

Improve Team and Individual Productivity in a Flexible Networking Environment

A Complete Productivity Solution for Your Business

Novell is a global leader in enterprise-class software and services, with more than US\$1 billion in annual sales and more than 100 locations around the world. We build customer solutions leveraging our network of more than 800 technology partners, 900 training partners and 3,200 solution providers. Our global services and world-class engineering can help you integrate your IT systems which, in turn, allows you to lower costs, manage complexity and mitigate risk.

Does your enterprise use Microsoft* products in an attempt to boost user productivity? If so, you are probably already aware that Microsoft charges some of the highest software licensing and maintenance prices in the industry. If you're still considering a switch to an all-Microsoft environment, maybe it's time to look at another option. Instead of continuing to pour valuable resources into an inflexible, proprietary environment based on Microsoft Windows*, you can now choose an innovative solution—one that will reduce your costs, open new opportunities and enable you to deploy a broad range of leading software. This groundbreaking productivity and collaboration solution features Novell® Open Workgroup Suite and Novell Teaming + Conferencing¹. It also includes other flexible tools from Novell and open source software, allowing you to reduce cost, complexity and risk throughout your enterprise.

Together, Novell Open Workgroup Suite and Novell Teaming + Conferencing² give enterprises a secure, flexible and cost-effective IT infrastructure—plus a proven set of workgroup services and collaboration tools. Because this solution includes open source software, it can save you up to 70 percent over Microsoft products with similar capabilities. There are other advantages as well. The Novell solution runs on lower-cost hardware, so you can leverage existing equipment. And it's easier to manage, so you can reduce your personnel costs.

Overcome the cost and complexity of an all-Microsoft environment by choosing a flexible solution from Novell. With Novell Open Workgroup Suite and Novell Teaming + Conferencing, your organization can optimize productivity and collaboration without paying premium prices.

What Migration to Microsoft Really Costs You

Contemplating migration to Windows Vista*? You'll find that the true cost of Microsoft products is even higher than it initially appears. After you factor in the costs associated with acquisition, maintenance, hardware upgrades, security, management and downtime, the price of Vista far exceeds that of an open source alternative.

Microsoft's Enterprise Agreement, a volume licensing program available to enterprises with 250 or more desktops, provides customers with the Enterprise Desktop Platform, a bundle containing the Enterprise Client Access License (CAL) Suite,³ Windows Vista Enterprise and Office Enterprise 2007. If you sign up for the Enterprise Agreement, 100 percent of your desktops *must* be licensed—even for users who don't need the capabilities of the entire suite. And when you consider that the required three-year commitment translates into \$1,218 per user/device (for 250 to 2,399 PCs), the extra cost for users who don't need every product is substantial.

The Enterprise Agreement includes Software Assurance, a program that allows enterprises to upgrade to major new releases, such as Windows Vista, at no additional charge. But many enterprises are skeptical about the value of Software Assurance because Microsoft routinely delays its software releases. If you pay for Software Assurance, there's a good possibility your contract will expire before a new Windows product releases. This means that you might not get any product updates during the contract period and will have to pay again when they actually release. For example, because of

1 Products are sold separately.
2 In addition to the full capabilities of Novell Teaming + Conferencing, customers can purchase Novell Teaming as a stand-alone product.
3 The Enterprise Client Access License (CAL) Suite includes Client Access Licenses for Microsoft Windows Server 2003, Microsoft Exchange Server, Microsoft Office SharePoint Server, Microsoft Office Communication Server, Microsoft System Center Configurations Manager plus Microsoft System Center Operations Manager Client, Microsoft Rights Management Services and the Microsoft Forefront Security Suite, Systems Management Server and SharePoint Portal Server.

the five-year interval between the release of Windows XP and Windows Vista, many Microsoft customers chose to discontinue their ineffectual Enterprise Agreements and move instead toward lower-cost, highly efficient Novell alternatives. So how does the Microsoft Enterprise Desktop Platform compare to the Novell solution? The “Cost Comparison over Three Years” graph provides a detailed analysis of the price differences between comparable Microsoft and Novell products. It illustrates how a company with 250 users will pay nearly \$305,000 for the Microsoft Enterprise Desktop Platform, compared to \$117,000 for Novell Open Workgroup Suite and Novell Teaming + Conferencing. Additionally, both products come with a three-year upgrade plan included in the purchase price, allowing you to stay current with the latest technology at a fraction of the cost. Together,

Novell Open Workgroup Suite and Novell Teaming + Conferencing ensure high productivity, superior security and unbeatable reliability at a low cost tailored for your enterprise.

