

Partner Program Requirements

Requirement	Ready level	Advanced level	Premier level
Completion of Red Hat Partner Program application	Mandatory across all membership levels		
Acceptance Red Hat Partner Program Agreement	Mandatory across all membership levels		
Partner delivered services attached to their business with Red Hat have to be equal or higher than 30% on top of their business with Red Hat	No	mandatory	mandatory
# of role accreditations in one sales conversation	1 ¹	6 ²	12 ³
# of annual customer references	No	1	2
# of Red Hat Certified individuals	No	1	2
Mutually agreed business plan	No	recommended	Yes
Annual Minimum Revenue Target	No	No	Yes
Forecast	No	No	quarterly
Participation in Red Hat Marketing offerings or campaigns	No	Yes	Yes
Annual Partnership Requalification	Yes	Yes	Yes
Annual Participation Fee	No	Yes	Yes

¹ Sales Accreditation or Sales Engineer Accreditation need to be achieved

² 2 Sales Accreditation, 2 Sales Engineer Accreditation and 2 Delivery Specialist Accreditation

³ 4 Sales Accreditation, 4 Sales Engineer Accreditation and 4 Delivery Specialist Accreditation