Introducing

Novell® Linux Desktop 9
Powered by SUSE® LINUX

Ted Haeger
Director of Marketing, Desktop and Collaboration

Novell.

Survey Question

Which category best describes you?

a. **New to Novell, starting to explore Novell Linux Desktop**
...here to learn more, but still not ready to act

b. **New to Novell, eager to deploy Novell Linux Desktop**
...here because we want to get started

c. **Long-standing Novell Customer, Curious**
...somewhat interested in Linux* on the desktop

d. **Long-standing Novell Customer, Ready to get started!**
...*very* interested in Linux on the desktop

e. **Linux Enthusiast**
I'm not with any specific company, I'm just interested in what Novell is doing with Linux on the desktop

f. **Press, Analyst, Industry observer**
...I'm keeping my eye on this

Novell® Linux Desktop
Agenda

✓ Intel: At the forefront of the Linux* movement

✓ Introducing Novell Linux Desktop 9
  • Your Enterprise, Linux, and Novell
  • Tour of Novell Linux Desktop 9

✓ Putting Novell Linux Desktop to Work
  • Fixed- & Limited-Function Systems
  • Finding your first wins
  • Living on the edge

✓ Next Steps with Novell Linux Desktop

Novell.

Novell® Linux Desktop 9
Powered by SUSE® LINUX

Intel

Intel Client Platform Support for OSS and Linux

- Fostering innovation in the industry around new software capabilities and solutions on Intel processor-based platforms

- Extending Intel's ongoing efforts to assure that all software runs best on Intel processor-based platforms

- Working with end customers, system providers, software and hardware developers to address the increasing need to sell and support solution stacks

- Extending support to service the demand for Linux* on client

intel®

5

Intel is Investing to Address the Linux Client Market:
Initial Areas of Focus

- Linux* driver support across the breadth of Intel's desktop boards

- Validation support with Linux Distributions

- Platform level validation of Basic Office Automation applications

- Focused channel efforts in key vertical markets

Intel's Product Plan:
*Intel® Quick Start Kit for Linux***

Program CD:

Installer Script code
Application Version Compliance Tool
Linux Drivers
Link to Validated Linux Distributors
Link to Anti-Virus application
Product Guide and Release Notes

Program Flyer:

Validation review
Linux Distribution Support
Ordering details
Boards listed (matrix)
Support structure

Poster & Window Sticker

Program promise & brief detail

Quick Reference Guide

How to information regarding installation and configuration

**currently available to Intel Channel Members in China and India only with expected WW support by end of Q1'05

intel ®

YES Certified™ Intel Desktop Boards

Intel® Desktop Board D865GBFL
Intel® Pentium® 4 Processor-based board

Intel® Desktop Board D845GVSR
Intel® Celeron Processor-based board

See all of the products that have achieved
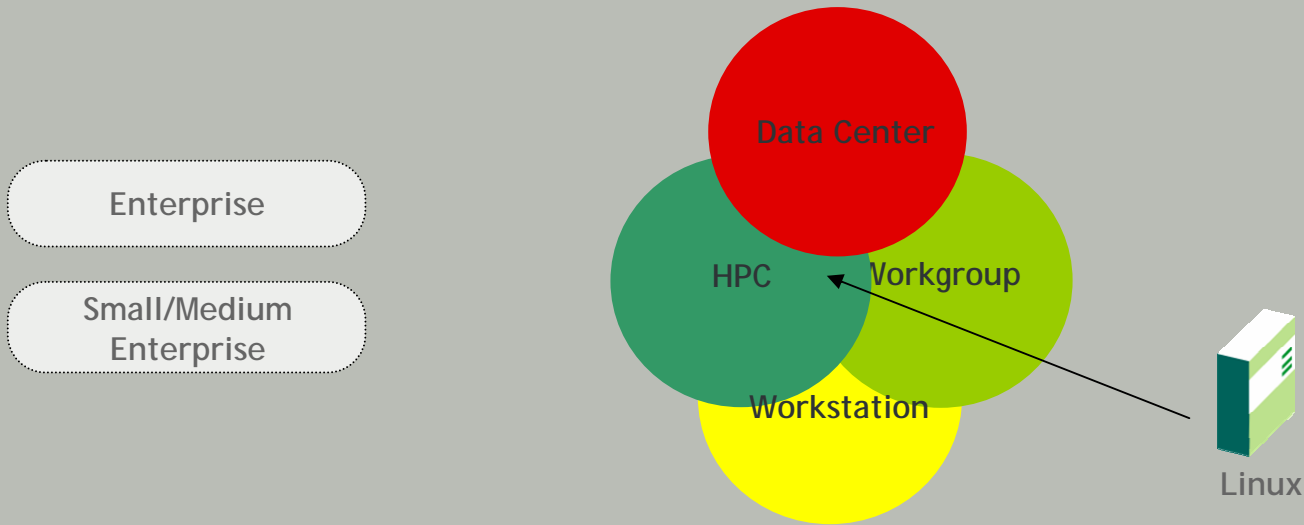Novell® YES Certification at
www.novell.com/yes

Novell.

Novell® Linux Desktop 9
Powered by SUSE® LINUX

your enterprise, Linux*, and Novell

Linux* is on the move

Enterprise

Small/Medium Enterprise

Data Center

HPC

Workgroup

Workstation

Linux

Data Center
- ERP
- SCM
- CRM
- databases
- etc.

High Performance Computing
Industry Applications:
- Financial
- Energy
- Manufacturing
- others…

WorkGroup
- File
- Print
- Collaboration
- Authentication

Workstation
- Wireless
- Office Apps
- Email
- Search/Indexing

Novell.

Years of IT Experience
Now with Linux* at the Core
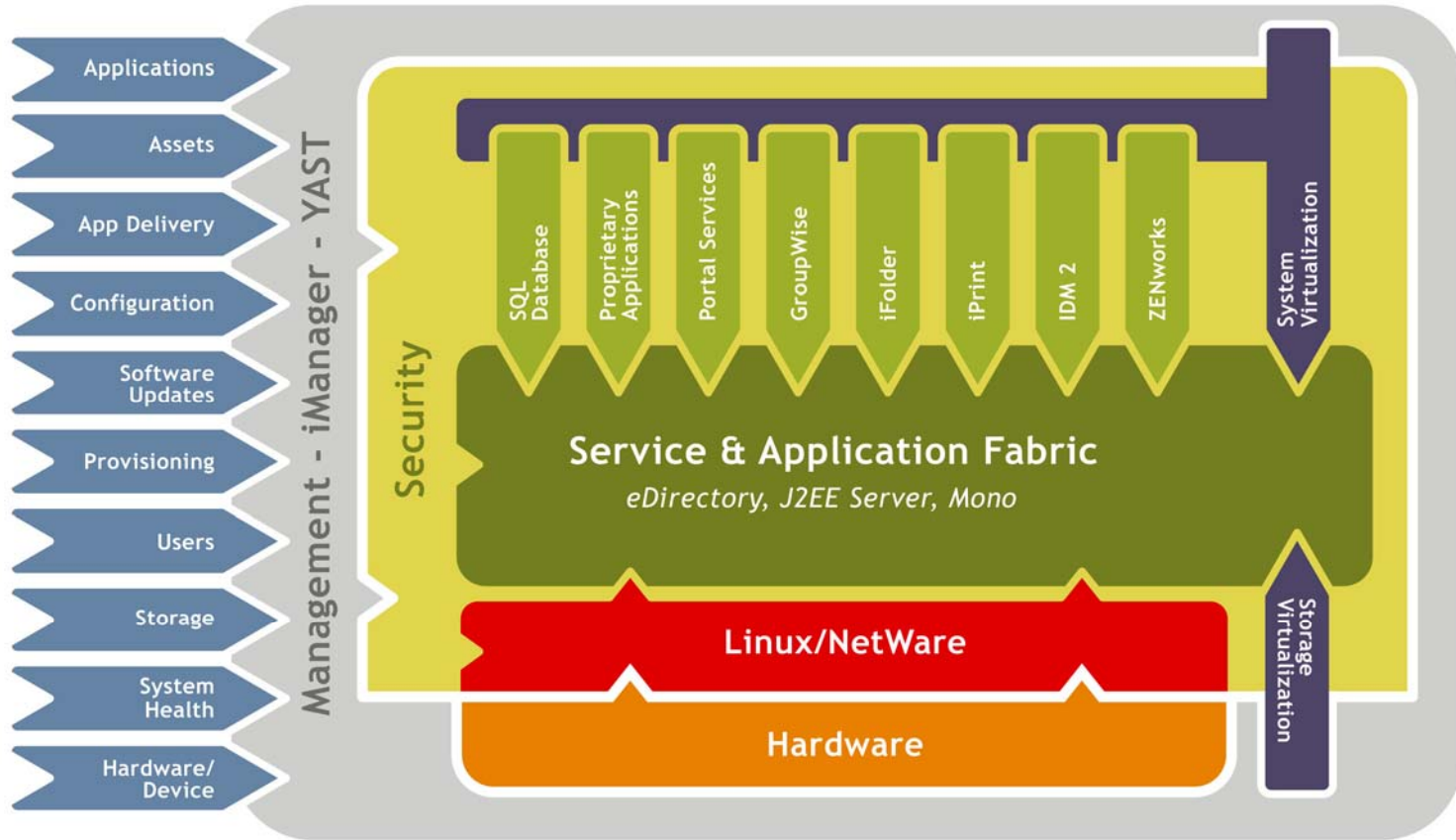
Novell.