Cost Comparison over Three Years

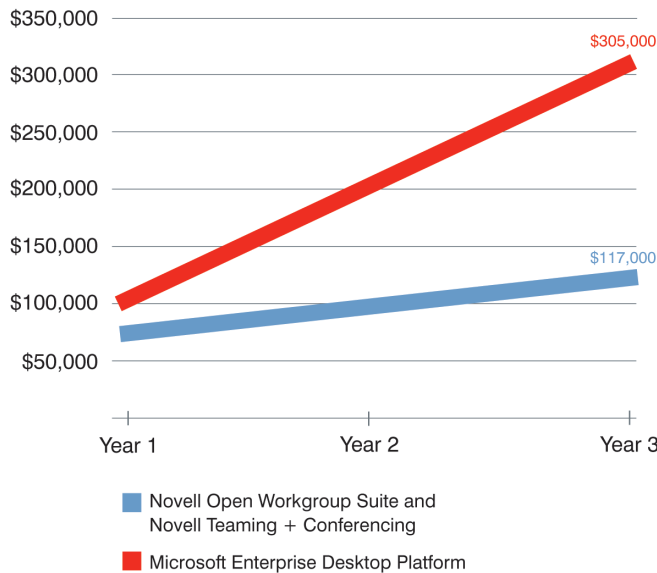


Figure 1. This comparison, which assumes 250 users, shows that the cost of the Microsoft Enterprise Desktop Platform is approximately \$305,000 over three years. (This does not include the cost of the actual server licenses needed.)

- The line depicting the Novell products represents pricing for three years of Novell Open Workgroup Suite and Novell Teaming + Conferencing, including Maintenance (the Novell equivalent of Microsoft Software Assurance).
- At \$117,000⁴, Novell Open Workgroup Suite and Novell Teaming + Conferencing represent 70 percent savings over the Microsoft Enterprise Desktop Platform with server licenses included.
- Some customers who switch to Novell will continue to depend on Windows server applications, while others still plan to use Windows Vista on their desktops. This combined approach still delivers significant savings over an all-Microsoft product stack.



“Some of [our customers] spend more than 30 percent of their IT budget supporting the desktop and an office productivity suite. The Novell Open Workgroup Suite frees much of that budget so they have more to invest in other strategic IT initiatives. This suite also provides core infrastructure products to support their workforce from the server to the desktop. This is what my customers need, and at a very competitive price.”

John Marciano
Chief Operating Officer
Keep It Simple

⁴ This figure represents the three-year cost for perpetual licenses for the Novell Open Workgroup Suite (deployed on Linux) plus maintenance, and Novell Teaming + Conferencing (including the discount for Novell Open Workgroup Suite users) plus maintenance.

Acquisition and Maintenance Are Only Part of the Story

Paying premium prices to acquire and maintain productivity tools is just the beginning. An all-Microsoft approach costs you in many other ways, from higher costs for hardware investments, to additional security patch spending, to extra resource allocation for lost productivity due to system crashes and security breaches.

A recent study revealed that Novell GroupWise environments experience 69 percent less unplanned downtime than Microsoft Exchange environments.

Novell Open Workgroup Suite Component Products:

- Novell Open Enterprise Server
- Novell GroupWise
- Novell ZENworks Suite
- SUSE Linux Enterprise Desktop
- OpenOffice.org Novell Edition (supported on Linux and Windows)

5 October 2006 Cool Solutions survey.

Higher Hardware Costs

In a Microsoft environment, upgrading your software often means upgrading to more costly hardware. Implementing the latest version of Microsoft Exchange*, for example, requires 64-bit hardware and Active Directory*, making it an expensive, complicated proposition. But with Novell Open Workgroup Suite and Novell Teaming + Conferencing, you can rely on the cost-effective Linux* operating system. It supports the newest software and runs efficiently on the hardware you already have in place. The Novell solution helps you maximize your budget by extending the life of your existing systems.

