Introduction to Novell's Linux Strategy

www.novell.com

michael subasic
senior technology solutions architect
msubasic@novell.com

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LINUX:

Operating system that
can now give you the same
buzz it gives IT.

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The one Net vision

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one Net: *Information without boundaries…where the right people are connected with the right information at the right time to make the right decisions.*

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The one Net vision

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During BrainShare we announced our Linux strategy …

- *Novell Enterprise Linux Services*
  - *NetWare 7 on Linux*
    - *Support, training & certification*
      - *Open source commitment, talent & products*
        - *August 4 - Novell acquires Ximian*
          - *November 4 - Novell acquires SuSE*

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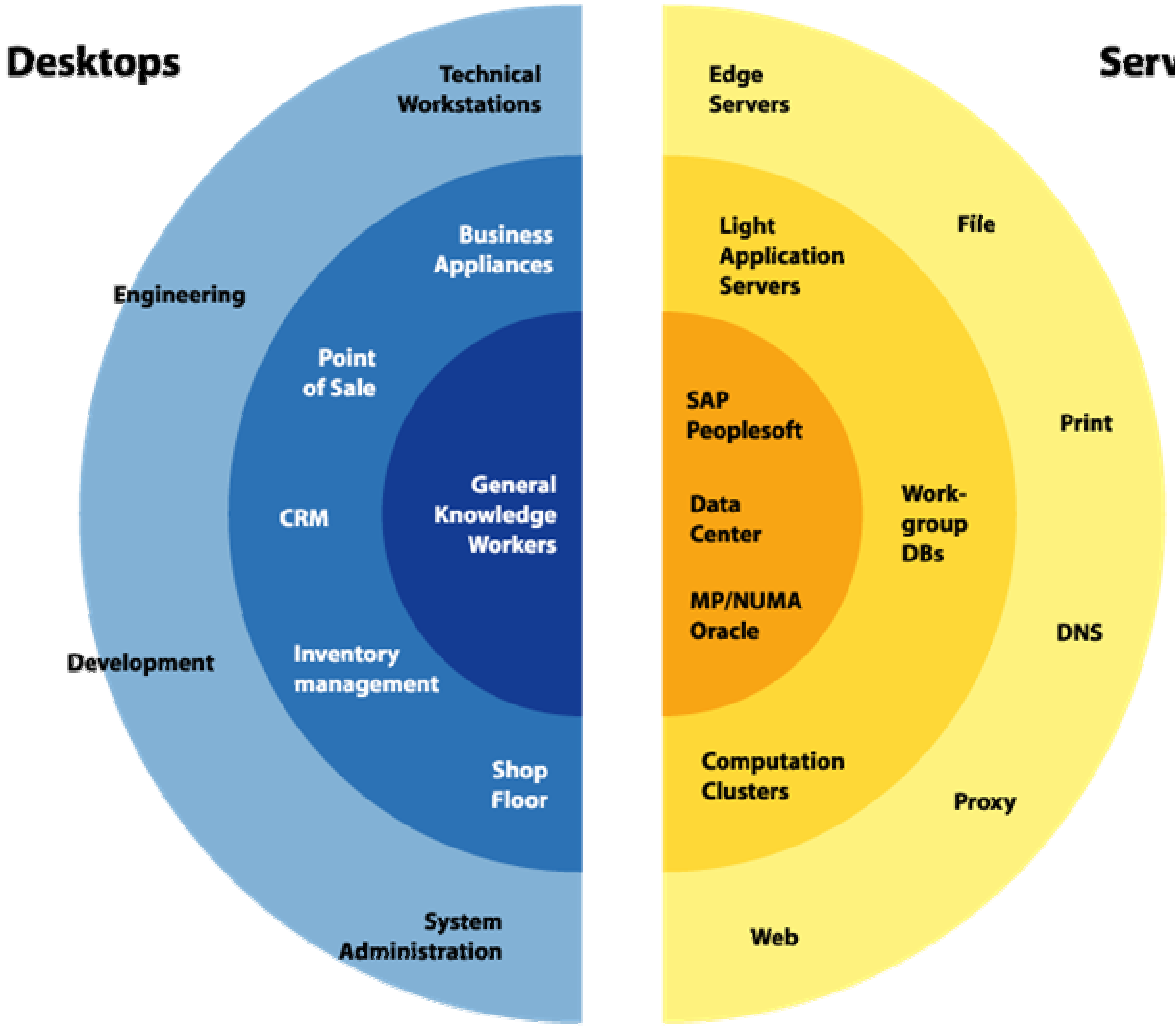
Linux Adoption: From the edge of the enterprise in



