# Jory Pai

Red Hat Coursework and Certifications

**In recognition of the commitment to achieve professional excellence**

# Jory Pai

has successfully satisfied the requirements for:

# Red Hat Portfolio: Foundational

June 19, 2024

Issued by Red Hat

Verify: https://www.credly.com/go/lGNYdVj4

Red Hat

Copyright (c) 2022 Red Hat, Inc. All rights reserved. Red Hat is a registered trademark of Red Hat, Inc.

**In recognition of the commitment to achieve professional excellence**

# Jory Pai

has successfully satisfied the requirements for:

# Red Hat Ansible Automation Platform: Seller

June 19, 2024

Issued by Red Hat

Verify: https://www.credly.com/go/6z55zqtY

Red Hat

Copyright (c) 2022 Red Hat, Inc. All rights reserved. Red Hat is a registered trademark of Red Hat, Inc.

**In recognition of the commitment to achieve professional excellence**

# Jory Pai

has successfully satisfied the requirements for:

# Red Hat Ansible Automation Platform: Technical Seller

Download

June 20, 2024

Issued by Red Hat

Verify: https://www.credly.com/go/2i3SdVDM

Red Hat

Copyright (c) 2022 Red Hat, Inc. All rights reserved. Red Hat is a registered trademark of Red Hat, Inc.

**In recognition of the commitment to achieve professional excellence**

# Jory Pai

has successfully satisfied the requirements for:

# Red Hat OpenShift: Seller

Download

June 20, 2024

Issued by Red Hat

Verify: https://www.credly.com/go/Oyfxx4n8

Red Hat

Copyright (c) 2022 Red Hat, Inc. All rights reserved. Red Hat is a registered trademark of Red Hat, Inc.

In recognition of the commitment to achieve professional excellence

# Jory Pai

has successfully satisfied the requirements for:

# Red Hat OpenShift: Technical Seller

June 21, 2024

Issued by Red Hat

Verify: https://www.credly.com/go/Z77tS4rf

Red Hat

Copyright (c) 2022 Red Hat, Inc. All rights reserved. Red Hat is a registered trademark of Red Hat, Inc.

Red Hat
Partner Training Portal

## Red Hat Accredited Professional

The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Accreditation Red Hat Sales Engineer Specialist - Azure Red Hat OpenShift

Date 7th December 2022

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

## Red Hat Accredited Professional

The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Accreditation Red Hat Sales Engineer Specialist - Red Hat OpenShift Service on AWS (ROSA)

Date 7th December 2022

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

## Red Hat Accredited Professional

The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Accreditation Red Hat Sales Engineer Specialist - Cloud Infrastructure

Date 16th February 2023

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

## Red Hat Specialist

The Red Hat Partner Training Program offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Activity Red Hat Cloud Infrastructure: Technical Seller Elective

Date 7th December 2022

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

## Red Hat Accredited Professional

The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Accreditation Red Hat Sales Engineer Specialist - Automation

Date 7th December 2022

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

## Red Hat Specialist

The Red Hat Partner Training Program offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Activity Red Hat Decision Management: Technical Seller Elective

Date 16th February 2023

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

# Red Hat Specialist

The Red Hat Partner Training Program offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Activity Middleware Solutions - Partner Delivery Accelerator (APAC)

Date 24th April 2023

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

# Red Hat Accredited Professional

The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Accreditation Red Hat Sales Engineer Specialist - Cloud-Native Development

Date 24th April 2023

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

# Red Hat Specialist

The Red Hat Partner Training Program offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Activity Red Hat Cloud-Native Development: Technical Seller Elective

Date 24th April 2023

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

# Red Hat Specialist

The Red Hat Partner Training Program offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Activity Cloud Infrastructure - Partner Delivery Accelerator (APAC)

Date 24th April 2023

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

# Red Hat Accredited Professional

The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Accreditation Red Hat Sales Engineer Specialist - Platform

Date 25th April 2023

*Valid for 2 years from completion date

Red Hat
Partner Training Portal

# Red Hat Accredited Professional

The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.

