Open Source and Linux within the Novell Value Proposition

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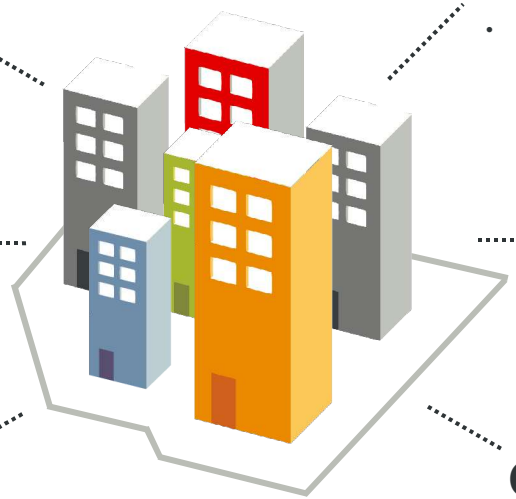
Academic Landscape

Collaboration
- Commoditization
- Resources across institutions
- New Business Models

Students
- Anywhere, Anytime Access
- Greater demand
- Why attend your institution?



Disruptions
- Unforeseen Disturbance
- New Technologies
- Student Behaviour Shifts

Reduce Complexity
- Easy to register
- Strengthen Offerings
- Diverse Curriculum

Regulations
- Government
- Education
- Auditing/Compliance
- Security

Globalization
- Students overseas, Open University
- Expanding Syllabus
- Border-mania

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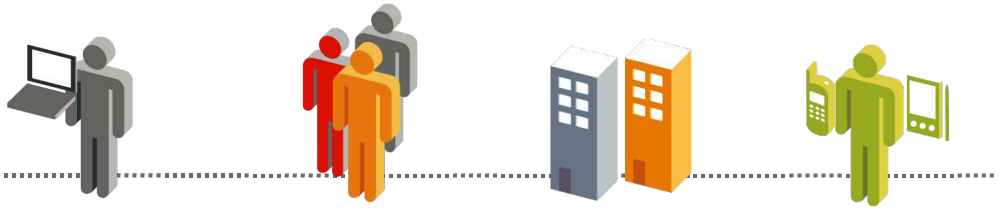
Academic Challenges



Opportunities
Agility

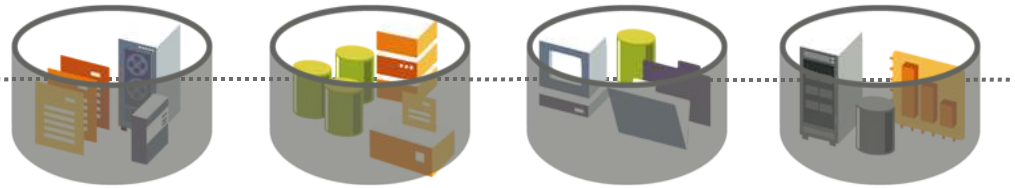
Risks
Security

Business Agility

Streamline operations
Pursue new opportunities
Eliminate obstacles

Information Security

Assuring corporate assets
Provide regulatory compliance
Give customers secure information and transactions



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one Net

A world without information boundaries where information systems of all types work well together, connecting the right people to the right information at the right time to make the right decisions.

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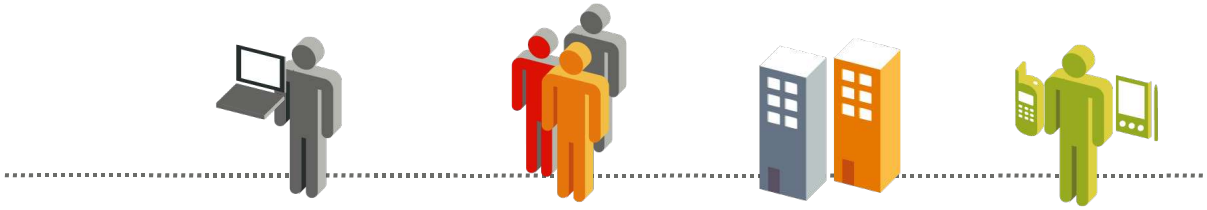
Prerequisites for one Net



- IT expertise
- Adaptive enterprise operating platform
- Complete operational control
- Flexible environment
- IT systems delivering business objectives

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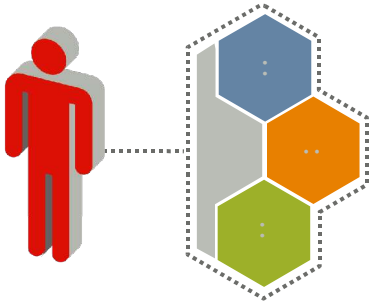
Academic Value Proposition



Novell exteNd	Novell Nsure	Novell Nterprise	Novell Ngage
Opening the door to Web Services	Securely getting the right information to the right people	The best foundation for your mixed environment	The experience to solve your business problems

