RENEWAL+ ACCELERATOR

THE SITUATION

Many IT organizations acquire Red Hat software through a Value Added Reseller ("VAR"). Depending on the level of engagement with a VAR, the end customer may not realize the full value of their Red Hat investment.

Too often an organization only implements a subset of available features out of lack of product enablement, leading to non-realized ROI. Also, the organization may not have the time to proactively review Red Hat product roadmaps, leading to missed strategic opportunities to implement features or unnecessary systemic changes in IT architectures due to lack of understanding. Ultimately, this may cause an organization to question the business value of their Red Hat investment on their next renewal.

The Stone Door Group Renewal+ Accelerator helps customers achieve maximum ROI and business value on Red Hat investments through favorable pricing, technical enablement, and IT strategy.

RENEWAL+ ACCELERATOR INCLUDES:

• Performing Red Hat subscription analysis to achieve best available market pricing
• Executing a Dedicated Private Workshop ("DPW") - a ½ day technical hands on workshop with your IT team on any Red Hat technology. Learn More
• Providing Elite Account Service ("EAS") - a dedicated account team that meets regularly to discuss Red Hat roadmap, assist with strategic initiatives, perform IT health checks, and conduct ROI analysis.

Business Outcomes

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