

New Novell Partnerships and Acquisitions

Novell Acquires Cambridge Technologies and Their CEO

On March 12, Novell announced the acquisition of Cambridge Technology Partners Inc., a global IT services and eSolutions provider. The combined company will gain a solutions-oriented management team.

The acquisition significantly expands Novell's ability to deliver consulting support to customers and other IT services companies. Cambridge Technologies accelerates Novell's adoption of a solutions-selling model that supports customers and partners transforming their businesses around one Net solutions.

In addition to acquiring these new capabilities, Novell also acquires a new CEO. Jack Messman, president and chief executive officer of Cambridge Technologies and a member of the Novell board of directors, will assume the role of chief executive officer at Novell. Eric Schmidt will continue his role as chairman of the Novell board of directors, with the added responsibility of chief strategist for the company.

For more information about the acquisition, visit www.novell.com/news/press/archive/2001/03/pr01015.html.

Novell Acquires Novetrix

Novell recently announced the acquisition of Novetrix, an independent provider of directory-based software solutions. Through this acquisition, Novell acquires technology and expertise in content and service provisioning.

As a result of this acquisition, Novell will integrate Novetrix DeFrame into its Novell OnDemand Services. DeFrame, which allows the delivery of content over a web browser from Windows terminal servers, is the only product to provide access to Windows terminal services using NDS eDirectory. In addition, Novell plans to extend the DeFrame technology to its desktop management and Net services software

offerings. For more information about the acquisition, visit www.novell.com/news/press/archive/2001/03/pr01016.html.

Novell and Atos Origin Form Partnership

Novell is partnering with Atos Origin Inc. to supply enterprise directory solutions to major multinational companies. Through the affiliation with Atos Origin, Novell will deliver its one Net strategy to new and existing customers. As part of the initial partnership agreement, Atos Origin will provide NDS eDirectory services to customers from its operating centers in Europe, the United States, and the Asia Pacific region.

Atos Origin and Novell are committed to put forward this combined value-added proposition to their established and new customer bases. Novell will offer support to Atos Origin through its Customer Service Center, and Atos Origin will provide consultant, design, implementation, and managed-operations services to NDS eDirectory customers.

For more information about the partnership, visit www.novell.com/news/press/archive/2001/02/pr01010.html.

Volera and Nortel Networks Outline Goals

Volera and Nortel Networks recently outlined the details of a strategic product and technology relationship aimed to advance their common goal to transform the high-performance Internet into a personal content delivery network. Nortel Networks will resell Volera's web acceleration product, Excelerator, as part of its newly announced Personal Internet portfolio. The companies also plan to jointly develop advanced content management and distribution capabilities.

Integrating Nortel Networks personal content routing technologies with Volera's high-performance caching, streaming, and

content distribution capabilities provides the next step in the Internet's evolution to an optimized personal content delivery network. This new layer of networking intelligence and control represents a new opportunity for Internet service providers (ISPs) and content providers to expand their Internet business models and to create new revenue opportunities.

New iChain Cool Solutions Web Site

Novell has made available a new Cool Solutions web site to help Novell iChain users learn more about the product's access management features. In addition, the new web site enables users to interact with other users and share their expertise. This web site provides articles about using Novell iChain for web site maintenance and adding Single Sign-on for iChain and the Novell Internet Messaging System. New articles are added on a weekly basis, and a "Talk to Us" section answers specific Novell iChain questions. The web site also contains a list of frequently asked questions, current training courses, and hot links to other Novell iChain information and tools.

For more information about the iChain Cool Solutions web site, visit www.novell.com/coololutions/icmag.

Novell Sponsors U.S. Speed Skating Team

Novell has signed on as a major sponsor of the U.S. Speed Skating Team. Novell began its two-year sponsorship with a fundraising effort at the U.S. Speed Skating Awards Ceremony, which supports the U.S. Speed Skating Team and the Institute for Sport Science and Medicine.

Novell, which is based in Utah, home of the 2002 Winter Olympic Games, is proud to help athletes as they prepare to take the world stage in the 2002 Winter Olympic Games. ●