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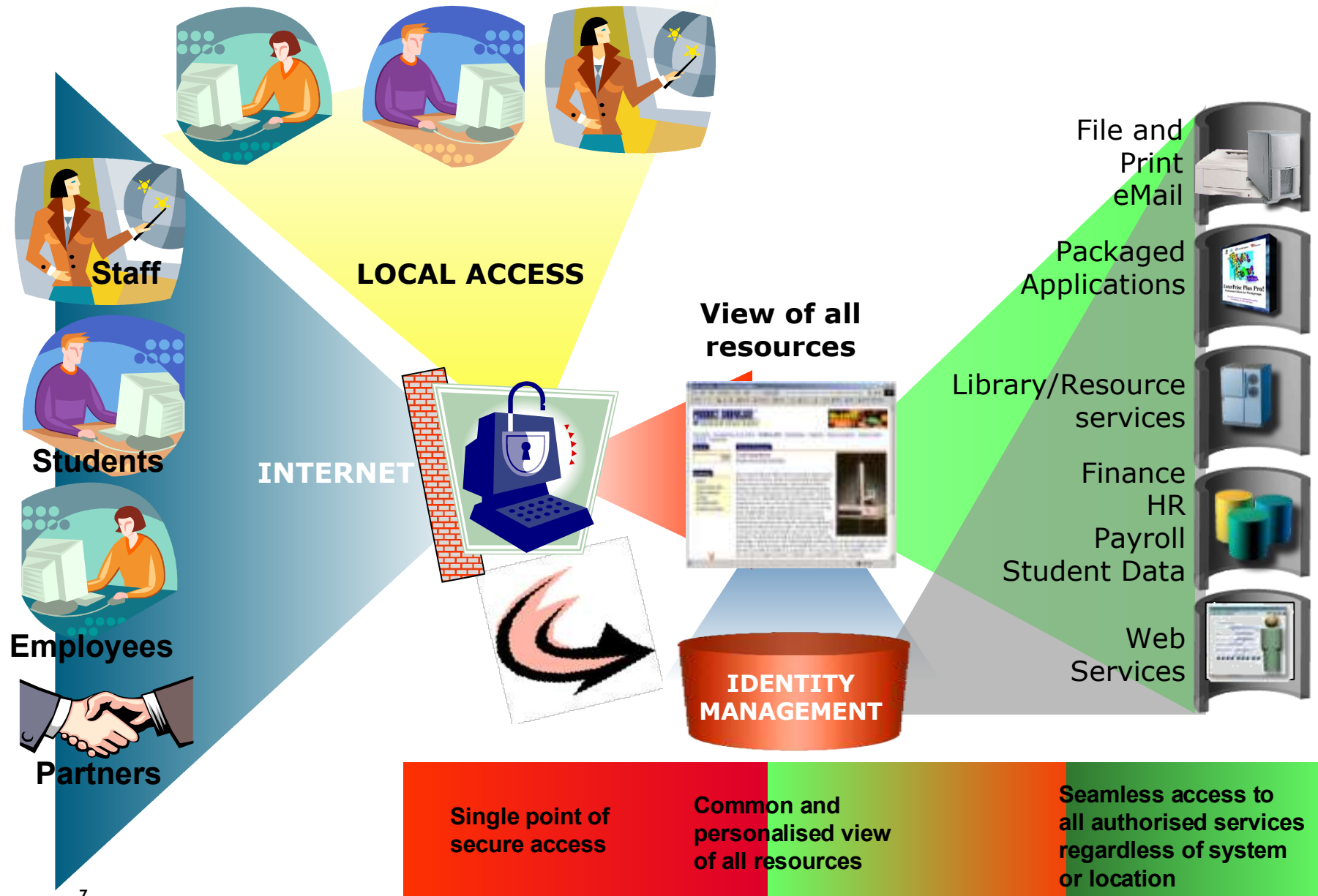
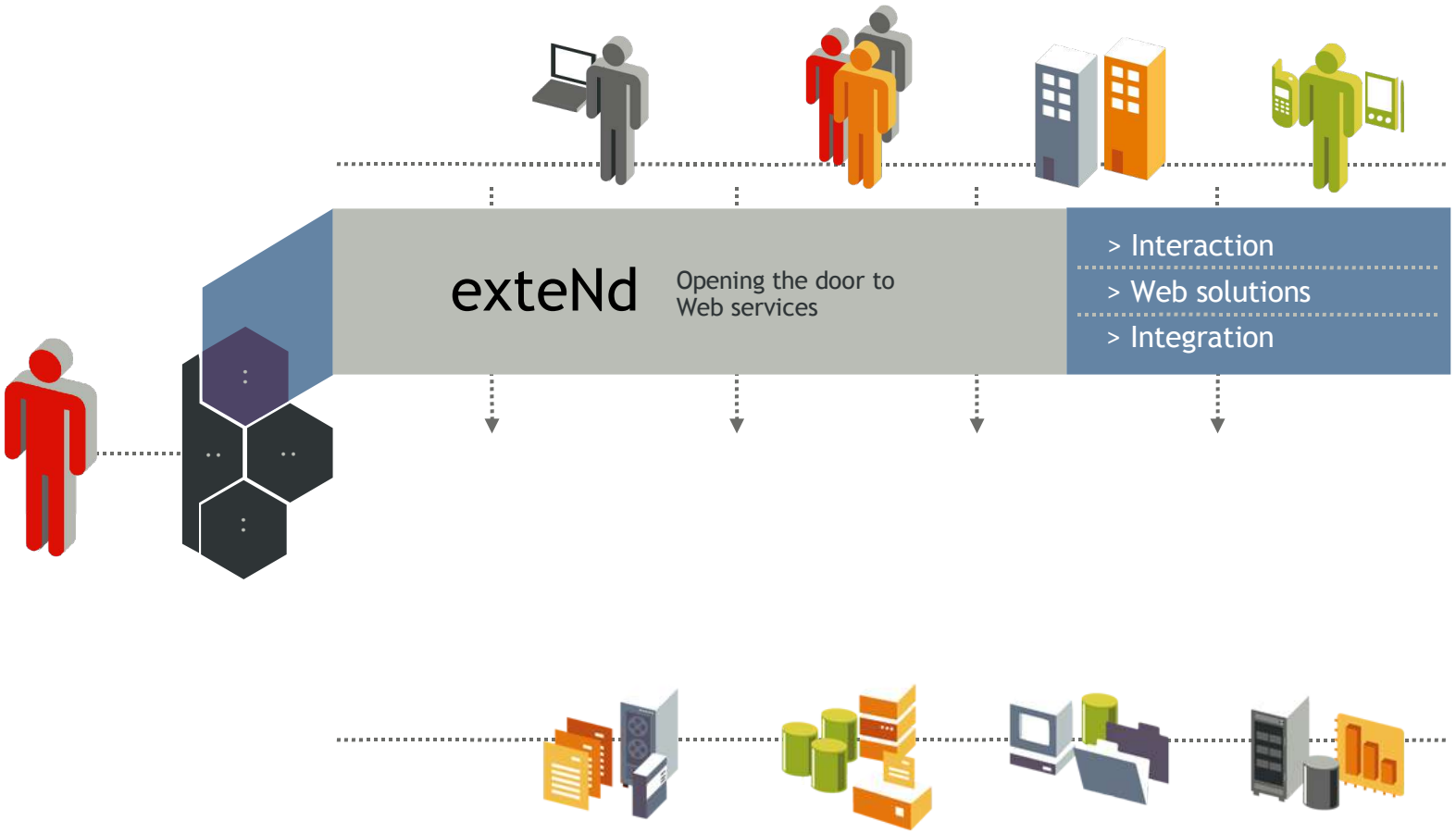

