

SUSE Linux 10

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August 2007

Novell®

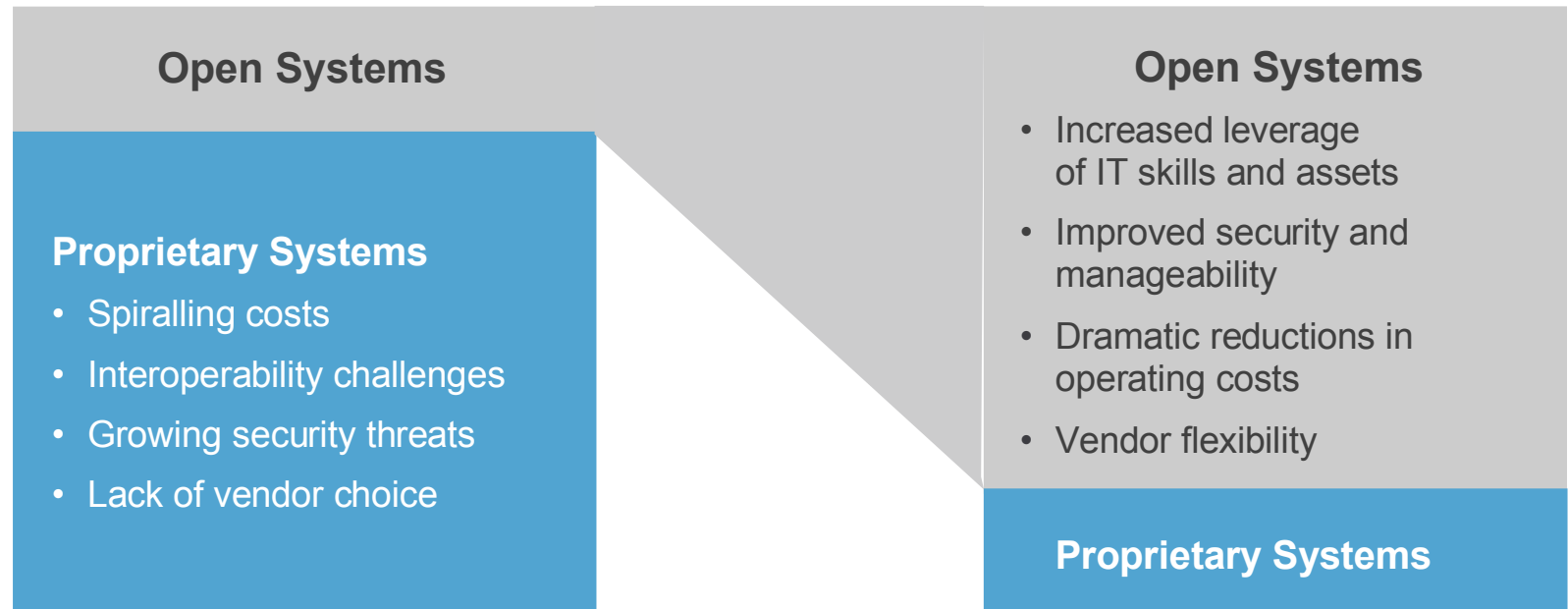
Enterprises are Shifting to Open

Today's Enterprise:

Multiple platforms, proprietary technologies, management and security challenges

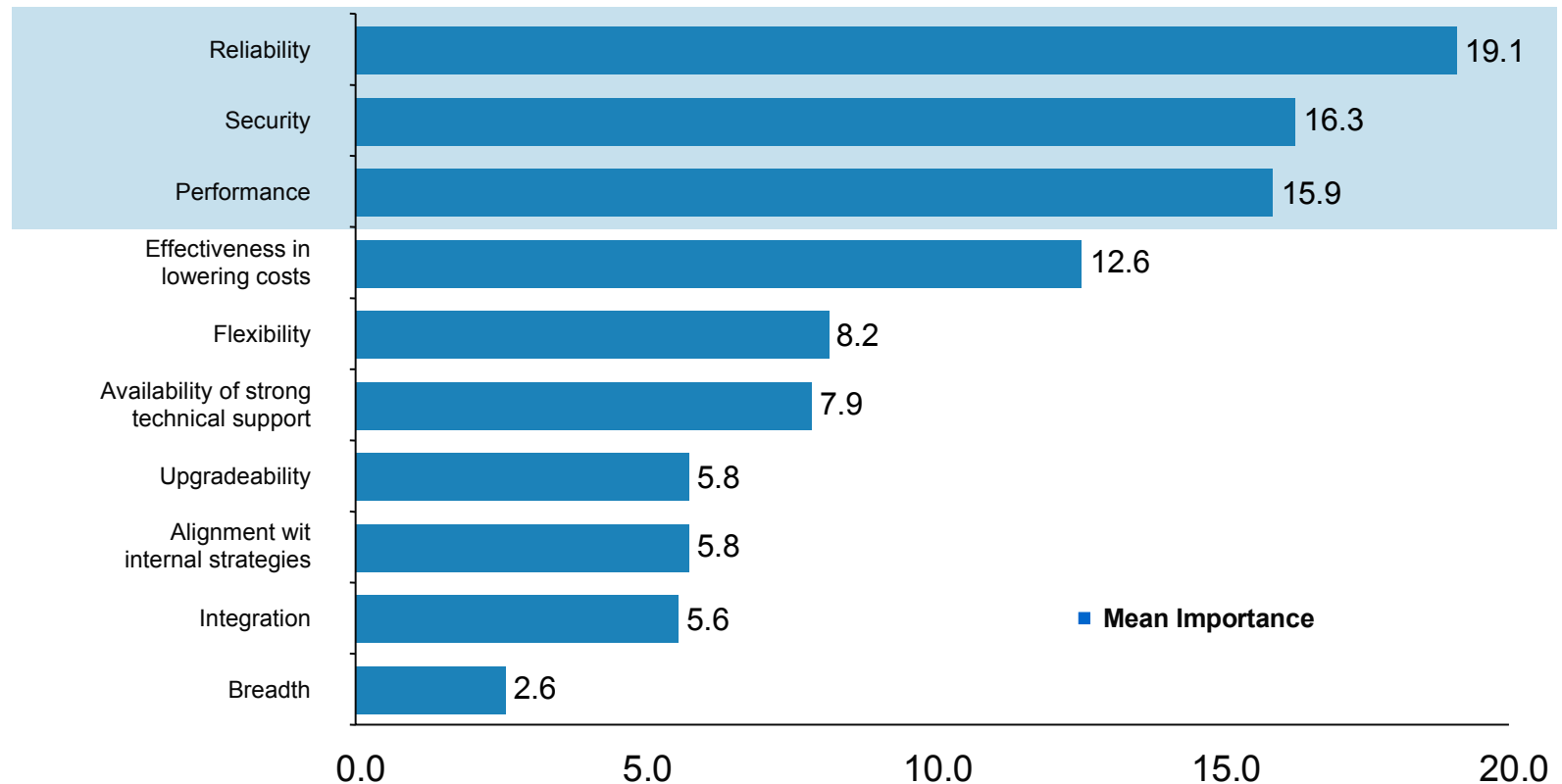
Tomorrow's Open Enterprise:

Performance, reliability, and world-class support on standards-based, open platforms



Lower Cost No Longer the Driving Force

Decision Criteria for Linux Products and Services: *Linux Users and Planned Users*



Base: Linux users and Planned users

Source: 2005 Chadwick Martin Bailey Study of 500 Senior IT Executives

Benefits of Linux in the Data Center

Dramatically Lower Costs

- 40% hardware savings over UNIX*
- 34% software savings over Microsoft*

Greater Choice

- Open source and open standards
- Choice leads to competition among vendors

Enhanced IT Flexibility

- Average server utilization < 20% on x86
- Utility computing will deliver real-time management of resources on-demand



Novell® Offers Solutions in Five Key Markets



- 1 Data Center
- 2 Security and Identity
- 3 Resource Management
- 4 Workgroup
- 5 Desktop

