

Novell and IBM:

Committed to Comprehensive Linux* Solutions

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PARTNERSHIP FLYER

Building on a partnership of more than 20 years, Novell and IBM are developing and delivering comprehensive Linux* solutions to solve today's business problems. In fact, in 2003 IBM invested \$50 million in Novell to help drive Linux development and adoption. With trusted brands, unmatched support infrastructures and substantial open-source investments, Novell and IBM give customers the confidence to deploy Linux solutions.

SUSE LINUX ENTERPRISE SERVER 9

SUSE® LINUX Enterprise Server 9 from Novell empowers businesses to leverage Linux and open source by delivering a scalable, high-performance foundation for secure enterprise computing. Built for reliability, it offers comprehensive functionality to power today's networks and meet user demands. SUSE LINUX Enterprise Server 9 also supports a broad range of hardware platforms—including all IBM eServer* systems—and leading software applications.

In addition to offering unique and open management capabilities, SUSE LINUX Enterprise Server 9 is backed by Novell, which gives customers a reliable release cycle and a complete enterprise software ecosystem for Linux: technical support, training, consulting, education, legal protection and an extended partner network.

IBM eSERVER SYSTEMS

IBM eServer systems include a variety of server solutions for Linux—from Intel-based servers to mainframes. If customers want an Intel-based server, the eServer xSeries* systems provide outstanding availability and price/performance capabilities. For customers who need to conserve space and simplify hardware configuration, eServer BladeCenter* systems offer the high performance and manageability of IBM rack-optimized platforms.

Customers who need additional processing power can choose between eServer OpenPower* systems and eServer zSeries* systems. Built on a mainframe-inspired hardware platform, eServer OpenPower systems are tuned for the Linux environment and deliver the performance, reliability and high availability that customers expect from IBM. eServer zSeries systems, the IBM mainframe solutions, help enterprises respond to business conditions quickly and with flexibility.

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"Because we believe open standards and open-source software are absolutely critical to the future of IT, IBM actively supports and encourages the adoption of Linux. Our partnership with Novell is a key component of this Linux strategy."

—Irving Wladawsky-Berger,
vice president
of technology strategy,
IBM Server Group





PROVEN INTEGRATION

Customers can now order, from IBM, SUSE LINUX Enterprise Server 9 on its entire eServer line—xSeries, OpenPower, zSeries, iSeries* and pSeries* as well as BladeCenter systems. Because SUSE LINUX Enterprise Server 9 is included with these servers, customers have an easier, more cost-effective experience in buying, deploying and managing Linux.

In addition, customers do not have to worry about possible incompatibilities because IBM tests Novell software releases on all eServer systems. IBM also tunes its systems to optimize performance with SUSE LINUX Enterprise Server. Likewise, Novell develops and tests its software on IBM eServer systems and validates compatibility through the IBM and Novell certification programs—the Novell YES CERTIFIED™ program and the IBM ServerProven* program.

ADDITIONAL SOLUTIONS

Together, IBM and Novell have developed the IBM Retail Environment for SUSE (IRES) LINUX—a complete operating system and management solution for point-of-sale (POS) systems. The two companies are also uniquely positioned to deliver solutions for government agencies: SUSE LINUX Enterprise Server 9 on IBM eServers has been certified to run operational applications in a highly secure environment.

SUPPORT FOR OPEN ENTERPRISE SERVER

To provide additional choices for customers, IBM plans to support Novell Open Enterprise Server

when it releases in early 2005. This secure, highly available server platform combines NetWare with SUSE LINUX Enterprise Server 9. (For more information, visit www.novell.com/oes.)

INDUSTRY-LEADING SUPPORT AND INDEMNIFICATION

Novell provides comprehensive consulting, education and training resources, and is the only software company that provides enterprise-level support for a customer's entire Linux environment.

Further, Novell has authorized IBM to indemnify licenses of SUSE LINUX Enterprise Server 9 that are purchased with IBM eServer systems (assuming the customer meets indemnification requirements).

A PROVEN PARTNERSHIP

Novell and IBM provide solutions to help customers run their businesses more efficiently. For example, Manhattan Construction, one of the top 20 largest commercial general contractors in the U.S, migrated its UNIX* OS to SUSE LINUX Enterprise Server 9.

Duwayn Anderson, vice president of Information Services, sums up the benefits of the change:

"We're able to provide availability, stability and reliability with SUSE LINUX at a much lower price point than with our previous proprietary solution. With the combination of Novell, IBM and Oracle as our partners, we feel we have the best of all possible worlds." For more information, visit www.novell.com/partners/ibm or www.pc.ibm.com/ww/eserver/xseries/novell.html.

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