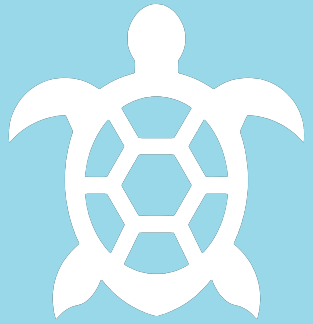


# Turtini Meet & Greet

## Time to Shine!

Jason McDonald, Mike Sexton

Turtini LLC

Red Hat

# Agenda

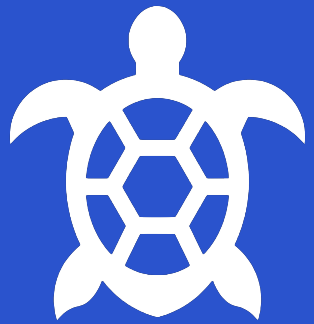
Who We Are

How We Work with Customers

GTM Alignment & Collaboration Session

Enablement Capabilities

Snap Shots



# Who We Are

- Focus: We're 100% Red Hat dedicated and committed to the success of the customers we work with

- Small Business: We're building a reliable and competent small business partner that is procurement forward and actively engaged in the entire sales process

- Effective Communicator: Our role is to engage in a clear and concise manner on all relevant account activities (channel & customer)

- Building Strong Partnerships: We want to build a pro-active partner you look forward hearing from regularly

# How We Work with Customers

- Trusted advisor; extension of the RH sales team
- Routine account syncs with customers and channel
- Understand the programs our customers support
- Determine how our customers implement their subscriptions
- Discover the customer’s future needs so it can drive Net New
- Uncover and assist with any pain points
- Provide any enablement activities
- Connect customers with their Red Hat sales team
- Ensure procurement is progressing, applying pressure as needed
- Efficiently and quickly processing orders with attention to detail