Novell's Internal Migration
Solid business drivers for making the move

TCO - fewer HW units, lower cost HW, decreased maintenance

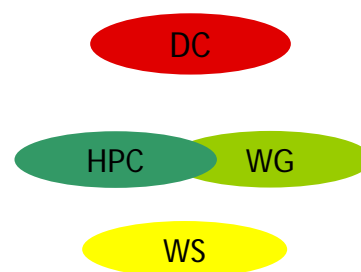**Security** – inherently more secure, not the current target

Flexibility – less vendor lock-in

Novell.

DC

HPC   WG

WS

Novell.

Unsurpassed Security & Manageability

EAL3+ Security Certification

Secure, Identity Based Computing

Industry-Leading Linux* Management

Novell.

Delivering a Complete Ecosystem

Technical Support

Training & Certification

Consulting & Implementation

Partner Network

Value Added Software

Novell.

Removing the Barriers

Indemnification

Patent Protection

Novell.

Workstation Market Dynamics

Customers are transitioning to Windows* 2000 and Windows XP

Linux* has achieved a measurable presence in the client space; feature set and applications remain the greatest adoption barriers

Linux will start to be used in niche deployments in replacement of traditional workstations
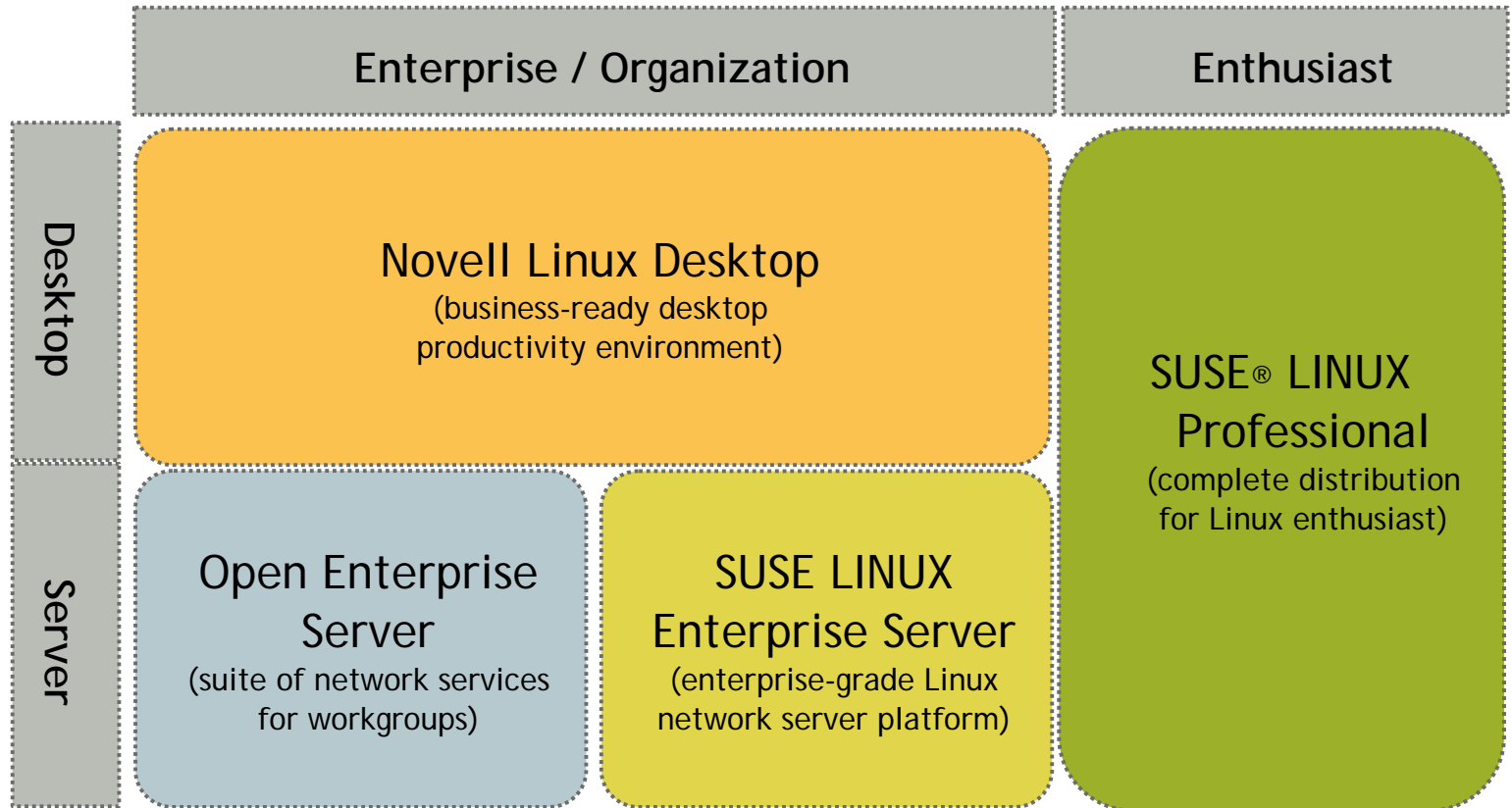
Source: IDC, 2004

Novell.

DC

HPC   WG

WS
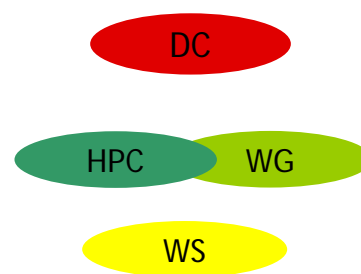
Novell.

Context Within Other Novell Offerings

Enterprise / Organization		Enthusiast
Desktop	**Novell Linux Desktop** (business-ready desktop productivity environment)	**SUSE® LINUX Professional** (complete distribution for Linux enthusiast)
Server	**Open Enterprise Server** (suite of network services for workgroups)	**SUSE LINUX Enterprise Server** (enterprise-grade Linux network server platform)

Novell.