Name Jory Pai

Accreditation Red Hat Sales Engineer Specialist - Container Platform

Date 25th April 2023

*Valid for 2 years from completion date

Red Hat
Partner Training Portal
Red Hat Specialist
The Red Hat Partner Training Program offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.
Name Jory Pai
Activity Red Hat Ansible Automation for SAP Solutions: Technical Seller Elective
Date 25th April 2023
*Valid for 2 years from completion date

Red Hat
Partner Training Portal
Red Hat Accredited Professional
The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.
Name Jory Pai
Accreditation Red Hat Sales Engineer Specialist - Red Hat Ansible Automation for SAP Solutions
Date 25th April 2023
*Valid for 2 years from completion date

Red Hat
Partner Training Portal
Red Hat Accredited Professional
The Red Hat Partner Training Portal offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.
Name Jory Pai
Accreditation Red Hat Sales Engineer Specialist - Red Hat Certified Cloud and Service Provider (CCSP)
Date 25th April 2023
*Valid for 2 years from completion date

Red Hat
Partner Training Portal
Red Hat Specialist
The Red Hat Partner Training Program offers defining curricula on selling and delivering solutions. The owner of this diploma has demonstrated comprehensive, applied knowledge and a deep understanding of Red Hat products and solutions.
Name Jory Pai
Activity Red Hat Certified Cloud and Service Provider (CCSP): Technical Seller Elective
Date 25th April 2023
*Valid for 2 years from completion date

Completed

Learning Path

**Red Hat Ansible Automation Platform: Seller**

Completed Jun-20-24 10:55 EDT

Upon completion, sales professionals should be able to drive strategic intent as well as qualify and consult on automation needs.

Completed

Course

**Engaging Ansible Automation Platform Prospects**

Completed (Score: 83.3) Jun-20-24 10:55 EDT

The Ansible Automation Platform sale is all about landing the value of IT automation with executive leadership and technical champions, proving out the value on a small scale on the network, and then expanding the message across teams and throughout the organization, from on premises to the cloud and edge.

**To Do Items:1**

Completed

Course

**Positioning Ansible Automation Platform to Win**

Completed (Score: 80) Jun-20-24 10:45 EDT

On one hand, the value of Red Hat Ansible Automation Platform resonates with executive leadership looking to standardize, automate, and save. On the other, it helps technical team members to automate using DIY and point solutions, and to work across teams using the Ansible Community version.

**To Do Items:1**

Completed

Course

**The Ansible Automation Platform Opportunity**

Completed (Score: 100) Jun-20-24 10:19 EDT

The Ansible opportunity is all about enabling customers to automate their IT infrastructure and solutions, with standards, governance, and management. This represents an $11B market opportunity, including Red Hat customers in all segments.

**To Do Items:1**

Completed

Course

**Red Hat Portfolio: Foundational**

Completed Jun-20-24 05:08 EDT

Learn about the three core technologies from Red Hat, how they combine to create the Open Hybrid Cloud, and the long-term benefits to be gained from cultivating on-going relationships with Red Hat clients.

Completed

Course

**Engaging Ansible Automation Platform Prospects**

Completed
Score: 83.3

The Ansible Automation Platform sale is all about landing the value of IT automation with executive leadership and technical champions, proving out the value on a small scale on the network, and then expanding the message across teams and throughout the organization, from on premises to the cloud and edge.

**To Do Items:1**

Completed

Course

**Positioning Ansible Automation Platform to Win**

Completed
Score: 80

On one hand, the value of Red Hat Ansible Automation Platform resonates with executive leadership looking to standardize, automate, and save. On the other, it helps technical team members to automate using DIY and point solutions, and to work across teams using the Ansible Community version.

