What’s To Come in 2001

Kathy Weatherbee

Over the past year, the board of Novell Users International (NUI) has made a point to more fully support all of the user groups worldwide. NUI has also worked hard to distribute information about Novell and Novell’s products to networking professionals through user groups around the world. During 2001, NUI will sponsor several events and activities designed to help members strengthen their skills.

LEADERSHIP SUMMIT

NUI is currently planning the sixth annual NUI Leadership Summit, which will be held in March. This Leadership Summit will bring together user group leaders from around the world in an effort to help strengthen local user groups. At the Leadership Summit, user group leaders will share experiences, exchange tips on running a successful user group, and participate in leadership training.

HANDS-ON TECHNOLOGY (HOT) LABS

NUI will again offer HOT Labs at BrainShare 2001. These HOT Labs will focus on the following four key areas:

- Upgrading to NetWare 6
- TCP/IP and packet analysis
- ZEN works for Desktops 3
- NDS eDirectory

At the HOT Labs, many volunteer user group leaders will be on hand to help instructors and to answer your questions about local user groups.

Note. The NUI HOT Labs at BrainShare 2001 are listed as Tutorials 300-303. Be sure to include these labs in your schedule when you are selecting your BrainShare 2001 sessions. (See www.novellbrainshare.com for an overview of sessions and for session information.)

NUI GRANTS PROGRAM

NUI user groups have a history of providing innovative educational opportunities to user group members. Also, many user groups actively participate in community service activities. For example, many user groups have donated time and materials to networking schools.

A new program this year, the NUI Grants program is designed to financially help a local user group that wants to provide either educational opportunities or community service activities to its members.

NUI WEB SITE

NUI continues to focus on making its web site (www.nuinet.com) a hub for technical information. For example, on the NUI web site, you can find technical, educational, and career resources. In addition, the NUI web site provides information about local user groups. During 2001, NUI will continue to offer regular webcasts, which allow NUI to feature top-quality speakers and allow anyone to attend a user group meeting on its web site.

CONCLUSION

NUI’s strength has always been in the loyalty of Novell’s customers (and its user group members). If you have any suggestions about how NUI can better meet your needs, please contact your local user group president. You can also contact NUI at 1-800-228-4NUI.

NUI Partnership Program

Curtis Dye

At the Novell Partner Summit last year, a number of companies showed an interest in having stronger affiliations with Novell Users International (NUI). As a result, NUI has developed a package of partnering activities that allow these companies to communicate with NUI members (their target market). In return, NUI members receive benefits, such as product-evaluation software and product discounts.

In establishing partnerships, NUI seeks out companies that can deliver timely solutions and opportunities to NUI members. NUI searches for companies that are on the leading edge of their respective field and have strong synergy with Novell products and with other NUI partners.

As of January 2001, NUI has entered into formal partnerships with Novell, Novell Education, Compaq, Veritas, NetVision, XIOtech, Computer Associates, Dice.com, and Self Test Software. In addition, NUI has agreements with several education providers to help NUI members keep certifications current and receive continuing education.

NUI’s partners can communicate with NUI members through the following forums:

- Webcasts in which companies can present the technical aspects of their products and services
- Chapter tours where companies can interact with local members
- E-mail blasts that allow companies to distribute information in a cost-effective and timely manner
- Direct-mail campaigns for more in-depth market penetration
- Comarketing opportunities in publications such as Novell Connection and at events such as BrainShare
- NUI’s successful Hands-On Technology (HOT) Labs

In the past year, NUI members have received benefits such as Technical Resource CDs, a three-user license of NetWare 5, and a licensed copy of NDS for Linux with Caldera’s Linux Server. The coming year promises even more benefits to members as NUI continues to grow its partnership program.