Survey Question

What is the primary reason for your interest in desktop Linux*?

a. Security

my organization needs to improve security and Linux on our desktop systems can help us get there

b. Freedom

the fact that no single company can own Linux and the code is open

c. Cost

the price and maintenance costs of proprietary systems, such as Windows* and Microsoft* Office, are too high

d. Microsoft

we're sick and tired of the monopoly

?

Novell® Linux Desktop 9
Powered by SUSE® LINUX

product introduction

Novell® Linux Desktop
Overview

Novell Linux Desktop 9 is a desktop operating system and office-productivity environment that enables organizations to use Linux* and open source with confidence.

Complete Business Productivity Suite
> for the most important business tasks

Enterprise deployment and maintenance features
> cut costs with pattern-based installs

Powered by SUSE® LINUX
> ensuring high performance, security and reliability

Backed by Novell
> helping businesses deploy Linux with confidence

Novell.

Tue Dec 7, 9:28 PM

Computer

thaeger's Home

cdrecorde r

Trash

The GIMP
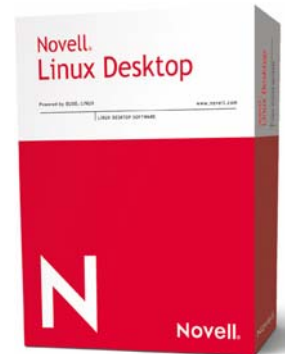
Novell Linux Desktop

	Accessories	▶
	Games	▶
	Graphics	▶
	Internet	▶
	Multimedia	▶
	Office	▶
	Software Development	▶
	System Tools	▶
	Novell Evolution	
	Firefox Web Browser	

The GIMP

Accessories

Games

Graphics

Internet

Multimedia

Office

Software Development

System Tools

Novell Evolution

Firefox Web Browser

Novell Linux Desktop

Address Book

Calculator

Calendar

Dictionary

File Manager

Find Files

Novell iFolder

Task List

Terminal

Terminal Server Client

Text Editor

Unicode Character Map

DDD More

Tue Dec 7, 9:28 PM

The GIMP

Tue Dec 7, 9:28 PM

My Pictures

File   Edit   View   Places   Help

Name	Size	Type	Date Modified
Belize	135 items	Folder	yesterday at 5:02:17 PM
Bells Canyon 9MAY2004	19 items	Folder	yesterday at 5:02:16 PM
BSSA	12 items	Folder	yesterday at 5:02:17 PM
Cheryl JB	8 items	Folder	yesterday at 5:02:17 PM
Daniel	18 items	Folder	yesterday at 5:02:17 PM
Djuma	3 items	Folder	Wednesday, November 1
Europe01-C	61 items	Folder	yesterday at 5:02:17 PM
Europe1	53 items	Folder	yesterday at 5:02:17 PM

My Pictures ▼   "Bells Canyon 9MAY2004" selected (containing 19 items)

The GIMP

My Pictures _ □ ✕

File Edit View Places Help

Name ▼	Size	Type	Date Modified
Belize	135 items	Folder	yesterday at 5:02:17 PM
Bells Canyon 9MAY2004	19 items	Folder	yesterday at 5:02:16 PM
BSSA			
Cheryl			
Daniel			
Djuma			
Europe			
Europe			

My Pictures
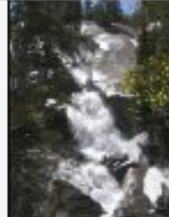
Bells Canyon 9MAY2004 _ □ ✕

File Edit View Places Help

⬅ Previous   ➡ Next

Attribute	Value
Filename	Bells Panorama.jpg
Width	5417
Height	1658
Filesize	3.5 MB

IMG_1245.JPG   IMG_1246.JPG   IMG_1247.JPG   IMG_1248.JPG   IMG_1249.JPG

Bells Canyon 9MAY2004 ▼   19 items, Free space: 11.6 GB

Tue Dec 7, 7:49 PM

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
49	28	29	30	1	2	3	4
50	5	6	7	8	9	10	11
51	12	13	14	15	16	17	18
52	19	20	21	22	23	24	25
53	26	27	28	29	30	31	1
1	2	3	4	5	6	7	8

◀ December ▶   ◀ 2004 ▶

Computer

thaeger's Home

cdrecorder

Trash

The GIMP

N Programs   System   Help

Network Connections
Wireless: eth1 (active)
Ethernet: eth0
Disconnect

Wireless Networks
onenet (active)
Other ...

Connection Information
Configure Network Settings

Remove From Panel

Tue Dec 7, 9:28 PM

Computer

thaeger's Home

cdrecorde r

Trash

The GIMP

Tue Dec 7, 9:28 PM

Screen resolution

○ 1400x1050
○ 1152x864
○ 1280x960
○ 1280x1024
● 832x624
○ 1152x768
○ 1400x1050

✕ Configure Display Settings

━ Remove From Panel

Computer

thaeger's Home

cdrecorder

Trash

The GIMP

N | Programs | System | Help

Computer

thaeger's Home

cdrecorder

Trash

Tue Dec 7, 9:38 PM

Suspend Computer...

Preferences...
Power Management Settings...
Help
About...

Remove From Panel
Lock
Move

The GIMP

Tue Dec 7, 9:28 PM

Computer

thaeger's Home

cdrecorder

Trash

Updates - Red Carpet 2.4.2

File   Edit   View   Actions   Help

Run Now | Channels | Refresh

Pending Actions

Action	Package

| Updates | Installed Software | Available Software | Search |

Update All

Action	Importance ▼	Channel	Package	New Version
	suggested		cairo	0.2.0-1.novell.0.1
	suggested		novell-groupwise-gwcheck	6.5.3-1201
	suggested		libgdiplus	1.0.4-1.novell.0.1
	suggested		novell-groupwise-gwclient	6.5.3-1201
	suggested		gtk-sharp	1.0.4-1.novell.0.1
	suggested		libpixman	0.1.2-1.novell.0.1

No pending actions

Mark for Installation | Mark for Removal | Cancel | Information

Connected to localhost

The GIMP

Enables End user Productivity

Novell Linux Desktop provides the basic applications required to support a productive workforce

OpenOffice.org *Novell Edition*
Office Suite

Novell Evolution™
Email, Calendaring and Collaboration

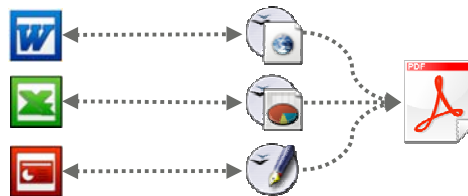**Mozilla* Firefox**
Web Browser

Linux* Kernel 2.6
Broad Hardware Support

Novell.

Novell® Linux Desktop
Office Productivity Suite

OpenOffice.org 1.1.x Novell Edition

Novell Edition

- Integrated for look and feel with the Novell Linux Desktop

- Novell Evolution™ integration
  - Send document as email (from File menu)
  - Evolution contacts are an accessible data source (e.g. for mail merges)

- Supports native Microsoft* Office file formats
  - Improved document fidelity through font matching

- Export to Adobe* Portable Document Format (PDF)

Novell.

Reverend Ted's Last Party

Your presence is requested at a cocktail reception on May 29th, 1999 at 9:30 P.M. in the Haeger Suite at Harrah's Casino, Las Vegas.

And, yes, I am as serious as a mayonnaise shortage.

R.S.V.P. to 5_____4, or if you want to be all modern about it then email thaeger@rovell.com with the word "Vegas" in the subject.

The fine print: I have a 800 sq. foot suite reserved at Harrah's for two nights (they're making a lot of money off me). If you're part of the quasi-poverty set, please feel free to use my place as crash central. Stay both nights if you wish. If you are getting your own room, **book now. Get your flight now.** This is Memorial Day weekend we're talking about, here.