Staff
Students
Employees
Partners
INTERNET
LOCAL ACCESS
View of all resources
IDENTITY MANAGEMENT
File and Print eMail
Packaged Applications
Library/Resource services
Finance HR Payroll Student Data
Web Services
Single point of secure access
Common and personalised view of all resources
Seamless access to all authorised services regardless of system or location

Novell® exteNd™



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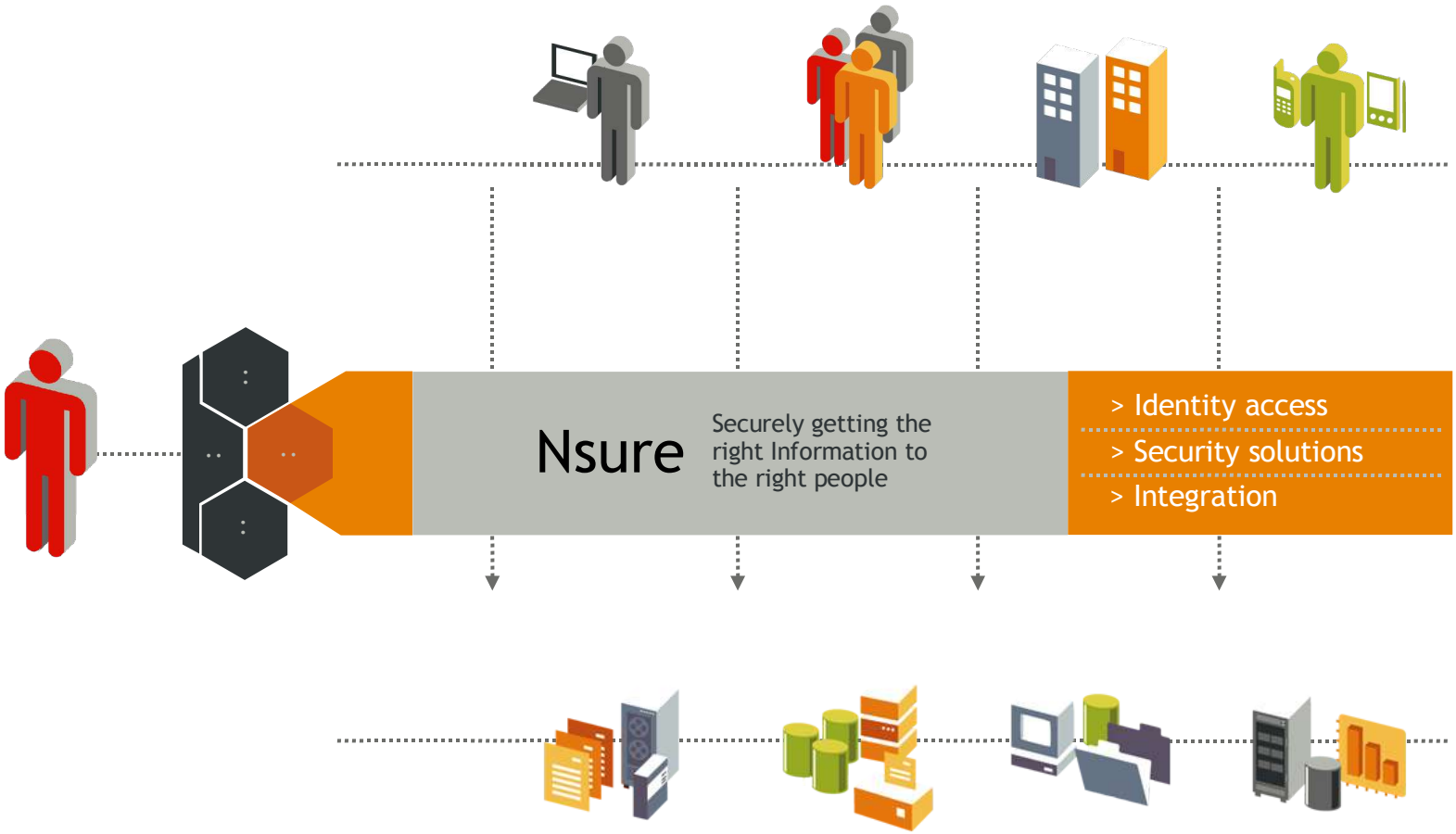

