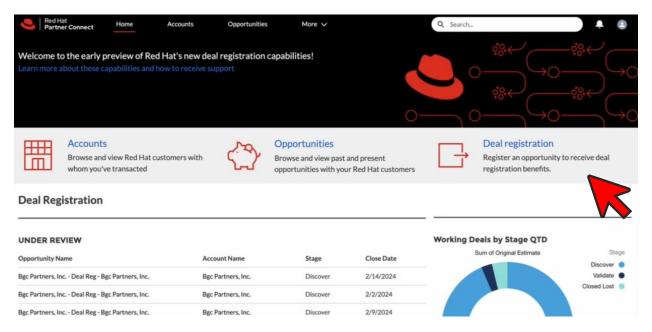
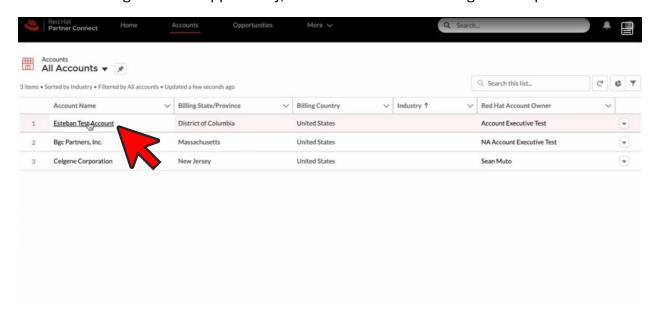
Step-by-Step Guide: How to Submit a Deal Registration for Red Hat Approval

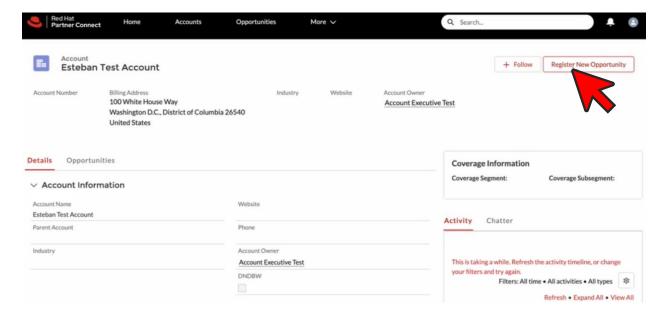
Step 1: Start the Deal Registration Process



- Go to the <u>Red Hat partner portal</u>.
- Click the Deal Registration link from the homepage, or start the process directly from a customer account.
- Click Register New Opportunity, this will initiate the deal registration process.

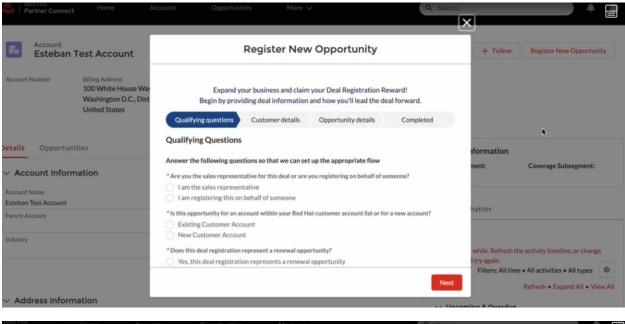


Customer account



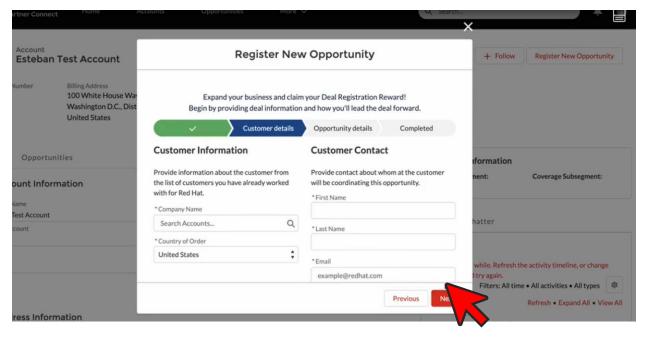
Step 2: Qualifying Questions

- Answer a series of qualifying questions to proceed:
 - Sales Rep Information: Indicate if you are registering the deal as a sales representative or on behalf of another rep.
 - 2. **Customer Account Type:** Confirm if this is one of your existing customers or a new account.
 - 3. Opportunity Type: Indicate if the deal is for a new opportunity or a renewal.
 - 4. **Permission to Share Data:** Confirm that you have permission to share the opportunity data with Red Hat and the distributor.
- After answering, click Next to continue.



