

Driving Business Success Through Workgroup Choice and Flexibility

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Commitment to Choice and Flexibility

Novell offers core infrastructure and office productivity solutions that give you the choice and flexibility you need to address your changing workgroup concerns and critical business initiatives.

The structure of your workgroup environment plays a vital role in enabling your knowledge workers to be productive and collaborate securely. Their ability to innovate and gain a competitive advantage in the marketplace often depends on whether your workgroup infrastructure gives you the needed flexibility to deliver the right tools and services. Workgroup environments that limit choice limit your business success.

Those limitations manifest themselves in a variety of ways, including the inability to interoperate with and leverage key technologies, higher software acquisition and maintenance costs, forced upgrades, increased security concerns, and lower workgroup productivity. While some workgroup solution vendors work hard to limit your options and force you down a path toward closed environments, Novell has always been about choice.

Novell offers core infrastructure and office productivity solutions that give you the choice and flexibility you need to address your changing workgroup concerns and critical business initiatives. Still, Novell recognizes that each business has unique and varied business challenges that may require solutions from different sources. This requirement for flexibility calls for solutions that are built to interoperate with products from other vendors. To meet this need, Novell lets you choose the platforms, desktops and applications you need, when you need them, and delivers the capabilities for those solutions to interoperate with components from various providers.

Novell has always been committed to providing the choice and flexibility you need through products, licensing and programs that support interoperability through open, standards-based solutions. This paper explores

how Novell can help your organization solve business challenges—large and small—with the following flexible, interoperable workgroup solutions:

- **Novell® Open Enterprise Server**—
A platform of power and flexibility
- **Novell GroupWise®**—*The freedom to collaborate securely and reliably*
- **SUSE® Linux Enterprise Desktop**—
An open desktop environment
- **OpenOffice.org 2.0 Novell Edition**—
A truly open office productivity suite
- **Novell ZENworks® Suite**—*A comprehensive multiplatform management solution*
- **Novell Open Workgroup Suite**—
The open low-cost alternative

Platform Power and Flexibility

Novell Open Enterprise Server provides secure, reliable and highly-available workgroup services in an open environment that are easy to deploy and manage. It meets the workgroup needs of organizations both large and small by delivering proven networking, communication and collaboration capabilities. Unlike other server platforms that force vendor lock-in or that can't meet enterprise needs, Open Enterprise Server is the only product that delivers advanced workgroup services in an open, flexible environment. Open Enterprise Server combines secure networking services from Novell with SUSE Linux Enterprise, the leading open platform for delivering solutions for your mission-critical needs.

Novell Open Enterprise Server gives you a variety of interoperability options to address your various workgroup computing and business needs, related to:

- *Identity management*
- *Server consolidation*
- *Desktop computing*
- *Antivirus and backup support*

Identity Management

A key component of Novell Open Enterprise Server, Novell eDirectory™ serves as the foundation for the world's largest identity management deployments. It's a high-end directory service that allows you to easily manage workgroup identities and security access for employees, customers and partners. It links your users and their access rights to corporate resources, devices and security policies.

However, much of the power derived from Novell eDirectory comes from its compatibility with open standards and multiple platforms. It is LDAP Certified by The Open Group. It supports Extensible Markup Language (XML), Directory Services Markup Language (DSML), Simple Object Access Protocol (SOAP) and an array of other open standards. This support of open standards facilitates cross-platform integration and interoperability with other directories, databases and applications.

Novell eDirectory can run natively on Linux*, Windows*, Solaris*, AIX*, NetWare® and HP-UX*. As a true multi-platform directory and with its open standards-based approach to identity management, eDirectory helps you maximize your technology investments, while enabling you to avoid being locked in to any particular vendor's product set.

Furthermore, to make it easy to manage identities across multiple platforms without creating security and administrative headaches, Novell Open Enterprise Server includes Novell Identity Manager 3 Bundle Edition. Using this bundle, you can synchronize user accounts and passwords in mixed environments and enjoy the benefits of "best-of-breed" technologies. The Bundle Edition includes Novell eDirectory, Active Directory* and Windows NT* drivers.