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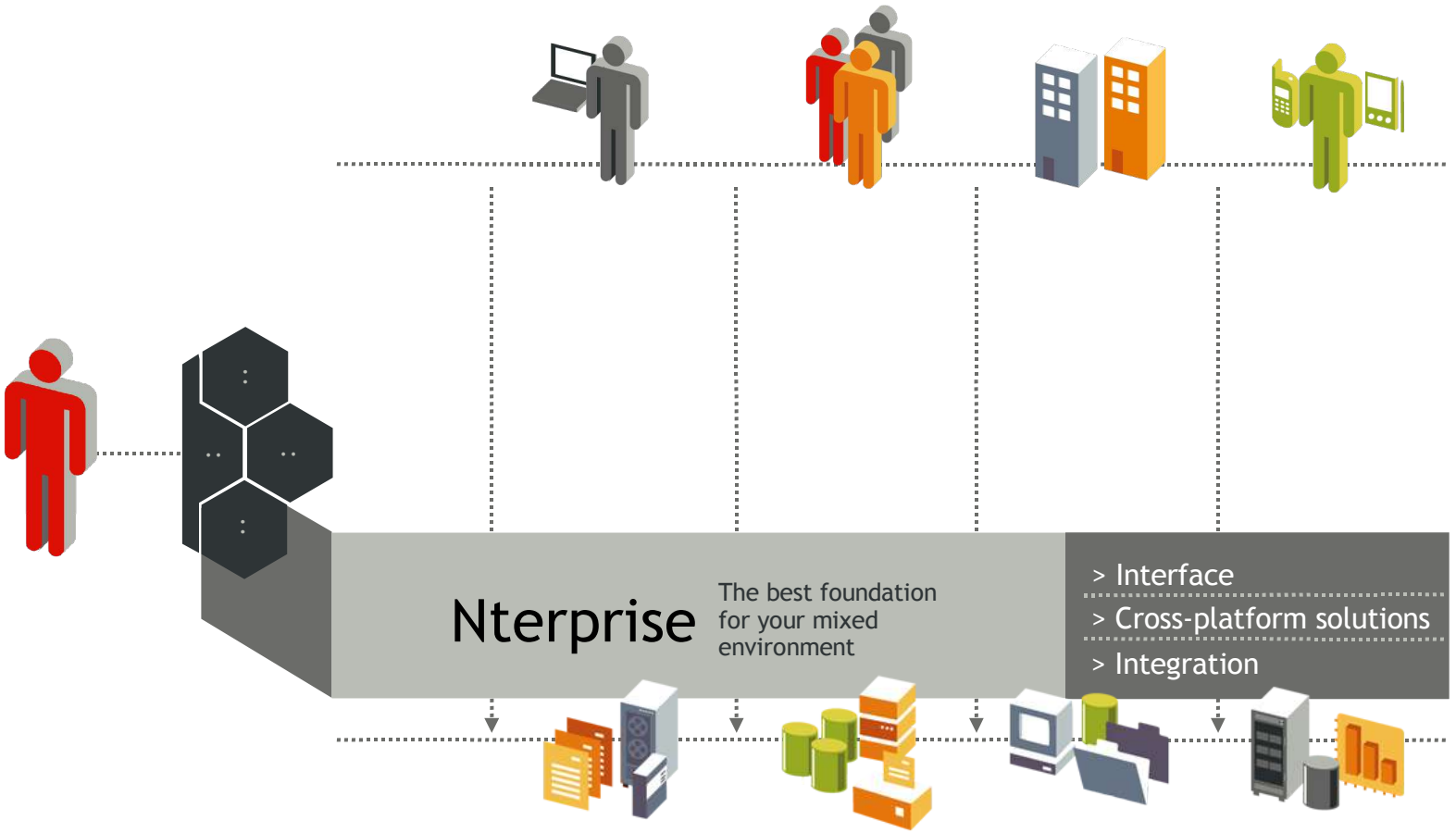

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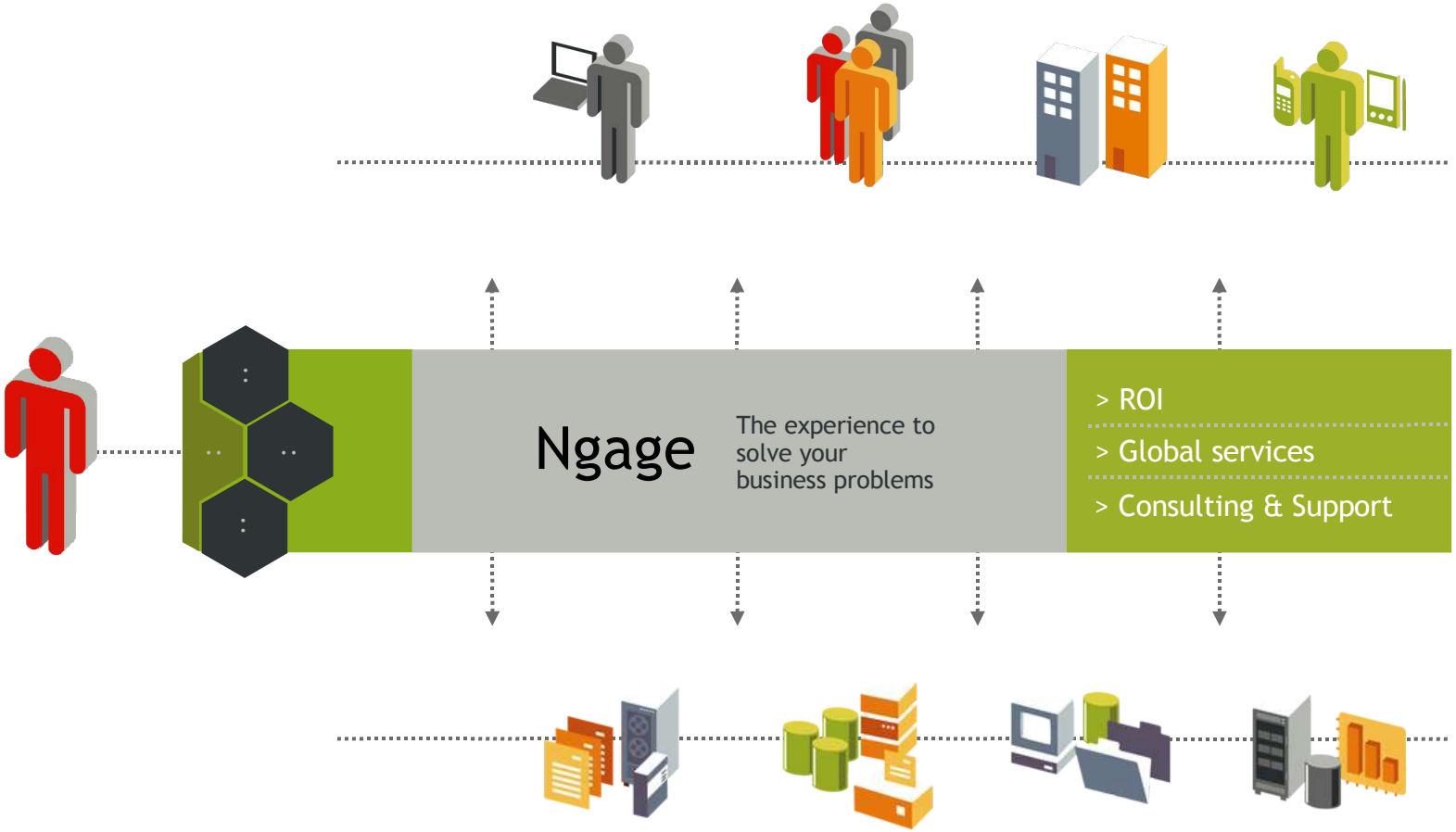