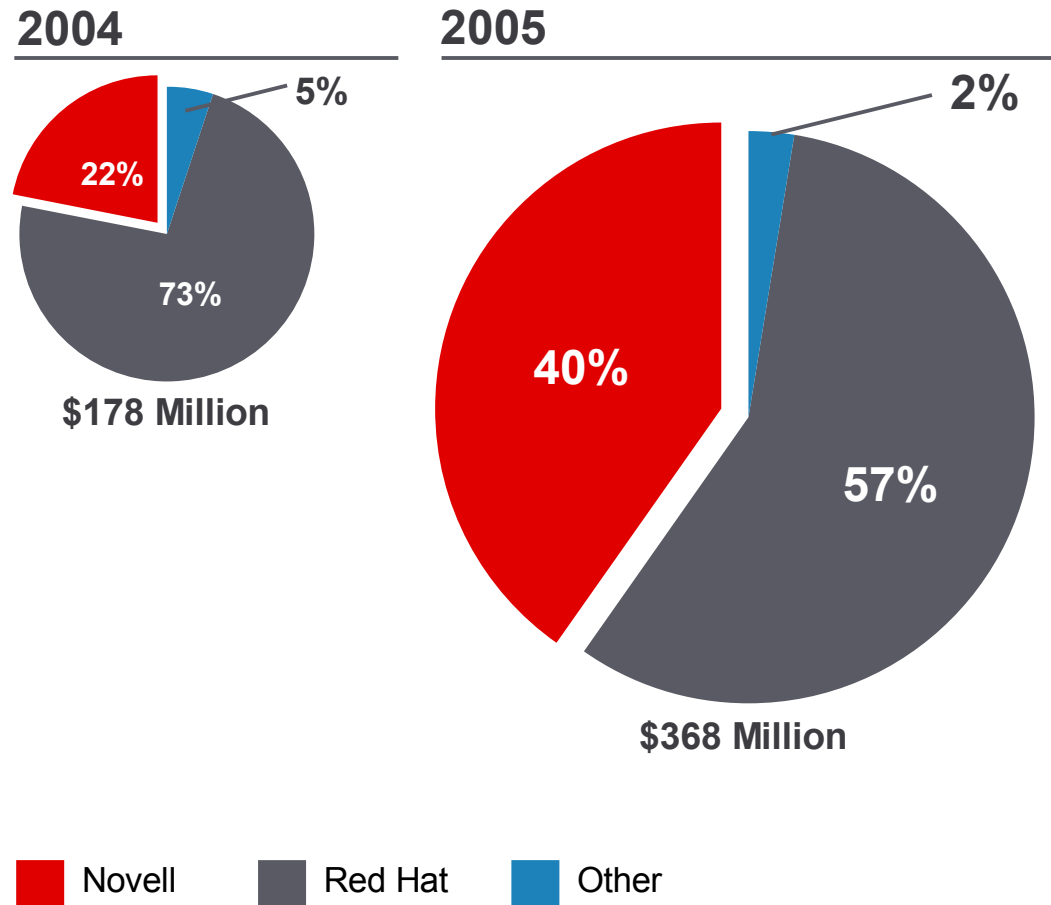
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Why Novell[®] for Linux

Leading Linux Innovation

- **First** enterprise distribution to ship on 7 architectures:
 - x86, x86-64, IA64, PPC, PPC64, s390, s390x
- **First** enterprise distribution to ship 2.6 Kernel
- **First** journaling filesystem for Linux Kernel
- **First** Linux distribution to receive Common Criteria
 - EAL2+, EAL3+ and EAL4+
- **First** to ship with integrated IPsec support (1999)
- **First** to rely on CIM standard for System Management
- **First** enterprise distribution to ship Xen Virtualization

Novell® Gains Linux Market Share



Why Novell is Winning

- Acquired SUSE® Linux in early 2004
- Establishing F2000 accounts who standardize on SUSE Linux Enterprise
- Enterprise-grade software solutions and technical support
- Successful migrations from NetWare® to Linux

Source: Comparison of paid Linux revenue from NOVLL and RHAT 10-Q Statements for 8 consecutive quarters in 2004 & 2005.

Leading Open Source Development

Novell® is a key contributor to these and other open source projects:

