

# SAP and Novell Expand Partnership

## Frequently Asked Questions

October 13, 2009

## What is Novell announcing today?

Novell and SAP are expanding their existing global partnership to focus on the delivery of integrated governance, risk and compliance (GRC) solutions. The companies will cooperate on integration of products, joint marketing activities and alignment of strategic direction related to GRC solutions. The combination of GRC offerings from SAP and Novell—currently available and planned—will bridge the gap between business processes, IT security, and access controls, giving customers a holistic GRC solution that delivers strategic advantage, unprecedented efficiencies and reduced costs. This is complemented by a shared base of mutual strategic partners including Deloitte and Atos Origin.

## Why are SAP and Novell expanding their relationship?

In March 2008, the companies committed to work together to provide new data center options for customers by enabling SAP's applications to work with SUSE® Linux Enterprise and Novell virtualization, identity, security and compliance management technologies. The companies also announced plans to collaborate within the SAP Enterprise Services Community program to help customers using SAP governance, risk and compliance (GRC) practices. This announcement marks the latest milestone resulting from the ongoing partnership between Novell and SAP.

Novell and SAP made the collaborative agreement to help organizations address complexities when managing cost, compliance, security and risk. The IT infrastructure is a mass of incompatible systems with unique risk controls and policies, making compliance and risk management complex, time consuming and costly. To address this, Novell, the leader in identity, security and compliance solutions, and SAP, the leader in business process, risk and compliance will deliver the following to customers:

- **Performance:** By improving predictability and automating and enforcing common controls while providing transparency to business processes across the organization
- **Assurance:** By lowering overall risk and increasing external and internal compliance
- **Simplification:** By eliminating resource silos and inefficiencies and automating the discovery and remediation of high-risk business problems

## What is included in the joint offer?

SAP and Novell will provide integrated solutions that allow organizations to improve performance, enhance compliance assurance and simplify risk management across the entire IT landscape. This is done through deep integration between SAP\* BusinessObjects GRC solutions and Novell® Compliance Management Platform.

The integrated solutions automate and enforce common controls while providing transparency to business processes across the enterprise. The results from this level of visibility have far-reaching benefits for business, including increased efficiencies, lower costs and the agility to respond to business threats. The offering helps customers make certain that:

- User Access is controlled in a manner consistent with business and security requirements
- Systems for managing passwords are interactive and ensure quality passwords
- All users are assigned a unique ID for their personal use only, substantiated by authentication and reporting
- The allocation and use of privileges is restricted and controlled through a formal authorization process
- Security is maintained through the ability to maintain testing and alerting which flags potentially errant behavior.

### **How does this help Novell and SAP customers?**

SAP and Novell integrated solutions deliver the clarity customers require when managing risk. The two companies along with mutual strategic partners will provide business-relevant solutions that affect the bottom-line so an organization's compliance and risk management program becomes a powerful strategic business asset for the organization.

### **How does this differ from competitive offerings?**

Most organizations offer provisioning, access control and policy controls. However, most of these competitors offer incomplete solutions that don't easily integrate with existing systems—the necessary capability that enables greater visibility across the entire IT ecosystem. Novell solutions are built with interoperability in mind. The combined capability of SAP BusinessObjects GRC solutions and Novell Compliance Management Platform creates one of the industry's most comprehensive solutions for IT GRC management.

### **What is the significance of this relationship?**

Both SAP and Novell believe there is an unmet need for a holistic risk management solution that customers can operate with greater efficiency. Novell already has a number of customers experiencing remarkable return on investment from the Novell Identity Manager drivers that are certified by SAP. This announcement marks an entirely new level of integration that has yet to be matched in this market. The strength of Novell in offering the best engineered, most interoperable compliance, security and identity solutions uniquely compliments the SAP Business Objects GRC, access control, process control and risk management platform.

The collaborative efforts behind the current technology integration and future roadmap demonstrates the commitment of SAP and Novell to address the ever increasing, complex and costly compliance and risk management issues facing our customers.

### **What investment has Novell and SAP made that demonstrates sustainable commitment?**

Novell and SAP's engineering teams have been working together—almost daily—for more than a year to achieve the highest level of integration. Both companies have invested significant engineering resources to assure Novell solutions meet SAP certification requirements—an important step that gives customers confidence in the joint offer.

The two companies are also working on sustainable marketing, sales and partner enablement programs in order to assure the shared efforts reach the awareness level needed to benefit customers and partners.

### **What does this mean for Novell channel partners?**

Novell continues to build strong partnerships with system integrators and global solution providers. In addition to local providers around the globe that sell and implement Novell technologies, we've built strategic relationships with partners such as Atos Origin, Deloitte, Wipro, Infosys, Unisys and others.

By offering one of the industry's most comprehensive governance, risk and compliance solutions, our partners will become more profitable from the expansion opportunities made available through this integrated offer.

SAP and Novell will cooperate on marketing the combined GRC solutions, including communications, cross training, sales-enablement programs and partnership performance management. For Novell partners, this means convenient access to sales and technical training making it quick and cost effective to acquire Novell and SAP solution knowledge. To help build partners' services-based business, Novell will also offer access to deployment training, best practices and methodologies, and Novell professional services experts to mentor and ensure customer success.

### **Are the joint solutions available today?**

Novell Compliance Management Platform extension for SAP environments is part of the Novell Buying Program worldwide ([www.novell.com/licensing/](http://www.novell.com/licensing/)) and is licensed on a per-user basis. Customers may purchase Novell Compliance Management Platform extension for SAP environments directly from a Novell client executive or from a Novell technology partner.

### **Where can I go for more information?**

More information is available at the following locations:

- Novell Web site for the SAP global alliance: [www.novell.com/sap](http://www.novell.com/sap)
- Novell Web site for Novell Compliance Management Platform extension for SAP environments: [www.novell.com/cmepsap](http://www.novell.com/cmepsap)

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