

Appendix

Required OPEN Accreditations table:

Specialization:	Data Center Infrastructure	Middleware Solutions ²	Cloud Infrastructure ³	
Sales Conversation	I.T. Automation + Management	Cloud-Native Application Development	Hybrid Cloud Infrastructure	
Sales Accreditations ¹	Red Hat Sales Specialist - IT Automation and Management	Red Hat Sales Specialist - Cloud-Native Development	Red Hat Sales Specialist - Hybrid Cloud Infrastructure	
Sales Engineer Accreditations ¹	Red Hat Sales Engineer Specialist - Automation	Red Hat Sales Engineer Specialist - Cloud-Native Development AND Red Hat Sales Engineer Specialist - Container Platform (OCP 4)	OPTION 1:	OPTION 2:
			Red Hat Sales Engineer Specialist - Cloud Infrastructure	Red Hat Sales Engineer Specialist - Container Platform (OCP 4)
Delivery Accreditations	Red Hat Delivery Specialist - Automation	Red Hat Delivery Specialist - Cloud-Native Development AND Red Hat Delivery Specialist - Container Platform Application Deployment (OCP 4)	OPTION 1:	OPTION 2:
			Red Hat Delivery Specialist - Cloud Infrastructure	Red Hat Delivery Specialist - Container Platform Deployment (OCP 4)

¹all Sales and Sales Engineer OPEN accreditations are applicable for Ready level

²Middleware Solution Advanced and Premier partners are required to attain additional Sales Engineer and Delivery OPEN accreditations

³Cloud Infrastructure Advanced and Premier partners are free to choose from one of the options for Sales Engineer or Delivery OPEN accreditations

List of discounted countries:

Albania	Central African Republic	Ethiopia	Lebanon	Niger	South Africa
Algeria	Chad	Faroe Islands	Lesotho	Nigeria	Tanzania
Afghanistan	Congo	Gabon	Lithuania	Oman	Tanzania
Angola	Côte d'Ivoire	Gambia	Libya	Poland	Somalia United Republic of Togo
Azerbaijan	Croatia	Georgia	North Macedonia	Qatar	Tunisia
Bahrain	Cyprus	Ghana	Madagascar	Romania	Turkey
Belarus	Czech Republic	Greece	Malawi	Rwanda	Uganda
Benin Bosnia and Herzegovina	Democratic Republic of Congo	Guinea	Mali	Saudi Arabia	Ukraine
Botswana	Djibouti	Guinea-Bissau	Malta	Sao Tome and Principe	United Arab Emirates
Bulgaria	Egypt	Hungary	Mauritius	Senegal	Yemen
Burkina Faso	Equatorial Guinea	Israel	Mauritania	Seychelles	Zambia
Burundi	Eritrea	Iraq	Moldova	Serbia	Zimbabwe
Cameroon	Estonia	Jordan	Montenegro	Sierra Leone	
Cape Verde	Eswatini	Kenya	Morocco	Slovakia	
		Kuwait	Mozambique	Slovenia	
		Latvia	Namibia		