



Novell® PartnerNet® Specialization: Systems and Resource Management

Gear up. Stand out. Promote yourself. If your customers are asking you to help them secure the corporate desktop, manage a variety of operating systems and desktop environments, or automate their virtualized data center, you should certify as a Novell® Systems and Resource Management Specialist.

Rise Above the Rest

Specialization differentiates you from other Solution Providers and makes it easier for new customers to find you. With your Systems and Resource Management Specialization listed in the Novell Partner Locator, customers can quickly identify you as an expert in IT asset management and network resource management.

Both sales and technical certifications are required to earn your Specialization. These requirements assure customers you can provide the high-quality solutions they expect from a Novell partner.

Specializing lets you focus on your skills as a Solution Provider, while Novell provides the focused training, sales leads and marketing materials to help you succeed. This market focus also helps you develop repeatable business practices and demand generation-activities around Systems and Resource Management, resulting in lower business costs and shorter sales cycles.

Is This Specialization for You?

A Systems and Resource Management Specialization is for you if:

Your Customers

- *Want lower IT costs*
- *Require an easier way to handle patches*
- *Need proof of license compliance*
- *Manage a variety of devices across locations and platforms*

Your Business

- *Seeks a Gold or Platinum partnership level with Novell*
- *Can demonstrate success with a resource management practice, including customer references*
- *Realizes the opportunities in IT asset management*
- *Wants to align with Novell go-to-market strategies to increase revenue*

■ Solutions:

Novell PartnerNet



“IDC found that the IT productivity of the companies surveyed rose by an average of 45% after deploying ZENworks, resulting in an average annual cost savings over a three-year period of close to \$1.1 million. When normalized for company size, the savings amounted to \$14,816 per 100 users.”

IDC

May 2006

Novell Products for This Speciality

As a Novell PartnerNet® Systems and Resource Management Specialist, you can use the following products from Novell—plus third-party products—to automate the management of multiple IT resources for your customers.

- **Novell ZENworks® Configuration Management:** *Complete systems management to lower your total cost of ownership*
- **Novell ZENworks Endpoint Security Management:** *Single-console control for complete endpoint security*
- **Novell ZENworks Orchestrator:** *Automated management for the data center*

Your Next Steps

Novell Solution Providers

1. Visit www.novell.com/partners to learn more about PartnerNet Specialization requirements and benefits.
2. Make sure your partner profile and contact information are up to date.
3. Earn the required sales and technical certifications.
4. Start building a more rewarding partnership with Novell today.

New Partners

1. Visit www.novell.com/partners to learn more about PartnerNet.
2. Apply online to join PartnerNet and enjoy the benefits of partnering with Novell while helping your customers manage, simplify, secure and integrate their technology environments with open standards-based software.

Who Uses Systems and Resource Management Solutions from Novell?

Ash Brokerage, BT Germany, Cedar Graphics, City of Grand Junction Colorado, FroSTA, Gundersen Lutheran, JE Dunn, JohnsonDiversey, Leicester City Council, Liaoning TV, Macmahon Holdings Ltd, Municipality of the Hague, PT. Astra Daihatsu Motor, Standard Life, State of Nevada Welfare Division, Technicolor, Toll Brothers, Transit New Zealand, Watts Water Technologies, Weber School District and many others.

Get more customer references at:
www.novell.com/success



For general information, contact your local Novell office, or call Novell at:

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For questions on the Novell PartnerNet for Solution Providers program, visit our Web site at: www.novell.com/partners/solution or contact us here:

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