

Turtini Meet & Greet

Time to Shine!

Jason McDonald, Mike Sexton

Turtini LLC



Red Hat

Agenda

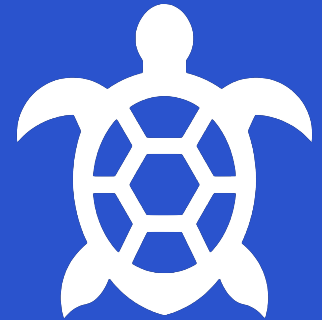
Who We Are

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

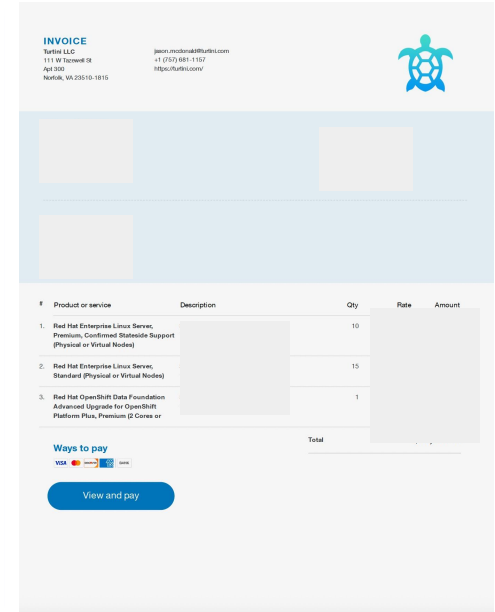
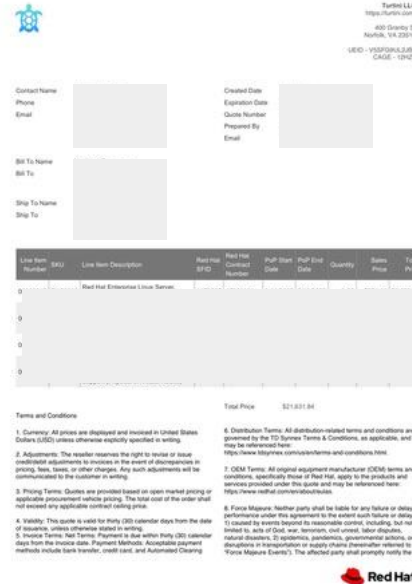
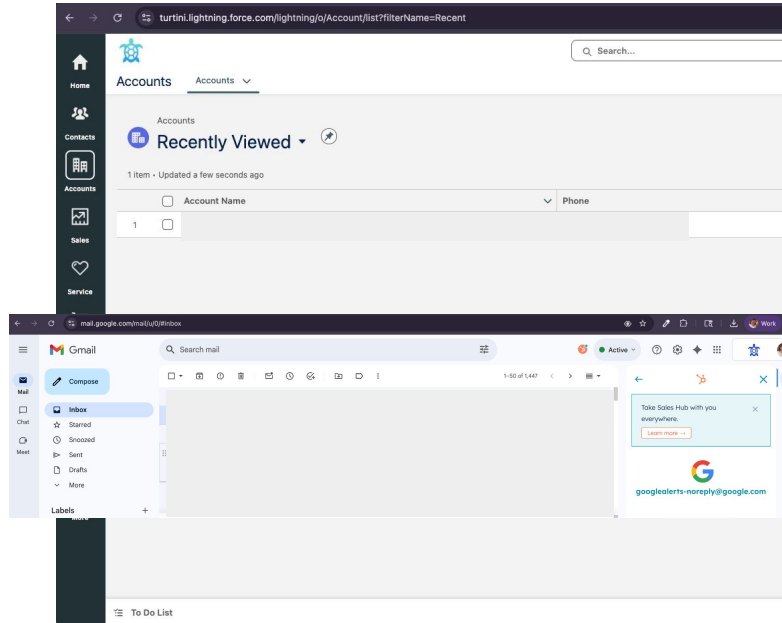