The Identity Manager Bundle Edition also facilitates your ability to migrate user accounts from Windows to Novell Open Enterprise Server on Linux. In addition to facilitating the management of identities across Novell Open Enterprise Server, Windows and Linux, you can extend these same identity-management capabilities to all of the other key systems in your environment by simply licensing a regular version of Novell Identity Manager.

Server Consolidation

On today's high-end hardware, your Novell Open Enterprise Server workgroup servers rarely come close to reaching full CPU utilization. When Novell Open Enterprise Server 2 ships in mid-2007, you'll be able to take advantage of that under-utilized hardware by consolidating many of your workgroup servers on a single machine by using its out-of-the-box support of virtualization. Virtualization enables you to run multiple servers as distinct virtual machines on a single hardware box. Depending on the horsepower of your hardware, you can run a number of virtual servers without affecting performance, thus providing significant savings on your hardware costs, rack space, and power and cooling requirements.

The virtualization capabilities in Novell Open Enterprise Server 2 also give you the choice of running multiple Linux virtual machines, multiple NetWare virtual machines, or a combination of both. This ability to host both Linux and NetWare as virtual machines on a single box can also facilitate migration efforts from NetWare to Linux; you can preserve access to any NetWare applications and services while you transition your IT environment and skill sets to Linux.

This ability to run virtual servers on a single physical box is inherent to SUSE Linux Enterprise Server 10 and the Xen* hypervisor, which are included in Novell Open Enterprise Server 2. Also included in Open Enterprise Server 2 is a paravirtualized version of

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Even without server virtualization, you can consolidate your NetWare or Windows servers by moving them to Linux servers and taking advantage of hardware advances.

Novell will always be committed to supporting the client technologies that your users are accustomed to using and that they need in order to be productive. That's why Novell Open Enterprise Server provides a Novell Client for Windows, Linux and Mac environments.

NetWare, a version of the operating system that has been optimized to run in a virtual environment.

Even without server virtualization, you can consolidate your NetWare or Windows servers by moving them to Linux servers and taking advantage of hardware advances, such as higher CPU speeds, increased memory through 64-bit CPUs and new Gigabit Ethernet and Serial ATA controllers. Novell Open Enterprise Server includes the Server Consolidation and Migration Toolkit, a drag-and-drop file and print consolidation tool that helps you move data from any number of existing source servers to a smaller number of destination servers. It automates key tasks such as migrating users and their file permissions, assigning passwords and migrating file systems to a designated Novell eDirectory tree. It lets you copy entire volumes or specific directories to one or more destination servers in the same eDirectory tree or in different eDirectory trees. You can also reassign several Novell Distributed Print Services™ (NDPS) Printer Agents within the same tree to a single NDPS Print Manager.

Desktop Computing

For more than 20 years, Novell has delivered network client technology for a variety of different desktop environments. Since the days of DOS workstations, Novell has continuously evolved these client technologies to support the ever-changing business needs of its customers. In line with this tradition of supporting varied desktop computing needs, Novell will always be committed to supporting the client technologies that your users are accustomed to using and that they need in order to be productive. That's why Novell Open

Enterprise Server provides a Novell Client for Windows, Linux and Mac* environments.

Novell Open Enterprise Server 2 provides updates to all three of these clients, enhancing their ability to take advantage of advanced authentication, drive mapping, and direct access to services provided by iPrint, Novell iFolder® and other services. This update will also include a new Novell Client for Windows Vista*.

Even though Novell Open Enterprise Server includes a networking client for Windows, Novell realizes that some users would prefer to use the native Windows client rather than the Novell Client™ to log in and authenticate to their Novell servers. To address this business need, Open Enterprise Server 2 will soon include Domain Services for Windows. This service enables Linux servers to behave as if they are Active Directory servers. This means users will be able to authenticate to Linux on Open Enterprise Server with their Windows clients using a standard Windows desktop and no additional client technology.

