



Red Hat

STONE  
DOOR  
GROUP

## ELITE ACCOUNT SERVICES ACCELERATOR

### THE SITUATION

Many IT organizations purchase Red Hat technology with strong ambition to deploy a maximum range of features. Oftentimes, staffing, priorities, and budgets do not allow IT staff to invest in full enablement of their Red Hat purchase. Team members move on and institutional knowledge dissipates. As the innovation in open source drives Red Hat products and features, it is difficult to maintain a clear view of all that is available. All good things must end and EOL is an eventuality that cannot be ignored.

The Stone Door Group Elite Account Service (“EAS”) Accelerator establishes a trusted advisor relationship with our Red Hat customers. We partner with you on your strategic business outcomes using Red Hat products. We allocate a dedicated account team that provides program, technical, and strategic management that aligns to your business value goals for your Red Hat investment.

### EAS ACCELERATOR INCLUDES:

- An elite dedicated SDG team consisting of an executive sponsor, program manager, account executive and technical architect
- Monthly Technology Reviews
- Quarterly Business Reviews
- Technical health checks and recommendations on your Red Hat product estate
- ROI analysis of your existing and future Red Hat investments
- Red Hat product roadmap review
- Alignment of current Red Hat product features to IT initiative

### BUSINESS OUTCOMES:

- Provide 100% confidence of Red Hat spend relative to IT strategy, business outcomes and ROI.
- Enable IT teams to reach maximum technical efficiency through product enablement
- Futureproof existing Red Hat IT architectures