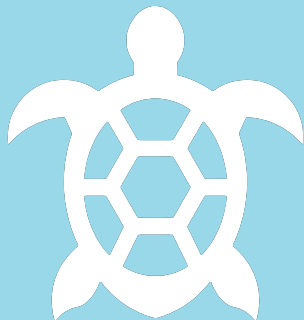




Turtini Meet & Greet

Time to Shine!

Turtini LLC



Red Hat

Agenda

Who We Are

How We Work with Customers

Contract Access

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



Contract Access

- Agent on TD Synnex GSA Red Hat contract 47QTCA19D00MM



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

turtin.lightning.force.com/lightning/o/Account/list?filterName=Recent

Accounts

Recently Viewed

1 item - Updated a few seconds ago

☐	Account Name	Phone
☐	1	

googlealerts-noreply@google.com

To Do List

Turtin LLC
turtin@turtin.com
400 Gateway Dr
Norfolk, VA 23510
USID - VPSF0WKLJ2J6
CAGE - 12P24

Contact Name
Phone
Email

Created Date
Expiration Date
Quote Number
Prepared By
Email

Bill To Name
Bill To

Ship To Name
Ship To

Line Item Number	SKZ	Line Item Description	Red Hat Contract SKZ	Red Hat Contract Number	PO# Start Date	PO# End Date	Quantity	Sales Price	Total Price
1		Red Hat Enterprise Linux Server							

Total Price \$21,831.84

Terms and Conditions

1. Currency: All prices are displayed and invoiced in United States Dollars (USD) unless otherwise explicitly specified in writing.

2. Adjustments: The reseller reserves the right to initiate or accept credit/adjustment adjustments to invoices in the event of discrepancies in pricing, fees, taxes, or other charges. Any such adjustments will be communicated to the customer in writing.

3. Pricing Terms: Quotes are provided based on open market pricing or applicable procurement pricing. The total cost of the order shall not exceed any applicable contract ceiling price.

4. Validity: This quote is valid for thirty (30) calendar days from the date of issuance, unless otherwise stated in writing.

5. Invoice Terms: Net Terms. Payment is due within thirty (30) calendar days from the invoice date. Payment Methods: Acceptable payment methods include bank transfer, credit card, and Automated Clearing.

6. Distribution Terms: All distribution-related terms and conditions are governed by the TO Services Terms & Conditions, as applicable, and may be referenced here: <https://www.redhat.com/en/offerings/enterprise>

7. OEM Terms: All original equipment manufacturer (OEM) terms and conditions, specifically those of Red Hat, apply to the products and services provided under this quote and may be referenced here: <https://www.redhat.com/en/offerings/enterprise>

8. Force Majeure: Neither party shall be liable for any failure or delay in performance under this agreement to the extent such failure or delay is caused by events beyond its reasonable control, including, but not limited to, acts of God, war, terrorism, civil unrest, labor disputes, natural disasters, IT epidemics, pandemics, governmental actions, or disruptions in transportation or supply chains. Eventual relief may be granted for Force Majeure Events. The affected party shall promptly notify the