N Programs System Help

Reverend Ted's Last Birthday Party - OpenOffice.org 1.1.3

File Edit View Insert Format Tools Window Help

Heading 1   Impact   38.

62%

1   2   3   4   5   6   7

Options - Load/Save - General

OpenOffice.org
    User Data
    General
    Memory
    View
    Print
    External Programs
    Paths
    Colors
    Fonts
    Security
    Appearance
    Accessibility
Load/Save
    General
    VBA Properties
    Microsoft Office
    HTML Compatibili
Language Settings
Internet
Text Document
HTML Document
Spreadsheet
Presentation

Load
☑ Load user-specific settings with the document

Save
☐ Edit document properties before saving
☐ Always create backup copy
☐ AutoSave every   15 ⬍ Minutes
    ☑ Prompt to save
☑ Size optimization for XML format (no pretty printing)

Save URLs relative to
☑ File system   ☑ Internet

Standard file format
Document type   Always save as
Text document   OpenOffice.org 1.0 Text Document
HTML document   Microsoft Word 6.0
Spreadsheet   Microsoft Word 95
Presentation   Microsoft Word 97/2000/XP
                                 OpenOffice.org 1.0 Text Document
                                 OpenOffice.org 1.0 Text Document Template

OK   Cancel

Page 1 / 2   Default   62%   INSRT STD HYP *

Computer

thaeger's Home

cdrecorder

Trash

Tue Dec 7, 9:28 PM

The GIMP

Email, Calendaring, Contacts, Tasks

Novell Evolution™

- Most popular email client on Linux*

- Supports IMAP, POP, SMTP and authenticated SMTP

- iCalendar support allows users in disparate collaboration servers

- Support for LDAP (Lightweight Directory Access Protocol) enables users to access their existing company address books

- User share contact information via vCard support

- Support for Microsoft* Exchange

Novell.

Tue Dec 7, 9:28 PM

Compute

thaeger's Home

cdrecorder

Trash

Evolution - Calendars

File   Edit   View   Actions   Tools   Search   Help

New   Send / Receive   Print   Delete   Previous   Today   Next   Go To   Day   Work Week   Week   Month   List

Mon 01 Nov - Sun 07 Nov 2004

Category is   Any Category   Find Now   Clear

On This Computer
☑ Personal

On The Web
☑ Patriots Football

Contacts
☑ Birthdays & Anniversar

Geoff Exchange

Mail

Contacts

Calendars

Tasks

Exchange

Monday 01 November	Thursday 04 November
11³⁰am 12³⁰pm Review Johnson propo	12⁰⁰pm 1⁰⁰pm Lunch with Tina & Carso
	7³⁰pm 8³⁰pm PTA meeting

Tuesday 02 November	Friday 05 November
9⁰⁰am 10⁰⁰am Go-to-market plann	4⁰⁰pm 5⁰⁰pm Josh's soccer game, v

Wednesday 03 November	Saturday 06 November
	♥ Anniversary!
	Sunday 07 November
	4¹⁵pm 7¹⁵pm Patriots at Rams

Evolution - Calendars

The GIMP

GroupWise® full client
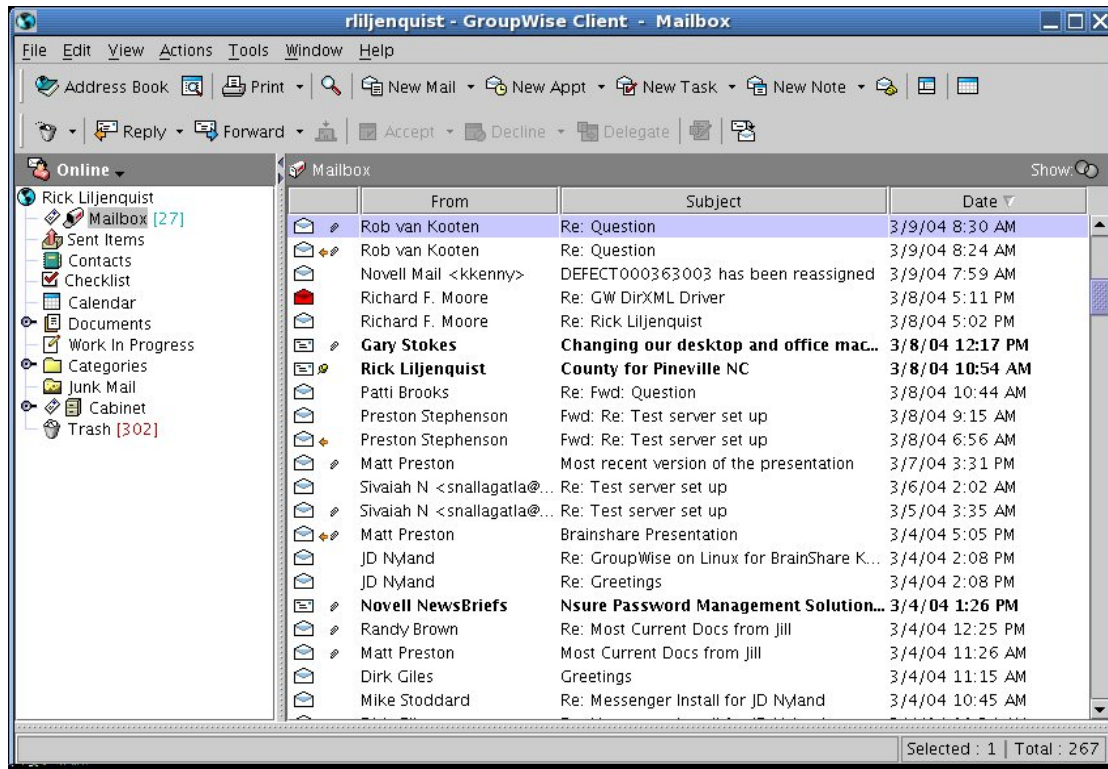
GroupWise customers can use the GroupWise multi-platform client

- JAVA-based
- Runs on Linux* and Mac*
- Traditional GroupWise collaboration features

Not included in NLD 9

- Available separately to GroupWise customers (no cost)
- Future version Novell Evolution™ will have native GW connectivity (Spring '05)

Novell.

Internet Browser

Mozilla* Firefox

- Compatible with many IE-specific web sites

- 16% browser market share and growing

- Broad corporate sponsors

  – AOL, IBM, Sun, Google, Novell

- Tighter Security

  - Blocks popups

  - Protects from ActiveX controls

- End-user Accommodations

  - Built-in Google*, Dictionary, Yahoo!*, etc.

  - Tabbed browsing

  - Macromedia Flash Player*

  - Themed to match Novell Linux Desktop

  - Over 150 free extensions available online

Novell.

NOVELL: Worldwide - Mozilla Firefox

File | Edit | View | Go | Bookmarks | Tools | Help

http://www.novell.com/

Honda | クルマ | レ...

COMPANY | SOLUTIONS | PRODUCTS | CONSULTING | TRAINING | SUPPORT | PARTNERS | DEVELOPERS

Novell.

login | language | download | buy | search

UPLOAD: How industry experts transfer insight and vision to thousands at once.

↘ announcements

FREE limited-edition jacket
Register early for BrainShare 2005

Freedom -- Novell Linux Desktop!
Click here to learn more.

↘ linux products and solutions

↘ solutions at work

Duke University School of Engineering Chooses Nterprise Solution A comprehensive Novell Nterprise solution provides a host of new services for users at Duke University's Pratt School of Engineering, with the added benefits of a centralized IT infrastructure and reduced storage costs.