**To Do Items:1**

## OPTION 2: Courses

All Mandatory (4)

4/4

Completed

45 minutes

Course

### Red Hat Ansible Automation Platform: Technical Overview

Completed Jun-20-24

Provides an overview of the basic building blocks and benefits of Red Hat Ansible Automation Platform, including the standard architectural deployments and major technical differentiators. This course is available in other languages.

Launch

---

Completed

60 minutes

Course

### Red Hat Ansible Automation Platform: Standard Technical Use Cases

Completed Jun-20-24

In this course, you will learn how to identify and describe typical organizational needs and technical use cases that can be applied to the Red Hat Ansible Automation Platform. This course is available in other languages.

Launch

---

Completed

30 minutes

Course

### Red Hat Ansible Automation Platform: Technical Qualification

Completed Jun-20-24

In this course, you will learn when, with whom, and how to conduct thorough technical qualification as well as assess the opportunity strength based on customer cues. This course is available in other languages.

Launch

---

Completed

60 minutes

Course

### Red Hat Ansible Automation Platform: Technical Objection Handling

Completed Jun-20-24

In this course, you will learn how to position Ansible Automation Platform in relation to community Ansible. This course covers the strengths and weaknesses of community Ansible, and the key technical differentiators that distinguish Ansible Automation Platform from its competition. This course is also available in other languages.

Launch

## OPTION 2: Courses

All Mandatory (3)

3/3

Completed

30 minutes

Course

### The Red Hat OpenShift Opportunity

Completed Jun-20-24

Explains the value of Red Hat OpenShift to field and partner sellers and help them identify the mark/segments for OpenShift and potential target accounts. This course is available in other languages.

Launch

Completed

30 minutes

Course

### Positioning Red Hat OpenShift to Win

Completed Jun-20-24

Explore the key features, how OpenShift is a key component of Red Hat's open hybrid cloud strategy. This course is available in other languages.

Launch

Completed

60 minutes

Course

### Closing the OpenShift Sale

Completed Jun-20-24

Identify the key buyer personas and contacts in an account, handle objections, understand the OpenShift sales cycle and value-added services, and the sales plays related to sales motions. This course is available in other languages.

Launch

Completed

Video

### Smart Management

Completed Jun-21-24 21:13 EDT

View introduction to Red Hat Smart Management. Video contains high-level look at new capabilities of cloud management services for Red Hat Enterprise Linux as well as cloud management services architecture. View a demo of these services, as well as discussion of Ansible integration and support. Concludes with cloud services pilot.

---

Completed

Learning Path

### Red Hat OpenShift: Technical Seller

Completed Jun-21-24 21:10 EDT

Learn about the technical capabilities and value that Red Hat OpenShift provides, as well as typical customer challenges and use cases that this solution helps address.

---

Completed

Course

### Red Hat OpenShift: Technical Overview

Completed (Score: 100) Jun-21-24 21:10 EDT

In this introductory course on Red Hat® OpenShift®, you will receive a technical overview of the fundamental concepts of containers and Kubernetes, and learn how to get started with Red Hat OpenShift.

**To Do Items:1**

---

Completed

Credential

### Red Hat OpenShift: Technical Seller

Current Last Completed: Jun-21-24 20:00 EDT Renew From: Mar-22-26 Expires: Jun-20-26

---

Completed

Course

### Red Hat OpenShift: Standard Technical Use Cases

Completed (Score: 83.3) Jun-20-24 22:14 EDT

When it comes to providing technical solutions to an organization's use case needs, Red Hat OpenShift offers several scenarios which showcase its features and capabilities, effectively addressing those needs. This course examines two common use case scenarios which exhibit OpenShift's technical value.

**To Do Items:1**

Completed

Course

**Red Hat OpenShift: Technical Objection Handling**

Completed (Score: 83.3) Jun-20-24 21:26 EDT

Red Hat OpenShift is an enterprise-ready Kubernetes platform. It gives developers self-service environments for building, and full-stack automated operations on any infrastructure. With this course, you will learn about the advantages and disadvantages of building one's own application platform. You will also learn how to handle technical objections within Red Hat's conversational framework.