Domain Services for Windows is not desktop emulation or synchronization between eDirectory and Active Directory. Instead, it provides a "virtual" server-side view of Novell eDirectory that allows Windows users to access a Novell server using native Windows authorization, authentication and file access protocols. In doing this, it can provide seamless cross-authentication between Active Directory and Novell eDirectory. As a result, your users can work in a pure Windows desktop environment while still taking advantage of all the Novell back-end services and technologies, without the need for a Novell client on the desktop. Additionally, administrators can choose to manage access to these Linux servers using either Novell iManager or Microsoft Management Console—they get freedom to choose and a familiar working environment.

Antivirus and Backup

A rich array of third-party antivirus and backup solutions from several leading software vendors is available for both NetWare and Linux platforms in Novell Open Enterprise Server. These solutions support small, medium and enterprise environments, from simple to complex.

In terms of third-party antivirus solutions, Computer Associates*, McAfee* and Symantec* provide support for Novell Open Enterprise Server on both NetWare and Linux (Reiser and ext3). Trend Micro* provides antivirus support for Reiser, ext3 and Novell Storage Services™ (NSS) volumes on Open Enterprise Server on Linux. McAfee also offers support for NSS volumes on Open Enterprise Server on Linux. Other third-party antivirus solution providers also offer differing levels of support for Open Enterprise Server.

For backup, Computer Associates, CommVault*, Syncsort* and Symantec either have existing solutions or have committed to provide solutions for NetWare on Novell Open Enterprise Server and all three Linux file systems (NSS, Reiser and ext3) on Open Enterprise Server. A large variety of other backup vendors have solutions or plan solutions that support Open Enterprise Server to varying degrees.

Freedom to Collaborate Securely and Reliably

Perhaps best known for its superior security and reliability over competing collaboration solutions, Novell GroupWise also provides greater freedom of choice for you and your workgroup users. It delivers the interoperability and flexibility you need to support greater knowledge worker productivity. In addition to providing you more freedom on where you collaborate, how you collaborate and who you can collaborate with, GroupWise also provides you more options on how and where you deploy it.

Where You Collaborate

Whether it's e-mail, calendaring, instant messaging, task management or contact and document management, Novell GroupWise provides a comprehensive arsenal of collaboration tools and services for your Windows workgroup users. The GroupWise client can run on Windows 2000*, Windows XP* and Windows 2003*, and will soon be available for Windows Vista.

However, Novell realizes that the business needs of most organizations demand desktop platforms in addition to Windows. For example, graphic design departments often require Macintosh* machines (Macs) in order to perform the jobs specific to their function. Novell customers in education, government, healthcare, manufacturing and other industries have similar needs, as do various business roles and users. To address the requirements of these business units and users, Novell GroupWise provides a native client for the Mac operating system.

But Mac and Windows aren't the only clients required by today's workers. The popularity of the Linux desktop in the workplace is on the rise, especially in situations where Windows is overkill and too expensive for the needed job function. For instance, a full Windows system is unnecessary for fixed-function and transactional user roles that rely on single line-of-business applications with occasional e-mail access. To serve this need, Novell GroupWise includes a native Linux client that supports SUSE Linux Enterprise Desktop.

In addition to native client support of these different desktop environments, Novell GroupWise WebAccess allows you and your users to collaborate from virtually any desktop or device that has Internet access. GroupWise WebAccess supports the most popular browsers, including Firefox*, Internet Explorer* and Safari*. GroupWise WebAccess also works on Pocket PCs with

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Windows (2000/2002/2003) or any mobile device that supports the Wireless Access Protocol and has a microbrowser that uses Handheld Device Markup Language 3.0 (or later) or Wireless Markup Language 1.1 (or later).

The interoperability story for mobile users goes beyond Web access and far beyond what other leading collaboration vendors offer. Through Novell GroupWise Mobile Server and Research in Motion's (RIM) BlackBerry* Enterprise Server for Novell GroupWise, you can synchronize hundreds of different types of smart phones with your GroupWise post office to securely access your e-mail, appointments, contacts, tasks, and notes from anywhere. You can view almost any type of attachment in its native format, including word processor documents, spreadsheets and presentations. The solutions automatically push collaboration data to your mobile device as soon as it arrives in your GroupWise inbox.