Increased Management Costs

With Microsoft, not only are software and hardware costs higher, but the need for continuous, extensive IT management also strains your budget. Many Microsoft products are difficult to manage, so you end up hiring more IT administrators to keep your complex network running smoothly. And the time your IT professionals spend managing a Microsoft infrastructure and responding to problems translates into lost profit. With the combination of Novell Open Workgroup Suite and Novell Teaming + Conferencing, you can slash your management costs while minimizing the resources needed to manage your network. Novell Open Workgroup Suite includes SUSE® Linux Enterprise Desktop, a business-ready Linux desktop that can replace Windows for most users; Novell ZENworks® Suite, the management solution for your heterogeneous environment; and

Novell eDirectory™, the answer to user and resource management. By deciding on a Novell alternative, you can keep operational costs to a minimum and make management easy.

Security Costs

Virus attacks can wreak havoc in your enterprise, bringing productivity to a halt. Microsoft Exchange has become a notorious conduit between viruses and businesses. To avoid losing sensitive information, you have to reinforce your security perimeters, which requires additional investments. The technology in Novell Open Workgroup Suite has proven to be far less susceptible to malicious attacks and other security breaches, saving you time and money. For example, recent CERT.org data shows that Microsoft Exchange/Outlook* had 157 documented vulnerabilities compared with only 13 for Novell GroupWise®.

Downtime Costs

When servers and systems are down, your business stops growing. Microsoft servers go down so often that downtime is planned into IT activities. In contrast, a recent study⁵ revealed that Novell GroupWise environments experience 69 percent less unplanned downtime than Microsoft Exchange environments. Moreover, 87 percent of GroupWise customers experienced fewer than 10 hours of downtime per year, while 66 percent of Exchange users experienced more than 10 hours of downtime per year. In addition, 52 percent of GroupWise users say they have not had to reboot their system for over six months.

Microsoft environments are also more susceptible to virus attacks and experience more downtime as a result. For example, viruses that cause an average of three or four system down days for Microsoft Exchange result in almost no system down days for Novell GroupWise environments.

The Novell Alternative

Microsoft wants you to think that your only choice for keeping your users productive is a complete Microsoft solution that encompasses everything from the desktop to the server. We want you to know that you have a viable alternative that costs a lot less. Novell Open Workgroup Suite and Novell Teaming + Conferencing provide everything you need to maximize your resources, including:

Novell Open Workgroup Suite

- *Industry-leading enterprise networking services with Novell Open Enterprise Server, which includes SUSE Linux Enterprise Server, the best-engineered and most interoperable Linux server for mission-critical computing*
- *Secure and reliable collaboration with Novell GroupWise*
- *Cross-platform systems management with the Novell ZENworks suite*
- *Business-ready Linux desktop services with SUSE Linux Enterprise Desktop*
- *A comprehensive productivity suite with the Novell Edition of OpenOffice.org for Windows and Linux*

Novell Teaming + Conferencing

- *Personal and team workspaces*
- *Document management and sharing*
- *Team calendars and shared task lists*
- *Discussion threads, wikis, blogs and Really Simple Syndication (RSS) feeds*
- *Workflow*
- *Content and knowledge management with quick search capabilities*
- *Web and voice conferencing*
- *Instant messaging/chat*
- *Application sharing and whiteboarding*
- *Integrated presence awareness*

The powerful combination of Novell Open Workgroup Suite and Novell Teaming + Conferencing appeals to businesses that want to maintain a high level of productivity at an affordable price.

An Innovative, Open Solution

By open, we mean the solution is built on open source and open standards, so it provides the low-cost options you want and the flexibility your IT managers need. By leveraging open source, you have access to the newest technology and the most stringent security without compromising support and reliability. And because Novell Open Workgroup Suite and Novell Teaming + Conferencing are based on open standards, you know you can seamlessly and effortlessly integrate them with other solutions. The result? You reap the benefits of open source innovation today, while taking advantage of the proven expertise and global reach of Novell.

