

# Novell® Linux\* System Builder Programme

As a vendor or assembler of computer systems, are you interested in getting on board with Linux\*? IDC recently estimated the growth of Linux over the next few years and reports the following:

- *More than 53 percent of IT managers are adopting Linux as a major platform.*
- *The overall Linux market will be worth more than \$35 billion by 2008.*
- *By 2007, more than 30 percent of all servers shipped will be Linux servers.*
- *Linux desktops will increase at a compounded annual growth rate of 28 percent with more than \$10 billion in revenues by 2008<sup>1</sup>*

Who can help you get your share of this growing market and which partners provide a rock-solid Linux platform? Who provides support and education to ensure customers are satisfied with their new systems? Which company has a fully developed partner programme to help you develop your products and get them to market? Who will offer you additional profit margins and price advantages?

The more you look, the more you will see that Novell® and Intel are the answer!

### Why Partner with Novell?

Because it provides Software for the Open Enterprise™, Novell begins by offering you the leading Novell Linux Desktop and SUSE® Linux Enterprise Server operating systems. This is complemented by mature support and maintenance offerings so that you may use your systems and benefit from continuous security and version updates. The best of the open source community is always available to you—safely gathered, supplemented, standardised and brought to market as a completely maintained software solution.

### A Partner Programme Built for You

Through the Novell PartnerNet® for Technology Partners programme, you receive the help you need to succeed through benefits like these:

- *Different levels of partnering to fit your business needs, including the no-fee Ready Level*
- *Access to development tools, support and Novell software*
- *Certification and compatibility processes to help you ensure your hardware works well with Novell solutions*
- *Access to beta and evaluation software so you are always ahead of the curve*
- *Product listings in the online Novell Partner Product Guide, which is frequently accessed by thousands of Novell customers*
- *Partner Solution Opportunity Kits and other marketing training materials to help you market your solutions*
- *The online Marketing Opportunity Planner, which helps you get your solutions in front of more customers and partners*
- *OEM licensing and special discounted pricing through the Open Business programme*
- *Novell and Intel are continuously working together in order to make the YES certification for desktop and server systems based on the Intel platforms as easy, fast and affordable as possible. Check with your local Novell or Intel office for details*

### ■ Products:

- SUSE Linux Enterprise Server
- Novell Linux Desktop

### Win New Business by Partnering with Novell

Novell brings you the leading SUSE Linux operating system, complemented by mature support and maintenance offerings so that you may use your systems and benefit from continuous security and version updates.

<sup>1</sup> "The Linux Marketplace—Moving from Niche to Mainstream," IDC, 14 December, 2004.

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## Novell and Intel

Novell and Intel are working to improve support for new Linux technologies and to drive the adoption of Linux and open source software worldwide. Novell recommends Intel platforms for computer systems based on SUSE Linux. The Intel Quick Start Kit for Linux, which contains the latest audio, LAN and graphics drivers for supported Linux distributions, enables Intel channel partners to design, build and sell desktop PCs running Linux.

## Five Steps for Getting Started Today

1. **JOIN** Novell PartnerNet for Technology Partners at the no-fee Ready Level at: [www.novell.com/partners/](http://www.novell.com/partners/). At the end of the online application, enter the promotion code "System Builder".
2. **CHECK OUT** the available OEM product options at [www.novell.com/licensing/price/](http://www.novell.com/licensing/price/). In the "Europe, Middle East, Africa" section, refer to the "Open Business Linux OEM price list."
3. **PRINT** and **SIGN** the "Sub Assembler Terms and Conditions at: [www.novell.com/partners/technology/openbusiness.html](http://www.novell.com/partners/technology/openbusiness.html)
4. **FAX** the document to your Novell distributor (*see Fax number at left*).
5. **LIST** your products in the Novell Partner Product guide at: [www.novell.com/partnerguide/submit](http://www.novell.com/partnerguide/submit)
6. **START SELLING!**



Contact your local Novell office  
[www.novell.com/offices/emea/](http://www.novell.com/offices/emea/)  
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