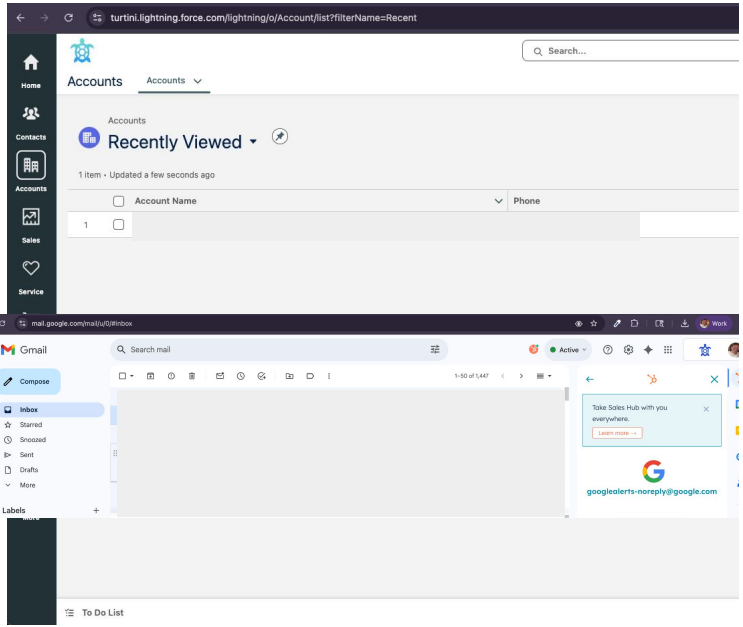
# GTM Alignment & Collaboration Session

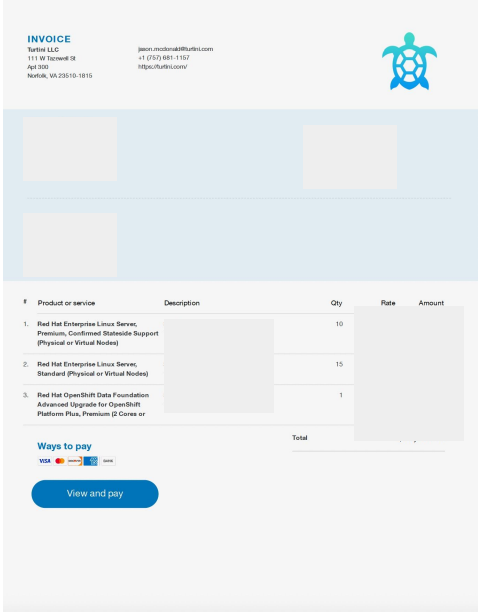
- RHEL
- Ansible
- OpenShift
- OpenShift Virtualization (OVE)
- Zero Trust Architecture
  - OpenShift data tagging and other ZTA techniques
  - AI First approach
  - AI ZTA Best Practices
    - Risk Assessments
    - Data Classification
    - IAM Controls
    - Security-Conscious Culture

# Enablement Capabilities

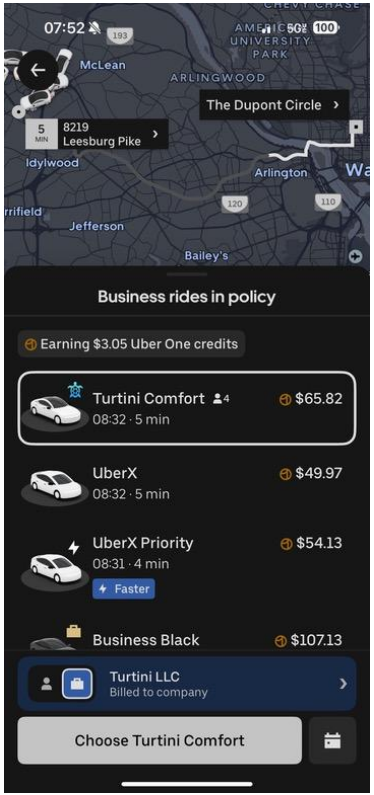
- Workshops/Demos/POCs
  - OpenShift
  - Ansible
  - Lightspeed
  - OVE

