

Why become a Tech Data Red Hat CCSP partner?

Introduction

Technology is changing the very nature of how we work and the competitive context in which we operate.

It helps businesses become more agile, efficient and competitive. As customers aspire to technology driven business transformation, Tech Data and Red Hat continue to provide trusted, secure, innovative and supported open source enterprise technology solutions to meet these needs.

Partners are crucial to the Tech Data and Red Hat story. The combination of your Expertise and intellectual property combined with our ecosystem is what provides the most value to customers. Whether you influence customers as a solution provider, independent software vendor (ISV) or managed service provider (MSP) our ecosystem and collaboration works to our mutual benefit.

As customer demand for technology intensifies, Tech Data is increasing its investment in supporting our partners to ensure they have sustainable ways to achieve growth. Our partner enablement helps you build skills around open, advanced technologies, so you can go to market with solution based services to drive your growth and success.

Tech Data Red Hat Team

The value of Tech Data Red Hat CCSP

The Tech Data Red Hat Certified Cloud and Service Provider (CCSP) program lets you offer trusted, secure, and enterprise-grade cloud and managed services to your customers based on the Red Hat technologies. Flexible consumption options with pay-as-you-go pricing give you access to a broad selection of Red Hat products upon which to build your offerings. Premium support and joint customer resolution lets you deliver high-quality services and support to your own customers. Access to management tools, specialized training and knowledge resources, and consulting services help you adopt a managed services business model, streamline operation of your Red Hat-based cloud infrastructure, and increase margins.

Join the Tech Data Red Hat CCSP program and partner with a distributor who supports your business and provides you with:

- access to a wider ecosystem of complimentary vendors such as AWS, Azure, Cloudera, Diamanti, Hybrid Cloud, NVIDIA, Thales, to name a few
- access to the Tech Data Centre of Excellence
- access to skilled pre-sales support
- access to Tech Data Stream One Billing platform.
- access to the Red Hat on-premise solution stack
- Tech Data ANZ being part of the larger Tech Data group (\$\$ security)

Who is the Tech Data Red Hat CCSP Partner?



Cloud Service Providers

- Provide hardware & software stack (IaaS, PaaS, SaaS, etc)
- Virtual and physical, dedicated or multi-tenant
- End user consumes services



Managed Service Providers

- Provide hardware, OS infra, applications like SAP
- Operate and manage the complete stack
- End user consumes services



System Integrators

- Provide services like design, integration, deployment.
- Deploy anywhere from on prem to public cloud
- Extend to managed service



Hosting Service Providers

- Provide hardware & software stack
- Virtual/physical systems assigned to single customer
- End user consumes services

Independent Software Vendors

#1 Differentiating their cloud offerings

Providers want the ability to provide value-add services with their cloud offerings to set themselves apart from their competition.

The CCSP program gives partners access to the latest open source technologies from Red Hat, so they can differentiate their own offerings

#2 Keeping operational costs in check

Providers must make infrastructure investments based on actual demand to keep costs in line with business

The CCSP program's pay-as-you-go pricing aligns with the way service providers charge their customers

#3 Developing new revenue streams

Providers are looking for new ways to increase revenue

The CCSP program lets partners offer new cloud services to increase revenue

#4 Decreasing margins

Providers need to optimize their infrastructure and business models to increase margins and profits.

The CCSP program offers systems management tools and flexible pricing models help partners optimize costs

#5 Keeping up with new technologies

Providers need to keep technical support employees up to speed with the latest technologies to offer reliable services

The CCSP program gives partners premium 24x7x365 support. Training programs help staff keep their skills up to date with the latest advances.

#6 Maintaining cloud efficiency and hybrid clouds

Providers should manage hybrid cloud environments efficiently with clear visibility into usage trends and costs

Systems management tools to administer Red Hat offerings for increased visibility into their infrastructure and use

Get the flexibility, tools, and technologies you need to accelerate and grow cloud service revenue



Flexibility

- Pay-as-you-go pricing
- Deliver Red Hat-based cloud and managed services on any platforms
- Simplified procurement



Support

- 24x7 premium support
- System management tools
- Variety of training and enablement resources



Access

- The latest enterprise open source technologies and innovations
- Consistent product updates, security patches and bug fixes
- Large ecosystem of certified third-party solutions

Thank you

If you have any questions or would like to learn more about the Tech Data Red Hat CCSP program and how it can add value and help grow your business then please contact either Sue, Lui, Seb or Nadine from the Tech Data Red Hat team.

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