Apache

AppArmor

Bandit

BetterDesktop

Eclipse

Evolution™

GCC

GNOME

HULA®

Novell iFolder®

KDE

Linux Kernel

Mono®

Mozilla

MySQL

**Open Invention
Network**

OpenLDAP

OpenOffice.org

OpenSSL

openSUSE™

Openswan

Open WEBEM

PHP

Perl

PostgreSQL

Reiser

rsync

SAMBA

Tomcat

X.org

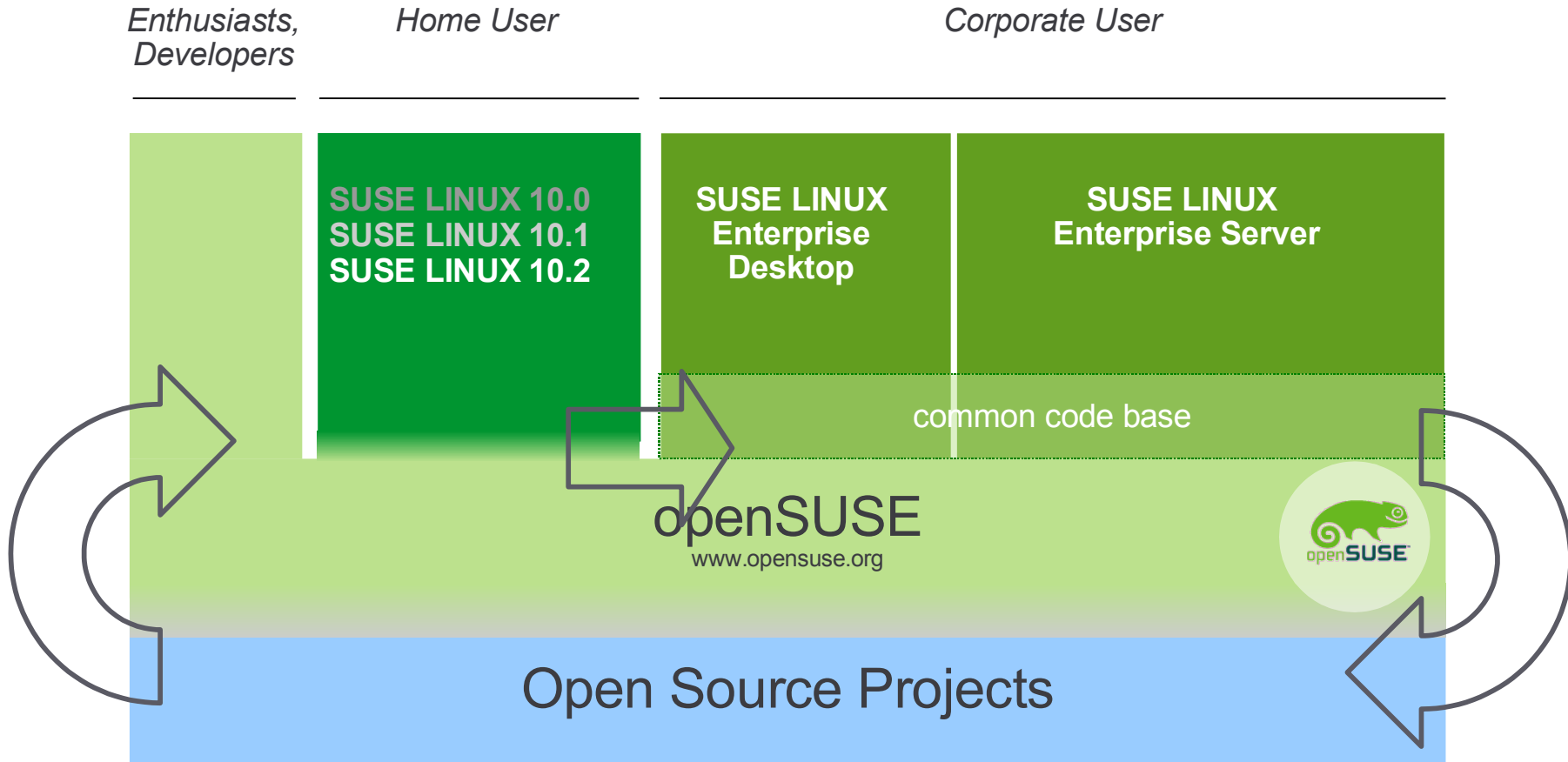
XGL

YaST

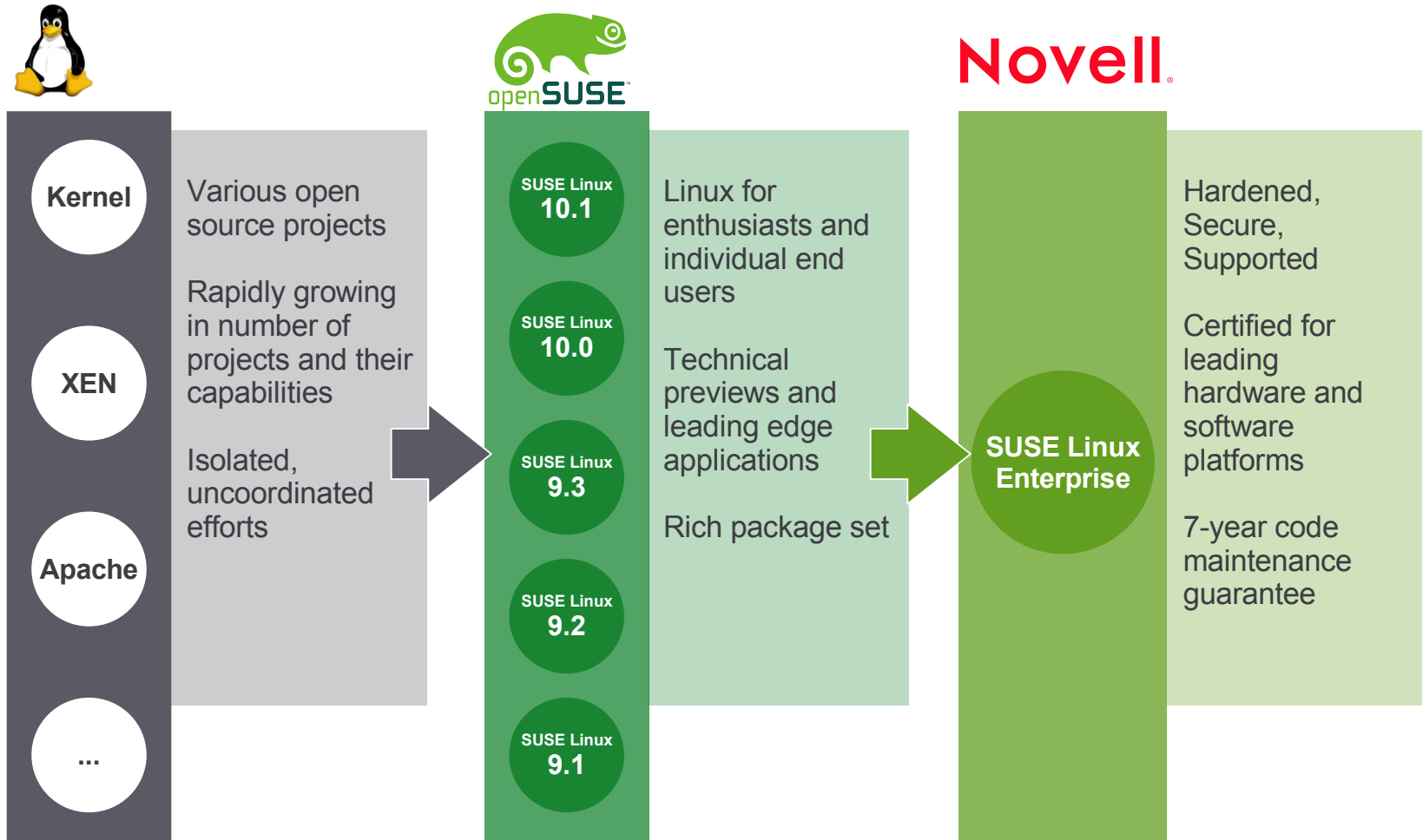