**To Do Items:1**

---

Completed

Course

**Red Hat OpenShift: Technical Qualification and Discovery**

Completed (Score: 100) Jun-20-24 21:15 EDT

This course will examine how to further qualify Red Hat OpenShift opportunities from a technical perspective with common discovery questions using successful industry techniques and practices.

**To Do Items:1**

---

Completed

Course

**Red Hat OpenShift Platform Plus: Securing the Software Supply Chain**

Completed (Score: 83.3) Jun-20-24 21:08 EDT

As a unified platform to build, modernize, secure, and deploy applications at scale, Red Hat OpenShift Platform Plus provides the necessary components for several customer needs and use cases. This course focuses on the software supply chain security use case.

**To Do Items:1**

---

Completed

Course

**Closing the OpenShift Sale**

Completed (Score: 100) Jun-20-24 21:01 EDT

Identify the key buyer personas and contacts in an account, handle objections, understand the OpenShift sales cycle and value-added services, and the sales plays related to sales motions. This course is available in other languages.

**To Do Items:1**

---

Completed

Learning Path

**Red Hat OpenShift: Seller**

Completed Jun-20-24 21:01 EDT

Provides the knowledge for you to successfully position Red Hat OpenShift and related products to your customers.

Completed

Course

**Positioning Red Hat OpenShift to Win**

Completed (Score: 83.3) Jun-20-24 20:53 EDT

Explore the key features, how OpenShift is a key component of Red Hat's open hybrid cloud strategy. This course is available in other languages.

**To Do Items:1**

---

Completed

Course

**The Red Hat OpenShift Opportunity**

Completed (Score: 81.8) Jun-20-24 20:51 EDT

Explains the value of Red Hat OpenShift to field and partner sellers and help them identify the mark/segments for OpenShift and potential target accounts. This course is available in other languages.

**To Do Items:1**

---

Completed

Learning Path

**Red Hat Ansible Automation Platform: Technical Seller**

Completed Jun-20-24 20:15 EDT

Learn about the value that Ansible Automation Platform provides and gain advanced knowledge of customer challenges and pain points from a technical depth and technical information to be used against Red Hat competitors within different use cases.

---

Completed

Course

**Red Hat Ansible Automation Platform: Standard Technical Use Cases**

Completed (Score: 83.3) Jun-20-24 20:15 EDT

In this course, you will learn how to identify and describe typical organizational needs and technical use cases that can be applied to the Red Hat Ansible Automation Platform. This course is available in other languages.

**To Do Items:1**

---

Completed

Course

**Red Hat Ansible Automation Platform: Technical Objection Handling**

Completed (Score: 83.3) Jun-20-24 20:00 EDT

In this course, you will learn how to position Ansible Automation Platform in relation to community Ansible. This course covers the strengths and weaknesses of community Ansible, and the key technical differentiators that distinguish Ansible Automation Platform from its competition. This course is also available in other languages.

**To Do Items:1**

Completed

Credential

**Red Hat OpenShift: Seller**

Current Last Completed: Jun-20-24 20:00 EDT Renew From: Mar-22-26 Expires: Jun-20-26

---

Completed

Credential

**Red Hat Ansible Automation Platform: Technical Seller**

Current Last Completed: Jun-20-24 20:00 EDT Renew From: Mar-22-26 Expires: Jun-20-26

---

Completed

Course

**Red Hat Ansible Automation Platform: Technical Qualification**

Completed (Score: 83.3) Jun-20-24 19:51 EDT

In this course, you will learn when, with whom, and how to conduct thorough technical qualification as well as assess the opportunity strength based on customer cues. This course is available in other languages.

**To Do Items:1**

---

Completed

Course

**Red Hat Ansible Automation Platform: Technical Overview**

Completed (Score: 83.3) Jun-20-24 11:33 EDT

Provides an overview of the basic building blocks and benefits of Red Hat Ansible Automation Platform, including the standard architectural deployments and major technical differentiators. This course is available in other languages.

