

Turtini Meet & Greet Time to Shine!

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Turtini LLC





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

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Snap Shots - Travel









Snap Shots - Red Hat Partner Experience

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Snap Shots - Look & Feel



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Sounds Good, Let's Go!

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