

# Ingram Micro and Red Hat Elite Program

# 2022

Are you ready to take your Red Hat business further than it's ever been? Ingram Micro can help you find the way.

As a Red Hat partner, you take pride in delivering enterprise ready open source solutions to your customers. And at Ingram Micro, we take equal pride in being your strategic partner—guiding you to exciting places and helping you make the most of every opportunity. Our Ingram Micro Red Hat Elite Program is designed to maximize your go-to-market strategy with best-in-class resources and offerings to propel your open source business, whether it's SMB or enterprise.

## 1 QUALIFICATIONS:

- ✓ Must be a Red Hat partner
- ✓ 80% of Red Hat partner business to flow thru Ingram
- ✓ Engage in cadence with Ingram MD team & Red Hat PRM (minimum of once per month)
- ✓ Attend Ingram Micro virtual ONE conference and/or Ingram Cloud Summit
- ✓ Must hit one of Red Hat partner thresholds
  - Premier: \$150,000 +
  - Advanced: \$100,000-\$150,000
  - Ready: \$10,000-\$100,000

## 2 BENEFITS PER RED HAT PARTNER THRESHOLD:

### PREMIER PARTNER:

- ✓ Additional MDF Funds
- ✓ Demand Generation
- ✓ Virtual Training & Workshops
- ✓ Red Hat Center of Excellence
- ✓ Preferential Pricing
- ✓ Networking Events
- ✓ Executive Leadership Calls
- ✓ Dedicated Licensing Rep (White Glove)

### ADVANCE PARTNER:

- ✓ Additional MDF Funds
- ✓ Demand Generation
- ✓ Virtual Training & Workshops
- ✓ Red Hat Center of Excellence
- ✓ Preferential Pricing
- ✓ Networking Events
- ✓ Executive Leadership Calls

### READY PARTNER:

- ✓ MDF Funds
- ✓ Demand Generation
- ✓ Virtual Training & Workshops
- ✓ Red Hat Center of Excellence
- ✓ Preferential Pricing