↘ news

7 Dec Novell Connects Teachers and Students in the City of Stockholm

2 Dec ZENworks Receives High Marks for Systems Management from Independent Research Firm

↘ events

14 Dec Leading Linux Resource Management

12 Jan Migrating from Windows NT to SUSE LINUX Enterprise Server Seminar

↘ new offers

ATT Live Conference Dec 04

↘ competitive alert

IBM center gives partners a Linux playground

Strong growth for Linux servers

↘ industry buzz

Linux server market to be 'worth $9bn by 2008'

Novell in the News →

Done

The GIMP

Tue Dec 7, 9:28 PM

NOVELL: Worldwide - Mozilla Firefox

File Edit View Go Bookmarks Tools Help

http://www.novell.com/

Honda | クルマ | レ...

| **Open** |
| Open in New Window |
| Open in New Tab |
| New Bookmark... |
| New Folder... |
| New Separator |
| Cut |
| Copy |
| Paste |
| Delete |
| Properties |

COMPANY ... CTS CONSULTING TRAINING SUPPORT PARTNERS DEVELOPERS

Nove...

login   language   ↓ download   🛒 buy   search

UPLOAD: How industry experts transfer insight and vision to thousands at once.

↘ **announcements**

FREE limited-edition jacket
Register early for BrainShare 2005

Freedom -- Novell Linux Desktop!
Click here to learn more.

↘ **linux products and solutions**

↘ **solutions at work**

Duke University School of Engineering Chooses Nterprise Solution A comprehensive Novell Nterprise solution provides a host of new services for users at Duke University's Pratt School of Engineering, with the added benefits of a centralized IT infrastructure and reduced storage costs.

↘ **news**

7 Dec Novell Connects Teachers and Students in the City of Stockholm

2 Dec ZENworks Receives High Marks for Systems Management from Independent Research Firm

↘ **events**

14 Dec Leading Linux Resource Management

12 Jan Migrating from Windows NT to SUSE LINUX Enterprise Server Seminar

↘ **new offers**

ATT Live Conference Dec 04

↘ **competitive alert**

IBM center gives partners a Linux playground

Strong growth for Linux servers

↘ **industry buzz**

Linux server market to be 'worth $9bn by 2008'

Novell in the News ⊕

Corporate Governance | Legal | Privacy | Accessibility | Subscribe | Feedback   © 2004 Novell, Inc. All Rights Reserved.   powered by N

Done

The GIMP

Computer

thaeger's Home

cdrecorder

Trash

Honda｜クルマ｜レジェンド - Mozilla Firefox

File   Edit   View   Go   Bookmarks   Tools   Help

http://www.honda.co.jp/auto-lineup/legend/

Honda｜クルマ｜レ...

NOVELL: Worldwide   Honda｜クルマ｜レジェンド

HONDA

クルマ
LEGEND

クルマトップ － 全車種ラインアップ － レジェンド スペシャルページ

スペシャル ▼
レジェンド ◄
車種の魅力を紹介する
スペシャルコンテンツ

メールサービス ◄
更新情報をお届けします

写真を見る ▼
スタイル ◄
内装 ◄
装備 ◄
色 ◄
タイプ ◄
フォトライブラリー ◄

データを調べる ▼
スペック ◄
メカニズム ◄
三面図 ◄
安全性能 ◄
環境仕様 ◄
価格帯 ◄
レジェンドの歴史 ◄

オプションを探す ▼
アクセサリー ◄
ナビゲーション ◄
プレミアムクラブ ◄

お困りの時は ▼
取扱説明書 ◄
Q&A ◄
クルマ購入ガイド ◄

LEGEND   CLIO
先を駆けるものだけがたどりつける「ゆとり」がある。

2004 2005 日本カー・オブ・ザ・イヤー受賞
特別賞「Most Advanced Technology」同時受賞
日本カー・オブ・ザ・イヤー実行委員会主催／レジェンドで受賞

2005 RJC テクノロジー オブ ザ イヤー 受賞
日本自動車研究者・ジャーナリスト会議主催／SH-AWDで受賞

GOOD DESIGN AWARD 2004
グッドデザイン賞 受賞商品

スペシャルページ ≫

▼ TOPICS
▸世界初の四輪駆動力自在制御シ
ステム「SH-AWD」、2005年次RJCテ
クノロジー・オブ・ザ・イヤー受
賞（2004.11.17)

▸「レジェンド」2004－2005
日本カー・オブ・ザ・イヤー受賞
（2004.11.11)

▸フルモデルチェンジ広報発表資
料（2004.10.7)

▸全国の展示・試乗車検索ができ
る「レジェンド展示・試乗車マッ
プ」を公開（2004.10.7)

▸会員制期間限定コンテンツ

▼ポイント
深い充足を生み出す
パッケージング

四輪駆動力自在制御
システム、SH-AWD

快適なクルージング
をサポートする先進
機能

▼ユーザーの声
ユーザー愛車自慢
レジェンドオーナー

Done   1

The GIMP

HONDA | car | legend - Mozilla Firefox

File   Edit   View   Go   Bookmarks   Tools   Help

http://babelfish.altavista.com/babelfish/trurl_pagecontent?lp=ja_en&url=http

Honda | クルマ | レ…

NOVELL: Worldwide   HONDA | car | legend

HONDA

クルマ
LEGEND

Car top - all the model line-ups - legend special page

LEGEND   CLIO

Ahead it can arrive just those which run and there is a る "elbowroom".

2004
2005 日本カー・オブ・ザ・イヤー受賞
特別賞「Most Advanced Technology」同時受賞
日本カー・オブ・ザ・イヤー実行委員会主催／レジェンドで受賞

2005 RJC テクノロジー オブ ザ イヤー 受賞
日本自動車研究者・ジャーナリスト会議主催／SH-AWDで受賞

ES
BN 6878 E

GOOD DESIGN AWARD 2004
グッドデザイン賞 受賞商品

スペシャル ▼
Legend ◄
Charm of model is introduced
Special contents

Mail service ◄
We deliver the information of
renewal

写真を見る ▼
Style ◄
Interior ◄
Equipment ◄
Color ◄
Type ◄
Photo library ◄

データを調べる ▼
Specifications ◄
Mechanism ◄
Three view drawing ◄
Safe efficiency ◄
Environmental specification ◄
Price range ◄
History of legend ◄

オプションを探す ▼
Accessory ◄
Navigation ◄
Premium club ◄

お困りの時は ▼
Instruction manual ◄
Q & A ◄
Car purchase guide ◄

スペシャルページ ≫

▼ TOPICS

▸ Worldwide first four wheel drive power unrestricted control system "SH-AWD", 2005 annual RJC technologies of the year prize winning (2004.11.17)

▸ "Legend" 2004 - 2005 The Japanese car of the year prize winning (2004.11.11)

▸ Full model change public information announcement data (2004.10.7)

▸ Exhibition test drive car search of entire country is possible, the "legend exhibition test drive car map" release (2004.10.7)

▼ ポイント

The packaging which produces deep sufficiency

Four wheel drive power unrestricted control system, SH-AWD

The advanced function which supports comfortable cruising
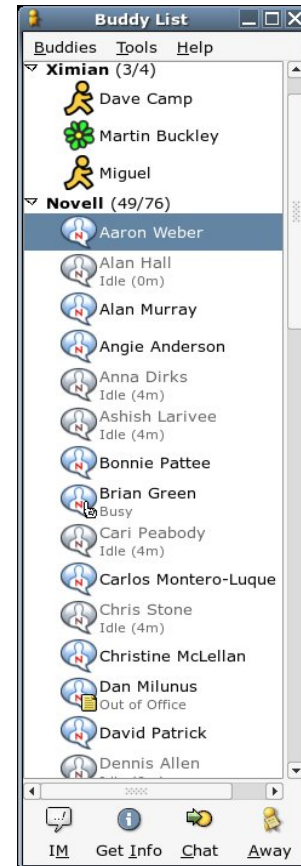
▼ ユーザーの声

User love car pride

Done   1

The GIMP

Instant Messaging

Gaim

- Gaim is a multi-protocol instant messaging client for Linux, BSD, MacOS X, and Windows*.