The BlackBerry Enterprise Server from RIM provides support for BlackBerry devices. Novell GroupWise Mobile Server supports mobile platforms for most devices running Palm* OS (3.5 up to 5.4), Symbian* (7.0 and 8.0), BREW* (2.1 and 3.1), and Windows Mobile* (2003, 2003SE, and 5.0).

How You Collaborate and Deploy Collaboration

Novell rejects the all-or-nothing approach some vendors push with workgroup solutions, especially in the area of collaboration. Novell GroupWise provides a rich environment to address many of your core collaboration needs, but it doesn't force you to stay within the realms of that environment to enjoy it. In fact, by enabling you to go beyond its own borders, GroupWise extends your collaboration capabilities, giving you even more options in the way that you and your users work together.

The Novell GroupWise Internet Agent (GWIA) enables you to send and receive e-mails with any other collaboration system—including Exchange and Outlook*—that uses the POP/SMTP, IMAP, MIME and S/MIME standard open protocols. The GroupWise Internet Agent also supports the Lightweight Directory Access Protocol (LDAP) standard, enabling it to function as an LDAP server so users can perform LDAP queries on user information contained in the GroupWise Address Book.

While the Novell GroupWise Internet Agent is all about providing interoperability, GroupWise has additional components and methodologies that provide further levels of integration with the diverse systems and services key to your business. The GroupWise clients for Windows support X.509 certificates to allow e-mail to go out securely. The Novell Identity Manager Driver for GroupWise enables synchronization of user data between GroupWise and Novell eDirectory. For example, the driver enables you to have an e-mail account automatically created for a new employee as soon as that employee's information is entered into eDirectory. This same driver can also disable an e-mail account when a user is no longer active.

Novell GroupWise also provides interoperability between itself and other messaging solutions. For example, as the majority of your users enjoy the ability to leverage the rich collaboration environment provided by GroupWise, you might have a small population of users that need to use Outlook. Or, it might be that your organization has traditionally used Exchange, but you've grown weary of the security vulnerabilities that plague the system. So, you've decided to leave Exchange behind and move to the secure environment provided by GroupWise, but again, a few of your users feel more comfortable using Outlook. GroupWise easily accommodates these situations through its Messaging Application Programming Interface (MAPI)-based Outlook connector,

allowing GroupWise to run on the backend and Outlook to run on the front end.

In addition to the interoperability provided between Novell GroupWise and Outlook, GroupWise provides additional levels of interoperability between itself and other messaging systems through its gateways. Whether it's due to a merger, having multiple subsidiaries under one holding company, or the result of having separate government departments, there are instances when an organization might have more than one messaging system. In these situations, businesses want to be able to provide a common directory to allow their end users to have a seamless experience across the organization, independent of their messaging systems. Also, in terms of calendaring, users in one system will likely want to be able to do free/busy searches of schedules for users in the other system.

The Novell GroupWise 7 Gateway creates a link between the GroupWise domain and the Exchange server that enables synchronization of both directories and appointments between the systems. It also allows bi-directional free-busy searches between both systems and pushes e-mail between systems without going through the GroupWise Internet Agent. For organizations that might have both Notes* and GroupWise in their environment, the GroupWise Gateway for Notes can provide similar functionality between these two systems.

In addition to the interoperability provided by its gateways, Novell GroupWise 7 includes support for the iCalendar standard (also known as iCal). Novell is an active member of the iCalendar Group, and its commitment to this standard enables appointments to be sent to—and accepted from—any Internet Connection Sharing (ICS)-compliant e-mail system. In the latter part of 2007, Novell plans an update to the GroupWise WebAccess client that will provide even further levels of

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interoperability between different collaboration systems. The update, which takes advantage of the iCal and Internet free/busy (IFB) standards, will enable users to perform free/busy searches of the schedules of their colleagues in other organizations, even if those organizations don't use GroupWise.

For example, you can subscribe to the free-busy schedules of your partners, vendors or customers in other organizations, and likewise publish your schedule to them to make it easier to set up meetings. So, whether they're on Novell GroupWise, Exchange or some other system that supports the iCalendar standard, you'll be able to selectively share your calendar information with the people you choose.