**To Do Items:1**

---

Completed

Course

**Engaging Ansible Automation Platform Prospects**

Completed (Score: 83.3) Jun-20-24 10:55 EDT

The Ansible Automation Platform sale is all about landing the value of IT automation with executive leadership and technical champions, proving out the value on a small scale on the network, and then expanding the message across teams and throughout the organization, from on premises to the cloud and edge.

**To Do Items:1**

Completed

Learning Path

**Red Hat Ansible Automation Platform: Seller**

Completed Jun-20-24 10:55 EDT

Upon completion, sales professionals should be able to drive strategic intent as well as qualify and consult on automation needs.

Completed

Course

**Positioning Ansible Automation Platform to Win**

Completed (Score: 80) Jun-20-24 10:45 EDT

On one hand, the value of Red Hat Ansible Automation Platform resonates with executive leadership looking to standardize, automate, and save. On the other, it helps technical team members to automate using DIY and point solutions, and to work across teams using the Ansible Community version.

**To Do Items:1**

Completed

Course

**The Ansible Automation Platform Opportunity**

Completed (Score: 100) Jun-20-24 10:19 EDT

The Ansible opportunity is all about enabling customers to automate their IT infrastructure and solutions, with standards, governance, and management. This represents an $11B market opportunity, including Red Hat customers in all segments.

**To Do Items:1**

Completed

Course

**Red Hat Portfolio: Foundational**

Completed Jun-20-24 05:08 EDT

Learn about the three core technologies from Red Hat, how they combine to create the Open Hybrid Cloud, and the long-term benefits to be gained from cultivating on-going relationships with Red Hat clients.

Completed

Credential

**Red Hat Ansible Automation Platform: Seller**

Current Last Completed: Jun-19-24 20:00 EDT Renew From: Mar-22-26 Expires: Jun-20-26

Completed

Credential

### Red Hat Portfolio: Foundational

Current Last Completed: Jun-19-24 20:00 EDT Renew From: Mar-22-26 Expires: Jun-20-26

---

Completed

Course

### Operational Overview of Enablement and Billing SKUs for CCSPs

Completed (Score: 83.33) Apr-25-23 17:18 EDT

This module provides a review of the different SKUs that exist within the CCSP Partner Program, within the video presentation we cover the enablement and billing SKUs, where they exist, and how to use them.

---

Completed

Course

### Implementing CCSP Royalty Reporting

Completed (Score: 57.14) Apr-25-23 17:15 EDT

This module provides a review of the different SKUs that exist within the CCSP Partner Program, within the video presentation we cover the enablement and billing SKUs, where they exist and how to use them.

---

Completed

Course

### Red Hat Update Infrastructure Overview

Completed (Score: 60) Apr-25-23 17:10 EDT

This module provides a technical in-depth video presentation on understanding what RHUI is and how it is used within CCSP partners environment.

---

Completed

Course

### CCSP Technical Requirements Overview

Completed (Score: 80) Apr-25-23 17:04 EDT

This module describes the essential technical requirements that must be met by all CCSPs. This includes RHEL Image Certification if using a public image catalog, Update/patching Mechanism (RHUI/Satellite), and similar topics.

Completed

Course

### Red Hat Ansible Automation for SAP Solutions - Sales Engineer

Completed (Score: 80) Apr-25-23 16:59 EDT

In this course, learners will understand how to use Red Hat Ansible and Smart Management products, including Red Hat Satellite and Red Hat Insights, to automate and control zero downtime maintenance procedures on the HANA database in a live SAP implementation.

Completed

Course

### Red Hat Ansible Automation for SAP Solutions - Sales

Completed (Score: 70) Apr-25-23 16:53 EDT

By 2020, 90 percent of SAP customers will be on hybrid cloud deployments. In this video, the second of a three-part series, learn how Red Hat supports the customer journey to SAP transformation, with Red Hat solutions that are aligned to all four of SAP's principal offerings. Learn how to position such products as Red Hat CloudForms and Red Hat Ansible Automation to meet your customers' SAP transformation challenges, and find out about the sales resources that Red Hat offers.