- Supports simultaneous logins to popular messaging services

- *AIM, ICQ, IRC, Jabber, GroupWise® Messenger, Gadu-Gadu, MSN, Zephyr, Yahoo! and Napster*

Novell.

Computer

thaeger's Home

cdrecorder

Trash

Tue Dec 7, 9:28 PM

Buddy List

Buddies Tools Help

▷ **Linux** (1/10)
▷ **Linux Desktop** (5/24)
▽ **Linux Server** (3/10)
  Christian Egle
  RachelWltrs
  Rick Fowler
  Away
▷ **CES** (2/8)
▷ **Management** (2/11)
▷ **Marketing** (1/12)
▷ **IS&T Help Desk** (1/6)
▷ **Linux Sales** (1/15)
▷ **Collaboration** (3/8)
▷ **NSIG** (4/26)
▷ **Friends** (10/16)
▽ **Co-Workers** (2/53)
  Doc at Novell
  MKrauss
▷ **NRM** (1/8)
▷ **Other Novellites** (3/13)
▷ **SE Force** (12/33)

IM   Get Info   Chat   Away

The GIMP

Data Synchronization

Novell iFolder® 2.1 (client)

- Novell iFolder is an enterprise service for synchronizing local workstation data to a central server

  - Assures disparately stored data can be centrally backed up

  - Allows a user to synchronize data between multiple workstations, whether Windows- or Linux-based

- Novell iFolder can be hosted securely on server platforms, such as the forthcoming Novell Open Enterprise Server

  - Information at www.novell.com/ifolder

Novell.

Supported by Novell

Powered by SUSE LINUX

- Built from SUSE LINUX Enterprise Server 9 core code:
    - all platforms benefit from updates/bug fixes
    - uniform hardware testing
    - consistent management tools
    - inherited security certifications (CC EAL 3+)
- Kernel 2.6 means greater performance including better handling of multiple applications and improved power management

Supported by Novell

- Enterprise-tested patches and updates
- Linux* training and certification
- 24 x 7 x 365 global support in (7) support centers

Novell.

Suggested Retail Price

MSRP** is $50/€50 per device

Priced as a yearly subscription that includes:

- All updates and patches
  - via a ZENworks® Linux Management host at update.novell.com
- Any new versions released during yearly term
  - via physical or e-media fulfillment
- Web-based installation support incident

**Manufacturer Suggested Retail Price

Novell.

Novell Technical Support

Product & Installation Support

- Upgrade protection (or Maintenance) must be current
- Product must be registered

  - Readme files
  - Patches
  - YaST updates
  - email notifications
  - installation support

Novell Support Programs

- Novell Tech Select Service (tools for self-support)

- Linux* Small Business support (call center access, priority response, support tools)

- Premium Support (tiered support program includes call center access, SLAs, account management, support tools)

Learn more at: http://support.novell.com/products/desktop/

Novell.

End-User Training

- Reduce transition costs and user angst
  - Users naturally resist change to their desktop environment
  - End user "buy in" important to minimize lost productivity
  - End-user training will reduce anxiety and often generates enthusiasm for the new technology
- Several end-user training options
  - Quick Start Cards – 6-page user guide
  - Instructor-led training – onsite, in a city near you or online
  - Learn more at: www.novell.com/desktop/enduser

Novell® Linux Desktop 9
Powered by SUSE® LINUX

Fixed- & Limited-Function Systems

End-User Profiles

IDC defines four desktop user types, and their activities:

IDC's User Model

Consumer	Developer	Transactional Worker	Knowledge Worker
• Games and entertainment • Email • Web • Personal finance • Schoolwork • Digital camera and image editing	• Software development • Email • Web • Document software • Plan • Present • Organizational applications	• Organizational applications • Email • Web	• Plan • Document plans • Present • Email • Web • Organizational applications

Source: IDC. 2004

Novell.

Desktop Linux*
Market Status: Hype, Hype, Hype

Linux on the Desktop is one of the hottest topics in IT today—it's everywhere and it will touch every user in the enterprise. As product lifecycle phases go, it is currently in an early-adoption, high-hype stage.

Market Awareness

- **Linux Vendors** want to be first to get the mind share, so many oversell the state of the technology
- **Press find** desktop Linux is a popular subject, from technical in-depths to business-level punditry
- **Enthusiasts** contribute to the hype, sometimes overstating capabilities
- **Analyst firms play the role of the cautious adviser, but now stock significant in-house subject-matter expertise**

- **Result:** All the hype leaves CIO's & IT directors with the idea that some single event will suddenly make desktop Linux "ready"
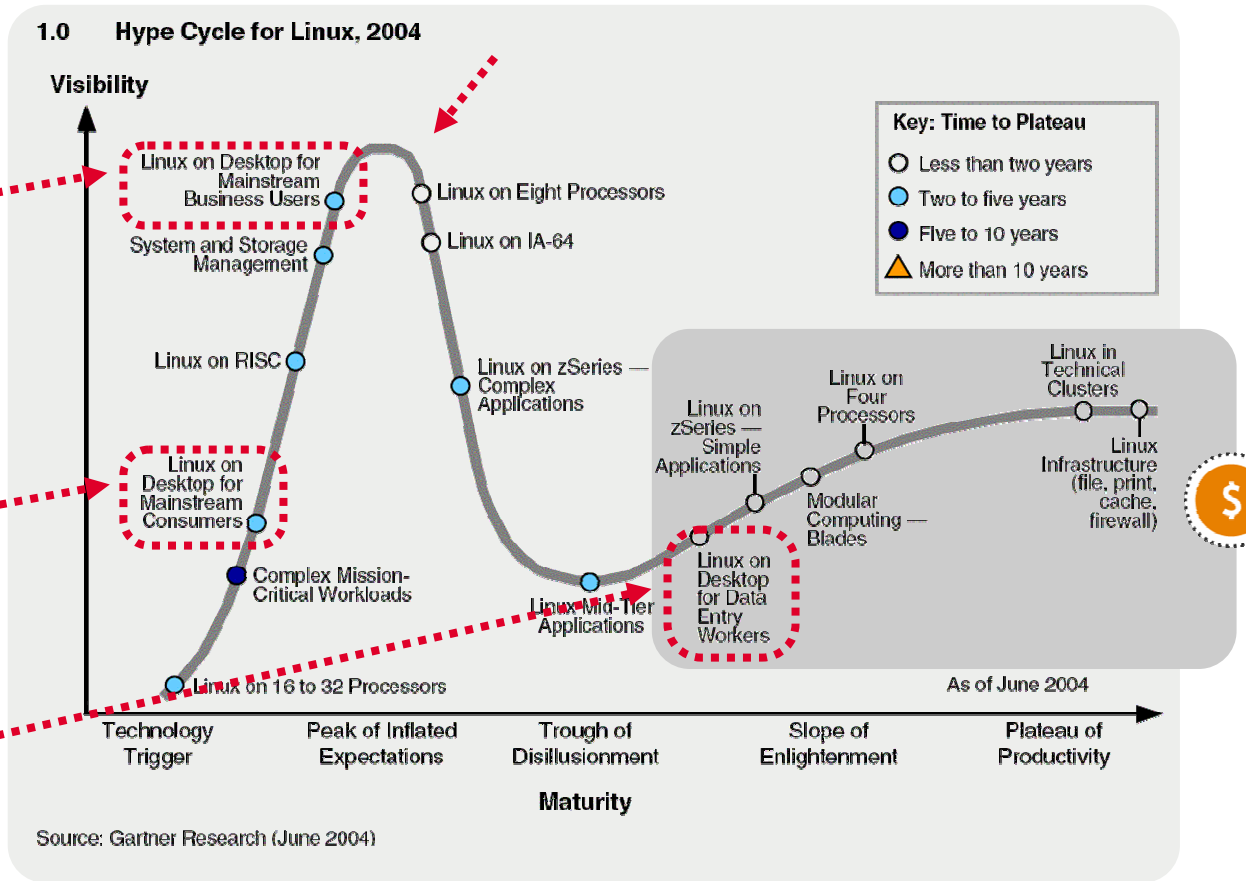
Novell.

