

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

Step 1: Start the Deal Registration Process

The screenshot shows the Red Hat Partner Connect homepage. The navigation bar includes Home, Accounts, Opportunities, and More. A search bar is on the right. A welcome message states: "Welcome to the early preview of Red Hat's new deal registration capabilities! Learn more about these capabilities and how to receive support". Below this, three main sections are visible: Accounts (Browse and view Red Hat customers with whom you've transacted), Opportunities (Browse and view past and present opportunities with your Red Hat customers), and Deal registration (Register an opportunity to receive deal registration benefits). A red arrow points to the Deal registration link. Below the navigation bar, the Deal Registration section is active, showing a table of opportunities under review and a donut chart titled "Working Deals by Stage QTD".

Opportunity Name	Account Name	Stage	Close Date
Bgc Partners, Inc. - Deal Reg - Bgc Partners, Inc.	Bgc Partners, Inc.	Discover	2/14/2024
Bgc Partners, Inc. - Deal Reg - Bgc Partners, Inc.	Bgc Partners, Inc.	Discover	2/2/2024
Bgc Partners, Inc. - Deal Reg - Bgc Partners, Inc.	Bgc Partners, Inc.	Discover	2/9/2024

Working Deals by Stage QTD

Sum of Original Estimate

Stage

- Discover
- Validate
- Closed Lost

- Go to the [Red Hat partner portal](#).
- 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.

The screenshot shows the Red Hat Partner Connect Accounts page. The navigation bar includes Home, Accounts, Opportunities, and More. A search bar is on the right. The Accounts section is active, showing a list of accounts. A red arrow points to the first account, "Esteban Test Account".

Account Name	Billing State/Province	Billing Country	Industry	Red Hat Account Owner
1 Esteban Test Account	District of Columbia	United States		Account Executive Test
2 Bgc Partners, Inc.	Massachusetts	United States		NA Account Executive Test
3 Celgene Corporation	New Jersey	United States		Sean Muto

Customer account

The screenshot shows the Red Hat Partner Connect interface. At the top is a navigation bar with links for Home, Accounts, Opportunities, and More. A search bar is on the right. Below the navigation bar, the 'Account' section displays 'Esteban Test Account' with a '+ Follow' button and a 'Register New Opportunity' button, which is highlighted by a red arrow. The account details include: Account Number, Billing Address (100 White House Way, Washington D.C., District of Columbia 26540, United States), Industry, Website, and Account Owner (Account Executive Test). Below this, the 'Details' tab is active, showing 'Account Information' with fields for Account Name, Parent Account, Industry, Website, Phone, Account Owner, and DNDWB. To the right, the 'Coverage Information' section shows 'Coverage Segment' and 'Coverage Subsegment'. Below that, the 'Activity' section displays a message: 'This is taking a while. Refresh the activity timeline, or change your filters and try again.' with filters set to 'All time', 'All activities', and 'All types'. At the bottom of the activity section are links for 'Refresh', 'Expand All', and 'View All'.

Step 2: Qualifying Questions

- Answer a series of qualifying questions to proceed:
 1. **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.

Register New Opportunity

Expand your business and claim your Deal Registration Reward!
Begin by providing deal information and how you'll lead the deal forward.

Qualifying questions Customer details Opportunity details Completed

Qualifying Questions

Answer the following questions so that we can set up the appropriate flow

* Are you the sales representative for this deal or are you registering on behalf of someone?

☐ I am the sales representative
☐ I am registering this on behalf of someone

* Is this opportunity for an account within your Red Hat customer account list or for a new account?

☐ Existing Customer Account
☐ New Customer Account

* Does this deal registration represent a renewal opportunity?

☐ Yes, this deal registration represents a renewal opportunity

Next

Register New Opportunity

Answer the following questions so that we can set up the appropriate flow

* Are you the sales representative for this deal or are you registering on behalf of someone?

☒ I am the sales representative
☐ I am registering this on behalf of someone

* Is this opportunity for an account within your Red Hat customer account list or for a new account?

☒ Existing Customer Account
☐ New Customer Account

* Does this deal registration represent a renewal opportunity?

☐ Yes, this deal registration represents a renewal opportunity
☒ No, this deal registration does not represent a renewal opportunity

* By registering this opportunity, details about the opportunity are shared with Red Hat and may be shared with the designated distributor for quoting and other processes.

☒ I have permission to share the opportunity data
☐ I do not have permission to share the opportunity data

Next

Step 3: Customer Selection

- Enter customer details, including name, location, and contact information.
 - If the customer is already in the system, select them from the account list.
 - 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.

Partner Connect

Account
Esteban Test Account

Number
Billing Address
100 White House Way
Washington D.C., Dist
United States

Opportunities

Account Information

Name
Test Account
Account

Address Information

Register New Opportunity

Expand your business and claim your Deal Registration Reward!
Begin by providing deal information and how you'll lead the deal forward.

✓ Customer details Opportunity details Completed

Customer Information

Provide information about the customer from the list of customers you have already worked with for Red Hat.

* Company Name
Search Accounts... Q

* Country of Order
United States

Customer Contact

Provide contact about whom at the customer will be coordinating this opportunity.

* First Name

* Last Name

* Email
example@redhat.com

Previous Next

Step 4: Describe the Opportunity

- Provide key details about the deal, including:
 - The **primary Red Hat products** involved.
 - A **description** of the opportunity.
 - 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.

Account

Esteban Test Account

Account Number

Billing Address

100 White House Way

Washington D.C., Dist

United States

Opportunities

Account Information

Account Name

Esteban Test Account

Account

Address Information

Register New Opportunity

Expand your business and claim your Deal Registration Reward!
Begin by providing deal information and how you'll lead the deal forward.

✓

✓

Opportunity details

Completed

Opportunity Details

Provide information about the opportunity

* Primary Product Interest

Application Services

Cloud Infrastructure

Cloud Storage & Data Services

Management Automation

Miscellaneous

* Currency

--None--

* Projected Deal Size

* Close Date

Previous

Next

Account

Esteban Test Account

Account Number

Billing Address

100 White House Way

Washington D.C., Dist

United States

Details

Opportunities

Account Information

Account Name

Esteban Test Account

Parent Account

Industry

Address Information

Register New Opportunity

Expand your business and claim your Deal Registration Reward!

✓

✓

✓

✓

Your opportunity has been registered and is under review. Once review is complete, you will receive an email notification with next steps. [View the opportunity.](#)

OK

Red Hat Partner Connect Home Accounts Opportunities More ▾ Search...

Opportunity
Esteban Test Account - Deal Reg - Bgc Partners, Inc. [+ Follow](#)

Opportunity Number: 71347750 Account Name: [Esteban Test Account](#) Close Date: 4/1/2024 Forecast Category: Pipeline Opportunity Owner: [Anthony Battiste](#)

Discover Validate Propose Negotiate Closed

Details Distribution

Account Name	Stage
Esteban Test Account	Discover
Opportunity Name	Deal Registration Approval Status
Esteban Test Account - Deal Reg - Bgc Partners, Inc.	Under Review
Country of Order	Open Date
United States	3/11/2024
	Initial Close Date
	Close Date

Activity Chatter

This is taking a while. Refresh the activity timeline, or change your filters and try again.

Filters: All time • All activities • All types [⚙](#)

[Refresh](#) • [Expand All](#) • [View All](#)

▼ Upcoming & Overdue

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!