****Novell is a leading contributor**

From Community to Enterprise

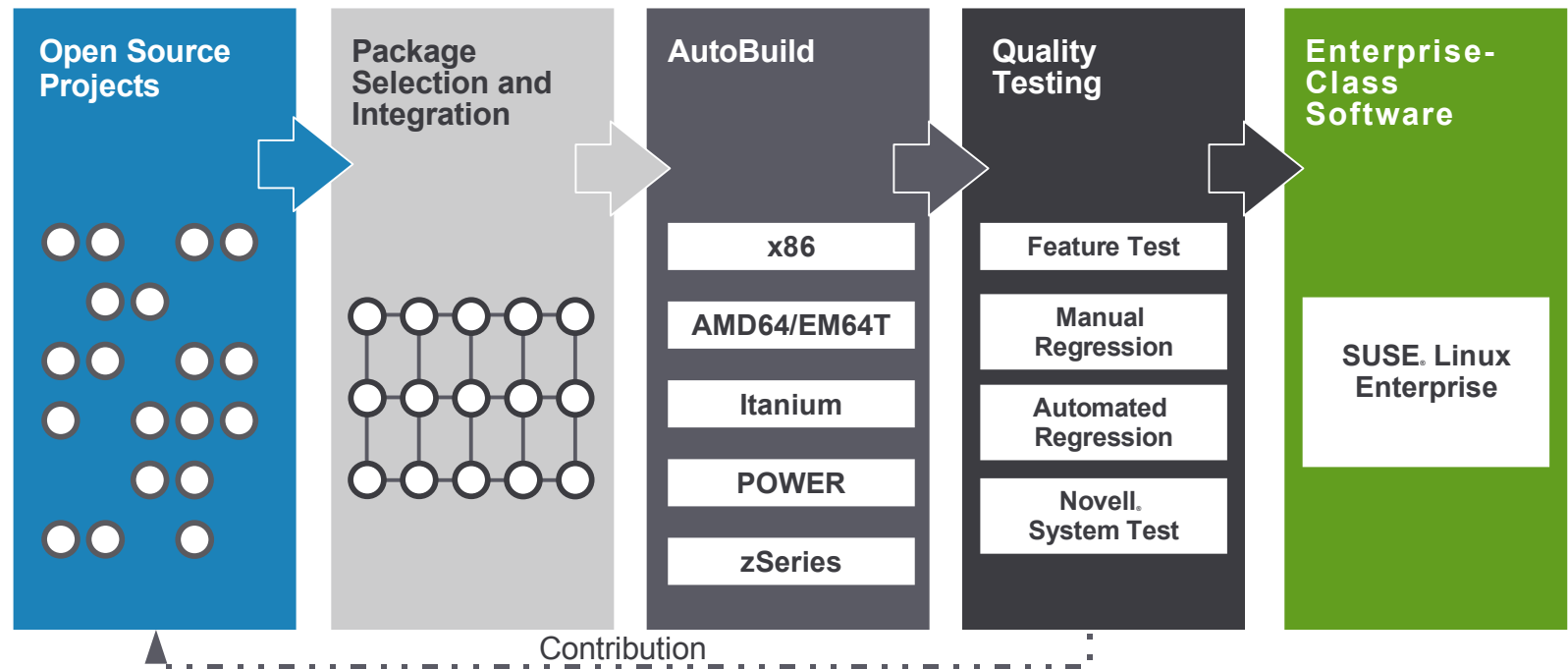
openSUSE feeds Novell's Linux offerings



The SUSE® Linux Development Process

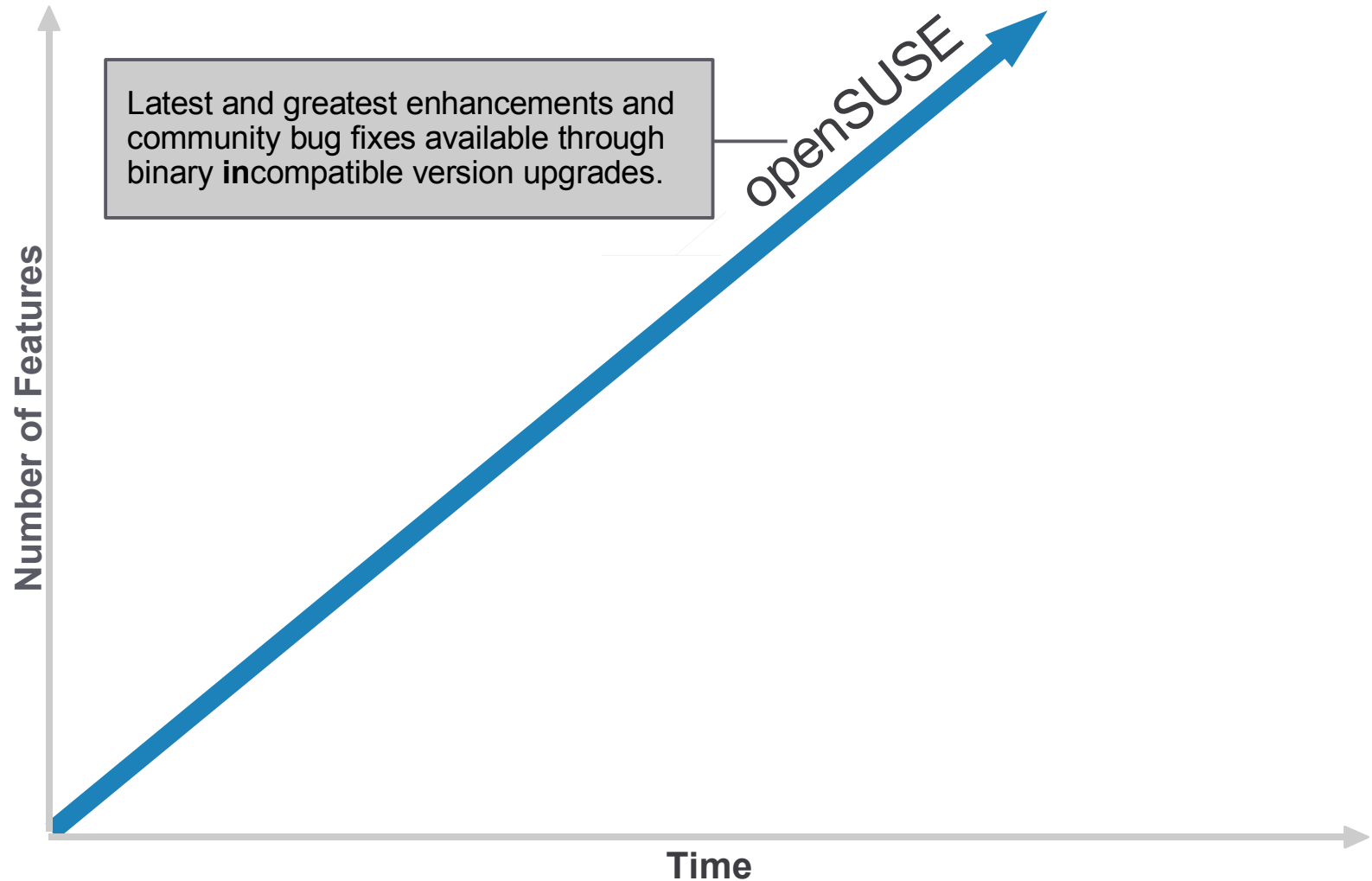


The AutoBuild Advantage

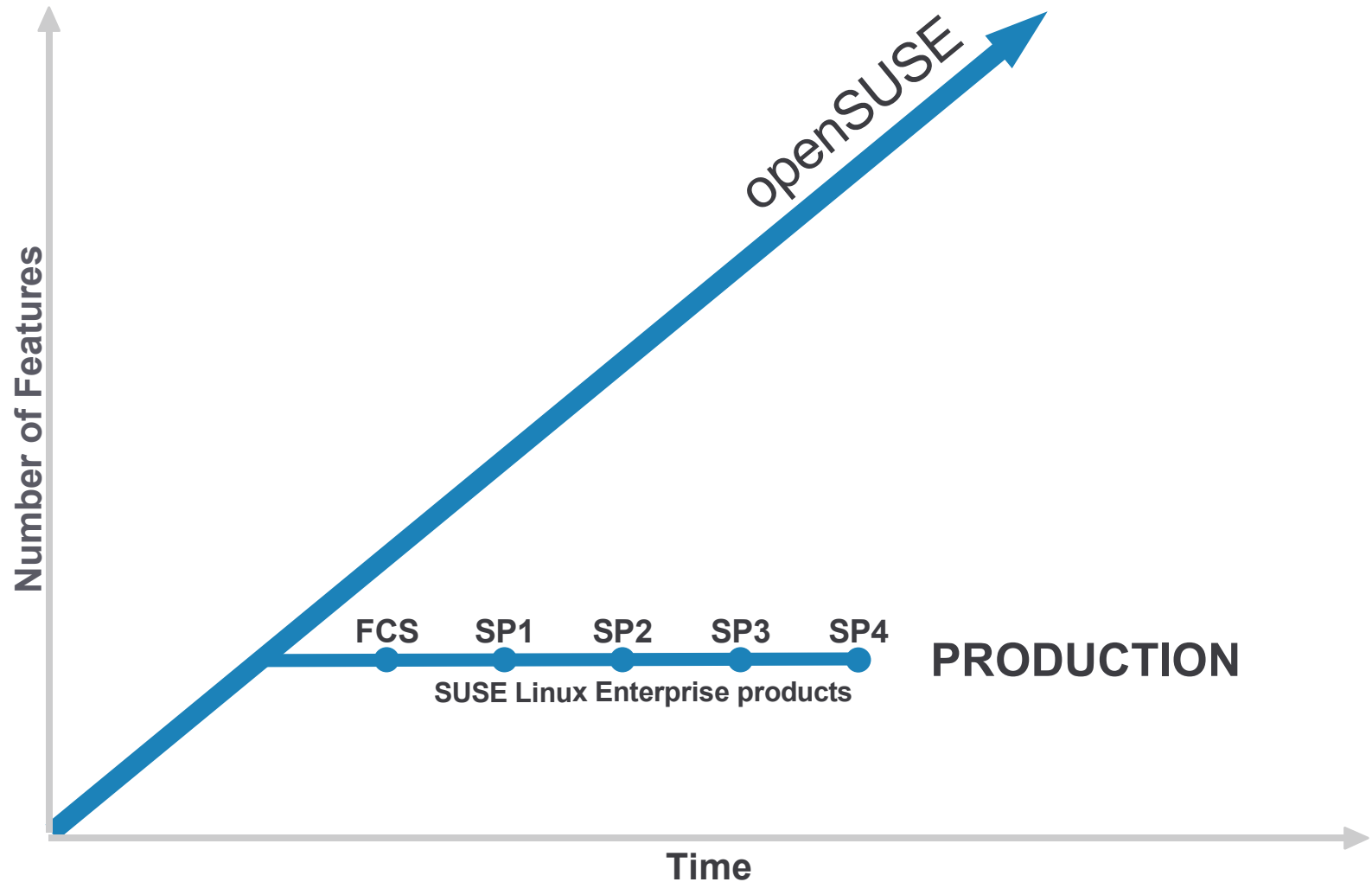


- Reduces production problems
- Consolidates IT skills across disparate systems
- Delivers critical updates in hours – not days or weeks