Enablement Capabilities

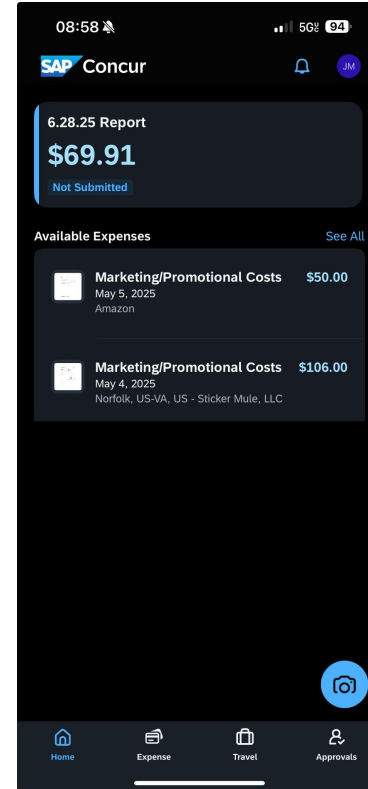
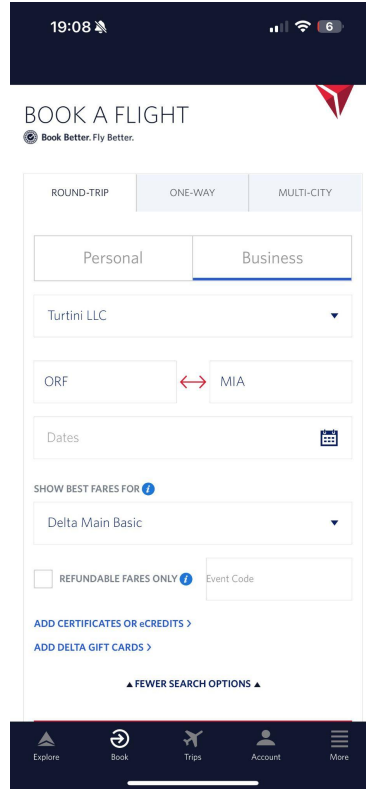
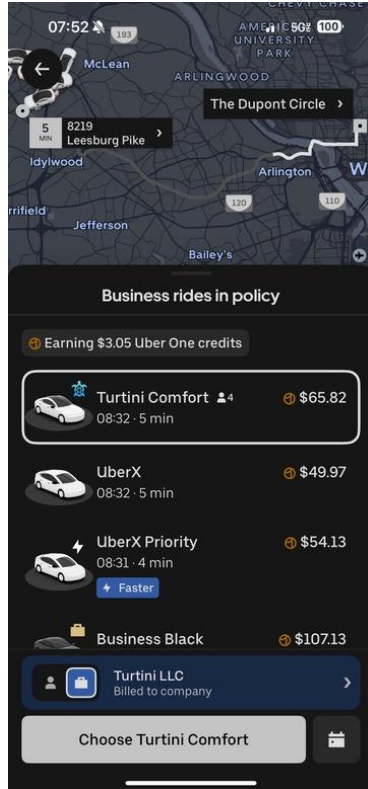
- Workshops/Demos/POCs
 - OpenShift
 - Ansible
 - Lightspeed
 - OVE



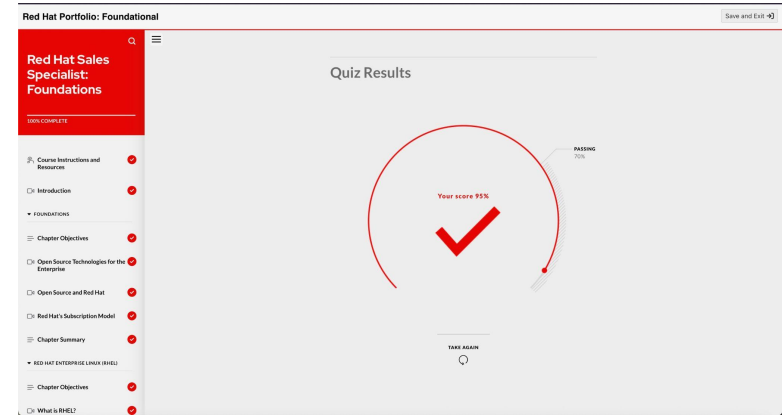
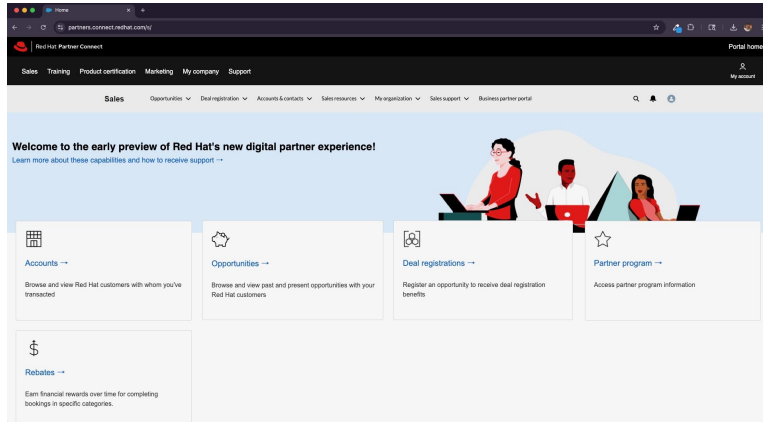
Snap Shots - Technology



