

Digital transformation is the integration of digital technology into all areas of a business, fundamentally changing how you operate and deliver value to customers. Red Hat has identified five common customer I.T. challenges that can be solved with digital transformation. The Red Hat Online Partner Enablement Network (OPEN) program has evolved the partner training and enablement to these I.T. challenges.

ACCREDITATION NAME MAPPING

As part of the Red Hat OPEN program evolution, brand new accreditations have been created and some of our accreditation names have been updated. Use the chart below to view the new name for your accreditation. Accreditations will remain valid for two years from completion date.

OLD ACCREDITATION NAME	NEW ACCREDITATION NAME	I.T. CHALLENGE	SPECIALIZATION
Cloud Management	Cloud Management	I.T. Optimization	Cloud infrastructure
Infrastructure-as-a-Service (IaaS)	Cloud Infrastructure	Hybrid-Cloud Infrastructure	Cloud infrastructure
Platform-as-a-Service (PaaS) Administration	Container Platform Administration	Hybrid-Cloud Infrastructure	Cloud infrastructure
Platform-as-a-Service (PaaS) Development	Container Platform Application Deployment	Hybrid-Cloud Infrastructure	Cloud infrastructure
Platform-as-a-Service (PaaS)	Container Platform	Hybrid-Cloud Infrastructure	Cloud infrastructure
Cloud Automation	Automation	I.T. Automation & Management	Cloud infrastructure
API Management	API Management	Agile Integration	Middleware solutions
Middleware Integration Services	Enterprise Messaging	Agile Integration	Middleware solutions
Middleware Integration Services	Enterprise Integration	Agile Integration	Middleware solutions
Cloud-Native Development	Cloud-Native Development	Cloud-Native Application Development	Middleware solutions
Business Process Automation	Process Automation Management	Cloud-Native Application Development	Middleware solutions
Business Process Automation	Decision Management	Cloud-Native Application Development	Middleware solutions
Platform	Platform	I.T. Optimization	Datacenter infrastructure
Red Hat Ceph Storage	Red Hat Ceph Storage	I.T. Optimization	Datacenter infrastructure
Red Hat Gluster Storage	Red Hat Gluster Storage	I.T. Optimization	Datacenter infrastructure
Virtualization	Virtualization	I.T. Optimization	Datacenter infrastructure

RETIRED ACCREDITATIONS

Red Hat OPEN has retired the accreditations listed below for all 3 roles (sales, sales engineer, and delivery). Accreditations earned are valid for 2 years from completion date.

- Mobility (*retired December 21, 2018*)
- Middleware migration
- Platform migration
- Middleware Application Development*

If you have registered for any of the above accreditation structures, you will have 30-days to complete the accreditation.

**The courses for the accreditation Middleware Application Development will now be available as elective courses within the catalog for partners who are interested in content around Red Hat JBoss Enterprise Application Platform.*

ELECTIVE COURSES

Elective courses are stand alone courses that do not result in accreditation, may be part of a learning path. Course completion is still determined by passing of course assessment.

REGIONAL CHANNEL PARTNER COMPLIANCE

- All active accreditations will be honored for 2-years from completion date
- No impact to compliance standing at launch
- No change to number of accreditations required per region. Consult your regional program guide for more details.

	READY	ADVANCED	PREMIER
CLOUD INFRASTRUCTURE	SALES Hybrid Cloud Infrastructure	SALES Hybrid Cloud Infrastructure SALES ENGINEER Cloud Infrastructure OR Container Platform DELIVERY Cloud Infrastructure OR Container Platform Administration	SALES I.T. Automation SALES ENGINEER Automation DELIVERY Automation
DATACENTER INFRASTRUCTURE	SALES I.T. Optimization OR I.T. Automation	OPTION ONE SALES I.T. Optimization SALES ENGINEER Platform DELIVERY Platform	COMPLETE BOTH OPTIONS LISTED UNDER ADVANCED PARTNER REQUIREMENTS
		OPTION TWO SALES I.T. Automation SALES ENGINEER Automation DELIVERY Automation	
MIDDLEWARE SOLUTIONS	SALES Cloud-Native App Development OR Agile Integration	OPTION ONE SALES Cloud-Native App Development SALES ENGINEER Container Platform & Cloud-Native Development DELIVERY Container Platform App Deployment & Cloud-Native Development	COMPLETE BOTH OPTIONS LISTED UNDER ADVANCED PARTNER REQUIREMENTS
		OPTION TWO SALES Agile Integration SALES ENGINEER Container Platform & Enterprise Messaging OR Enterprise Integration DELIVERY Container Platform App Deployment & Enterprise Messaging OR Enterprise Integration	