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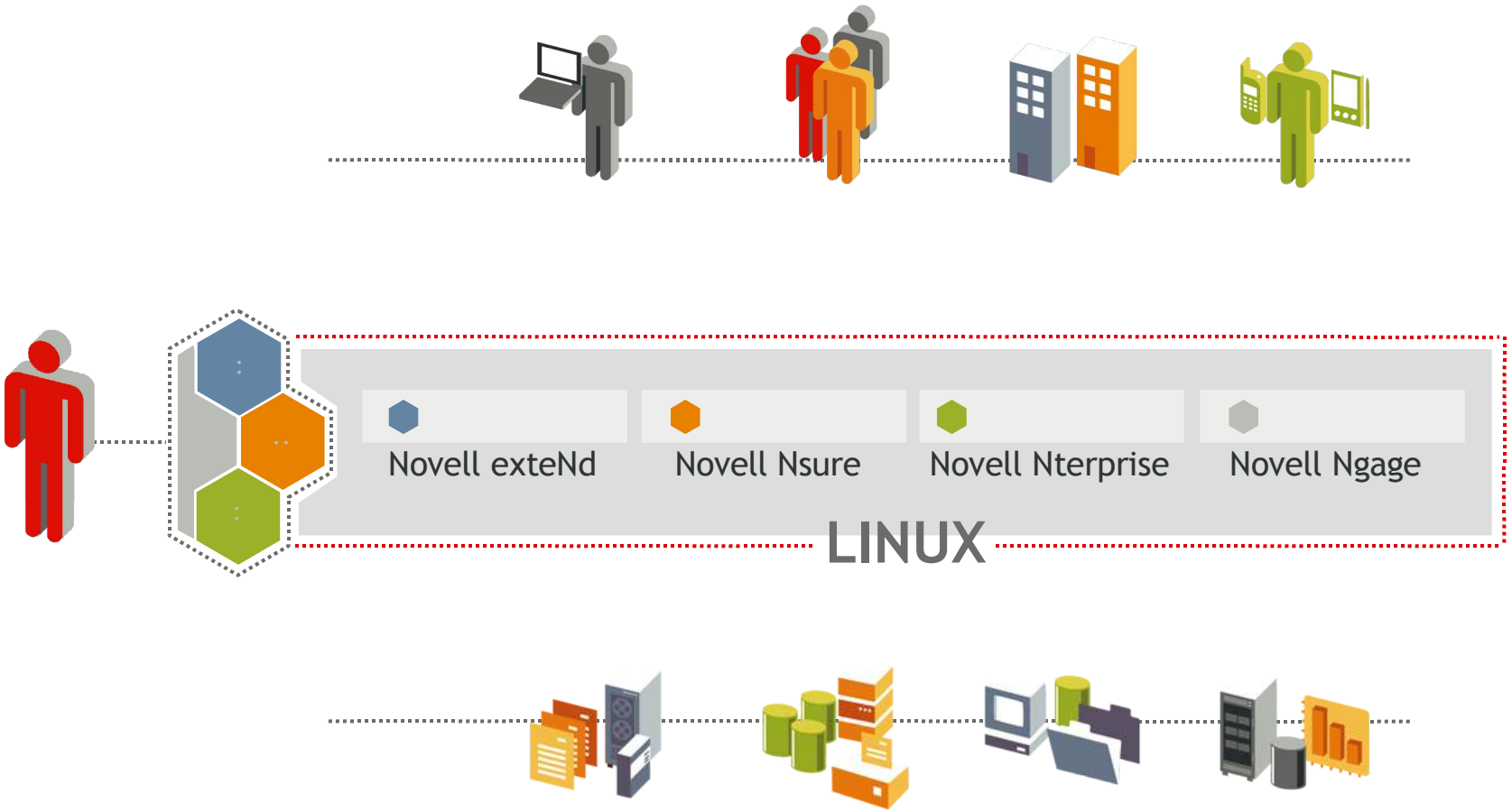
Linux: a critical element of one Net



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Flexibility and choice

CxOs

- Lower capital investment
- Reduced maintenance & support cost

IT Operations Personal

- Rapid deployment
- Strong central management
- Quick updates

In-House Developers

- Flexibility and standards
- Interoperability
- No rip and replace

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Secure and stable

LINUX

- Customers may review and modify all code before installation increasing their control of production software
- Potential security problems noted early allowing customers to properly evaluate risk before going into production
- Security issues are shared with the open source community and quickly resolved