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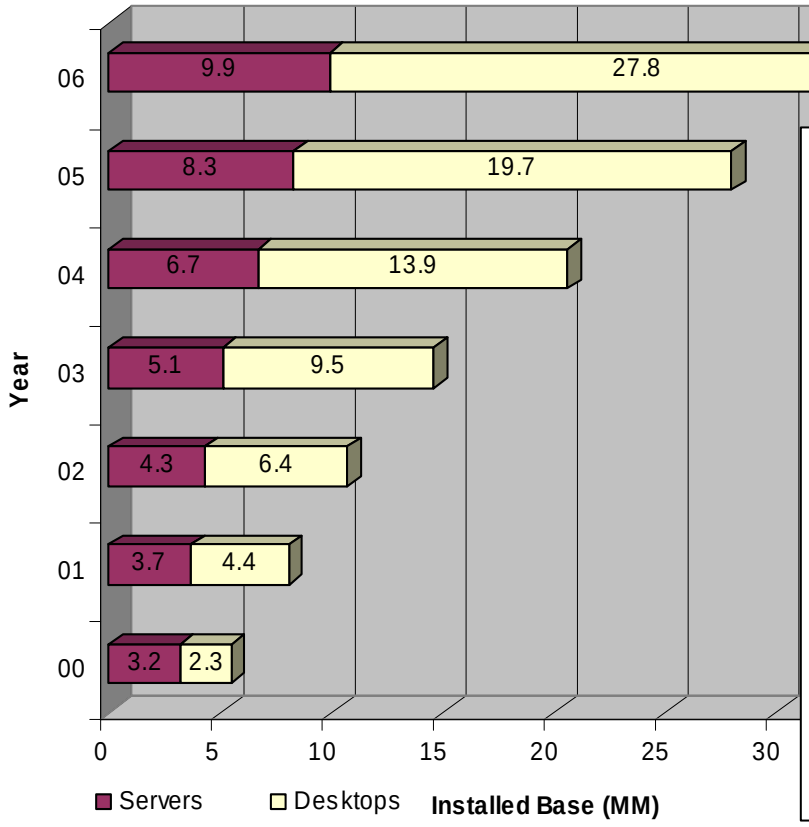
The Linux Market is Growing - Rapidly



Server

- Installed base 21%
- 35% installed base share by `06
- Move from edge servers to mission critical roles
- Investments from IBM, Dell, HPQ, and Sun driving growth

Desktop

- Installed base 44%
- 10% new unit share by `06
- 7% installed base by `06

Source: IDC July 2002, Installed base units include revenue and free units, but exclude "multiple deployments", such as internal copying, mirrored web download sites, etc.

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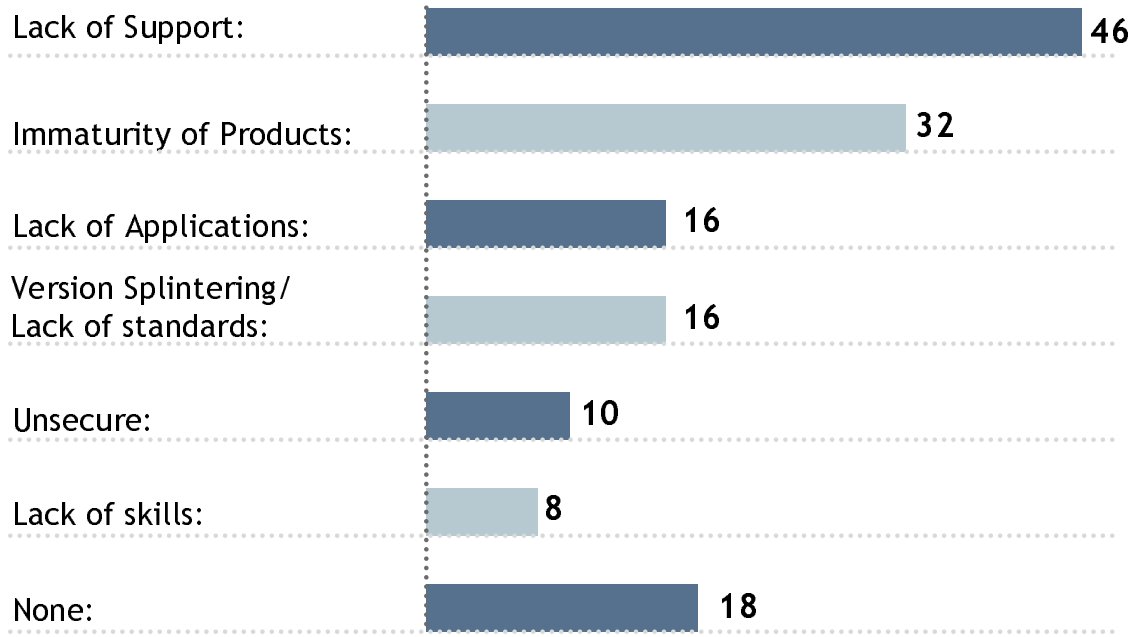
What's holding up Linux in the Enterprise?

The List Of Enterprise Concerns

"What are your biggest concerns in using Linux and open source software?"



Base: 50 $1 billion-plus companies (multiple responses accepted)

Source: Forrester Research
The Linux Tipping Point, March 2003
Ted Schadler

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Enterprise Linux Problems

- Linux Desktops: migration, deployment, interop, usability

- Manageability: software deployment, inventory management, configuration management

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What Novell is Doing

accelerate the adoption of Linux

We are taking the next step in our open, cross-platform computing strategy by extending our entire ecosystem to Linux.