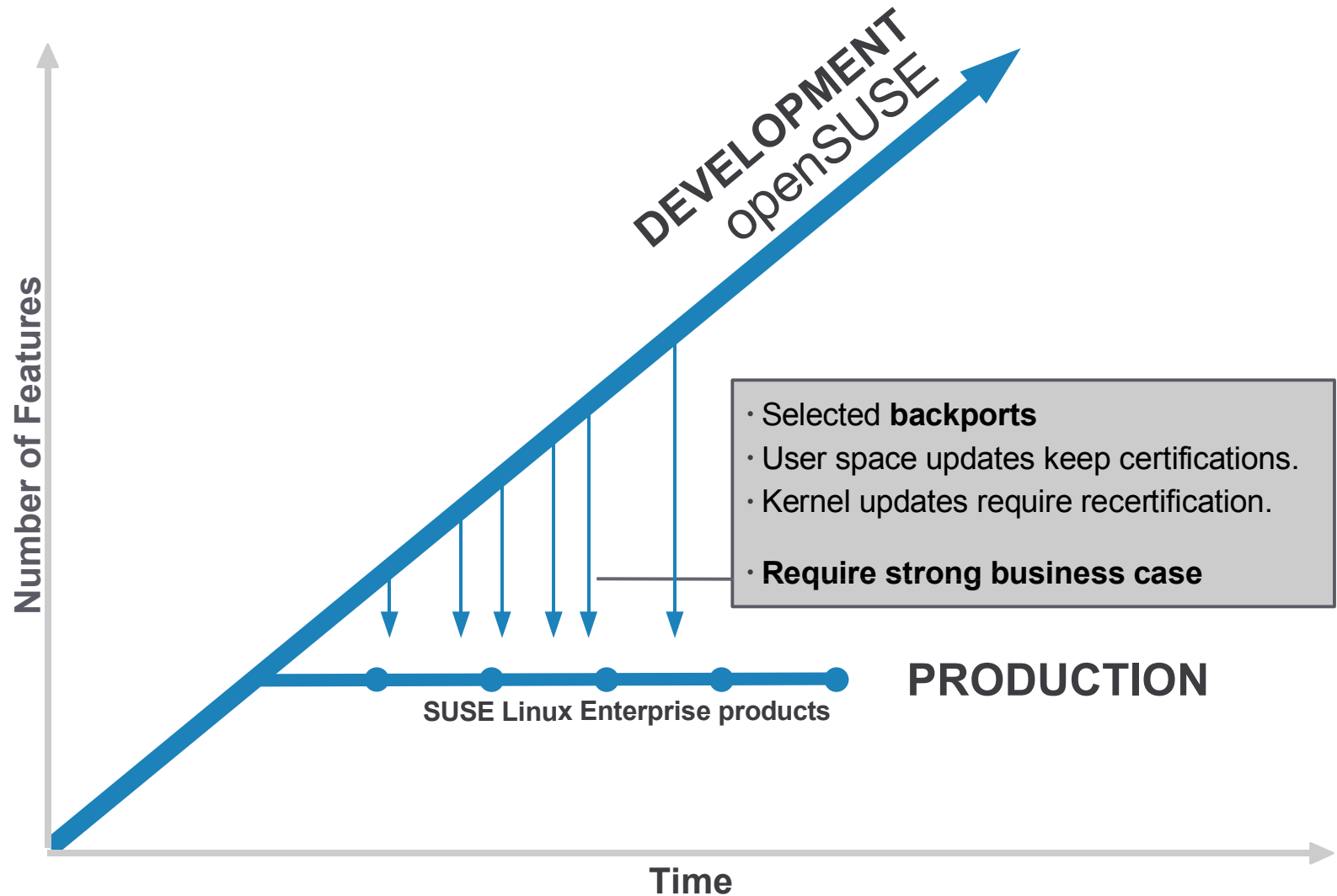
Open Source Community: Continuous Incompatible Rebuilds



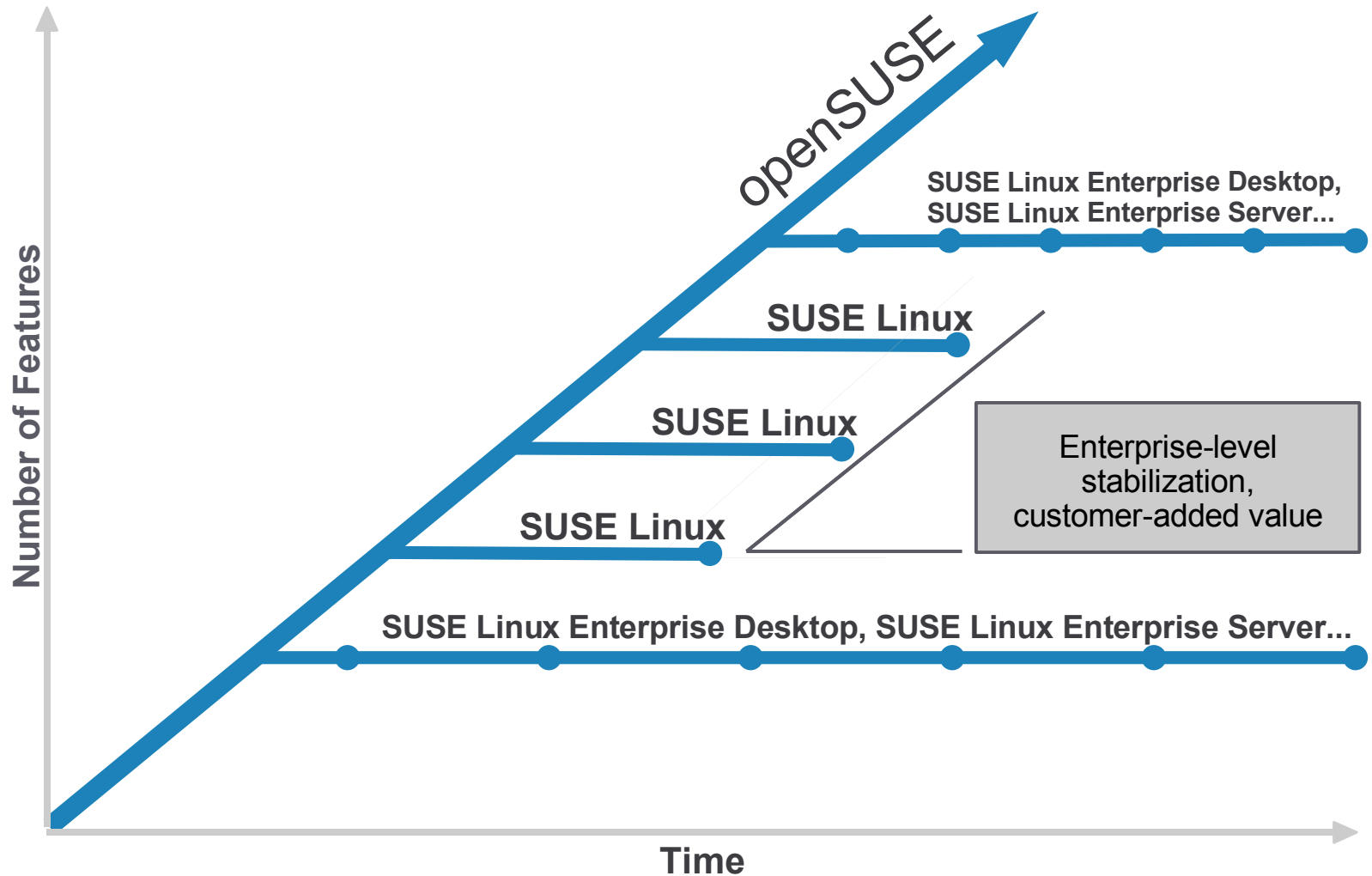
SUSE Linux Enterprise Products: Stable User Space ABI



