Open Source and Linux within the Novell Value Proposition

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Academic Landscape

Disruptions
- Unforeseen Disturbance
- New Technologies
- Student Behaviour Shifts

Collaboration
- Commoditization
- Resources across institutions
- New Business Models

Students
- Anywhere, Anytime Access
- Greater demand
- Why attend your institution?

Reduce Complexity
- Easy to register
- Strengthen Offerings
- Diverse Curriculum

Regulations
- Government
- Education
- Auditing/Compliance
- Security

Globalization
- Students overseas, Open University
- Expanding Syllabus
- Border-mania
Academic Challenges

Opportunities
Agility

Business Agility
- Streamline operations
- Pursue new opportunities
- Eliminate obstacles

Information Security
- Assuring corporate assets
- Provide regulatory compliance
- Give customers secure information and transactions

Risks
Security
A world without information boundaries where information systems of all types work well together, connecting the right people to the right information at the right time to make the right decisions.
Prerequisites for one Net

- IT expertise
- Adaptive enterprise operating platform
- Complete operational control
- Flexible environment
- IT systems delivering business objectives
Academic Value Proposition

Novell exteNd
Opening the door to Web Services

Novell Nsure
Securely getting the right information to the right people

Novell Nterprise
The best foundation for your mixed environment

Novell Ngage
The experience to solve your business problems
INTERNET

LOCAL ACCESS

INTRODUCTION

IDENTITY

MANAGEMENT

Single point of secure access
Common and personalised view of all resources
Seamless access to all authorised services regardless of system or location

Staff
Students
Employees
Partners

Finance
HR
Payroll
Student Data
Library/Resource services
Packaged Applications
File and Print
eMail
Web Services
Novell® exteNd™

Opening the door to Web services

> Interaction
> Web solutions
> Integration
Novell® Nsure™

Nsure Securely getting the right Information to the right people

> Identity access
> Security solutions
> Integration
Novell® Nterprise™

The best foundation for your mixed environment

> Interface
> Cross-platform solutions
> Integration
Novell® Ngage™

The experience to solve your business problems

> ROI
> Global services
> Consulting & Support

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Linux: a critical element of one Net
Flexibility and choice

- Lower capital investment
- Reduced maintenance & support cost

- Rapid deployment
- Strong central management
- Quick updates

- Flexibility and standards
- Interoperability
- No rip and replace
Secure and stable

- Customers may review and modify all code before installation increasing their control of production software
- Potential security problems noted early allowing customers to properly evaluate risk before going into production
- Security issues are shared with the open source community and quickly resolved
Secure and stable

Open Source Community

- Experienced in creating stable, high quality applications
- 58%* of them are professional IT programmers or administrators
- 11 years of professional experience
- Motivated by the need to rapidly respond to problems at work

* Study conducted by the Boston Consulting Group

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Committed to open source

May 2004

Novell announces that all customers with existing NetWare maintenance/upgrade/support protection agreements are able to use SUSE Linux Enterprise server at no extra cost.

UK Academic Site License agreement

Under the above license this means that any Academic institution can deploy SUSE Linux Enterprise Server, site wide with updates and maintenance AND support so long as they have an existing NetWare agreement.
## Continuing the open source direction

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<th>Novell Forge</th>
<th>Contributions</th>
<th>Review Board</th>
<th>Support</th>
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| A technology collaboration site that allows incremental involvement in the OSS development community. | Provide contributions to the OSS community  
- Identify products or API’s to open source  
- Provide code and support it for and with the community (Structural Bazaar) | Open Source Review Board - Internal OSS education/advocacy and legal control. | Provide guidance, tools, and training to facilitate the support of Linux across Novell solution suites. |

http://forge.novell.com
Desktop to the Server (End-to-End)

<table>
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<tr>
<th>Desktop</th>
<th>Office Productivity</th>
<th>Collaboration</th>
<th>Management</th>
<th>Development</th>
<th>Server</th>
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<td>Ximian Desktop</td>
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<td>Ximian Evolution</td>
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<td>exteNd Director</td>
<td>SUSE LINUX NetWare</td>
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<tr>
<td>SUSE LINUX Desktop</td>
<td>iFolder</td>
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<td>Virtual Office</td>
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<td>iManager</td>
<td>Mono</td>
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Novell Nterprise Linux Services

Full Ngage Services for Linux offerings

Security Services for the Linux environment

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Novell's own Linux Migration
data center

Current State  Intermediate State  Future State
Novell's own Linux Migration desktop
Novell Premium Services

Customers look to Novell for...

- Proven technical expertise
- Consistent methodologies
- World wide delivery
- Strategic partnerships
- High customer satisfaction

- Stable and reliable - 24x7x365 access to Linux experts
- Safe and secure - remote monitoring services, managed services, proactive health checks, preventative maintenance service and business continuity services
- Optimized and efficient - proactive planning services establish a support plan, dedicated and onsite resources, and ongoing relationship management
- Proven technical expertise
- Consistent methodologies
- World wide delivery
- Strategic partnerships
- High customer satisfaction
Why choose Novell for a Linux-based solution?

- Requires world-class ecosystem
- Staff must be educated on Linux
- Must be reliable, secure and manageable
- Existing major platform suppliers must interoperate seamlessly with Linux
Novell Ngage Services

Novell supports its Customers through...

- Novell Technical Services
- Novell Consulting Services
- Novell Developer Services
- Novell Education
- Channel/Business Partners
Novell delivering

Extensive global programs
- Novell, Ximian and SUSE relationships with IBM, Dell, HP and others
- Promoting adoption of Linux around the world

Commitment to open source
- GNOME
- MONO
- Nforge
- Technologies like iFolder are now open source, others will follow

Strong financial position
- Only $1 billion software company with a Linux distribution and the worldwide ecosystem to support it.
Open Enterprise Server
- Open Source Platform of CHOICE!

**Novell extended focus solutions**

- **GroupWise**
  - Full Pervasive Collaboration Environ.
  - Ximian
    - XD2 integration
    - OO integration

- **Nsure**
  - "Zero-day" provisioning policies
  - B2B

- **ExteNd**
  - Web Services (J2EE)
  - Legacy apps web integration

- **NRM**
  - Policy-based mgt
  - One-to-many mgt
  - Full SW distribution
  - Remote config mgt
  - Manage all devices

- **Grid Computing**
  - Capacity on demand
  - Hardware repurposing
  - Adaptable access based on time, access point, device type

**Open User Experience**

- Personal data security
- Location-base printing
- Virtual teeming
- Global Web view of data and services
- Pervasive Collaboration Environ. foundation

**Enterprise Identity & Security**

- Single enterprise identity and sign on
- eDir, NDS, Domains, AD unification
- Granular file access mgt
- Advanced auth

**Global Management**

- Extensible, hierarchical, centralized, Web-based mgt
- Role-based mgt
- ACL-based access mgt to all services

**Business Continuance**

- HA clustering
- Business continuance clustering
- Storage management
- Server consolidation

**Supported Operating Environments**

- LINUX / NetWare
Novell