

A New Announcement from SAP and Novell®

FAQ

March 17, 2008

What is the executive summary of the Novell and SAP partnership?

SAP and Novell are committed to increasing the value of SAP solutions for large and mid-size customers by offering open, complementary solutions that are optimized for SAP applications to run on SUSE® Linux Enterprise Server in fully-managed, virtualized, cross-platform environments. We are also committed to implementing end-to-end compliance solutions through SAP Solutions for Governance, Risk and Compliance (SAP GRC) and Novell Identity and Security Management solutions. This will enable customers to lower the total cost of ownership (TCO) of SAP applications, simplify their IT consumption and deploy a flexible, open and secure IT environment for ongoing innovation.

What are Novell and SAP announcing?

On March 17, 2008, SAP and Novell announced an intent to strengthen their longstanding partnership by linking SAP's industry-leading enterprise applications with SUSE Linux Enterprise and Novell's virtualization and identity management technologies to provide powerful new data center options for customers. The agreement, the first of its kind between a leading enterprise application vendor and a Linux distributor, includes optimizing SAP applications for SUSE Linux Enterprise, the creation of SAP application appliances on Linux and integration of SAP and Novell technologies to deliver new governance, risk and compliance (GRC) solutions. As a result, customers gain compelling new offerings to run their mission critical processes and meet regulatory and governance requirements. Novell and SAP also agreed to collaborative sales and marketing activities to support the joint solutions. Please see more details at www.novell.com/sap

Why did SAP choose to enter this agreement with Novell?

SAP knows that organizations worldwide are increasingly turning to Linux as their core platform. By teaming with Novell and offering their customers SAP applications on SUSE Linux Enterprise, SAP meets a direct customer need. The Novell and SAP cooperation goes beyond Linux, though, to leverage industry-leading technologies from each company to give customers high-value, low-complexity solutions to pressing challenges like regulatory requirements. The partnership marks another step forward in SAP's embrace of open source and standards-based computing.

What are Novell and SAP focusing on?

The SAP and Novell partnership focuses on the following three areas:

- Optimized SUSE Linux Enterprise Server as an open platform for SAP applications
- SUSE Linux Enterprise Server for SAP Business All-in-One
- End-to-end compliance with Novell Identity Manager and SAP GRC Access Control
- Novell and SAP will integrate ZENworks Orchestrator

What do you mean by “optimized SUSE Linux Enterprise Server as an open platform for SAP applications?”

SAP applications already run on SUSE Linux Enterprise Server today. The companies are working together to enable Novell to build an optimized version of SUSE Linux Enterprise that will deliver even more value to SAP customers.

Optimized SUSE Linux Enterprise Server for SAP supports mission-critical SAP workloads. It contains enhancements in high-availability, data security, interoperability, virtualization, database and application support.

You will benefit from:

- Lower costs through enterprise-level, open source alternatives with the reliability, performance, scalability and usability of traditional UNIX
- Simplified environments and reduced costs through preconfiguration, enhanced support and management features
- Lower costs through open source cluster enhancements and management for SAP environments
- An endorsed and optimized platform for mission-critical SAP workloads

What is SUSE Linux Enterprise for SAP Business All-in-One?

The planned SAP Business All-in-One offerings will be based on SUSE Linux Enterprise Server, which, in combination with the SAP MaxDB database, will provide unmatched TCO to small and mid-size businesses. The hardware and software components included will be validated and optimized to ensure fast time to value and the highest investment protection. The offering:

- Will be optimized for mid-size companies in the manufacturing, service and trade industries
- Will directly address the demands in this market segment for quick and easy implementation and tailored, yet scalable solutions at predictable costs
- Will feature an easy-to-use online solution configurator for SAP Business All-in-One solutions. With this tool, you can quickly configure the solution to your business needs and immediately get a complete cost estimate for software licenses, implementation and hardware.
- Get SUSE Linux Enterprise for SAP Business All-in-One FAQ or SAP solution brief on www.Novell.com/sap

What do you mean by “end-to-end compliance with Novell Identity Manager and SAP GRC Access Control?”