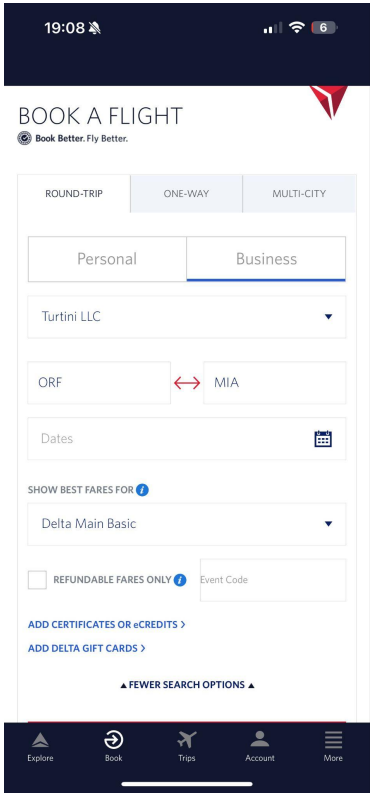
# Snap Shots - Technology

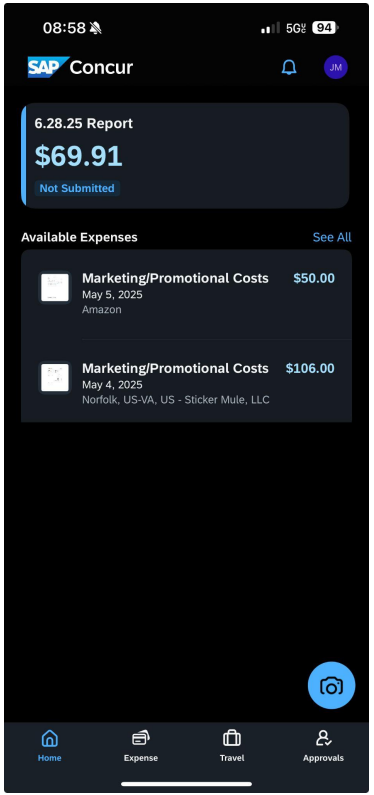




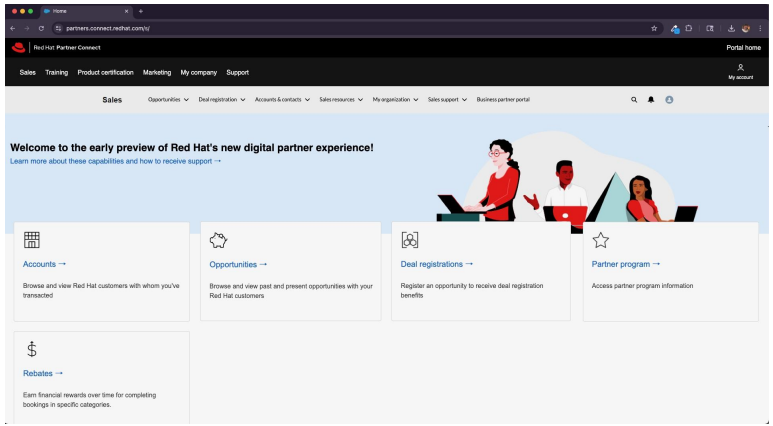
# Snap Shots - Travel

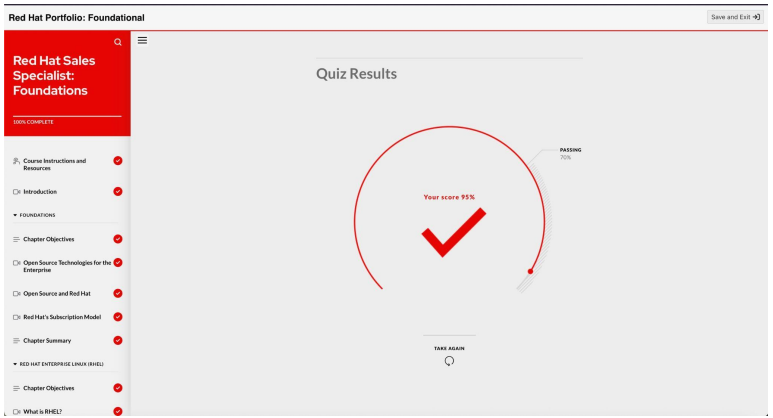


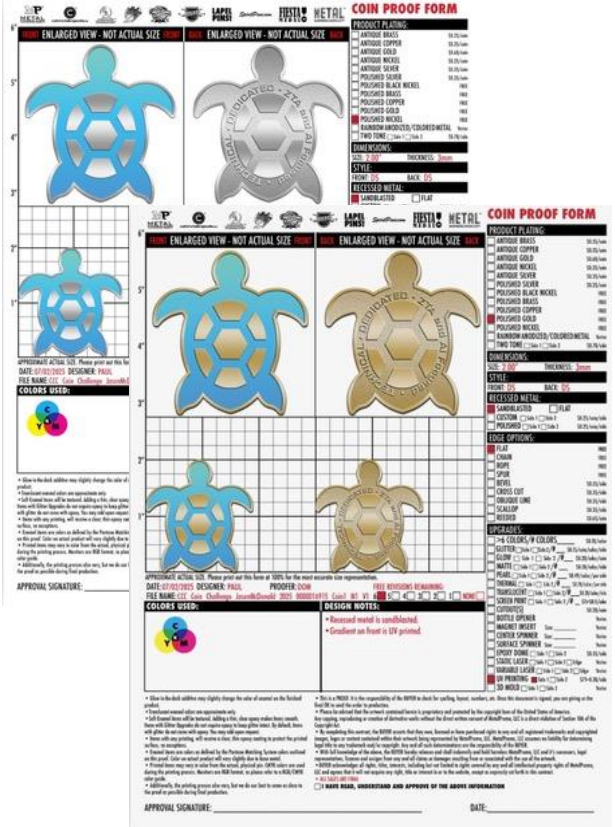



# Snap Shots - Red Hat Partner Experience

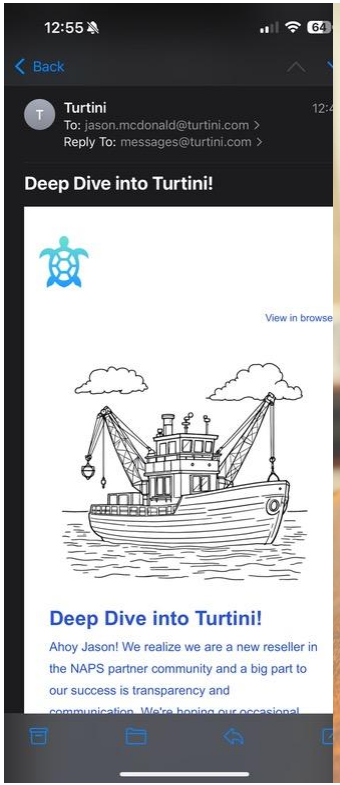


