INTRODUCTION

Complete Open Source Solutions (COSS) thanks the management for the opportunity to provide a partnership proposal for establishing Red Hat Academy (RHA) at your esteemed campus. We believe we are best positioned to partner with your esteem organization by virtue of our knowledge, experience and capability in Red Hat technologies.

The Red Hat® Academy program educates the next generation of IT technologists. By preparing students for careers using Red Hat products, we can help our customers and partners be more success-full and accelerate the adoption of new technologies. With Red Hat Academy, educational institutions now have the ability to partner with the Linux® leader to deliver a superior learning experience and teach modern skills that employers demand.

RED HAT ACADEMY REGISTRATION

Q: I am the representative of my institution. Who do I contact if I have not yet registered for this RHA Program?	**A:** This Email communication will take you to the right direction and get the agreement signed with Red Hat and Get your Red Hat Academy Status for your institution.
Q: Where do I go for more information about the Red Hat Academy program?	**A:** Go through the attached brochure.

MEMBERSHIP

Q: How do I apply for membership?	**A:** Once you have submitted the below mentioned information with us and Red Hat Account Setup Form, We will work with Red Hat and generate the membership agreement. *RHA name on Agreement:* *Address of college:* *Authorised contact name on Agreement:* *Email Id of Authorised Person :* *Telephone Number of College & Authorized Person :* Send this information to: pvaneesh@cossindia.net
Q: What is the membership fee?	**A:** There is no cost to join the Red Hat Academy program.
Q: How do I know my membership application was received?	**A:** Once we received the above information, we will inform you the progress of the membership agreement over email/phone.
Q: How long will it take to process my member- ship application?	**A:** Allow up to 10 business days to process your application. You will be notified by email when your application has been processed.
Q: What are the membership application guidelines?	**A:** The membership application guidelines are: • Membership is available exclusively to degree-, diploma-, and certificate-granting institutions. • Members must be formally accredited by a public or other governing body. • Members must be non-profit institutions. • Curriculum provided to members must be delivered across multiple weeks, which is no less than an eight-week time frame, unless concerned with your regional Red Hat Academy manager.
Q: What is the term of the membership?	**A:** Memberships are valid for one year.
Q: How can we get access to the FREE HTML course material?	**A:** Along with the Membership singing form. Institution have to share minimum 200 students list with their contact details to get the access. We will guide the institutions and students on the process.
Q: What is next after the membership signing.	**A:** Once Institution share the details with Red Hat, Red Hat will come to the Campus with a Technical Person to have a workshop for students to make them understand about this program and how it is going to help them.

Q: Do I need to have minimum students to form a batch?

A: There is no demand or commitment required to sign this program and get the Red Hat Academy status for your institution. However, to retain the status, Red Hat expects minimum 50 students from a campus will register for the exams per year. So, as I said, even if you don't go for the commercials for training and certification, you can still go with the MoU and sharing 200 students details, so that, students will get FREE access to 5 courses's curriculum/books for 6 months. There is no Financial or legal binding between college and Red Hat. This is just a formalities to have the state for 1 year.

Q: Training what all subjects?

A: There are 5 courses identified by Red Hat for this Academy program under 3 categories, which are unique and future demands.
1. System Administration (3 courses),
2. JBoss Development (Middleware),
3. Openstack Cloud.
Students will get FREE access to these contents without paying anything and they can learn by themselves, if required.

Q: Total Hours of Training Required?

A: Each course will have minimum 32 hours to 40 hours including theory and practical. Lets says, if the institution have 2 hours daily, within one month, they can complete one course.

Q: Fee for each courses?

A: We have two models.
1. Is Train the Trainer program, once your lecturer complete the training, we can come to your campus for 4 days to train the students for exams, costs 2K per module per students with Remote support through Web meeting.
2. Our Trainer will provide the training, which is at higher cost. Based on the slab, it will be 4K to 6K per student per course.
This can be discussed and agreed on a mutual understandings when we meet.

Q: After training how many companies or placement or drive you provide.

A: We have got tie-up with lots of IT Companies in the industry. We can get them in your campus or can coordinate with them to have on-site interview at the their campus. Also, the intention is to prepare them well before they get into the industry. We can have workshops/seminars for the students during entire period, lets say once in a quarter and build them confidence. Also can have opportunities for them internships as well.

Q: What would be my understanding about this program after the discussion?

A: Since, there is no legal or commercial bindings or commitment between Red Hat and Colleges, the MoU can be signed and let get 200 students FREE access to course contents. Once this is done, Red Hat can visit our campus with the Red Hat Expert and conduct a Seminar to the students to explain them about this program and benefits. The same day, can meet the College management and discuss about the commercials and delivery plan. If everything goes fine, we can start the student registration for the courses.

ABOUT RED HAT

Red Hat is the world's leading provider of open source software solutions, using a community powered approach to provide reliable and high-performing cloud, Linux, middleware, storage, and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As a connective hub in a global network of enterprises, partners, and open source communities, Red Hat helps create relevant, innovative technologies that liberate resources for growth and prepare customers for the future of IT.

Partnered by COSS – Complete Open Source Solutions

COSS is the number one training partner for Red Hat in India and SAARC countries and has successfully delivered quality and value added technology training over thirteen years. We believe our experience in successfully training and placing students along with our cost efficient delivery model will help us deliver the proposed services and the benefits, mentioned in this proposal.