Complete Flexibility

Novell Open Workgroup Suite and Novell Teaming + Conferencing provide an attractive counterpoint to Microsoft's Enterprise Agreement and CAL Suite licensing approach. The Novell desktop environment is similar to Windows and offers all the productivity applications you need for the enterprise. However, with the Novell solution, you have the flexibility to run on a variety of platforms. The Novell GroupWise client, for example, can run on anything from Linux solutions from Novell, to Macintosh*, to Windows or to a Web browser. You can even continue to use the Microsoft Outlook client while taking advantage of the increased security and reliability of GroupWise on the back end. And with GroupWise Mobile Server, powered by Intellisync*, you can deliver secure, real-time access to Novell GroupWise e-mail, appointments, contacts, tasks and notes on hundreds of mobile devices. Customers who purchase maintenance contracts for the Novell Open Workgroup Suite or choose the annual maintenance subscription option will be entitled to GroupWise Mobile Server free of charge.

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Novell Open Workgroup Suite and Novell Teaming + Conferencing feature identity-based authentication and access control, ensuring only authorized users can view and access important resources.

And for organizations that need deployment flexibility, Novell offers a version of Novell Open Workgroup Suite licensed for deployment on multiple platforms, and licensing options for Novell Teaming + Conferencing on Linux and Windows.

Based on Proven Technologies

Novell Open Workgroup Suite and Novell Teaming + Conferencing combine technical innovation from the open source world with the experience and global reach of Novell. We have more than 20 years of experience in networking, communication and collaboration solutions, and have developed a reputation for reliable technology that customers can use to grow their businesses. In recent years, we have received many industry awards for our advanced file and print services, resource management, collaboration and other solutions.

Proven, Award-winning Technologies from Novell

- *Network Magazine, 2005, "Product Breakthrough" Innovation Award for Novell Open Enterprise Server in the Infrastructure Software category*
- *InfoWorld, Test Center, Novell ZENworks 6.5 named Best System Management Tool*
- *LinuxWorld* Conference & Expo, Frankfurt, Germany, December 2005, SUSE Linux Enterprise Server from Novell named Best Enterprise Server Distribution*
- *LinuxWorld Conference & Expo, Boston, 2006, "Best of Show" for openSUSE[®] from Novell in the Best Total Industry Solution category*
- *LinuxWorld Conference & Expo, Sydney, Australia, 2006, "Best of Show" for Novell Open Enterprise Server in the Total Industry Solution category*
- *Fifth Annual eWeek Excellence Award for Novell Linux Desktop 9*
- *RIS News, a leading publication focused on retail technology, included Novell for the first time in its newly released annual Software Leaderboard*

Increased User Productivity

Novell Open Workgroup Suite and Novell Teaming + Conferencing ensure your users have what they need to be productive with a proven set of communication, collaboration and productivity capabilities. The suite includes such features as Web access to key services, self-service file and print tools, reliable collaboration, instant communication, mobile support and a robust office productivity suite. Strong security measures protect your systems against crashes, virus attacks and other security breaches. Prompt availability and instant failover ensure that your users have uninterrupted access to the services they need. Uptime for Novell solutions is generally measured in months and years, not in days and weeks.

Tighter Security for Your Systems and Data

The Linux foundation of Novell Open Workgroup Suite and Novell Teaming + Conferencing provides solid security. Because these products are built on open source software, security issues are identified and resolved quickly by the extensive, global community that is constantly improving the code. Novell complements this global security net with a variety of capabilities and services from our Identity and Security Management product line. For example, Novell Open Workgroup Suite and Novell Teaming + Conferencing feature identity-based authentication and access control, ensuring only authorized users can view and access important resources.

Scalability to Meet Expanding Needs

Novell Open Workgroup Suite and Novell Teaming + Conferencing scale easily, so you can adapt to changing market conditions and help your business grow. As new users are added, they automatically receive file access, collaboration accounts and productivity tools so they can ramp up to full productivity immediately. Novell Open Workgroup Suite and Novell Teaming + Conferencing also scale to meet the needs of virtually any organization at an affordable cost.

**Choose the Open,
Low-cost Solution**

As you plan the future of your IT environment, remember that Microsoft proposes a single-vendor solution that limits your options and increases costs. The message from Novell is clear: give your users the tools they need to maximize productivity while saving up to 70 percent of what you're spending on the Microsoft product stack. Do what makes sense for your business and choose Novell Open Workgroup Suite and Novell Teaming + Conferencing.

Additional Resources

For more information on Novell Open Workgroup Suite and Novell Teaming + Conferencing, visit: www.novell.com/news and www.novell.com/teaming

www.novell.com



Contact your local Novell
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