SUSE Linux Enterprise Products: Only Selected Backports



SUSE Linux Enterprise Products: Several Kernel Versions

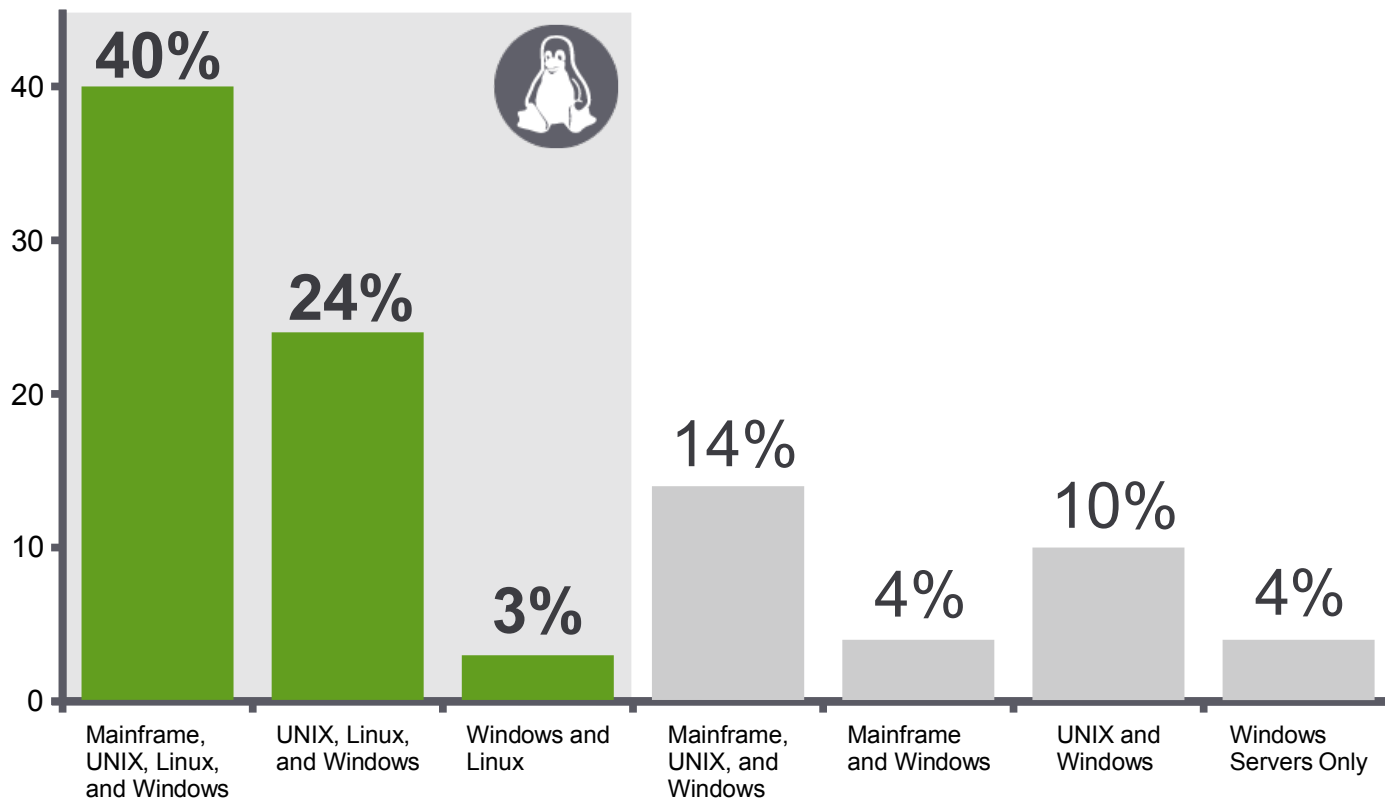


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Microsoft and Novell

Open Source Continues to Advance in the Data Center

Q: What is the make-up of major enterprise data centers?



Source: Gartner report, #G00138277, *Linux Continues to Advance into the Data Center*, George J. Weiss

The Microsoft / Novell Business Partnership

- Microsoft reselling \$240M of SUSE® Linux Enterprise Server certificates over five years
 - Microsoft officially recommends SUSE Linux Enterprise for mixed IT-environments
 - Microsoft distributes certificates to customers that entitle them to subscriptions and support for one- or three-year contracts
- Joint sales & marketing efforts
 - Co-marketing fund
 - Dedicated Microsoft sales force
 - Significant technical collaboration work
- Joint interoperability lab

The Market Has Embraced the Partnership

- Early Customer Adoption
 - AIG
 - Credit Suisse
 - Deutsche Bank
 - Wal-Mart
 - HSBC
- 40,000 certificates activated for 3-year priority support
 - Very strong customer pipeline
- Overwhelming customer support data
 - 97% of respondents approve of the Microsoft and Novell collaboration
 - 97% said they wanted platform providers to improve interoperability

Customer Endorsements

HSBC

“The Microsoft-Novell agreement is a great catalyst to helping us reduce the complexity of our Linux environment as we standardize our Linux infrastructure with SUSE Linux Enterprise. ... That’s why we have selected Novell as our preferred Linux partner to support our Linux infrastructure.”

Matthew O'Neill, Group Head of Distributed Systems

Credit Suisse

“For us, interoperability is key. We see both Windows and SUSE Linux Enterprise as strategic platforms going forward, and we're very pleased to see Microsoft and Novell, who support these platforms, step up and work on interoperability.”

Tom Sanzone, Chief Information Officer

Deutsche Bank

“Microsoft and Novell's agreement gives us the benefit of choice in platforms and tremendous flexibility that will help make our company more competitive and efficient”

Clemens Jochum, Chief Technology Officer

Wal-Mart

“We have wanted information technology vendors to deliver interoperability and IP assurance between multiple platforms for some time now, and we are pleased that Microsoft and Novell are committed to fulfilling that need.”

Nancy Stewart, Senior Vice President and Chief Technology Officer

The Microsoft / Novell Technical Collaboration



Virtualization

- Interoperability between Microsoft® Virtual Server, Windows Server®, Longhorn and SUSE® Linux Enterprise



Standards-based Systems Management

- Interoperability for managing mixed environments (WS-Management)



Directory and Identity Interoperability

- Improve identity interoperability between Microsoft and Novell® products



Document Format Compatibility

- Enhance interoperability for Open XML Format and ODF documents between Microsoft® Office and OpenOffice.org Novell Edition

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SUSE[®] Linux Enterprise Server

SUSE® Linux Enterprise Server 10

Major Areas of Investment

- Virtualization
 - Xen 3 for SMP, PAE and 64-bit CPUs
 - Server Consolidation, Compatibility
 - Scheduled Maintenance
- Deployment and Management
 - CIM Providers and Improved YaST
 - Pattern Deployments
- Security
 - Application Security, EAL4+
 - Network Detection, Monitoring
 - Secure Encapsulation with Xen
- Performance and Scalability
 - 1024 CPUs, 10+TB Memory
- New Hardware and Update Drivers
 - x86, x86-64, ia64, ppc, ppc64 and s390x
 - New storage, network & graphics drivers
 - Hotplug Improvements
- High-availability Storage Foundation
 - Clustered File System OCFS2, EVMS
 - HA with Heartbeat 2 (up to 16 nodes)
 - NFS v4
 - iSCSI Target and Initiator
 - DRBD to build HA Clusters

SUSE Linux Enterprise Server enables businesses to deliver mission-critical IT services with enhanced security and reduced costs while improving data center reliability and performance.

Hardware Support

- Consistent code base across all architectures
 - Latest hardware and peripheral support
 - Kernel module updates
 - Hotplug support
 - Advanced multi-core / hyperthreading processor support
- Large-scale memory support

Fact:

SUSE® Linux Enterprise runs consistently across popular architectures and integrates with a broad range of hardware

Result:

Leverage IT skills across Linux systems



Complete Server Functionality

File and Print Services

- Samba 3 with improved integration into Windows environments (authentication against Active Directory)
- NFS v4
- CUPS
- Apple File Protocol (AFP) - NetATalk
- Support for Linux, UNIX, Windows and Macintosh clients

Mail Services

- SMTP / Postfix
- IMAP / Cyrus
- SASL

Security

- SUSEFirewall
- ClamAV Anti-Virus Protection
- Snort
- VPN with FreeS/WAN

Middleware Services

- Apache Web Server 2.2.0 and scripting support (PHP5, PERL, Python, Ajax, Ruby on Rails, etc.)
- Java Runtime Environment 1.4
- Geronimo (Java Application Server)
- Tomcat
- Mono® 1.1