Where You Deploy Collaboration

Novell GroupWise gives you a wide range of options as to where you can deploy it. You can choose to deploy GroupWise 7 on Novell Open Enterprise Server (NetWare or Linux), NetWare (versions 5.1, 6.0, or 6.5), SUSE Linux Enterprise Server 10, or Windows Server (versions 2000 or 2003). You have the flexibility to deploy your GroupWise servers on a single platform of choice or you can mix it up, running some on Linux, some on NetWare and some on Windows.

Extending Your Ability to Collaborate

In addition to the out-of-the-box interoperability that comes with Novell GroupWise, Novell also provides your in-house developers a cross-platform interface to extend the capabilities of GroupWise to meet your unique

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SUSE Linux Enterprise Desktop was designed to easily coexist with Mac, UNIX, Windows and other operating systems.

With its familiar and intuitive desktop environment, SUSE Linux Enterprise Desktop can be deployed as a general-purpose desktop platform for knowledge workers and basic office personnel alike. It can also be tailored for use by single-line-of-business users in the form of information kiosks, call-center terminals or limited-use workstations.

implementation needs. The GroupWise Web Service (also known as GroupWise SOAP) provides you server-side access to GroupWise user accounts, allowing you to create client applications that can read, modify, and write messages, address books and folders, as well as perform event-driven operations. For example, both Novell and RIM use the GroupWise Web Service to enable synchronization between GroupWise post office agents and mobile devices. This same Web service gives you the ability to create additional opportunities to interoperate with other systems and solutions critical to your collaboration requirements.

Open Desktop Environment

Even in environments dominated by Windows, for certain users' roles it doesn't make sense to spend significantly more for Windows when a Linux desktop will serve their needs quite well. With its familiar and intuitive desktop environment, SUSE Linux Enterprise Desktop can be deployed as a general-purpose desktop platform for knowledge workers and basic office personnel alike. It can also be tailored for use by single-line-of-business users in the form of information kiosks, call-center terminals or limited-use workstations.

SUSE Linux Enterprise Desktop was designed to easily coexist with Mac, UNIX*, Windows and other operating systems. It works flawlessly with Novell GroupWise and Microsoft Exchange collaboration servers. Additionally, with the IBM* Notes plug-in for Workplace Client Technology, it can run Lotus* Notes and Sametime* and connect to Lotus Domino*. It can also connect seamlessly to mixed network environments through Novell eDirectory or Active Directory and most other flavors of LDAP. Its wireless network capabilities allow

your users to easily and securely access available wireless networks.

For flexible connectivity to stored data, SUSE Linux Enterprise Desktop supports the following file protocol standards and software:

- *NFS for nix connectivity*
- *CIFS for Windows and Novell Open Enterprise Server connectivity*
- *NCP for NetWare and Novell Open Enterprise Server connectivity*
- *Novell iFolder v2 and v3*
- *WebDAV*

SUSE Linux Enterprise Desktop supports print services through Novell iPrint, including automatic driver downloads and installation. You can also easily browse to or add network printers that are managed by Microsoft Active Directory by leveraging the desktop's ability to authenticate against Active Directory backends.

Moreover, most common business applications on Windows have functional equivalents available for Linux. In fact, many open source business applications are bundled at no additional cost with SUSE Linux Enterprise Desktop and automatically install when you deploy the desktop environment. Windows applications without Linux versions or equivalents can also be delivered via terminal server or virtualized on the desktop.

When it comes to third-party peripherals, the Linux desktop environment dynamically auto-detects and auto-mounts a large variety of third-party USB and Bluetooth* peripherals, including mice, phones, printers, scanners, digital cameras, digital music players, CD/DVD players, mass storage drives and other devices. Also, to make it easy to view multimedia files and streaming audio or video feeds, or even burn CDs and DVDs, SUSE Linux Enterprise Desktop includes RealPlayer* from RealNetworks* as well as other easy-to-use open source and proprietary media players.

