



## Why Teach Linux\*?

Many CIOs will be moving to Linux\* in the next five years. If you don't teach Linux, you won't be serving your customers. They trust you to keep them competitive and up to date with their skills.

### What Is Linux?

Linux is a free open source operating system based on UNIX\*. Because it is an open source system, anyone is free to download and improve Linux as long as he or she returns the modified code to the open source community. Originally created by Linus Torvalds, Linux has been enhanced and refined by thousands of developers worldwide. This community effort has built a remarkably powerful, secure and reliable platform—one that is supplanting Windows\* and UNIX systems in competitive enterprises around the globe.

So what does this mean for you and your customers? More than you might expect. Integrated management tools like YaST enable companies to more easily deploy, configure and update Linux servers. Linux training should be an essential part of any IT professional's training plan—and is a vital skill for your customers' success.

### Organizations Everywhere Are Deploying Linux

Once the platform of hobbyists and self-professed "technology geeks," Linux has

hit the mainstream. It is being adopted at a record pace by some of the world's largest organizations, including governments, banks and manufacturers. SUSE® Linux Enterprise Server from Novell, for instance, is being deployed by such companies as Costco, Fannie May, Marriott, McDonald's Germany and others. They have all switched to Linux for a variety of reasons:

- *Linux costs less to deploy and maintain than many other operating systems.*
- *Linux is reliable, secure and stable—much more so than Windows.*
- *Linux delivers enterprise-class scalability and performance; it is taking over many roles previously dominated by UNIX.*
- *Linux provides companies with a wide choice of hardware vendors and Linux distributors.*
- *Linux has the support of the entire open source community, which is committed to the security and viability of the platform.*

Linux is prevalent in all industries and areas of IT focus: application development, support, consulting and system integration to name a few.

### ■ Solutions:

Global Services

### ■ Products:

SUSE Linux Enterprise Server



**"It is important for our community college to provide Novell Linux training to our students because many of their companies are starting to use Linux. I have students who work for companies like Intel and IBM in the Research Triangle Park. ... Being a leader in providing Novell Linux classes enables us to support our students by giving them today's most needed skills."**

### **John A. Clark, Master CNI**

Networking Instructor, Information Systems  
Durham Technical Community College

To sign up now and begin offering Novell courses at your institution, please visit [www.novell.com/natp](http://www.novell.com/natp) or call 1 800 233-3382, option 3.

[www.novell.com](http://www.novell.com)

### Linux Training Prepares All IT Employees for the Future

To further improve advanced IT skills sets, many people will obtain Linux certifications. Help your customers prove they are ready to effectively implement, manage and support Linux in their enterprise environment. Industry certifications for Linux—such as Novell Certified Linux Administrator 10 (CLA10) and Novell Certified Linux Professional (CLP)—validate student knowledge.

By taking Linux courses, your customers have the option to prepare for these formal certifications, gaining additional knowledge and hands-on skills that will enhance their Linux expertise. In addition to those mentioned above, Novell also maps courses to vendor-neutral certifications to meet your specific needs. (To review the industry certifications Novell offers, visit: [www.novell.com/training/certinfo](http://www.novell.com/training/certinfo))

### Linux Curriculum Keeps Your Training Center Competitive

To meet the growing demand for Linux expertise, your customers need to be trained on the latest technologies. If your training center offers these courses—particularly in Linux and open source technologies—you'll see increased enrollment and enjoy an advantage over competing training companies.

### How Do I Start Teaching Linux?

If you're not already teaching Linux, you've probably received requests to do so. Of course, that isn't a viable option unless your instructors are familiar with Linux. Not sure where to get training? If you want to augment the expertise of your department, Novell offers a full, hands-on Linux curriculum. (Curricula for other platforms and technologies are also available.) All of our Linux courseware comes with student manuals, VMware\*, hands-on labs, set-up files, student workbooks and other helpful resources.



Contact your Novell academic specialist by calling:  
1 800 233 3382, option 3

**Novell, Inc.**  
404 Wyman Street  
Waltham, MA 02451 USA