper** than other alternatives when you consider the hidden costs of hiring, high turnover, low productivity, and employee disengagement*

RED HAT TRAINING + CERTIFICATION

Helps organizations and individuals succeed

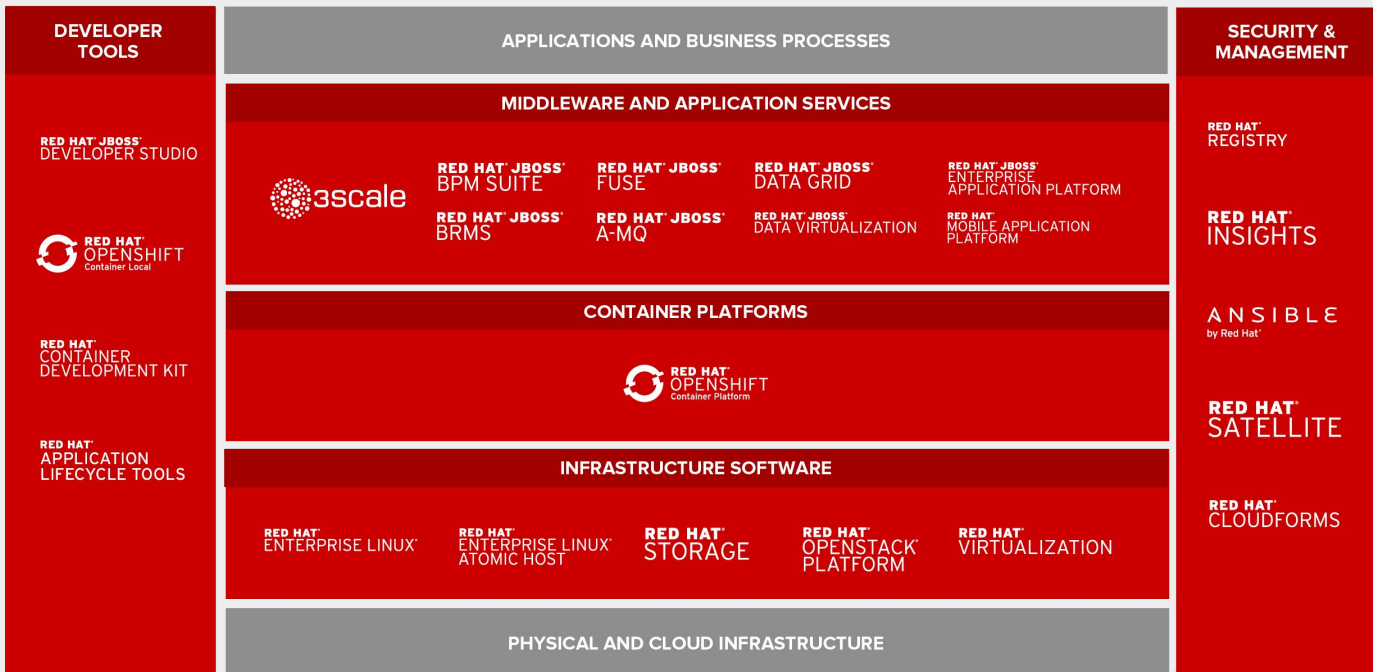
RED HAT® TRAINING + CERTIFICATION

- Delivering training and certification services that helps to close the IT skills gap and equips customers with the best capabilities
- Teaming up with our partner network to reach more enterprises and offer comprehensive learning solutions tailored to customer needs
- Activating continuous learning, pushing the latest knowledge to the field and bringing critical insights back to our development communities

Red Hat Training and Certification is your partner for training, certification, and continuous learning resources that ensure you succeed with our technologies.

WHAT WE DO

We offer training and certification covering:



RED HAT TRAINING + CERTIFICATION

Helps organizations and individuals succeed

ORGANIZATIONS

- Speeds technology adoption** and maximizes your return on investment
- Fuels innovation** by addressing organizational skills gaps
- Improves productivity** by increasing the performance of teams and individuals

INDIVIDUALS

- Improves on-the-job performance** by reducing mistakes and increasing efficiency
- Reduces risk** of individuals not following established uses and practices
- Decreases dependence** on support and other employees

RED HAT LEARNING SUBSCRIPTION

<https://www.redhat.com/en/about/videos/red-hat-learning-subscription-standard>

RED HAT LEARNING SUBSCRIPTION ENTERPRISE SOLUTION

RED HAT®
LEARNING
SUBSCRIPTION

RHLS Enterprise Solution Includes:

- More than 50 Red Hat Training courses
- 400 hours of cloud-delivered, hands on lab time
- Over 100 hours of video classroom and course content
- 1,000+ recorded instructor videos
- Course content delivered in up to nine languages
- Enterprise solution includes training for 100 employees

An exclusive program that provides large IT teams with one year of unlimited access to all Red Hat Learning courses.

RED HAT LEARNING SUBSCRIPTION BASIC AND STANDARD



Online Red Hat
courses



Hands-on
labs



Instructor
videos



Video
courses



Expert
seminars



Instructor
office hours



Learning
paths



Certification
exams

BASIC

X

X

X

X

STANDARD

X

X

X

X

X

X

X

X

RHLS Enterprise Solution - EURO Tier 3

RHLS ENTERPRISE	BASIC	STANDARD
SKU	LS120-100	LS220-100
MSRP	150,000 EUR	200,000 EUR
Price/Single Sub	3,550 EUR	4,600 EUR
Discount	57%	56%

Both Basic and Standard include 100 RHLS subscriptions.

SAVINGS - RHLS Enterprise - EURO Tier 3

RHLS ENTERPRISE BASIC				
SKU	#del	Euro T3	Price/del.	Sav. %
LS120	1	3.550 €	3.550 €	0%
LS120-100	100	150.000 €	1.500 €	58%
LS120-100	90	150.000 €	1.667 €	53%
LS120-100	80	150.000 €	1.875 €	47%
LS120-100	70	150.000 €	2.143 €	40%
LS120-100	60	150.000 €	2.500 €	30%
LS120-100	50	150.000 €	3.000 €	15%

RHLS ENTERPRISE STANDARD				
SKU	#del	Euro T3	Price/del.	Sav. %
LS120	1	4.600 €	4.600 €	0%
LS220-100	100	200.000 €	2.000 €	57%
LS220-100	90	200.000 €	2.222 €	52%
LS220-100	80	200.000 €	2.500 €	46%
LS220-100	70	200.000 €	2.857 €	38%
LS220-100	60	200.000 €	3.333 €	28%
LS220-100	50	200.000 €	4.000 €	13%

SERVICES ENSURE CUSTOMER SUCCESS

RISK REDUCTION

MAXIMIZE INVESTMENTS

BETTER RESULTS, FASTER

SELF-RELIANT TEAMS

**CONTINUOUS LEARNING
ON EMERGING TECHNOLOGIES**



THANK YOU



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