



Novell® PartnerNet® for Technology Partners

Build. Sell. Grow. Expand the market for your products and deliver them faster by partnering with Novell®.

The Opportunity

Interest in Linux* is fueling tremendous growth and increasing the demand for Linux-compatible software and hardware solutions. In the fourth quarter of 2006, Linux platform sales at Novell were up 32 percent over the prior year. Moreover, IDC estimates that 30 percent of all servers shipped in 2007 will be Linux servers. Partner with Novell today to take advantage of these growing opportunities.

Program Overview

The Novell PartnerNet® for Technology Partners program helps independent hardware and software vendors (IHVs and ISVs) and system builders develop or port their software and hardware products to Novell technologies. It then helps them market those solutions to customers.

Get to Market Quicker

As a Novell Technology Partner, you will receive the tools and resources you need to quickly develop or port your solutions to Novell products. These resources include:

- Early access to software releases
- Developer tools and product certification
- Internal-use software

- Access to world-class training and technical support

Expand Your Market Reach

Novell will help you reach a broader market for your solutions with the following co-marketing opportunities:

- Listing in the Novell Partner Product Guide, used by thousands of customers and partners to locate the solutions they need
- Participation with Novell at industry events
- Exposure to customers, partners and Novell sales through partner announcements and advertising

Multiply Your Routes to Market

When you join Novell PartnerNet, the Novell marketing ecosystem provides you with several ways to reach your market:

- Commercial licensing through the Novell OEM program brings you volume discounts and program efficiencies
- The Novell channel, comprised of thousands of solution providers worldwide, widely expands your reach
- The Novell sales force works with you to promote joint solutions



“We are extremely pleased with our growing business relationship with Novell, one of the premier providers of Linux in the world. Offering customers more choice is important.”

Scott Handy

Vice President, Worldwide Linux
IBM

“As Linux continues to mature and gain market momentum, HP is delighted to be partnering with Novell and to drive our common strategy of providing Linux solutions from desktop to data center.”

Christine Martino
Vice President, Linux
HP

www.novell.com

Get the Most from Your Partnership

The Novell PartnerNet for Technology Partners program offers you the maximum in flexibility, collaboration, access and control:

- *Join at a level that fits your business plan, including the free Ready and cost-effective Silver levels. If you want closer collaboration, talk with us about our advanced Gold and Platinum levels.*
- *Access and control the information you need through our Partner Portal, designed to connect you to critical resources with a single click.*

Get Started

To learn more about the Technology Partner program, visit: www.novell.com/partners/technology

If you have questions, contact us at partnernet@novell.com. Then join PartnerNet and keep building your business!

To join Novell PartnerNet:

1. Apply by clicking the “Join Today” button at: www.novell.com/partners/technology
2. Once approved, confirm your product works with Novell solutions through the Ready and YES certification processes.
3. Place your product information in the Novell Partner Product Guide.
4. Take advantage of our other partner marketing activities and start selling.



For More Information

Visit www.novell.com/partners and join the PartnerNet for Technology Partners program today!

You may also call Novell at:

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

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