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Secure and stable

Open Source Community

- Experienced in creating stable, high quality applications
- 58%* of them are professional IT programmers or administrators
- 11 years of professional experience
- Motivated by the need to rapidly respond to problems at work

* Study conducted by the Boston Consulting Group

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Committed to open source

May 2004

Novell announces that all customers with existing NetWare maintenance/ upgrade/su are able to server at r

Jan 04

UK Academic Site License agreement

Under the above license this means that any Academic institution can deploy SUSE Linux Enterprise Server, site wide with updates and maintenance AND support so long as they have an existing NetWare agreement

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Continuing the open source direction

Novell Forge

A technology collaboration site that allows incremental involvement in the OSS development community.

http://forge.novell.com

Contributions

Provide contributions to the OSS community

- Identify products or API's to open source
- Provide code and support it for and with the community (Structural Bazaar)

Review Board

Open Source Review Board – Internal OSS education/advocacy and legal control.

Support

Provide guidance, tools, and training to facilitate the support of Linux across Novell solution suites.

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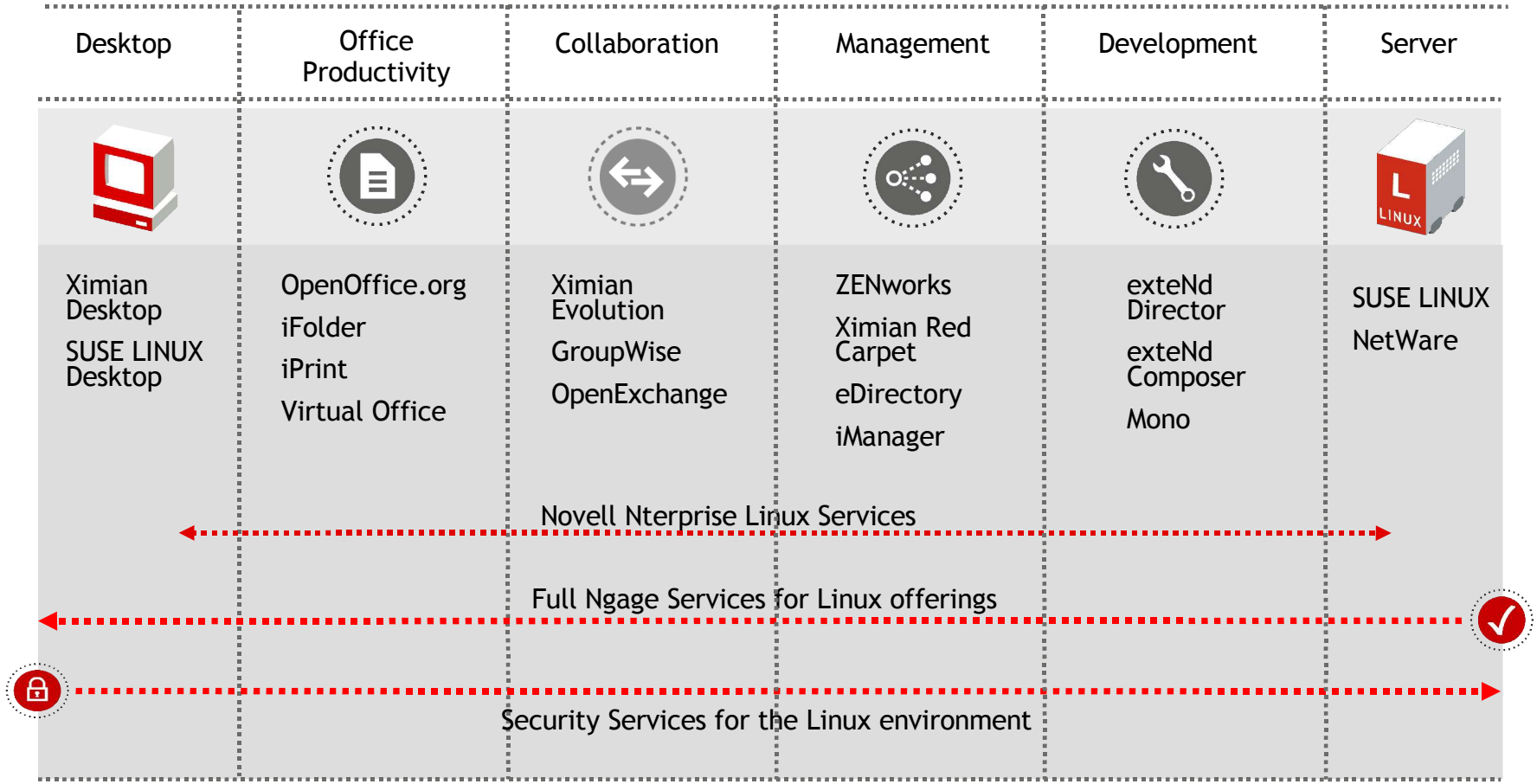
Desktop to the Server (End-to-End)