SAP and Novell are collaborating to strengthen customers’ governance, risk and compliance practices by linking business access risk policies directly to user provisioning activities. SAP GRC Access Control detects access and authorization risks and ensures risks are mitigated or eliminated before allowing a user to be provisioned. Cross-platform Identity and Security Management solutions from Novell will leverage Web services available with SAP GRC Access Control, thereby allowing the two companies to offer compliant user provisioning that covers the complete enterprise, including the SAP application environment and systems and applications of other vendors. With the integrated offering, you can:

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- Leverage the business compliance policy expressed with the ERP system controls
- Extend the reach of that policy to a heterogeneous environment via Novell Identity Manager
- Achieve dramatic reductions in overall cost of provisioning, and improvement in effectiveness
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- Demonstrate to auditors a complete, provable chain of policy-based, compliant decisions about who should get to access to what
- Visit www.novell.com/sap for more information.

What do you mean that Novell and SAP will integrate ZENworks Orchestrator?

Novell and SAP will integrate ZENworks Orchestrator, Novell's cross-platform virtualization management solution, with the Adaptive Computing Controller tool within the SAP NetWeaver technology platform. This integration will increase virtualization options for SAP customers and therefore can support the reduction of costs and allows for optimized deployment of SAP application.

Why does SAP recommend SUSE Linux Enterprise Server to their customers as a preferred platform?

Novell and SAP work together to provide a better customer experience. The two companies have reduced the complexity of application deployments, lowered costs and given customers a single point of contact for acquiring and supporting the complete data center stack. Through a variety of engagements, SAP has selected only SUSE Linux Enterprise Server for hosting SAP Business ByDesign, SAP Business All-in-One fast-track installer and SAP NetWeaver Business Intelligence Accelerator. Both SAP and Novell have focused on optimizing and deploying SAP applications on SUSE Linux Enterprise for customers. SAP also recommends SUSE Linux Enterprise Server Priority Support for SAP Applications.

What is SUSE Linux Enterprise Server Priority Support for SAP Applications?

SUSE Linux Enterprise Server Priority Support for SAP Applications is a maintenance and support package launched in May of 2007. It is seamlessly integrated through the SAP Solution Manager into SAP Global Support for managing the lifecycles of SAP applications. If you run your SAP applications on SUSE Linux Enterprise Server, you now have a single support entry point for your entire infrastructure, reducing complexity and lowering your TCO.

How does this agreement change the business relationship between SAP and Novell?

This agreement strengthens the already close relationship between SAP and Novell. SAP and Novell are working closely on all key customer needs surrounding the operating system. They are also working on secure identity management to bring best-in-class offerings to both the large enterprise and small- and medium-business customers. You can now confidently grow your business with not only the best software in the world, but also software that is tested, certified and cost-effective. Novell and SAP together form a combination you can trust.

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What are the quick facts about Novell and SAP?

- SUSE Linux Enterprise Server is the number one Linux platform for SAP applications.
- SUSE Linux Enterprise Server is the Linux market leader with 75+ percent market share among SAP customers.
- Over 1,000 SAP customers worldwide run SUSE Linux Enterprise Server.
- Both companies offer long-term support and maintenance strategy for SUSE Linux Enterprise and SAP applications.
- SAP recommends SUSE Linux Priority Support for SAP Applications.
- Over 85 percent of the SAP Linux Lab runs SUSE Linux Enterprise Server.
- SAP Developer Network, www.sdn.sap.com, uses Novell eDirectory™ to manage over one million user identities.
- SUSE Linux Enterprise was the first Linux distribution optimized for SAP applications and SAP Adaptive Computing.
- SUSE Linux Enterprise was the first Linux distribution to enable Xen virtualization of SAP applications. SUSE Linux Enterprise offered the first open source high-availability solution for SAP applications.
- SUSE Linux Enterprise is the reference platform for SAP software development.

Where do I get more information regarding the Novell and SAP relationship?

You can learn more at the Novell Web site for the SAP global alliance: www.novell.com/sap

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