Gartner Group "Linux Hype Cycle"

Gartner puts Linux on general use Desktops as a *high-interest* topic beset by *inflated expectations*, due for a reconciliation with reality. (Note: position was revised in late October 2004.)

Linux as a consumer desktop remains even further out.

Notably, specific-purpose usage is now moved into better practical acceptance.

1.0   **Hype Cycle for Linux, 2004**

Visibility

Linux on Desktop for Mainstream Business Users
System and Storage Management
Linux on RISC
Linux on Desktop for Mainstream Consumers
Complex Mission-Critical Workloads
Linux on 16 to 32 Processors

Linux on Eight Processors
Linux on IA-64
Linux on zSeries — Complex Applications
Linux Mid-Tier Applications
Linux on Desktop for Data Entry Workers

Linux on zSeries — Simple Applications
Modular Computing — Blades
Linux on Four Processors
Linux in Technical Clusters
Linux Infrastructure (file, print, cache, firewall)

Key: Time to Plateau
- ○ Less than two years
- ◔ Two to five years
- ● Five to 10 years
- △ More than 10 years

Technology Trigger | Peak of Inflated Expectations | Trough of Disillusionment | Slope of Enlightenment | Plateau of Productivity

Maturity

As of June 2004

Source: Gartner Research (June 2004)

Novell.

Organizational Linux* Desktop User profiles

Linux desktop future market (2-5 years)

Desktop OS functionality and application need

Linux desktop maturing market (< 2 years)

User Assessment is necessary:
- *Application*
- *Hardware*
- *Network services*
- *File formats*

Fixed-Function Workstation

- Call center
- Shop floor
- Trader workstation

Deskless PC User

- Infrequent PC use
- Shared PCs
- Read-only documents

Engineering Workstation

- CAD, EDA
- Animaiton
- UNIX workstation replacements
- 64 bit OS

IT Professional

- Developer
- IT Administration
- Webmaster

PC User

- General purpose desktop use
- LOB application user

Power User

- Content contributors
- Number cruncher
- MS-Access user
- Legal
- Field sales

Deployment Types

Novell.

Assessment is Critical to Success

Desktops

- Technical Workstations
- Engineering, CAD, EDA
- Business Appliances
- Point of Sale
- Scientific Research
- CRM
- General Knowledge Workers
- Shop Floor
- Development
- Inventory Management
- Systems Administration
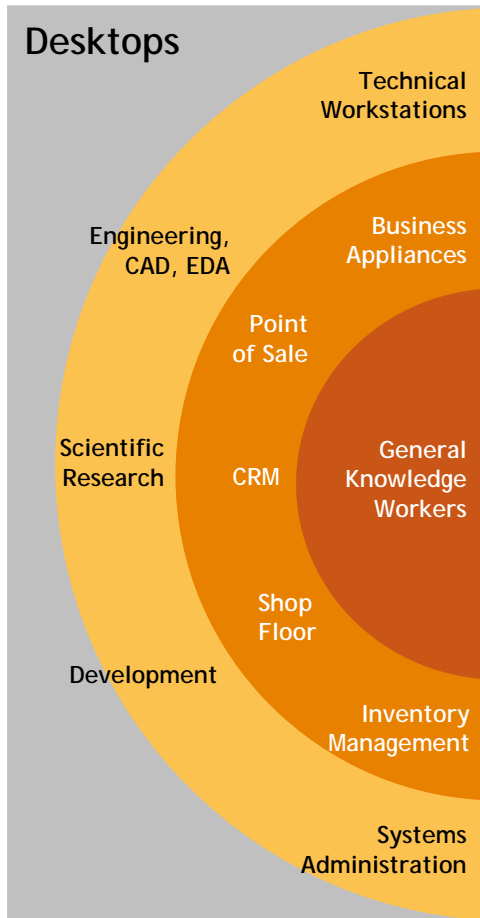
Linux* desktops aren't for everyone

User assessment considerations:

- Application needs
- Hardware requirements
- Network services
- File formats

General categories emerging

- Limited function workstations
- Technical workstations
- etc.

Novell.

Novell® Linux Desktop
Survey Question

How soon do you expect to buy or implement Linux on the desktop in your organization?

- a. Within the next 6 months
- b. In 6-12 months
- c. In 12-18 months
- d. More than 18 months from now

Novell® Linux Desktop 9
Powered by SUSE® LINUX

finding your first wins

Winning with Novell® Linux Desktop

To succeed in your organization focus on getting
early wins:

1. Identify user groups that make best candidates
    for Novell Linux Desktop

2. Assess whether they have special application and
    hardware needs

3. Socialize reasoning behind Linux adoption and
    specific project objectives

4. Begin rollouts as controlled pilots

Novell.

Identify Target User Communities

Identify groups of users who

- Have minimal allegiance to Windows* / MS Office
- Have limited dependence on IE
- Do not rely on Windows-only applications
- Do not present mutiny risk

Novell.

Identify Target User Communities

Identify groups of users who

- Have minimal allegiance to Windows* / MS Office
- Have limited dependence on IE
- Do not rely on Windows-only applications
- Do not present mutiny risk

Novell.

Identify Target User Communities

Identify groups of users who

- Have minimal allegiance to Windows* / MS Office
- Have limited dependence on IE
- Do not rely on Windows-only applications
- Do not present mutiny risk

Novell.

Novell® Linux Desktop
Target User Type Recommendations

Transactional Workers (Structured Task Workers)

- Require just two or three applications to perform their job duties (word processor, spreadsheet, email, browser)

- Receptionist, Lower-level administrative personnel, call center agents, insurance claims processor, advanced data-entry worker, managerial task worker, etc.

UNIX* (Technical Workstation Replacement)

- Technical workers whose current job functions are met using UNIX workstations

- Software Developer, Computer-Aided Design (CAD), Electronic Design Automation (EDA), Other Compute-heavy Operations

Early Adopters (Linux* Supporters)

- Typically technical individuals – often in IT or engineering organizations – who are interested in experimenting with Linux on the desktop

63

Novell.

Novell® Linux Desktop
Quantifying the Value Proposition

Hard ROI factors

- Operating system cost savings
- Office suite cost savings

Soft ROI factors

- Focus: streamlined machines outfitted for getting work done provide fewer timewasters and distractions (Instant messages or solitaire)

Assessment Criteria

- What applications would be required? Do the right ISV's support it? Are there OSS alternatives?
- What lock-downs work best?

Novell.

Novell® Linux Desktop
Quantifying the Value Proposition

Hard ROI factors

- Hardware cost savings
- Software cost savings

Soft ROI factors

- UNIX-based workers are generally more independent, require less intrusive management; you can use ZENworks® Linux Management to create a self-serve environment

Assessment Criteria

- What applications would be required? Do the right ISV's support it? Are there OSS alternatives?
- What lock-downs work best?

Novell.

Novell® Linux Desktop
Quantifying the Value Proposition

Hard ROI factors

- Hardware cost savings
- Software cost savings

Soft ROI factors

- Employee participation
- Creates departmental champions for next wave of deployments

Assessment Criteria

- Users typically self-enroll in these skunkworks-style pilots

Novell.

Novell® Linux Desktop
Survey Question

Where do you expect to deploy (pilot) Novell Linux Desktop first in your organization?

