



# VALUE OF TRAINING

## RED HAT TRAINING AND CERTIFICATION PROGRAM

### MANAGE, SCALE, AND SECURE YOUR ENTERPRISE DEPLOYMENTS

Your team is your most valuable asset. By investing in the expertise of your staff, you can ensure optimal system performance, enhanced productivity, and mitigate risk. Hands-on training from Red Hat gives your employees the tools they need to maximize your Red Hat® enterprise technology investment and keep the IT organization running at optimal performance.

### PRESCRIPTIVE TRAINING PATHS FOR EXPANDED IT AUDIENCES

Whether your team requires an accelerated transition from Solaris or to get experienced Windows administrators trained with the corresponding Linux® skills, Red Hat offers multiple training paths for wider variance of student skill sets. Unlike most vendors, we orient our training and certifications around real world job roles and tasks. This ensures Red Hat has the right training path for your team's needs.

### INDUSTRY LEADING, ROLE-BASED TRAINING

Red Hat uses the best-of-breed contemporary teaching approach to ensure maximum skills transfer and retention. This includes courses that actively engage students in task-focused activities, lab-based knowledge checks, and facilitative discussions. In addition, many of our courses' materials provide job aids, exercise reinforcement, and task-based reference material. Industry-leading, role-based training can increase a company's return on investment and an IT professional's productivity.

### TRAINING IMPROVES PRODUCTIVITY AND REDUCES RISK

It's well-known that Red Hat trained and certified professionals can manage more servers than those who aren't. They are also better able to preempt potential system failures and to quickly react to issues that may arise. To get the most from your Red Hat open source solutions, you need professionals who are trained to manage them. When you include Red Hat training as part of your deployment and maintenance strategy, you can maximize the value of your Red Hat technology investment and reach new productivity heights.

### REALIZE THE POTENTIAL OF YOUR IT STAFF AND TECHNOLOGIES WITH RED HAT TRAINING

- Successfully deploy new Red Hat enterprise technologies
- Solve routine and challenging problems in less time
- Better manage internal resources with a cross-trained staff
- Permeate best practices within your IT organization for improving efficiencies
- Develop a team that has the knowledge necessary to provide ongoing value to the organization
- Reduce turnover by providing staff the skills and tools they need to stay productive

### CERTIFICATION PROGRAMS ALIGN WITH TODAY'S MARKETPLACE

With nearly 100,000 Red Hat certified professionals spanning 162 countries, Red Hat certifications are touted as some of the best in the industry. That's because Red Hat's performance-based testing requires more than simple memorization. It requires the ability to perform the tasks required by actual IT environments.

Because of this method of testing, our certifications continue to be in high demand by the most competitive enterprise IT organizations.

### WAYS TO TRAIN

Whether you need to train a team of IT professionals or a few key individuals, Red Hat offers a variety of learning styles, delivery methods, certifications, savings programs and customized solutions to maximize return on your Red Hat Enterprise investment.



## TEAM TRAINING – ONSITE

Training teams together is a proven way for IT staff to maximize the performance, savings, and management of Red Hat enterprise technologies. Available for the entire Red Hat Enterprise Linux and JBoss middleware curricula, onsite training also provides the option of customizing the course content to meet your specific training requirements. Whether at your offices, our training venues, or hosted in a virtual environment, onsite solutions offer flexibility and cost-effective training options. Other benefits include:

- Training is in the context of actual IT environments
- Course discussion and Q&As can be specific to your organization
- Team members acquiring the same arsenal of skills for enhanced workflow, communications, and troubleshooting
- Most cost-effective option to training multiple individuals at once

Learn more at [redhat.com/explore/onsite\\_training](http://redhat.com/explore/onsite_training).

## INDIVIDUAL TRAINING – OPEN ENROLLMENT

Red Hat offers a robust six-month schedule of classroom, remote classroom, and virtual training training in more than 40 training locations across North America. Many of these courses are Guaranteed to Run, meaning they will not be canceled or rescheduled based on enrollment numbers. Combined with our high-quality training experience and instructor expertise, this helps ensure companies and individuals achieve their training goals.

Learn more at [redhat.com/explore/ways\\_to\\_train](http://redhat.com/explore/ways_to_train).

## LOCK IN THE SAVINGS

### Training units

Red Hat Training Units (TUs) offer your organization a simple way to purchase training while locking in savings up front. TUs are pre-paid credits that can be redeemed for all courses and methods of training, including onsites. These pre-paid credits provide your organization the flexibility, versatility, and savings options to maximize your Red Hat investment and to keep your IT organization running at optimal performance. Other benefits include:

- Easy to purchase with subscriptions and individually
- Simple to administer, decreasing the need for expense reimbursement
- Eliminate the need to purchase training ad hoc
- Can be used for up to 12 months after purchase
- Can be redeemed for any Red Hat training course, exam, or training method
- Use unallocated budget effectively

Learn more at [redhat.com/explore/training\\_units](http://redhat.com/explore/training_units).

## READY TO TRAIN?

### Contact a training specialist

Red Hat training is a critical strategy that will help you realize the full potential of your team and your Red Hat technology. Contact a member of our sales team or a Red Hat training specialist for help identifying your staff's training needs and putting a training roadmap in place.

### Find information online

Check out [redhat.com/training](http://redhat.com/training) to explore the entire Red Hat portfolio of training courses and certifications. There you can download a training catalog or course datasheet, read a whitepaper, watch a taste of training video, and more.

## RED HAT SALES AND INQUIRIES

**NORTH AMERICA**  
1-888-REDHAT1  
[www.redhat.com](http://www.redhat.com)  
[sales@redhat.com](mailto:sales@redhat.com)

**EUROPE, MIDDLE EAST  
AND AFRICA**  
00800 7334 2835  
[www.europe.redhat.com](http://www.europe.redhat.com)  
[europe@redhat.com](mailto:europe@redhat.com)

**ASIA PACIFIC**  
+65 6490 4200  
[www.apac.redhat.com](http://www.apac.redhat.com)  
[apac@redhat.com](mailto:apac@redhat.com)

**LATIN AMERICA**  
+54 11 4329 7300  
[www.latam.redhat.com](http://www.latam.redhat.com)  
[info-latam@redhat.com](mailto:info-latam@redhat.com)