Network Services

- DNS / DHCP
- NTP
- NIS
- OpenLDAP
- SLP
- TFTP

Databases

- MySQL
- PostgreSQL
- ODBC connectivity

SUSE® Linux Enterprise Customers



Management & Novell® Customer Center

Management Lifecycle Installation

• 1 to 1

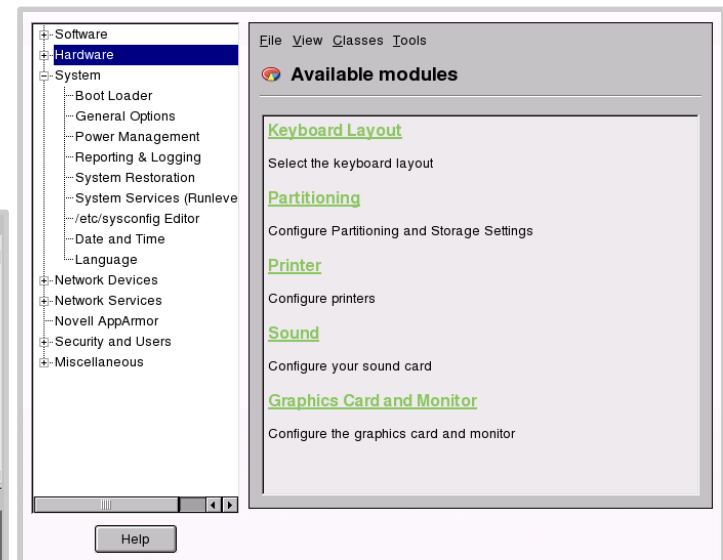
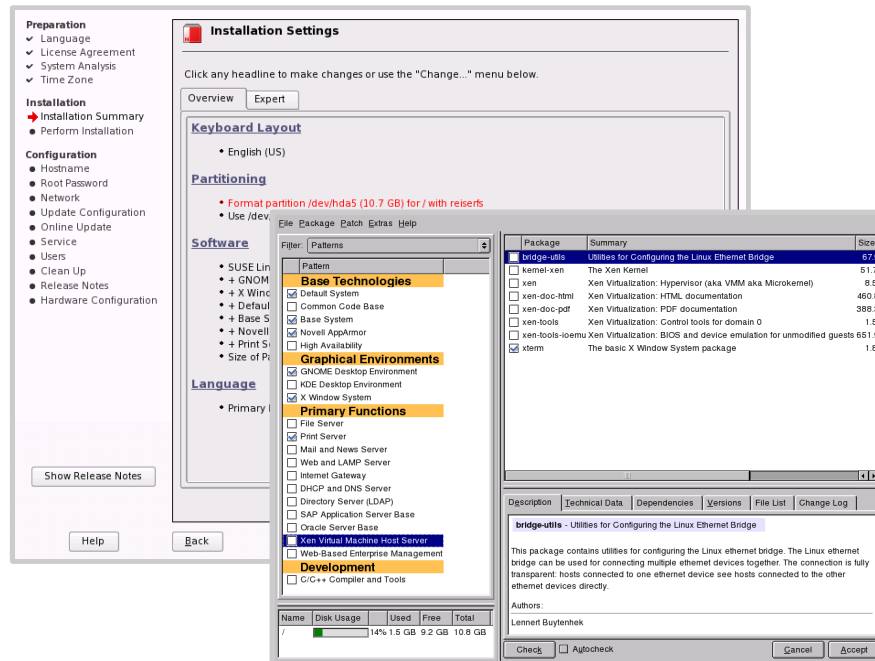


- YaST Installation Workflow
- Pattern based software deployment

• 1 to many



- AutoYaST
- ZENworks Linux Management



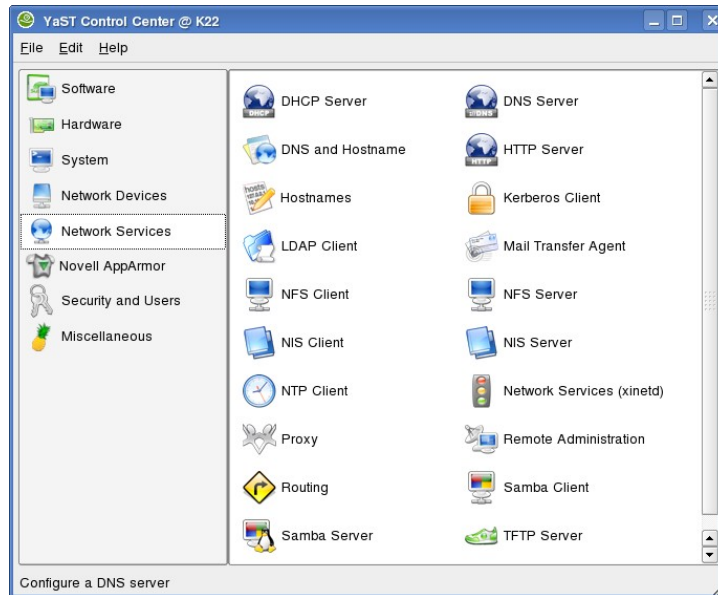
Management Lifecycle Configuration

• 1 to 1



– YaST Control Center

- > Module based
- > Categorized



• 1 to many

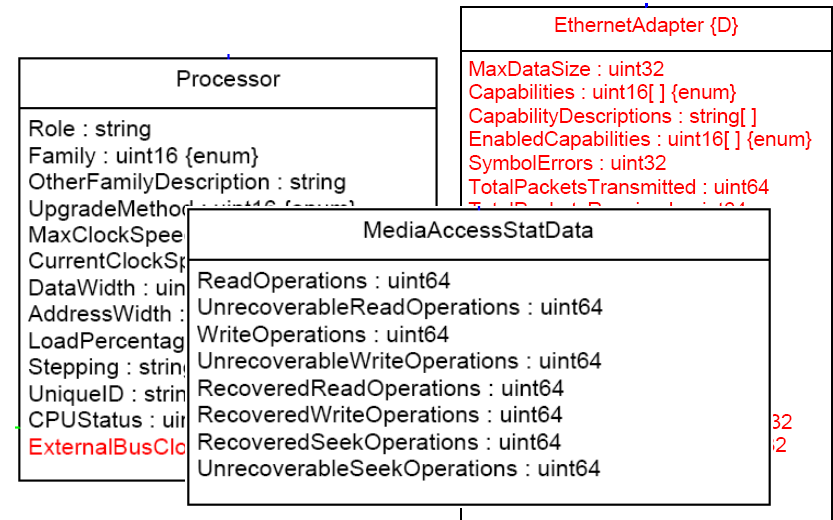


– AutoYaST

– ZENworks Linux Management

- > Machine lock down
- > AppArmor profile deployment

– OpenWBEM / CIM support



Management Lifecycle Updates

• 1 to 1

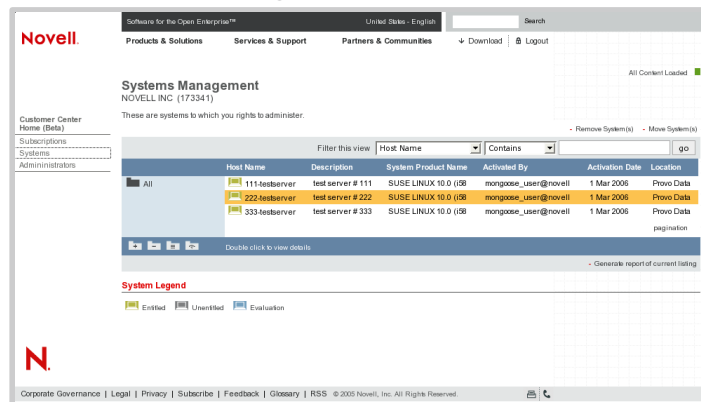
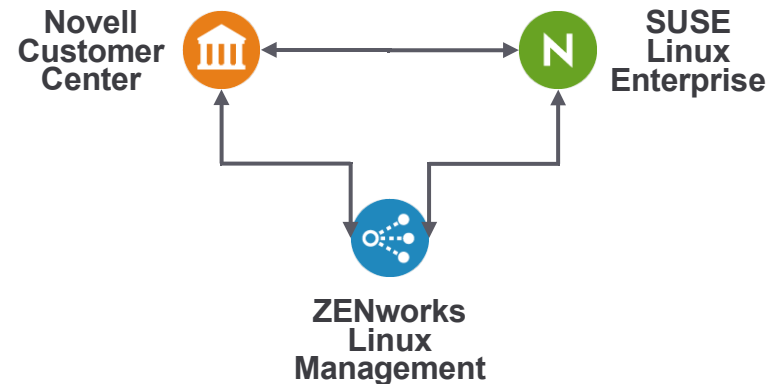


- YaST Package Manager
- ZENworks Tools
 - > zmd
 - > rug
 - > zen-updater
- Novell® Customer Center
 - > Automatic Configuration
 - > Registration and Entitlement Management