- a. Special-purpose workstations
- b. UNIX* workstation replacements
- c. Replacing outdated Windows* versions
- d. We want to roll it out to all of our knowledge workers

Novell® Linux Desktop 9
Powered by SUSE® LINUX

living on the edge

Novell Open Desktop Initiative

- More than 85% of employees use OpenOffice.org full-time
- Novell R&D develops & tests on SUSE® LINUX
- 3,094 Linux* desktop users today (over ½ of the company)

- This provides real-world input into
  - Novell's Migration offerings to customers
  - OpenOffice development efforts
  - Novell® Linux Desktop development efforts

- Learn how at: www.novell.com/linux/migrate
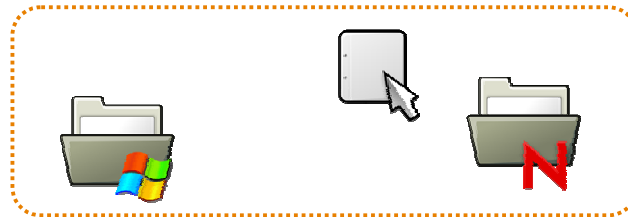
Novell.

SUSE® LINUX in the Enterprise
Novell's Internal Desktop Migration

- All Novell employees on OpenOffice by mid-summer 2004 (Done!)

- Half of Novell employees on Novell® Linux Desktop by fall 2004 (Done!)

- All Novell employees on Novell Linux Desktop and OpenOffice by Q1 2005
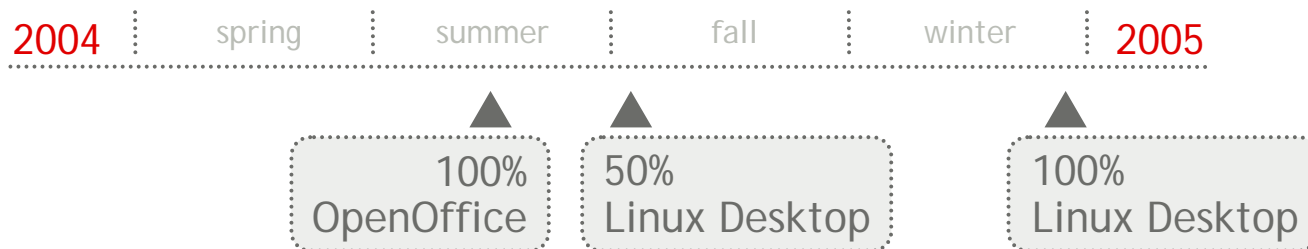
2004	spring	summer	fall	winter	2005

▲ 100% OpenOffice

▲ 50% Linux Desktop

▲ 100% Linux Desktop

Novell.

ZENworks® Linux Management

Package Repository

Public ZLM Servers

Package Repository

SUSE LINUX YaST Online Update

ZLM Server

Package Repository

Package Repository

Red Hat* Network

ZLM Management Domain

Package Repository

Private ZLM Servers
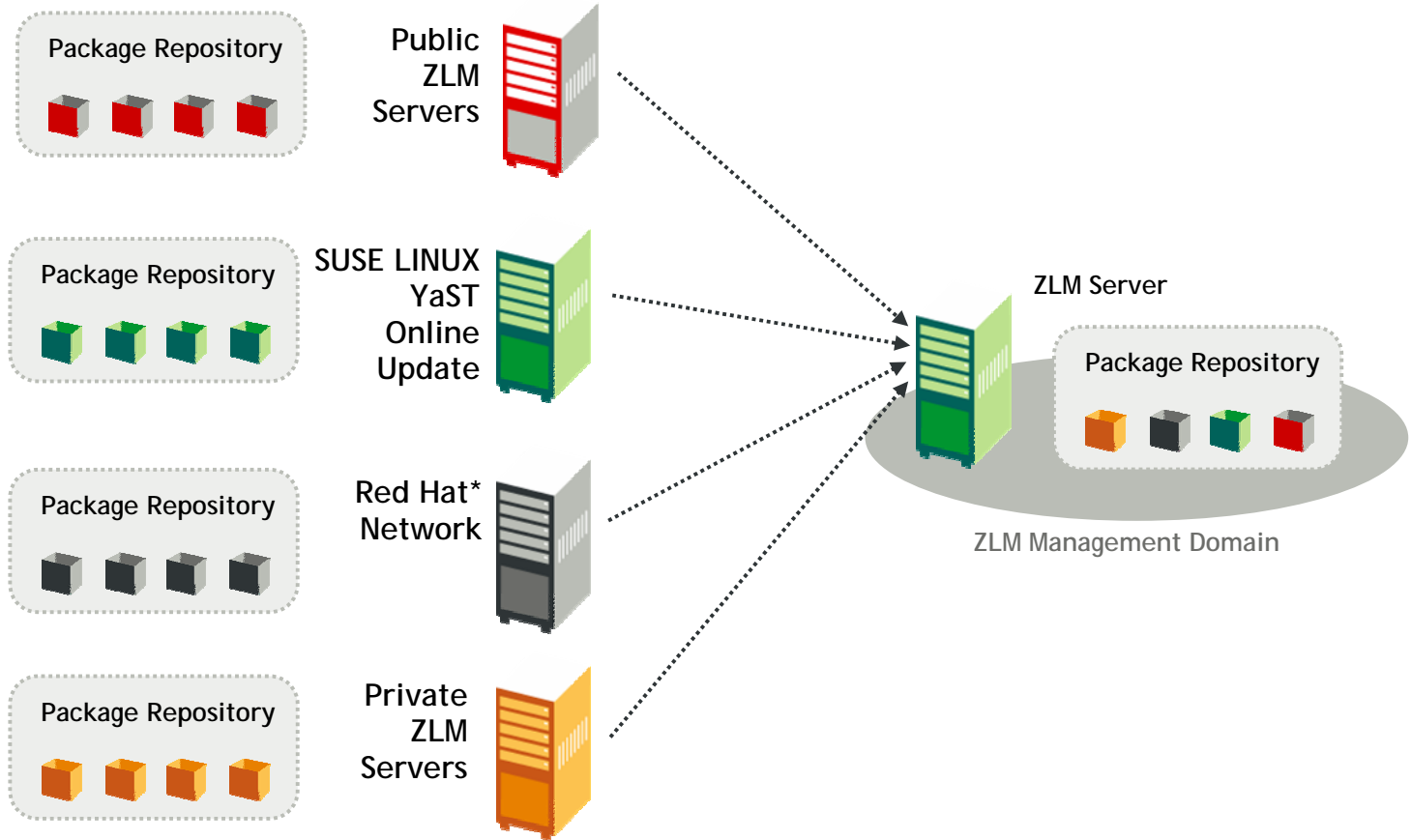
Novell.

Novell® Linux Desktop 9
Powered by SUSE® LINUX

wrap-up

Post Webinar Survey Question

Which best describes you *now*?

a. **New to Novell, starting to explore Novell Linux Desktop**
...here to learn more, but still not ready to act

b. **New to Novell, eager to deploy Novell Linux Desktop**
...here because we want to get started

c. **Long-standing Novell Customer, Curious**
...somewhat interested in Linux* on the desktop

d. **Long-standing Novell Customer, Ready to get started!**
...*very* interested in Linux on the desktop

e. **Linux Enthusiast**
I'm not with any specific company, I'm just interested in what Novell is doing with Linux on the desktop

f. **Press, Analyst, Industry observer**
...I'm keeping my eye on this

Next Steps

Download Novell® Linux Desktop today and begin your evaluation

http://www.novell.com/desktop

Download a copy of this presentation and share it within your organization

http://www.novell.com/desktop

Learn more about migration

http://www.novell.com/linux/migrate

Novell.

Find More Information

http://www.novell.com/products/desktop/

Novell.