A Truly Open Office Productivity Package

In predominantly Microsoft based environments, one of the single most expensive pieces of software is the office suite. As organizations contemplate whether to purchase Microsoft Office 2007, they will struggle to justify the investment since most of their users don't need all of its features. The new user interface for Office 2007 also comes with a steep learning curve for anyone familiar with previous versions of Office.

Rather than making a major investment to migrate to an office suite that their users don't need, many organizations are starting to consider an open source alternative that delivers the full set of workgroup productivity capabilities their users need, but at a dramatically lower price.

As free software, with a minimal cost for a support subscription (as part of SUSE Linux Enterprise Desktop), OpenOffice.org 2.0 Novell Edition provides a complete suite of office productivity applications, including word processor, presentation, spreadsheet, database, HTML editor and drawing tool applications. With an environment similar to Microsoft Office*, OpenOffice.org typically requires little or no retraining of users.

Meeting your need for interoperability, the suite can be deployed on either Linux or Windows desktops. OpenOffice.org 2.0 also fully supports the OpenDocument file format (ODF), the public standard for document files maintained by the open source community. Your OpenOffice.org spreadsheets, documents and presentations are fully accessible to any other application that supports ODF.

OpenOffice.org 2.0 Novell Edition also provides advanced file format compatibility with Microsoft Office. In fact, Novell and Microsoft recently signed a technical collaboration agreement covering interoperability between Microsoft Office and OpenOffice.org, which

will further increase document compatibility between the suites. The agreement is designed to ensure that customers using OpenOffice.org will continue to be able to read and write documents using future Microsoft Office file formats, just as they can today.

Comprehensive Multiplatform Management

Unlike IT management tools with a narrow focus on Windows environments, Novell ZENworks Suite gives you a comprehensive set of integrated, cross-platform tools to streamline IT management processes across your entire multiplatform workgroup environment. It brings you identity-based, lifecycle management of all your systems, including desktops and laptops running Windows or Linux; Palm OS, Windows CE, PocketPC* or RIM BlackBerry handheld devices; and servers running on Windows, Solaris, Linux or NetWare.

Novell ZENworks also gives you a choice in regards to what directory to use as the authoritative source for managing your users' identities. Even though eDirectory drives the interoperability and integration capabilities of ZENworks, the solution gives you the option to use Active Directory as your authoritative source for managing your workgroup users. In fact, ZENworks is the only comprehensive management solution that provides true identity-based management of users and the devices they need.

Other management solutions focus on managing devices—not the users of those devices. With Novell ZENworks, users' custom desktop environments and applications follow them to whatever computer they use. Competing solutions have little knowledge regarding the user—knowledge usually limited to what device the user is authorized to use. These solutions focus on making a specific device productive, while ZENworks focuses on making all users productive regardless of what device they happen to be using.

Novell ZENworks Suite gives you a comprehensive set of integrated, cross-platform tools to streamline IT management processes across your entire multiplatform workgroup environment. It brings you identity-based, lifecycle management of all your systems.

Novell delivers all the workgroup solutions you need at savings of up to 70 percent compared to a Microsoft option, while freeing you from vendor lock-in and a single point of failure.

Another benefit of the identity-based management that Novell ZENworks delivers is enhanced integration and interoperability with your existing business systems. For example, when you add a new employee in PeopleSoft*, the person's identity information can be automatically populated in the directory, enabling ZENworks to be able to automatically provision the user's desktop with the appropriate applications. Likewise, when you need to deploy a customer tracking solution, purchasing system or any other application that requires a user's identity information or credentials, ZENworks can automatically pull the user's information from the directory to configure and customize the application for that specific user.

In another area of interoperability, Novell ZENworks also provides you choice and flexibility in terms of patch management. ZENworks supports far more than just operating system patches. ZENworks Patch Management has the world's largest repository of patches, including more than 10,000 patches for major current and legacy operating systems and applications from a variety of vendors, including Microsoft, Novell, Adobe, Real, Macromedia, Corel, McAfee, Sophos, Authentium, Command, Oracle, Sybase, Citrix, IBM, Compaq, Dell*, Apple, Computer Associates, Symantec, SAP and Norton. The patented Digital Fingerprinting Technology inherent to ZENworks Patch Management provides a highly accurate process for patch and vulnerability assessment, remediation and monitoring—leaving no systems open to attack.