Red Hat

INVOICE

Turtin LLC
111 W Seward St
April 2021
Norfolk, VA 23510-1815

jean.mcdonald@turtin.com
+1 (757) 881-1157
<https://turtin.com/>

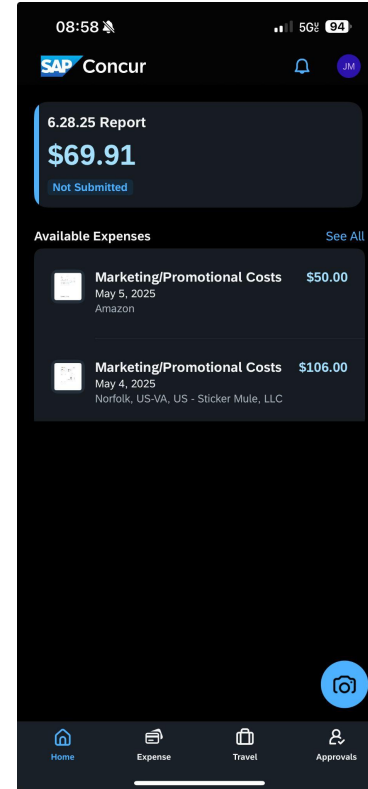
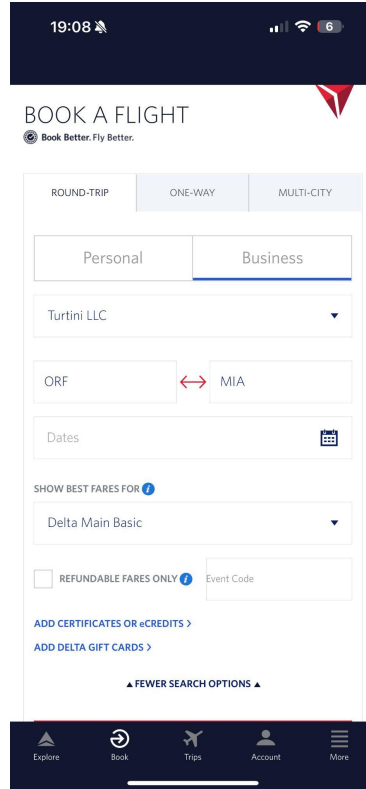
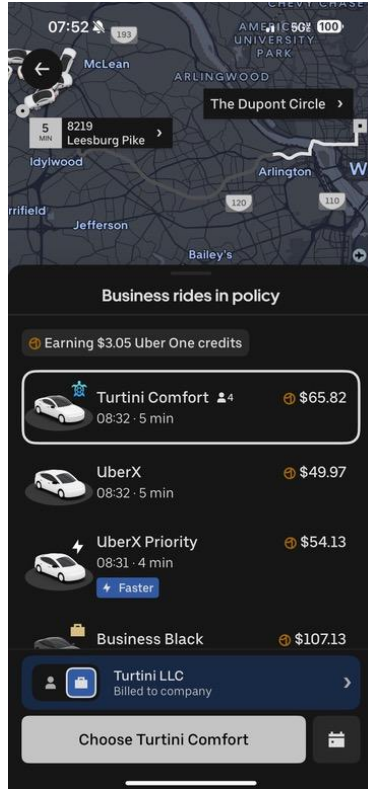
Product or service	Description	Qty	Rate	Amount
1.	Red Hat Enterprise Linux Server, Premium, Confirmed Statewide Support (Physical or Virtual Nodes)	10		
2.	Red Hat Enterprise Linux Server, Standard (Physical or Virtual Nodes)	15		
3.	Red Hat OpenShift Data Foundation Advanced Upgrade for OpenShift Platform Plus, Premium (2 Core or more)	1		
Total				\$21,831.84

Ways to pay

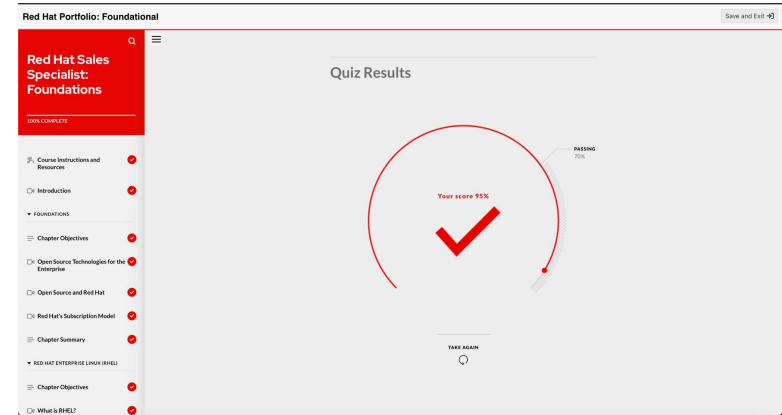
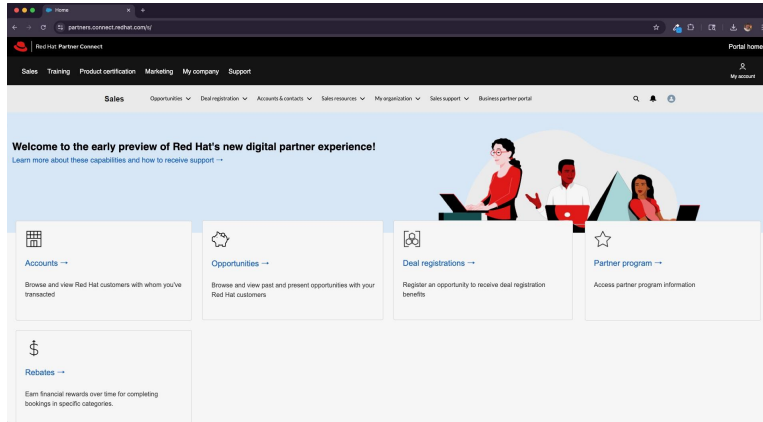
View and pay



