



Novell® PartnerNet® Specialization: Data Center

Growth. Profit. Success. Certify as a Novell® PartnerNet® Data Center Specialist and enjoy the rewards of being a valuable, strategic business consultant for our mutual customers.

Grow. Profit. Succeed.

At Novell, we are committed to providing our partners with the tools and resources you need to focus your skills, and to delivering the training, sales leads and marketing materials to help you succeed. The main vehicle through which we help you achieve these goals is specialization. As a Novell PartnerNet Data Center specialist, you can concentrate on the areas of interest that match your customers' business practices. In addition, our specialization programs focus on what makes the most sense for your unique business and what will enable you to differentiate yourself and increase your market share.

When you specialize with Novell, you can use your market knowledge and expertise to help your customers discover how our Data Center solutions can help them build, manage and measure a Service-driven Data Center. We reward the value you provide by:

- *Enabling your growth*
- *Investing in your profit potential*
- *Accelerating your success*

Data Center Solutions from Novell

As a Novell PartnerNet Data Center specialist, you can help your customers build, manage and measure a Service-driven Data Center that aligns IT services with business goals. It enables you to become the ultimate service provider, helping your customers drive revenue and growth while reducing the cost, complexity and risk inherent in operating a data center. No matter what data center challenges your customers face, Novell has the solutions you need to help them succeed.

Build the Service-driven Data Center

With SUSE® Linux Enterprise Server, you can help your customers:

- *Migrate off of expensive UNIX* platforms*
- *Deploy high-performing, low-cost virtual machines*
- *Consolidate workloads on the mainframe*
- *Adopt a low-cost, flexible platform for retail point-of-service devices*
- *Deploy mission-critical applications with outstanding availability and performance and the lowest cost of ownership*

■ Solutions:

Data Center

At Novell, we're committed to driving mutual success with our partners. Imagine what's possible when we make IT work as one together.



A Data Center Specialization with Novell PartnerNet means big opportunity for your business. Find out how.

www.novell.com

Manage the Service-driven Data Center

Work smarter for your customers, not harder, through Virtualization and Workload Management solutions from Novell that enable you to provide:

- *Dynamic virtualization management*
- *Simplified business continuity*
- *Enterprise server consolidation*

Measure the Service-driven Data Center

Help your customers get the most from IT by leveraging Business Service Management to:

- *Mitigate the risk of technology changes*
- *Minimize the risk of outages*
- *Communicate the value of IT and manage SLA compliance*
- *Monitor end-user response time performance*

Is This Specialization for You?

A Data Center specialization enables you to give your customers a reliable, cost-effective solution for running mission-critical applications, as well as enhanced security and performance of their data centers. With this specialization, your customers can gain true insight into data center performance and experience increased operational efficiencies and cost saving through effective workload lifecycle management.

This specialization is also a good choice if your company would like to partner with Novell on the Gold or Platinum level and wants to align with Novell go-to-market strategies to increase revenue. Specializing with Novell allows you to enjoy the benefits of being a valuable, strategic business consultant. It also allows you to take advantage of our promise to help you enable your growth, invest in your profit potential and accelerate your success. If you are actively seeking new programs that will complement and expand your business focus, and can demonstrate a proven sales history, competency and expertise, appropriate resources, or leadership in data center solutions, follow the next steps below.

Next Steps for New and Existing Partners

If you are interested in becoming a Novell partner, visit www.novell.com/partners to learn more and apply online. If you are an existing Novell partner, visit www.novell.com/partners to learn more about PartnerNet Specialization benefits and requirements. Take advantage of a Novell PartnerNet Data Center specialization and a comprehensive partner program from Novell that enables your growth, invests in your profit potential and accelerates your success.



Contact your local Novell Solutions Provider, or call Novell at:

1 800 714 3400 U.S./Canada
1 801 861 1349 Worldwide
1 801 861 8473 Facsimile

Novell, Inc.

404 Wyman Street
Waltham, MA 02451 USA