

## FAQ: Intel/Red Hat Global Channel Acceleration Program

The Intel/Red Hat Global Channel Acceleration Program (GCAP) provides Intel Channel Partner Program members and Red Hat business partners with value-added benefits and exclusive access to integrated, certified solutions.

### **What are the criteria for participation in the Global Channel Acceleration Program?**

Qualified resellers must be premier or associate members of the Intel Channel Partner Program and enrolled in both the Red Hat Ready (or Advanced) Business Partner Program and the Intel Enabled Server Acceleration Alliance (ESAA). As part of the Global Channel Acceleration Program, Red Hat is providing automatic qualification for these Intel Channel Partner Program members for its Red Hat Ready program.

### **Is there a cost to join the Global Channel Acceleration Program?**

Membership is free to all qualified partners, including the Red Hat Ready Program and ESAA.

### **Where can I find information on the solution bundles available to me as a member of the Global Channel Acceleration Program?**

As a member of ESAA, information about the solution bundles is available on the ESAA program pages. A list is also available at [www.RedHatonIntel.com](http://www.RedHatonIntel.com) with links to the appropriate locations on the ESAA program pages.

### **How do Intel Channel Partner Program members join Red Hat Ready?**

As an Intel Channel Partner Program member, you can apply by submitting your application online at [www.esaa-members.com/redhat/](http://www.esaa-members.com/redhat/).

### **What benefits do Intel Channel Partner Program members receive from the Red Hat Ready program?**

Intel Channel Partner Program members receive all of the benefits of the Ready program, including the following:

- ⦿ Discounts on Red Hat training and certification
- ⦿ Free comprehensive sales training and certification
- ⦿ A full suite of NFR software for use in demos and testing
- ⦿ Technical pre-sales support
- ⦿ Marketing and sales support
- ⦿ Partner portal access

### **Why should I participate in the Global Channel Acceleration Program?**

Intel Channel Partner Program members gain access to new customers and new markets. The program enables Intel Channel Partner Program members to tap into the rapidly expanding market for Linux solutions across a range of segments—from SMBs to large enterprises. In addition to Linux sales and technical training, members receive exclusive access to certified solutions bundles as well as market development funds and other benefits. The Intel/Red Hat solution bundles are certified and supported “out of the box” for rapid build and deployment—they are available exclusively to participants in this program.

### **Who can I contact for more information about the Global Channel Acceleration Program?**

For more information, e-mail [channelinfo@redhat.com](mailto:channelinfo@redhat.com).