Snap Shots - Travel

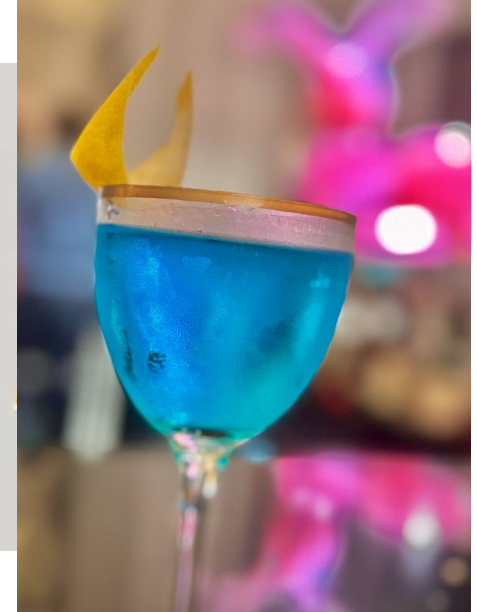
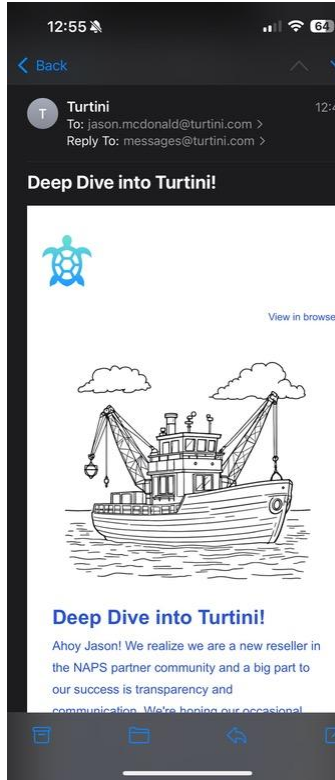


Snap Shots - Red Hat Partner Experience

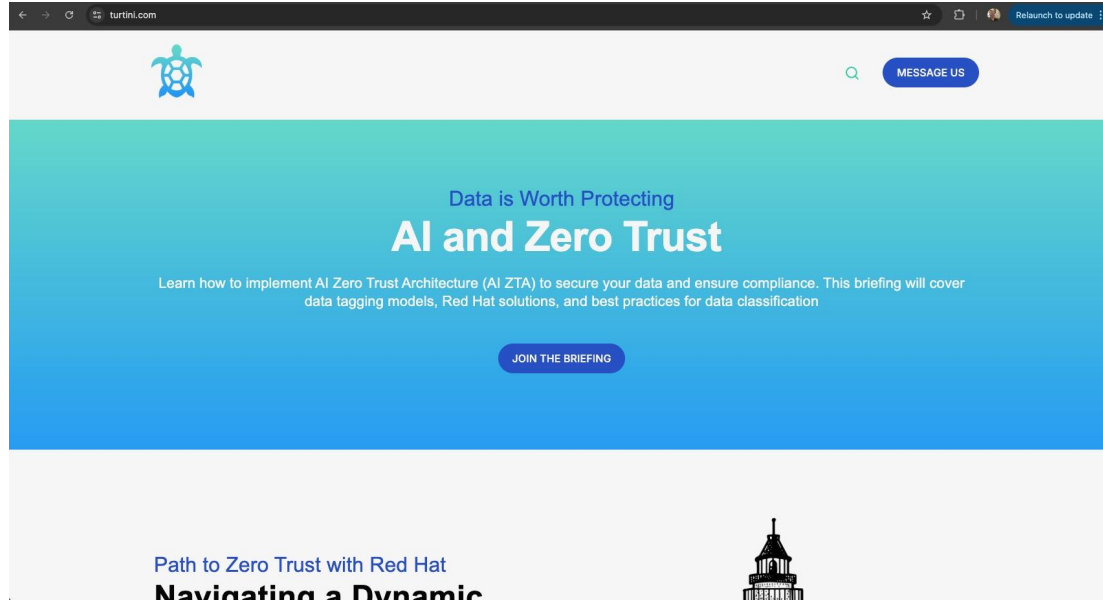


A 5x4 grid of 20 identical stuffed turtles. Each turtle is made of plush fabric and has a yellow belly. The shells are in four colors: green, blue, pink, and grey. The turtles are arranged in five rows and four columns, with each row containing one of each color.

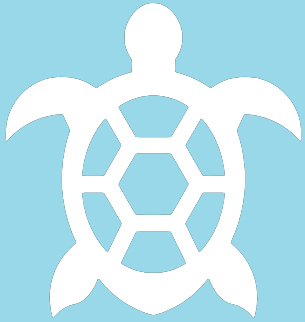
Snap Shots - Look & Feel



Snap Shots - Look & Feel



Sounds Good, Let's Go!



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