Completed

Course

### Introduction to Automation

Completed (Score: 100) Apr-25-23 16:49 EDT

Retired October 31, 2023

Completed

Course

### Red Hat High Availability Solutions for SAP - Sales Engineer

Completed (Score: 90) Apr-25-23 16:43 EDT

This course reviews how Red Hat Enterprise Linux supports high availability (HA) architecture solutions, Pacemaker-based clusters, and failover scenarios for SAP HANA and business applications. Learners will understand HA solutions for Netweaver or S/4HANA based on the ABAP platform releases 1709 or older, as well as for S/4HANA based on ABAP platform release 1809. Learners will know how Red Hat Enterprise Linux for SAP solutions are tailored for the needs of business-critical applications, and enabled for the continuous availability of SAP applications, through integration with SAP HANA and SAP Netweaver HA options.

Completed

Course

### Introduction to Red Hat and SAP Solutions

Completed (Score: 70) Apr-25-23 16:33 EDT

This course introduces the audience to Red Hat & SAP's relationship, joint solutions we are working together, and running SAP solutions in a hybrid cloud environment. This course is used in SAP HANA on RHEL and SAP & Ansible learning paths.

Completed

Video

**Red Hat OpenShift - Product Overview and Value**

Completed Apr-25-23 16:22 EDT

Retired October 31, 2023

---

Completed

Course

**Red Hat System Administration 1 (RH124) v9**

Completed (Score: 92) Apr-25-23 16:02 EDT

The first of two courses covering the core system administration tasks needed to manage Red Hat Enterprise Linux servers

---

Completed

Course

**Understanding the Value of Red Hat Insights for Red Hat Enterprise Linux**

Completed (Score: 80) Apr-25-23 15:20 EDT

In this course, we will learn how Red Hat Insights for Red Hat Enterprise Linux helps all RHEL customers. We'll look at use cases, understand what's in it for customers, and how to handle common objections. We'll also learn about customer successes and upsell opportunities.

---

Completed

Course

**Red Hat Insights for Technical Sales**

Completed (Score: 93.33) Apr-25-23 14:50 EDT

Retired October 31, 2023

---

Completed

Accreditation

**Red Hat Sales Engineer Specialist - Red Hat Certified Cloud and Service Provider (CCSP)**

Current Last Completed: Apr-25-23 14:18 EDT Renew From: Jan-24-25 Expires: Apr-24-25

**Certificate**

Completed

Elective

**Red Hat Certified Cloud and Service Provider (CCSP): Technical Seller Elective**

Current Last Completed: Apr-25-23 14:18 EDT Renew From: Jan-24-25 Expires: Apr-24-25

**Certificate**

Completed

Elective

**Red Hat Ansible Automation for SAP Solutions: Technical Seller Elective**

Current Last Completed: Apr-25-23 13:59 EDT Renew From: Jan-24-25 Expires: Apr-24-25

**Certificate**

Completed

Accreditation

**Red Hat Sales Engineer Specialist - Red Hat Ansible Automation for SAP Solutions**

Current Last Completed: Apr-25-23 13:59 EDT Renew From: Jan-24-25 Expires: Apr-24-25

**Certificate**

Completed

Accreditation

**Red Hat Sales Engineer Specialist - Container Platform**

Current Last Completed: Apr-25-23 13:22 EDT Renew From: Jan-24-25 Expires: Apr-24-25

**Certificate**

Completed

Accreditation

**Red Hat Sales Engineer Specialist - Platform**

Current Last Completed: Apr-25-23 13:02 EDT Renew From: Jan-24-25 Expires: Apr-24-25

**Certificate**

Completed

Course

### How to Sell Red Hat Satellite

Completed (Score: 80) Apr-24-23 19:48 EDT

This course focuses on Red Hat Satellite. Learners will understand the IT Challenge that Red Hat Satellite solves, along with key use cases.