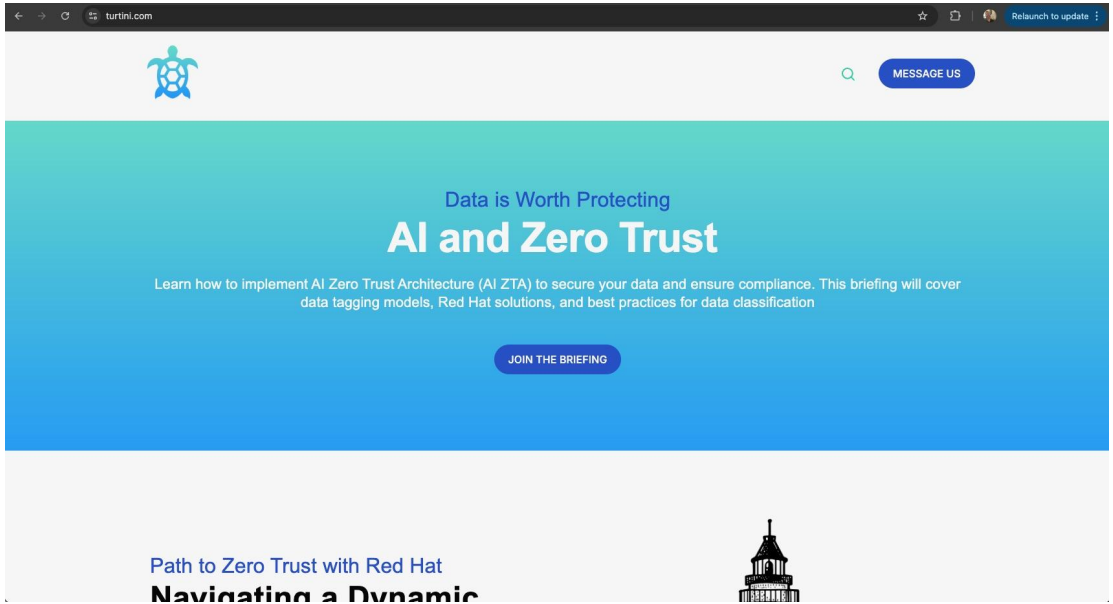
# Snap Shots - Swag



# Snap Shots - Look & Feel



# Snap Shots - Look & Feel



# Sounds Good, Let's Go!

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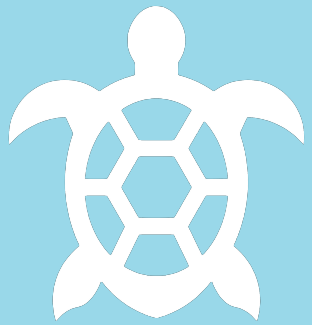
jason.mcdonald@turtini.com



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