



SUSE® Linux Enterprise ISV Partner Program

You need to deliver innovation and value to your customers. To do this, you need a partner that can help you certify your applications on a widely used, enterprise-quality, cost effective platform. So what you really need is the SUSE® Linux Enterprise ISV Partner Program. With our program, you gain an easy and efficient way to certify your applications on the Linux* platform that supports mission-critical workloads in organizations of all sizes.

Give Your Customers Maximum Delivery and Support

To remain competitive, you must deliver innovation and value to customers. The applications you provide rely on the solidity and cost-effectiveness of both hardware and operating systems, so the platform you choose must be enterprise-quality, have a reliable release cycle and be backed by outstanding support and services. In addition, the process required to certify applications on this platform should include vendor assistance and migration and specific customization support. It should maximize available hardware resources, defend against both known and unknown security threats and deliver a high price-to-performance ratio. To provide the maximum level of application delivery and support to your customers, you need to work with a partner that can effectively provide this demanding foundation—a partner like Novell® with our SUSE Linux Enterprise ISV Partner Program.

Certify Your Applications with an Industry-leading Partner

The SUSE Linux Enterprise ISV Partner Program offers a quick, easy and efficient way to certify on the Linux platform that is used for mission-critical workloads across the enterprise. As the only Linux platform endorsed by Microsoft and SAP, SUSE Linux Enterprise is the best choice for your critical workloads because it offers reliability, scalability and interoperability.

The SUSE Linux Enterprise ISV Partner Program is different from other ISV certification programs because we make it easy for you to certify your application. For example, our dedicated team of certification engineers has created embedded AutoBuild testing methods and complementary source package tools. With these features, we make it easy to duplicate your application on another architecture and cost-effectively certify on SUSE Linux Enterprise. For your next

■ Solutions:

SUSE Linux Enterprise ISV Certification Program

■ Components:

Novell YES Certified Program
Novell Ready Program
Technical Training and Enablement
Partner Readiness Assistance

When you need to deliver mission-critical applications through a reliable, scalable and interoperable platform, then work with the fastest-growing Linux vendor by joining the SUSE Linux Enterprise ISV Partner Program.



When you certify with SUSE Linux Enterprise from Novell, you are joining a global network of customers, employees and partners who have already established an excellent reputation and a significant customer base. In addition, we have a proven set of solutions that will help you and your customers reach greater productivity.

Whether your customers want to run SUSE Linux Enterprise on servers or clients, or use MySQL or SugarCRM, you'll find that SUSE Linux Enterprise will help you ensure integration and flexibility throughout your customers' organizations.

mission-critical application launch, use our SUSE Linux Enterprise ISV Partner Program to:

- *Take advantage of the best enterprise Linux solution*
- *Profit from an established Linux market*
- *Secure the best partnership for mission-critical workloads*

Take Advantage of the Best Enterprise Linux Solution

As an ISV, you want your applications to run on a platform that supports the most important workloads in your enterprise. And that's why we provide the best platform for mission-critical workloads backed by world-class support and services. SUSE Linux Enterprise is interoperable and integrates easily with existing IT infrastructures, including UNIX*, Windows* and other Linux distributions. It is also supported by all the leading hardware vendors and is certified by all the leading application vendors. So whether your customers want to run SUSE Linux Enterprise on servers or clients, or use MySQL* or SugarCRM*, you'll find that SUSE Linux Enterprise will help you ensure integration and flexibility throughout your customers' organizations.

Profit from an Established Linux Market

Join a global network of customers, employees and partners who have already established

an excellent reputation and a significant customer base. In addition, we have a proven set of solutions that will help you and your customers reach greater productivity.

These solutions include:

- **UNIX to Linux Migration.** *Once certified on SUSE Linux Enterprise, your applications will deliver the security and reliability on a Linux platform that your customers are accustomed to with UNIX.*
- **Virtualization.** *Take advantage of the latest trends in virtualization by helping customers easily identify hardware and software that is compatibility tested and supported with virtualization technologies from Novell.*
- **Linux Desktop Migration.** *As customers move toward a mixed desktop environment that includes SUSE Linux Enterprise Desktop, they are requiring that their applications be certified to run on this secure, cost-effective and fully supported Linux platform. This market is ready for your applications and growing every day.*
- **Interoperability.** *SUSE Linux Enterprise Server works seamlessly with existing Windows environments. With its broad use of open standards, SUSE Linux Enterprise Server enables your customers to share information across any IT system and easily communicate among business divisions or partners.*
- **Real Time Linux.** *SUSE Linux Enterprise Real Time is a fully supported, real-time operating system specifically engineered to reduce latency, increase the predictability and reliability of time-sensitive mission critical applications and lower costs.*
- **Linux on Mainframes.** *You can easily install SUSE Linux Enterprise Server on the mainframe and port customers' applications to it. With Linux on Mainframes, customers are certain to have a secure, reliable, available and scalable environment for your applications.*