---

Completed

Course

### How to Sell Red Hat Enterprise Linux

Completed (Score: 80) Apr-24-23 19:31 EDT

This course focuses on helping learners succeed in customer conversations around Red Hat Enterprise Linux and how to solve for the use case of platform modernization.

---

Completed

Elective

### Cloud Infrastructure - Partner Delivery Accelerator (APAC)

Certified Last Completed: Apr-24-23 16:31 EDT

**Certificate**

---

Completed

Course

### Smart Management Foundations

Completed (Score: 96.77) Apr-24-23 15:59 EDT

Red Hat Smart Management Foundations teaches students the basics for using and demoing Red Hat Smart Management. After completing this course, students will have the knowledge and tools needed to transition from Red Hat Satellite version 5 to version 6 and explain various Smart Management integrations and use cases.

---

Completed

Course

### Red Hat Build of Quarkus Foundations

Completed (Score: 100) Apr-24-23 10:14 EDT

Red Hat Build of Quarkus Foundations provides students with foundational knowledge of Red Hat Build of Quarkus, which is available as part of the Red Hat Runtimes bundle. Quarkus is a full-stack, Kubernetes-native Java framework made for Java virtual machines and native compilation. It optimizes Java specifically for containers, enabling Java to become an effective platform for serverless, cloud, and Kubernetes environments.

Completed

Course

### Red Hat Runtimes for Technical Sales

Completed (Score: 77.78) Apr-24-23 10:04 EDT

This course provides an overview of Red Hat Runtimes. After reviewing the complexities and challenges involved with modern application development, students learn how Red Hat Application Services and Red Hat Runtimes offer components, features, and benefits to address these challenges. Students get a brief description of the technologies underlying Red Hat Application Services and then take a more detailed look at Red Hat build of Quarkus, including its benefits and technical differentiators. Students also receive a variety of sales resources such as industry and technical use cases, a customer success story, a comparison with competitive vendors, and a list of the benefits of Red Hat Runtimes.

Completed

Course

### How to Sell Red Hat Runtimes

Completed (Score: 80) Apr-24-23 09:54 EDT

Red Hat Runtimes addresses the challenge of businesses looking to develop microservices for cloud environments. It reduces the complexity of developing microservices on OpenShift by integrating popular language runtimes with OpenShift and Red Hat middleware running in OpenShift.

Completed

Elective

### Middleware Solutions - Partner Delivery Accelerator (APAC)

Certified Last Completed: Apr-24-23 07:14 EDT

**Certificate**

Completed

Elective

### Red Hat Cloud-Native Development: Technical Seller Elective

Current Last Completed: Apr-24-23 07:14 EDT Renew From: Jan-23-25 Expires: Apr-23-25

**Certificate**

Completed

Accreditation

### Red Hat Sales Engineer Specialist - Cloud-Native Development

Current Last Completed: Apr-24-23 07:14 EDT Renew From: Jan-23-25 Expires: Apr-23-25

**Certificate**

Completed

Course

**How to Sell Red Hat Decision Manager**

Completed (Score: 100) Feb-16-23 11:23 EST

This course focuses on Red Hat Decision Manager. Learners will understand the IT Challenge that Red Hat Decision Manager solves, along with key use cases.

---

Completed

Elective

**Red Hat Decision Management: Technical Seller Elective**

Current Last Completed: Feb-16-23 08:23 EST Renew From: Nov-17-24 Expires: Feb-15-25

**Certificate**

---

Completed

Course

**Red Hat OpenStack Platform 16 for Technical Sales**

Completed (Score: 88.89) Feb-16-23 03:01 EST

Retired October 31, 2023

---

Completed

Accreditation

**Red Hat Sales Engineer Specialist - Cloud Infrastructure**

Current Last Completed: Feb-16-23 00:03 EST Renew From: Nov-17-24 Expires: Feb-15-25

**Certificate**

---

Completed

Video

**RHEL In The Cloud - Red Hat Enterprise Linux Cloud Experience Overview**

Completed Feb-08-23 14:17 EST

Learn why Red Hat Enterprise Linux is the best foundation for a flexible and consistent open hybrid cloud.

