

# Optimize Linux standardization with expertise from Red Hat

## Maximize your IT investments

Red Hat experts can collaborate with your teams to accelerate your success and help you make the most of Red Hat technology through 3 distinct offerings:

- ▶ Red Hat Training and Certification
- ▶ Red Hat Technical Account Management
- ▶ Red Hat Consulting

## Unify your IT foundation to be flexible and efficient

Many organizations have a disparate array of IT environments that they have accumulated over the years as a result of responding to immediate and fluctuating demands. These IT estates have grown in complexity and lack standardization, which restricts agility, increases management costs, and makes it difficult to maintain a strong security posture across all areas. Managing a mix of new and old technologies also requires more administration time and resources. This not only impairs operations but also stifles innovation and makes it more difficult to automate processes and deployments. All of this can result in a slower time to market.

Implementing a standard operating environment (SOE) can help organizations overcome IT complexity. Adopting a consistent and repeatable platform for all deployments—whether on premise, virtualized, in the cloud, or at the edge—can increase efficiency and streamline management at scale.

By standardizing on Red Hat® Enterprise Linux®, organizations can build a consistent and stable platform that sets the foundation for a strong security posture across the hybrid cloud without leaving existing workloads and applications behind.

## Accelerate your standardization journey with Red Hat

Implementing an SOE with Red Hat Enterprise Linux is just the beginning of standardization. To benefit from the added agility and stability of an SOE, organizations need to stay current with the accelerated pace of new technology, understand the best ways to mitigate risks, and keep up with application development demands. This can be challenging for teams that do not have the skills and experience to execute such an effort. Guidance and support from experts can help organizations build the skills and knowledge needed to standardize with confidence and position themselves for ongoing success.

You can accelerate your path to successful standardization on Red Hat Enterprise Linux by taking advantage of services from Red Hat. From consulting to training and support, Red Hat experts equip teams with what they need to maximize their investment in Red Hat technology and effectively achieve and maintain business success.

Customers reported that they were **25% to 50% more efficient** in completing day-to-day IT tasks after completing Red Hat Training.<sup>2</sup>

According to Forrester Research, Red Hat Technical Account Managers can help **reduce downtime by 67%** and help developers save 40% of their time.<sup>3</sup>

Red Hat offers:

### **Red Hat Training and Certification**

To stay competitive, companies need to build innovative capabilities and cultures, create business value, and integrate new technologies such as automation, machine learning (ML), artificial intelligence (AI), and generative artificial intelligence (gen AI).

But the leading barrier to digital transformation is knowledge and talent gaps.<sup>1</sup> Investing in employee training helps close these gaps. When teams take part in Red Hat Training, they are better able to align IT capabilities with business initiatives, control costs, maximize system performance, and focus on IT security.<sup>2</sup>

Red Hat Training and Certification offers role-based courses and hands-on exams that develop and validate the real-world skills needed to adopt new technologies and support transformation goals. Through Red Hat Enterprise Linux-specific learning paths and courses, Red Hat Training can help your teams successfully standardize platforms, streamline development, and accelerate innovation.

### **Red Hat Technical Account Management**

Red Hat Technical Account Management provides you with a dedicated Red Hat Technical Account Manager (TAM) who acts as a single point of contact to help resolve issues. They learn your business and identify how to maximize your technology investment. Your TAM will assist your organization with enablement workshops and provide ongoing support, with a focus on security and regulatory compliance.

Red Hat TAMs have specialized knowledge of specific Red Hat products, such as Red Hat Enterprise Linux and its new Image Mode option. They work closely with Red Hat's engineering teams to advocate for your future product needs and are equipped to help you achieve your business objectives using Red Hat solutions. You can expect your TAM to plan ahead to help you take advantage of the latest products and technology, while also taking into consideration how product updates and migrations will affect your organization.

### **Red Hat Consulting**

Red Hat Consulting can collaborate with your team to help address business or technical use cases around standardization and infrastructure management. The process includes:

- ▶ A discovery session, where Red Hat consultants take a holistic view of your organization, determine priorities, and identify target outcomes based on your business and technology needs.
- ▶ Customized implementation plans that provide solutions where you need them most.
- ▶ Skills transfer, hands-on collaboration, and mentoring that helps your team learn and adopt the methods and skills needed for success.

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1 Red Hat report. "[2024 Global Tech Trends: A Red Hat report](#)," 20 Feb. 2024.

2 McAfee, Nathan. "[Analyzing the economic impact of Red Hat Training](#)," Enterprise Strategy Group, sponsored by Red Hat, Jan. 2024.

3 Forrester Research, commissioned by Red Hat. "[The Total Economic Impact of Red Hat TAMs](#)," 5 April 2023.

Through a tailored combination of these services, Red Hat helps organizations learn how to implement and scale Red Hat Enterprise Linux and other Red Hat products effectively and efficiently. Red Hat consultants will work with you based on your business needs, budget, and preference to find the right mix of services.

### Why work with Red Hat

Working directly with Red Hat to support your implementation of Red Hat Enterprise Linux unlocks the following key benefits:

#### Product expertise

Red Hat gives you access to up-to-date enterprise open source technology, industry-specific insights, and expert guidance based on best practices. You will also gain the practical experience and resources necessary to meet your business needs, accelerate your standardization project, and adopt complementary technologies.

#### Open source enablement

Red Hat experts will show you how to effectively collaborate across distributed and in-person environments to maintain a high-performing team. You will benefit from an open source development model and open source communities to adopt technology and accelerate transformation initiatives.

#### Accelerated time to value

Red Hat provides industry-renowned materials, courses, and blueprints that have been tested in real-world implementations and customer engagements around the globe. These resources, along with decades of experience and expertise across industries (including financial services, insurance, telecommunications, and transportation), support faster deployment.

#### Learn more

- ▶ Discover hands-on training and certifications with [Red Hat Training and Certification](#).
- ▶ Get help planning and deploying Red Hat software with [Red Hat Technical Account Management](#).
- ▶ Get customized guidance when you need it with [Red Hat Consulting](#).



#### About Red Hat

Red Hat is the world's leading provider of enterprise open source software solutions, using a community-powered approach to deliver reliable and high-performing Linux, hybrid cloud, container, and Kubernetes technologies. Red Hat helps customers develop cloud-native applications, integrate existing and new IT applications, and automate and manage complex environments. [A trusted adviser to the Fortune 500](#), Red Hat provides [award-winning](#) support, training, and consulting services that bring the benefits of open innovation to any industry. Red Hat is a connective hub in a global network of enterprises, partners, and communities, helping organizations grow, transform, and prepare for the digital future.

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