Snap Shots - Travel



Snap Shots - Red Hat Partner Experience



Snap Shots - Swag

COIN PROOF FORM

ENLARGED VIEW - NOT ACTUAL SIZE

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PRODUCT LISTING

ARTISAN BRASS	\$0.50 each
ARTISAN COPPER	\$0.50 each
ARTISAN GOLD	\$0.50 each
ARTISAN NICKEL	\$0.50 each
ARTISAN SILVER	\$0.50 each
POLISHED BRASS	\$0.50 each
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POLISHED GOLD	\$0.50 each
POLISHED NICKEL	\$0.50 each
POLISHED SILVER	\$0.50 each
RAINBOW ANODIZED / COLORED METAL	\$0.50 each

DESIGN NOTES:

RECEIVED METAL

DATE: **BY:**

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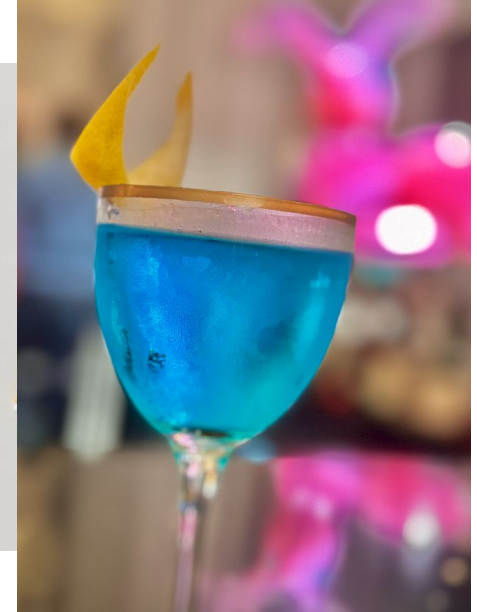
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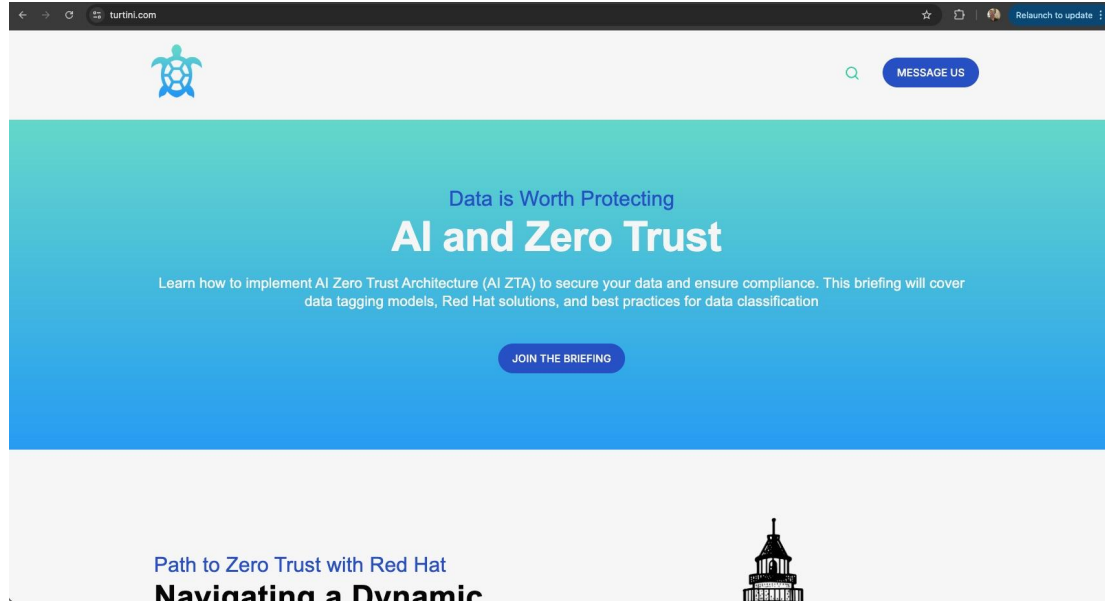
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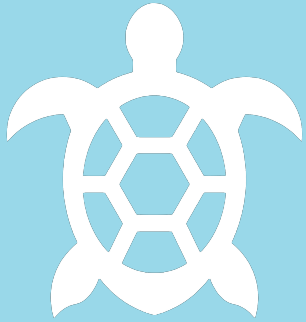
Snap Shots - Look & Feel



Snap Shots - Look & Feel



Sounds Good, Let's Go!



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