Delivering an Open, Low-cost Alternative Workgroup Suite

Not only do some workgroup solutions limit your ability to interoperate with the systems and solutions your business requirements demand, but their high licensing costs put an enormous burden on your IT budget.

For example, as of 2007 the Microsoft Professional Platform, which includes a version of Windows Vista, Microsoft Office 2007 and access licenses for the back-end server components, has a yearly fee of US\$298 per desktop, with a three-year minimum commitment. To obtain the most advanced version of Windows Vista and the complete functionality of the back-end servers, Microsoft has introduced the Enterprise Desktop Platform, with a price tag of US\$406 per desktop, with the same three-year minimum commitment. In spite of their obvious high costs, these licensing agreements are presented in a way to make you feel that it's more cost-effective to purchase the full enterprise agreement rather than just the solutions you actually need.

However, Novell delivers all the workgroup solutions you need at savings of up to 70 percent compared to a Microsoft option, while freeing you from vendor lock-in and a single point of failure. The Novell alternative provides all the core infrastructure and workgroup productivity software that you need for as low as US\$80 per user per year—a price point so low that you can still choose to buy individual point products as needed from Microsoft and continue to see a significant savings.

Novell designs its products and programs to address the reality that you need choice and flexibility when it comes to meeting the needs of your knowledge workers. Novell Open Workgroup Suite addresses your workgroup productivity and interoperability concerns through its cost-effective bundling of the following Novell solutions:

- **Novell Open Enterprise Server (includes SUSE Linux Enterprise Server)**—*Industry-leading Linux platform and enterprise networking services*
- **Novell GroupWise**—*Secure and reliable collaboration solution*

- **SUSE Linux Enterprise Desktop**—*Complete desktop platform*
- **OpenOffice.org for Linux and Windows**—*Open source productivity suite*
- **Novell ZENworks Suite**—*Cross-platform systems-management tool*

Although having options isn't common in workgroup suites, with Novell Open Workgroup Suite, choice is inherent. In addition to meeting the needs of security, reliability and productivity, each solution in the bundle has been designed for interoperability, providing you the highest levels of flexibility and choice.

For your workgroup infrastructure, it gives you the choice to continue to leverage your NetWare environment, to transition to a mixed environment of NetWare and Linux, or migrate completely to Linux. It enables you to deliver the right-sized solution for your desktops at the right price. At a significant cost savings, it provides the core business applications your knowledge workers need, while giving you the option to stay with Windows or save even more by moving to a Linux desktop.

Its modular architecture gives you the flexibility to update and change your environment as required without disruption. You can choose when and how you upgrade or migrate, depending on your unique business objec-

tives. For immediate cost savings, you can implement those elements of the bundle that make sense to deploy now, and then add other solution pieces at a later date as it best suits your needs.

Choose Flexibility and Openness—Choose Novell

Business needs vary from company to company—and even within companies—so why do some vendors claim their solutions are your only option? You need core infrastructure and office-productivity software that is flexible for your changing needs. Rather than choose the all-or-nothing approach some vendors offer, choose the platforms and applications you need—as your organizations' needs call for them.

If you're ready for an alternative to lack of choice and restrictive licensing, choose Novell. Novell combines technical innovation from the open source world with its proven experience and global support. It's time to reclaim your IT infrastructure with open and secure workgroup software from Novell. For your entire workgroup environment, from the desktop to the server, Novell Open Workgroup Suite provides you an open, low-cost alternative to a Windows-centric, proprietary environment and delivers the choice and flexibility you need to succeed.



“While we do not expect companies to suddenly dump Microsoft’s solution overnight, given the significant hardware requirements for Vista and the expense of upgrade and retraining organizations would face; for many, a switchover to Open Workgroup Suite (OWS) would instantly add life expectancy to their desktops, reduce their financial outlay, and not require substantial changes to the environment already familiar to the majority of information workers.”

*Novell announces the platform for the enterprise, March 31, 2006
IT Analysis*

www.novell.com



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