• 1 to many



- Use ZENworks Linux Management as a remote server



Management Lifecycle Monitoring

• 1 to 1

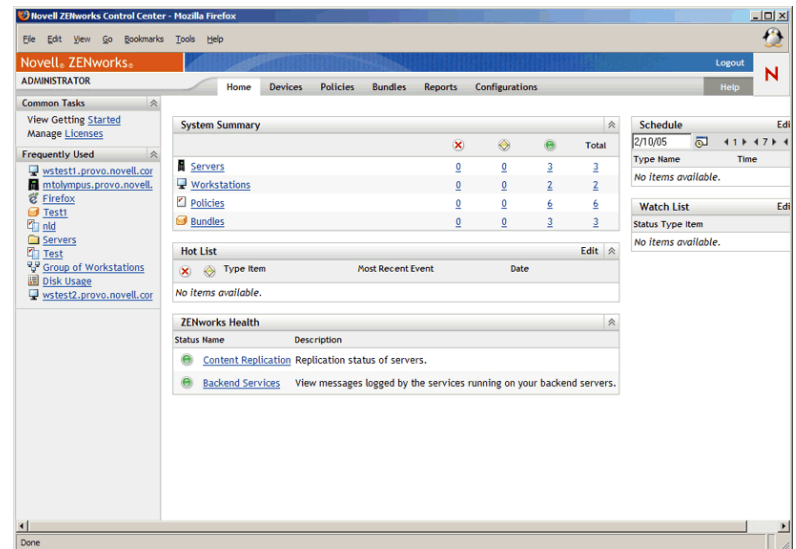
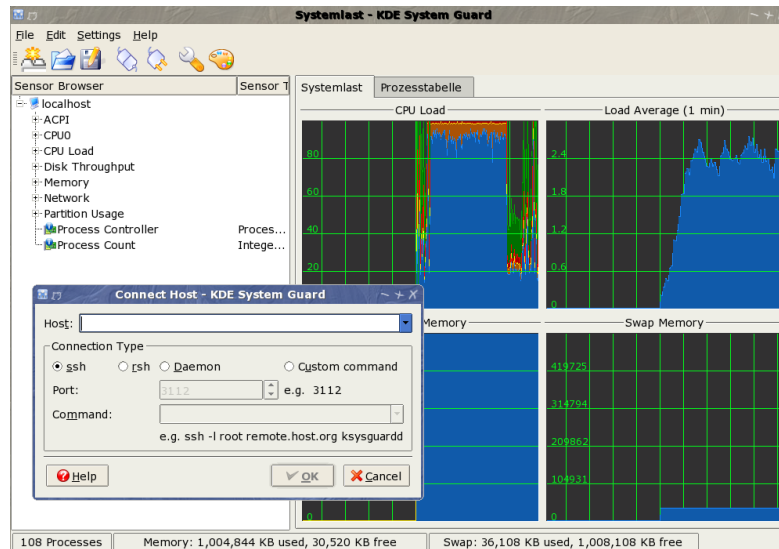


- sysstat-package for decent low level monitoring
- ksysguard using graphical frontend
 - > Local
 - > Remote

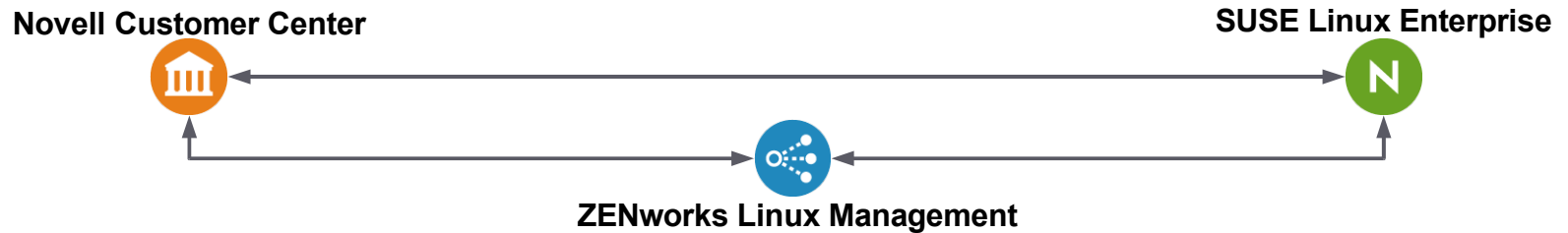
• 1 to many



- nagios
- OpenWBEM / CIM support
- ZENworks®



Novell® Customer Center



- **Subscription and update service**

- One tool to manage purchase, renewal, expirations.
- Easy reporting on compliance and forecast future purchasing needs
- Integrated patch management and update service, powered by Novell ZENworks.

- **Access to Novell Support**


- Easy-to-use portal for support
- One location for access to knowledge base, electronic support requests, and downloads.

- **Intuitive management console**

- One console to discover, update and manage Linux systems

Novell Customer Center makes it easy to register, update, secure and monitor all Linux systems on the network, from the desktop to the data center.

Novell® Customer Center



Software For The Open Enterprise
United States - English
 Search

Products & Solutions
Training & Support
Partners & Communities
Download
Login

Novell Customer Center

Sheet Music Inc., 1601 W 820 N, SLC, Utah 84...
Change Organization

view/edit details

Welcome to the Novell Customer Center. With this tool you can easily manage all aspects of your business relationship with Novell. And we can customize any welcome text for first time users or veteran users or new functionality as it comes online. etc. etc. etc.

Customer Center
My Profile
Product & Subscriptions
Systems
Support Requests
Order History
Partner.net Membership

Products/Subscriptions

Total: 10
New: 1
Evaluation: 3
Active: 5
Expired: 1
Available Activations: -22

Systems

Total: 432
Subscribed: 368
Unsubscribed: 45
Evaluation: 14

Support Requests

Open SRs: 12
Closed SRs: 17

Alerts

32 Subscriptions to renew this month.
1 Subscription has expired.
105 Systems activated above your subscriptions level.
22 Evaluation subscriptions

My Profile

Cori Jones
Provo, UT
Edit login information. See your notification preferences.
See your certifications. See estimates you have saved.
Manage your organizations.

Order History

Deliveries pending: 5
Recent orders: 2
Check the status of an order. Link to download purchased items. View your previous purchase transactions.

Partner Memberships

See your partner memberships and all the glorious benefits of being a member and anything else apertaining to the maintenance, management, or membership of this section.

1.800.529.3400
- Local Numbers
- Request Call
- Buy

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SUSE® Linux Enterprise Desktop

InfoWorld – June 16, 2006

Novell Hits a Desktop Home Run with SLED 10

“Novell should be proud of this latest release. SLED 10 is hands down the most polished desktop Linux distribution I’ve ever used — and that includes Ubuntu. If Novell can sustain the level of effort it put into this release for future versions, SLED will rapidly become a serious contender for enterprise workstation use.”

http://www.infoworld.com/article/06/06/16/79142_25TCsled_1.html

Major Investments in Linux Desktop

Investing in the Linux desktop *ahead of the market*

- Full-time Linux desktop engineers

Key roles in open source projects

- GNOME: founders, chairman & president, maintainers
- Firefox: Robert O'Callahan
- OpenOffice: #2 contributors after Sun
- Kernel: Robert Love, Greg KH, Andi Kleen, Olaf Kirch, ...
- X: Egbert Eich, Matthias Hopf, Stefan Dirsch, David Reveman

Working with partners

- Co-engineering with Intel on media, ACPI
- Co-engineering with Adobe on Acrobat, ATI on drivers
- Co-engineering with Real Networks on media with clean IP
- Relationship with Google, moving apps to Linux



Clean, fast and easy interfaces

- Users will quickly adapt to an easy and friendly working environment



SUSE Linux Enterprise Desktop
is the result of extensive usability
testing

Novell shares this work through
www.betterdesktop.org



Powerful Desktop Applications

SUSE® Linux Enterprise Desktop 10

Office Suite:

OpenOffice.org 2.0 project



Collaboration Tools:

Evolution™



Personal Information Management:

Beagle™ project



Desktop Lock-down with Application Instrumentation:

Novell® AppArmor integration



Multi-media Player:

Banshee project



Photo Management:

F-Spot project



Note Taking Application:

Tomboy



Web Browser (Extension Testing and Integration):

Mozilla Firefox



Plugs into a Windows environment

- How does SUSE Linux Enterprise Desktop become a good citizen on the Windows network?



Becomes a member of Active Directory allowing users to authenticate seamlessly



Connects to enterprise messaging systems, such as Microsoft Exchange



Readily handles Microsoft Office document formats

Novell®

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