

Top Ten Reasons Training Companies Choose Novell® for Linux*

It's time to give your students the Linux® software and training they deserve. When you choose Linux from Novell®, you get more than an operating system. You get top-notch curriculum, instructor support, flexible options and—above all—an affordable, proven training solution.

For over 20 years, training companies have trusted Novell to provide comprehensive training on everything from general networking topics to specific Novell technologies. Now, Novell delivers its award-winning Linux software—SUSE® Linux Enterprise Server and SUSE Linux Enterprise Desktop—as well as a full spectrum of Linux training and certification solutions. How do these benefit your students? With Novell, students get hands-on Linux training exercises and real-world scenarios that give them the competitive, diversified edge they need to launch successful enterprise implementations.

When it comes to Linux, you deserve:

- Award-winning curriculum
- Top-caliber software
- Instructor support
- A broad selection of course offerings and resources

Above all, you deserve a vendor that will exceed your expectations and be your partner every step of the way.

Need more proof that Novell is the right choice for your training company? Check out these ten reasons:

01 Novell is a global technology leader. If you're going to teach or implement Linux, you need a vendor that understands the unique challenges students face as they prepare for their enterprise implementations. Novell is that vendor. As a billion-dollar company with more than 100 global offices, we have a proven history of delivering award-winning courseware, software and solutions. When your training company chooses Novell, your students thrive.

02 Novell leads in open source innovation. With some of the industry's most talented open source engineers, Novell has given back to the community by sponsoring the openSUSE project. This worldwide community program promotes the use of Linux everywhere. Novell is also a major contributor to key open source projects, including the Linux kernel, the Reiser file system, YaST, Mono®, the GNOME* and KDE desktops, Evolution™, Mozilla*, OpenOffice.org and Samba.

03 Novell has strong relationships with the partners you depend on. Dell, HP, IBM, Fujitsu Siemens Computers and a host of other hardware providers have all certified SUSE Linux Enterprise Server on their platforms. Leading databases like Oracle*, IBM DB2* and MySQL* all run on SUSE Linux Enterprise Server. And many of the other applications you use run on Linux as well—SAP*, Symantec*/Veritas*, BMC*, JBoss* and WebSphere*, to name a few.

04 Novell delivers the most secure Linux. Thousands of companies worldwide trust their most confidential data to SUSE Linux Enterprise Server. They can do this because it has achieved the highest level of security and operations certification ever attained in the Linux market, Common Criteria Evaluation Assurance Level (EAL) 4+. For additional Linux security, there's Novell AppArmor. As part of SUSE Linux Enterprise Server Support Pack 3, this intrusion-prevention system protects the Linux operating system and its applications from the effects of attacks, viruses and malicious applications.



Novell customers include American Honda, Bank One, Bear Stearns, BlueCross BlueShield, British Telecom, Canon Business Solutions, City of Los Angeles, Deutsche Bahn, Fannie Mae, Lufthansa, Marriott, Michelin, National Health Service, Ritz Camera, Southwest Airlines, State of California, The Washington Post Company and Wyeth.

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05 Novell gives instructors the confidence they need to teach Linux. With more than 20 years' experience in delivering world-class training, Novell offers an array of Linux certification and training options for instructors. We make it as easy as possible to keep your skills up to date, providing free and low-cost training that fit any budget. Our five-day instructor-led boot camps, online deliverables, discounted Advanced Technical Training™ and self-study training give you flexible learning opportunities and a solid Linux foundation.

06 Novell offers the top-quality support your instructors deserve. Whether your instructor wants to purchase courseware or needs assistance setting up a lab, Novell provides resources to get the classroom up and running. We are always available to address instructors' day-to-day issues. Lab and set-up assistance are monitored 24x7 through our online support forums. Instructors can resolve all other support-related issues by calling our toll-free telephone number or by using our dedicated e-mail account.

07 Novell has a flexible, affordable program that fits your needs. Your training company—large or small—can receive all the benefits of a Novell Training Partner for an annual fee of \$950. This partnership guarantees you free access to the entire Novell software line as well as the deepest discounts on all courseware and other learning materials for your staff.

08 Novell provides comprehensive curriculum. Novell offers your students world-class curriculum for networking, security, collaboration and resource management solutions as well as the most expansive selection of courseware on open source technologies. A list of all courses is available at: www.novell.com/training/certinfo

09 Novell offers industry-recognized certifications. Many students are eager to jump start IT careers in open source technologies. To help these students, Novell maps its courses to several industry-recognized Linux certifications. In addition to the Novell Certified Linux Administrator 10, Novell Certified Linux Professional 10 and Novell Certified Linux Engineer 10, we also map to the vendor-neutral CompTIA Linux+ certification.

10 Novell has partnered to your advantage. Novell recently partnered with Gilmore Global, a leading supplier of computer books worldwide. All Novell Linux courses offered through this partnership include the instructor tools and resources you need: end-of-chapter projects for students, VMware* lab exercises, test and quiz banks, complete slide decks, online deliverables and more.

Visit www.novell.com/partners to sign up now!