



OpenOffice.org Novell® Edition for Windows*

OpenOffice.org Novell® Edition for Windows* is a full productivity suite that delivers word processing, spreadsheet, presentation, drawing and database capabilities. With OpenOffice.org Novell Edition for Windows, you can dramatically lower costs, while gaining the key functionality of Microsoft* Office and interoperating with Microsoft Office file formats.

A Cost-effective, Fully Supported Alternative to Microsoft Office

Many of today's enterprises are seeking alternatives to Microsoft Office. Organizations no longer want to be locked into a single vendor or suffer from the high costs of Microsoft licensing and software assurance. They want choice in their software and they want to reduce their total cost of ownership (TCO), all while having full support to ensure their knowledge workers stay productive and ahead of the curve. OpenOffice.org Novell Edition for Windows is the leading alternative to Microsoft Office. With OpenOffice.org Novell Edition for Windows, you can dramatically lower acquisition and ownership costs, maximize productivity and minimize transition costs for your users. In addition, you can rest assured that you will be fully backed and supported by Novell—a leading enterprise software company.

Lower Costs

OpenOffice.org Novell Edition for Windows lowers costs in several ways. First, its acquisition cost is three times less than that of Microsoft Office Standard 2007, and it delivers all the functions you need to stay productive. Secondly, TCO is also significantly less because full support is included for the duration of the subscription—Microsoft Office customers, on the other hand, must pay a \$49 support fee per incident after their initial 90 days of support expires.¹ Table 1 on the following page factors in the cost of software assurance (which nearly 50 percent of Microsoft business customers purchase²) and a conservative estimate of two support incidents over three years. With these figures in mind, OpenOffice.org Novell Edition for Windows can save you an average of 50 to 60 percent compared to Microsoft Office 2007 over a three-year period.

■ **Solutions:**

Linux Operating Systems

■ **Products:**

OpenOffice.org Novell Edition
for Windows

Unlike competing products, OpenOffice.org Novell Edition for Windows interoperates with all Microsoft Office file formats—including those from Microsoft Office 2007.

¹ <http://office.microsoft.com/en-us/FX102751391033.aspx>

² www.crn.com/software/181503859

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3 One-year list price; three-year list price is US\$324

4 <http://office.microsoft.com/en-us/products/FX101754511033.aspx>

5 www.itjungle.com/two/two071107-story01.html

6 Assumes 50% of companies buy software assurance and two support incidents after first 90 days

	OpenOffice.org Novell Edition	Microsoft Office Standard 2007	Microsoft Office Professional 2007
License / subscription cost	US\$120.00 ³	US\$399.95 ⁴	US\$499.95 ⁴
Support included	Yes	90 days; then US\$49 per incident	90 days; then US\$49 per incident
Software assurance	Maintenance included	29% of license per year ⁵	29% of license per year ⁵
Average three-year cost ⁶	US\$324.00	US\$672.00	US\$815.00
Average three-year cost savings		52%	60%

Table 1.

Maximizes Productivity

In addition to lowering costs, OpenOffice.org Novell Edition for Windows enables you to maximize productivity and minimize training costs quickly. It comes bundled with the following important applications that will help you realize these benefits:

- **Writer:** Word processing program similar to Microsoft Word
- **Calc:** Spreadsheet program similar to Microsoft Excel*
- **Impress:** Presentation program similar to Microsoft PowerPoint*
- **Base:** Database program similar to Microsoft Access*
- **Draw:** Vector graphics editor for building drawings such as flowcharts

Since these applications look, feel and work like their corresponding Microsoft Office counterparts, you can be highly productive from the start. More importantly, training costs increase if you decide to use Microsoft Office 2007 since the user interface is different from previous Office versions, such as Office 2003 and Office XP. On the other hand, OpenOffice.org Novell Edition for Windows has a similar interface to previous Office versions, thus minimizing training costs.

Secondly, OpenOffice.org Novell Edition for Windows has feature-rich enhancements not found in competing office productivity suites

such as Sun* StarOffice*, IBM* Lotus* Symphony, and the community version of OpenOffice.org. For instance, stronger VBA macro support, full PDF support, embedded audio/video support, rich file import capabilities (e.g., for Microsoft Works, WordPerfect* and scalable vector graphics files), and more are all included in the Novell edition. This allows your users to benefit from the features that matter the most in an office productivity suite.

Finally, OpenOffice.org Novell Edition for Windows supports OpenDocument format (ODF) by default, thus providing customers who require open-standards solutions with out-of-the-box ODF compatibility; Microsoft Office, on the other hand, requires an ODF translator plug-in to do the same thing. In addition, OpenOffice.org Novell Edition for Windows interoperates with all major Microsoft Office file formats, including those from Microsoft Office 2007. This ensures that your organization can safely use OpenOffice.org Novell Edition for Windows and Microsoft Office in the same environment.

Delivers an Enterprise-class Experience

OpenOffice.org Novell Edition for Windows ensures that you receive a high-performing, innovative product that is backed by a leading enterprise software vendor. Because it is built on open source, it reduces lock-in with Microsoft Office while delivering the key features you need. And Novell is one of the top

contributors and key thought leaders and innovators on the OpenOffice.org project.

More importantly, this product allows you to leverage world-class Novell support capabilities. This is in contrast to OpenOffice.org upstream and IBM Lotus Symphony where support is strictly Web-based, or Microsoft Office where support costs extra after the first 90 days. Our commitment to bringing you peace of mind and ensuring that your users' needs are fully met is a key part of the value we deliver in OpenOffice.org Novell Edition for Windows.

Who Should Buy OpenOffice.org Novell Edition for Windows?

Microsoft Office users: If you are currently using Microsoft Office (e.g., Office 2003, Office XP, and previous versions) and thinking of moving to Microsoft Office 2007, moving to OpenOffice.org Novell Edition for Windows instead will result in significant cost savings in licensing, software assurance and support. It will also allow you to interoperate with all Microsoft Office file formats, while minimizing training costs and maximizing productivity.

Non-Microsoft Office users: If you are currently using office productivity suites, such as the community edition of OpenOffice.org, Sun StarOffice or IBM Lotus Symphony, making the switch to OpenOffice.org Novell

Edition for Windows gives you two key things. Not only will you get key product enhancements not found in competing solutions to date, but you will also be backed by world-class Novell support capabilities, and rest assured that your key questions and needs will be fully met.

Customers interested in SUSE® Linux

Enterprise Desktop: If you are interested in SUSE Linux Enterprise Desktop, the best-engineered and most interoperable Linux* desktop, but aren't ready to make the switch just yet, give OpenOffice.org Novell Edition for Windows a try. When you begin by realizing lower costs, higher productivity and minimal re-training on just one open source application, you can imagine the even greater benefits that come with a full deployment of SUSE Linux Enterprise Desktop.

Get OpenOffice.org Novell Edition for Windows Today

Try OpenOffice.org Novell Edition for Windows today. We're confident you'll find it easy to use and cost effective. And its interoperability with Microsoft Office and need for minimal retraining will enable you to be productive from the start. Learn more about OpenOffice.org Novell Edition for Windows at: www.novell.com/products/openofficewindows

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www.novell.com

OpenOffice.org Novell Edition for Windows enables you to maximize productivity with the following key programs:

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- **Draw:** A vector graphics editor for creating drawings such as flowcharts

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www.novell.com



Contact your local Novell Solutions Provider, or call Novell at:

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