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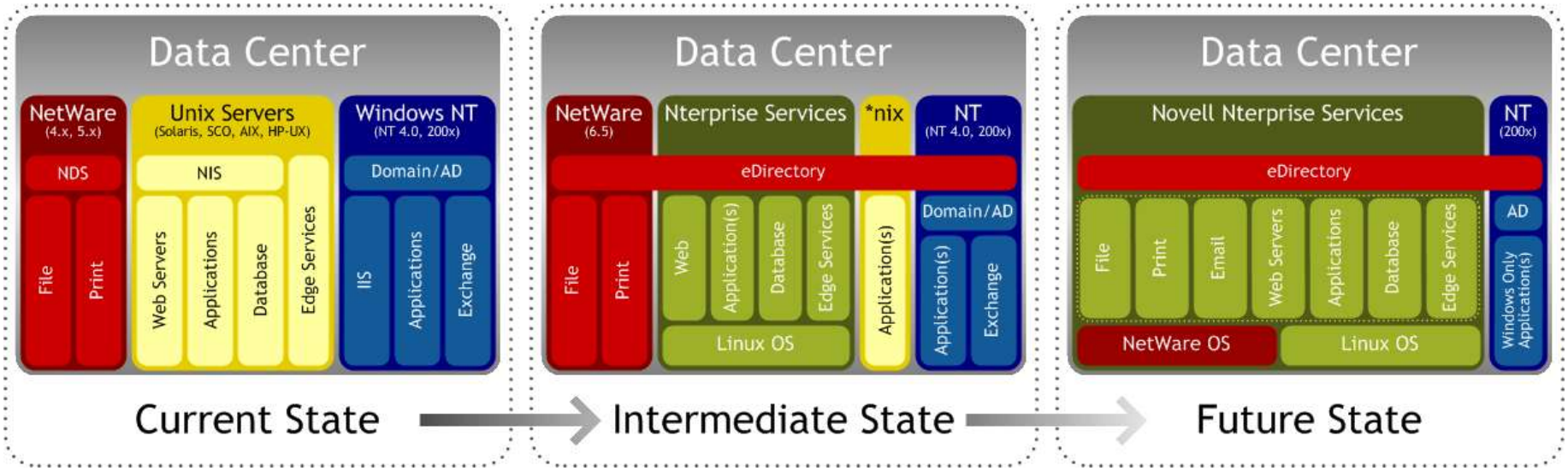
Novell's own Linux Migration

data center



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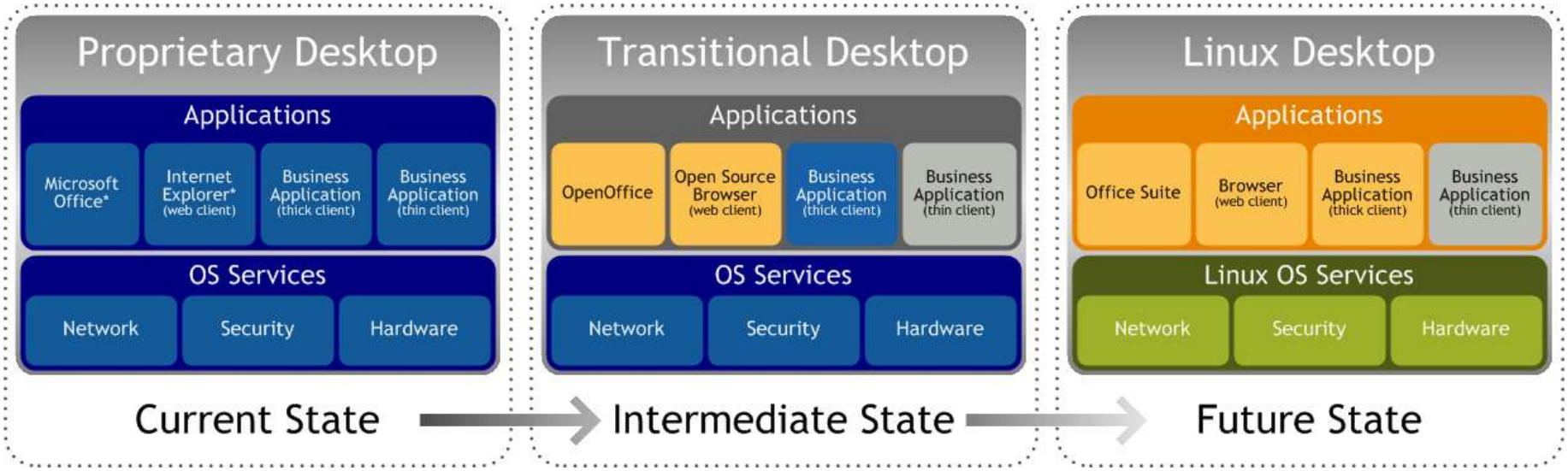
Novell's own Linux Migration
desktop



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Novell Premium Services

Customers look to Novell for…

- **Proven technical expertise**
- **Consistent methodologies**
- **World wide delivery**
- **Strategic partnerships**
- **High customer satisfaction**

- Stable and reliable – 24x7x365 access to Linux experts
- Safe and secure – remote monitoring services, managed services, proactive health checks, preventative maintenance service and business continuity services
- Optimized and efficient – proactive planning services establish a support plan, dedicated and onsite resources, and ongoing relationship management

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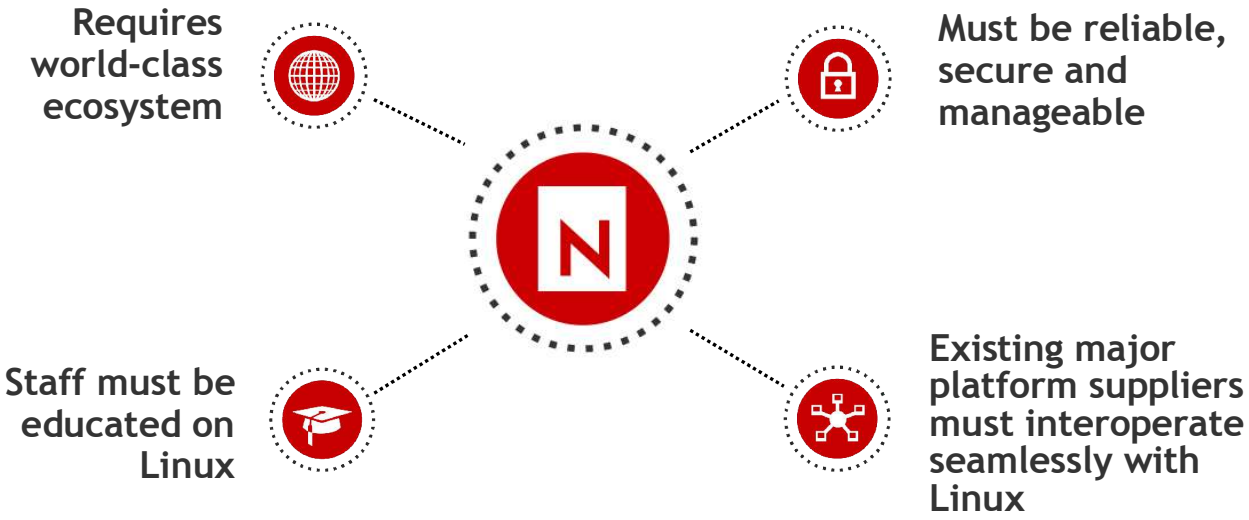
Why choose Novell for a Linux-based solution?



