



Novell® PartnerNet® Specialization: End-User Computing

Growth. Profit. Success. Certify as a Novell® PartnerNet® End-User Computing 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 End-User Computing 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 End-User Computing solutions can help them work more efficiently while solving collaboration and endpoint management challenges. We reward the value you provide by:

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

End-User Computing Solutions from Novell

As a Novell PartnerNet End-User Computing specialist, you can help your customers empower their people to work more efficiently and their teams to collaborate more effectively. You'll enable them to get more done, in less time, at a lower cost. You can become the ultimate service provider, helping your customers build a powerful and secure environment that meets enterprise service quality, risk mitigation and cost objectives. No matter what end-user computing challenges your customers face, Novell has the solutions you need to help them succeed.

Collaboration

With next-generation collaboration technologies from Novell, you can help your customers:

- *Extend beyond organizational walls and connect with innovative collaboration capabilities that fuel productivity*
- *Create customized workflows to automate manual business processes*
- *Take advantage of online conferencing to reduce travel costs*

■ Solutions:

End-User Computing

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



- *Lower storage costs and get more value from digital assets through intelligent, policy-driven storage management*
- *Leverage affordable tools that users need for creating, processing, reviewing and revising documents*

Endpoint Management

Empower customers' users while protecting the systems and data they're connected to with integrated endpoint management solutions that:

- *Enforce configuration, compliance and security policies*
- *Manage the complete endpoint lifecycle*
- *Isolate commercial and custom applications*
- *Provide effective software asset management*
- *Build the strongest possible perimeter around valuable IT assets without compromising user productivity*

Is This Specialization for You?

An End-User Computing specialization enables you to help your customers be individually and collectively more productive, improve collaboration and innovation, automate business processes and simplify management. With this specialization, your customers have a cost-effective way to provision, manage and protect devices; they'll also benefit from strengthened desktop security, interoperability with existing

systems, and reduced acquisition and long-term ownership costs.

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 end-user computing, 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 End-User Computing 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