Completed

Course

**How to Sell Red Hat Gluster Storage**

Completed (Score: 70) Dec-08-22 00:24 EST

Retired October 31, 2023

---

Completed

Course

**How to Sell Red Hat OpenStack Platform**

Completed (Score: 70) Dec-08-22 00:03 EST

Red Hat OpenStack Platform is a set of software tools for building and managing cloud computing platforms for private clouds.

---

Completed

Course

**Red Hat Ansible Automation Platform 2 for Technical Sales**

Passed (Score: 71) Dec-07-22 23:56 EST

Retired October 31, 2023

---

Completed

Elective

**Red Hat Cloud Infrastructure: Technical Seller Elective**

Current Last Completed: Dec-07-22 21:03 EST Renew From: Sep-07-24 Expires: Dec-06-24

**Certificate**

---

Completed

Accreditation

**Red Hat Sales Engineer Specialist - Automation**

Current Last Completed: Dec-07-22 20:56 EST Renew From: Sep-07-24 Expires: Dec-06-24

**Certificate**

Completed

Course

**How to Sell Red Hat Ansible Automation Platform**

Completed (Score: 80) Dec-07-22 19:21 EST

Retired October 31, 2023

---

Completed

Course

**Azure Red Hat OpenShift for Technical Sales**

Completed (Score: 90) Dec-07-22 17:34 EST

Retired October 31, 2023

---

Completed

Course

**Introduction to Red Hat and Microsoft Solutions**

Passed (Score: 100) Dec-07-22 17:28 EST

This course will help our joint Red Hat and Microsoft partner community understand how our integrated solutions work to speed and simplify deployment. With joint solutions including Red Hat Enterprise Linux, OpenShift, SQL, and Azure, we outline how Red Hat and Microsoft offer flexible, open, hybrid cloud solutions that help customers adapt their IT and business operations.

---

Completed

Learning Path

**Red Hat Sales Engineer Specialist - Red Hat OpenShift Service on AWS (ROSA) - Retired October 31, 2023**

Completed Dec-07-22 17:24 EST

This learning path for Red Hat Sales Engineers covers Red Hat OpenShift Cloud Services for Sales as well as OpenShift Service on AWS (commonly referred to as ROSA). There are additional optional related resources including demos, sales messaging, etc.

---

Completed

Course

**Red Hat OpenShift Service on AWS (ROSA) for Technical Sales**

Completed (Score: 100) Dec-07-22 17:21 EST

Retired October 31, 2023

Completed

Course

**Red Hat OpenShift Cloud Services for Sales**

Completed (Score: 88) Dec-07-22 17:09 EST

Retired October 31, 2023

Completed

Course

**How to Sell Red Hat OpenShift Container Platform**

Completed (Score: 70) Dec-07-22 17:03 EST

Retired October 31, 2023

Completed

Course

**Red Hat Foundations**

Completed (Score: 91.67) Dec-07-22 16:58 EST

Retired October 31, 2023

Completed

Course

**Red Hat OpenShift 4 Foundations**

Completed Dec-07-22 16:36 EST

Retired October 31, 2023

Completed

Course

**(RETIRED) Red Hat OpenShift 4 Foundations**

Completed (Score: 91.49) Dec-07-22 16:36 EST

Completed

Accreditation

**Red Hat Sales Engineer Specialist - Azure Red Hat OpenShift**

Current Last Completed: Dec-07-22 14:34 EST Renew From: Sep-07-24 Expires: Dec-06-24

**Certificate**

Completed

Accreditation

**Red Hat Sales Engineer Specialist - Red Hat OpenShift Service on AWS (ROSA)**

Current Last Completed: Dec-07-22 14:24 EST Renew From: Sep-07-24 Expires: Dec-06-24

**Certificate**