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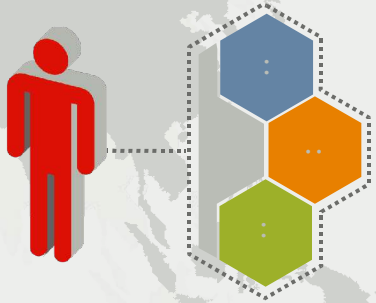
Novell Ngage Services

Novell supports its Customers through…

- Novell Technical Services
- Novell Consulting Services
- Novell Developer Services
- Novell Education
- Channel/Business Partners



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Novell delivering

Extensive global programs

- Novell, Ximian and SUSE relationships with IBM, Dell, HP and others
- Promoting adoption of Linux around the world

Commitment to open source

- GNOME
- MONO
- Nforge
- Technologies like iFolder are now open source, others will follow

Strong financial position

- Only $1 billion software company with a Linux distribution and the worldwide ecosystem to support it.

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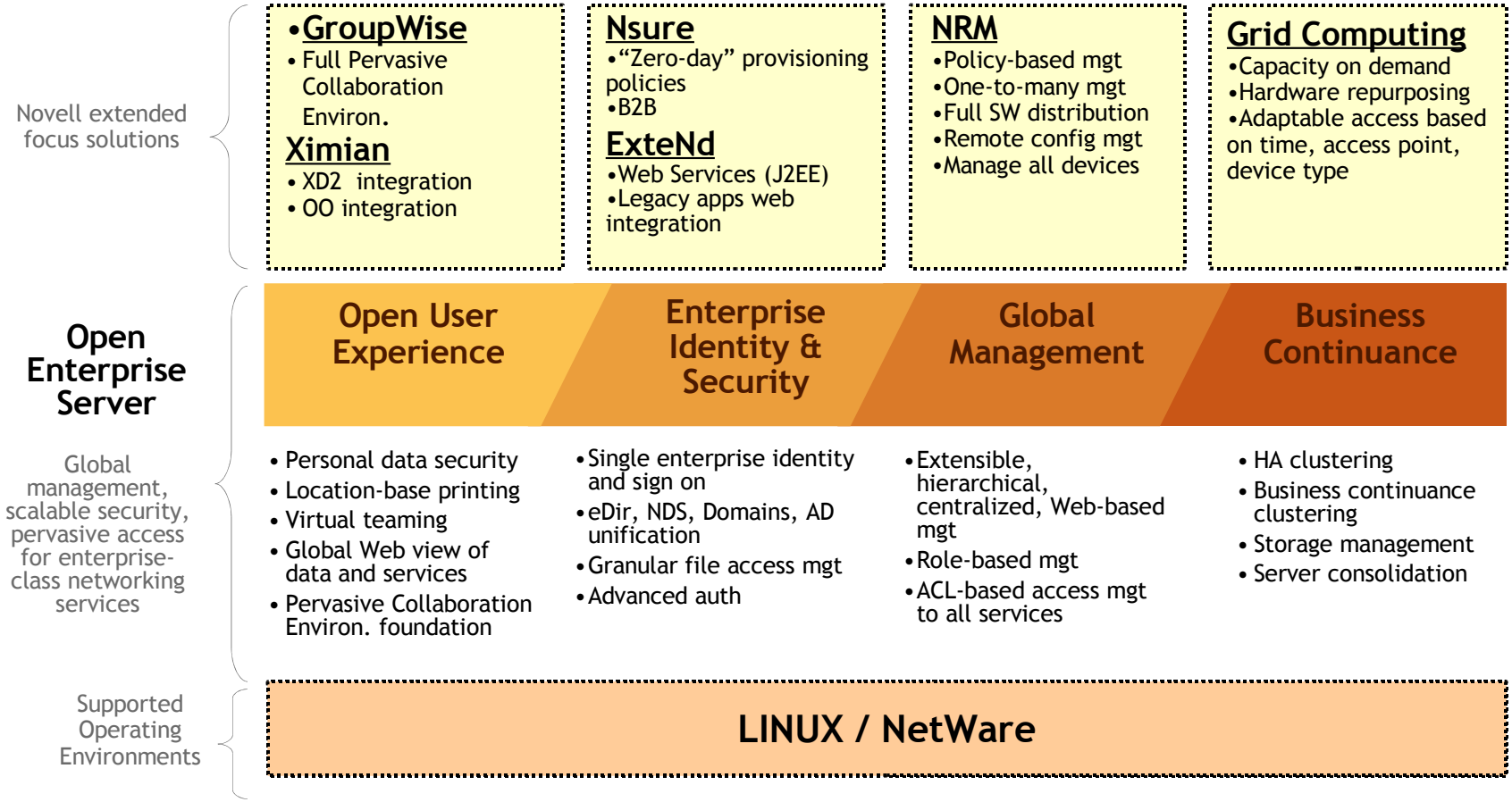
Open Enterprise Server
- Open Source Platform of CHOICE!



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