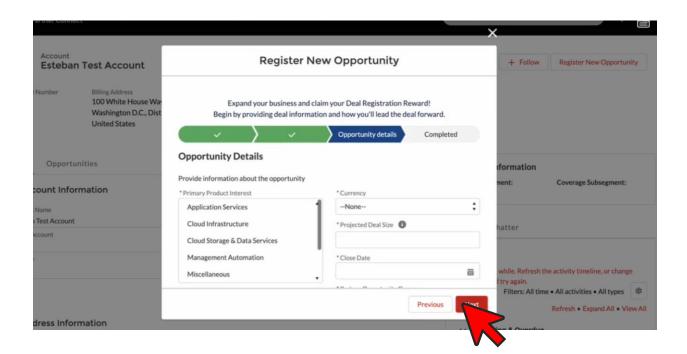


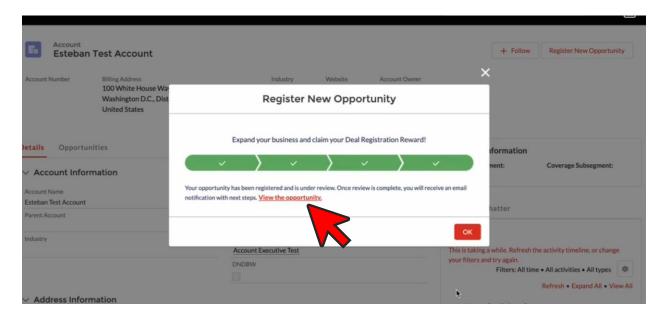
- **Step 3: Customer Selection**
 - Enter customer details, including name, location, and contact information.
 - o If the customer is already in the system, select them from the account list.
 - o If it's a new customer, enter their company details in the *New Customer Information* section.
 - Provide first and last name, email, and the country of the contact.
 - Click Next once all details are filled in.

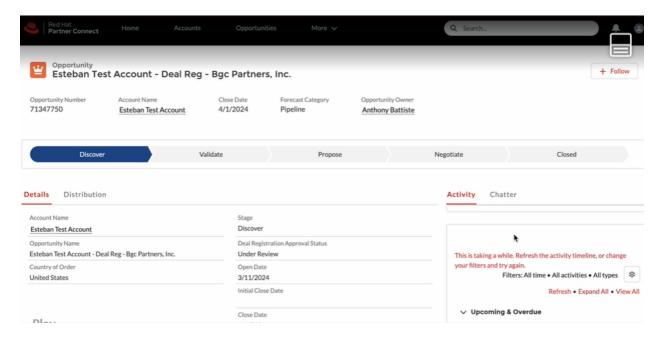


Step 4: Describe the Opportunity

- Provide key details about the deal, including:
 - The primary Red Hat products involved.
 - A description of the opportunity.
 - o The **distributor** "Arrow" and the currency.
 - The projected deal size and closed date.
- Note that the minimum deal size is \$10,000, except for certain countries (check the partner guide for details).
- If registering on behalf of another sales rep, select that option.
- Click Submit to create a new Red Hat opportunity.







Step 5: Review and Notifications

- After submission, you'll receive an email confirming that your registration is under review.
- Red Hat might ask additional questions through the platform's chat.
- You can track the approval status in the opportunity section and will be notified once the review is complete via the partner portal.

By following these steps, you can successfully submit a deal registration for Red Hat sales team approval!