

Upgrade Protection, NetWare 6, and More

NetWare Upgrade Protection Bundle

Novell recently announced the availability of the NetWare Upgrade Protection Bundle. This bundle provides substantial savings on NetWare upgrades for customers and increased revenue opportunities for channel partners.

For customers, the NetWare Upgrade Protection Bundle provides an upgrade to NetWare 5.1 and nearly 50 percent off the two-year upgrade protection. As a result, customers know that for the length of their coverage, they will always have the latest releases of NetWare.

For channel partners, the NetWare Upgrade Protection Bundle offers new opportunities for their customers to upgrade to current or upcoming releases of NetWare. With cost savings and shorter sales cycles afforded by upgrade protection, partners can focus on building long-term, service-based relationships with customers.

The NetWare Upgrade Protection Bundle is currently available. For more information about Novell's NetWare Upgrade Protection Bundle, visit www.novell.com/partners/channel/netwarepromo.

NetWare 6 Tour Coming to a City Near You

Novell is launching a nationwide NetWare 6 Boot Camp tour for Novell's channel partners in North America. Presented in partnership with Compaq Computer Corp., each tour stop will provide channel partners a free, two-day intensive training seminar that previews NetWare 6.

Seminar participants will preview NetWare 6's ability to do the following:

- Simplify access to and management of all storage resources
- Secure the integrity and availability of all digital assets
- Ensure constant access to all networked information

NetWare 6 includes a two-node license of Novell Cluster Services 1.6, Novell's clustering software. You can also purchase additional licenses of Novell Cluster Services 1.6, for a total of 32 nodes. As a result, NetWare 6 ensures that you can always access important information through any portal, from any device, from any location.

NetWare 6 Boot Camps will be held in the following cities:

- Atlanta, Ga., July 9–10
- Tampa, Fla., July 12–13
- Raleigh, N.C., July 16–17
- Washington D.C., July 19–20
- Philadelphia, Pa., July 23–24
- New York, N.Y., July 26–27
- Boston, Mass., July 30–31
- Rochester, N.Y., Aug. 2–3
- Pittsburgh, Pa., Aug. 6–7
- Cincinnati, Ohio, Aug. 9–10
- St. Louis, Mo., Aug. 13–14
- Minneapolis, Minn., Aug. 16–17
- Chicago, Ill., Aug. 20–21
- Detroit, Mich., Aug. 23–24
- Toronto, Ontario, Sept. 6–7
- Montreal, Quebec, Sept. 10–11
- Calgary, Alberta, Sept. 17–18

Novell channel partners can register for the NetWare 6 Boot Camp tour at www.novell.com/netware6bootcamp.

NetWare 6 Training in Europe

This summer, Novell EMEA will present a NetWare 6 First Class training tour in 16 European countries. This class features two days of hands-on NetWare 6 training. You can find a schedule of cities and dates where the classes will be held at http://partnerweb.novell.com/partner/netware/firstclass_register.html.

Novell has offered a number of free passes for Novell Users International (NUI) members in Europe. These passes will be distributed through local NUI Chapters. (You can find a list of all

chapters and presidents at www.nuinet.com.)

Cygnit Technologies and Novell Simplify Network Management

Cygnit Technologies and Novell plan to develop a solution to simplify the management of switches and other network devices. Cygnit's Unified Management Access (UMA) software, which is embedded in network devices, will use NDS eDirectory to enable the management of those devices.

The Novell-Cygnit solution will enable the dynamic configuration of network devices and allow companies to allocate network bandwidth according to user identities and profiles stored in eDirectory. This solution also enables the automatic configuration of network devices.

For more information about the Novell-Cygnit partnership, visit www.novell.com/news/press/archive/2001/06/pr01057.html.

LMGT Uses Novell Technology

Lockheed Martin Global Telecommunications (LMGT) has announced that it will integrate Novell software with its e-business solutions and services. LMGT will use eDirectory to manage user and network resources for its customers' enterprises and Internet businesses.

LMGT selected eDirectory to enable its customers to access their network resources, data, and information, as well as to centralize the management of those resources. eDirectory will allow LMGT to create a customized intranet environment for each user based on individual identities and profiles.

For more information, visit www.novell.com/news/press/archive/2001/06/pr01058.html. ●