- Novell Technical Services will provide direct support for Novell Nterprise Linux Services, Ximian Desktop 2, and enterprise Linux Distributions - Red Hat* Enterprise Advanced Server 2.1, and SuSE Enterprise Server 8
- Novell Technical Services will provide support via the current Premium Service program and other NTS offerings
- Fully endorsed by Dell, HP, IBM
- Substantial ISV support and commitments
- Novell Nterprise Linux Services available on both the SuSE and Red Hat enterprise servers
- Novell Ngage Team will provide complete Linux-based solutions
- Certified Linux Engineer program
- GroupWise port to Linux now underway

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Strategic Rationale

- Launch Novell as recognized player in open source technology and services
- Acquire a dedicated team of Linux developers and open source leaders
- Ximian provides Novell a privileged position in the Linux COE distribution market, and improves our position in the Linux SOE management market
- An integrated Red Carpet / ZENworks offering - the leader in Linux desktop and server management, configuration and distribution
- A combination of the Mono project and exteNd - the most comprehensive and broadest web services environment on the market
- Ximian provides an entry vehicle into service based management of Linux desktops and servers

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Novell Nterprise Linux Services

A suite of enterprise-ready services for the Linux early adopter.

Identity Services	**eDirectory w/DirXML**	eDirectory and DirXML with connectors to eDirectory, NT Domains, Active Directory and Exchange. Web address book w/search and self-administration.
File Services	**iFolder**	Personal file management - anywhere, anytime access; automatically synchronize files between your PCs; backup your data; internet security.
Print Services	**iPrint**	Support IPP standards-based printing for Windows, Mac and Linux clients. Using web-based maps, users can quickly find and install printers.
Messaging Services	**NetMail**	Standards-based messaging and calendaring supporting 20,000 users per server.
Web Experience	**exteNd**	Director Standard Edition - Unified web access experience with gadgets to all Nterprise Linux Services. Use Tomcat and a Java Virtual Machine. Include exteNd and MySQL for ISVs.
Management Services	**ZENworks**	ZENworks for Servers - Application and content distribution via RPM to Linux Servers.
Install Services	**ZeroG**	Server-based install with Express and Custom options. Express installs all services on a single server. Custom supports distributed environment deployments.
Administration Services	**iManager**	Browser-based single point of administration for all Novell Nterprise Linux Services.

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Availability of NNLS Services

• Consulting	
• Direction Setting offerings (Discovery workshops & Strategy engagements)	• **Now**
• Implementation	• Nov ‘03
• Full Novell Technical Services customer support	• Nov ‘03
• Certified Linux Engineer certification	• Nov ‘03
• Novell Linux Services	
• Early Adopter Suite Products	• Nov ‘03
• Netware 6.5 Functionality	• Late ‘04
• Next Generation DataCenter Services (Netware 7.0)	• Early ‘05

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The Linux Stack

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Linux Distributions

Open Source Ecosystem

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The Linux Stack

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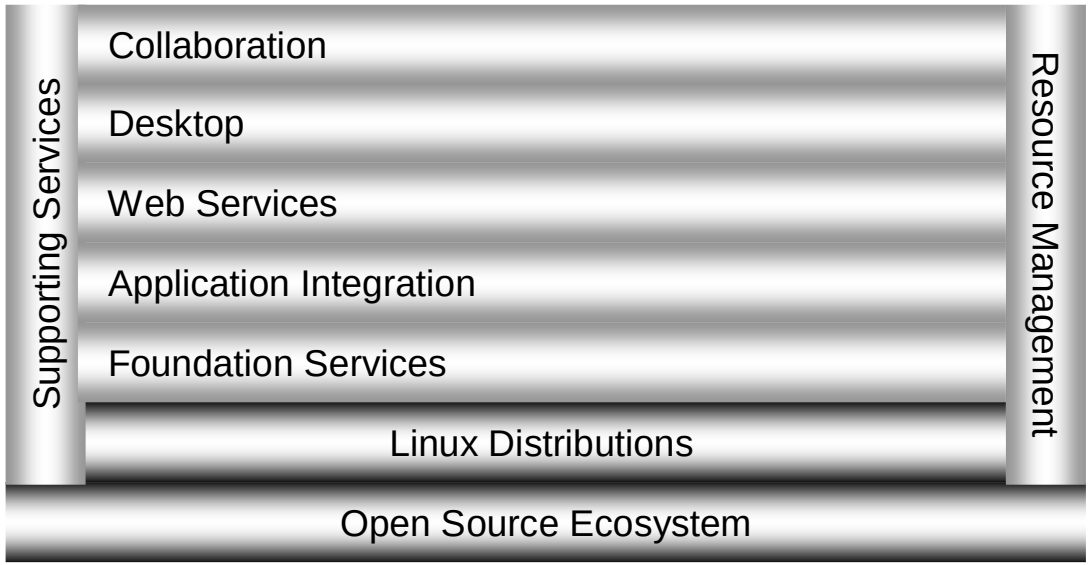

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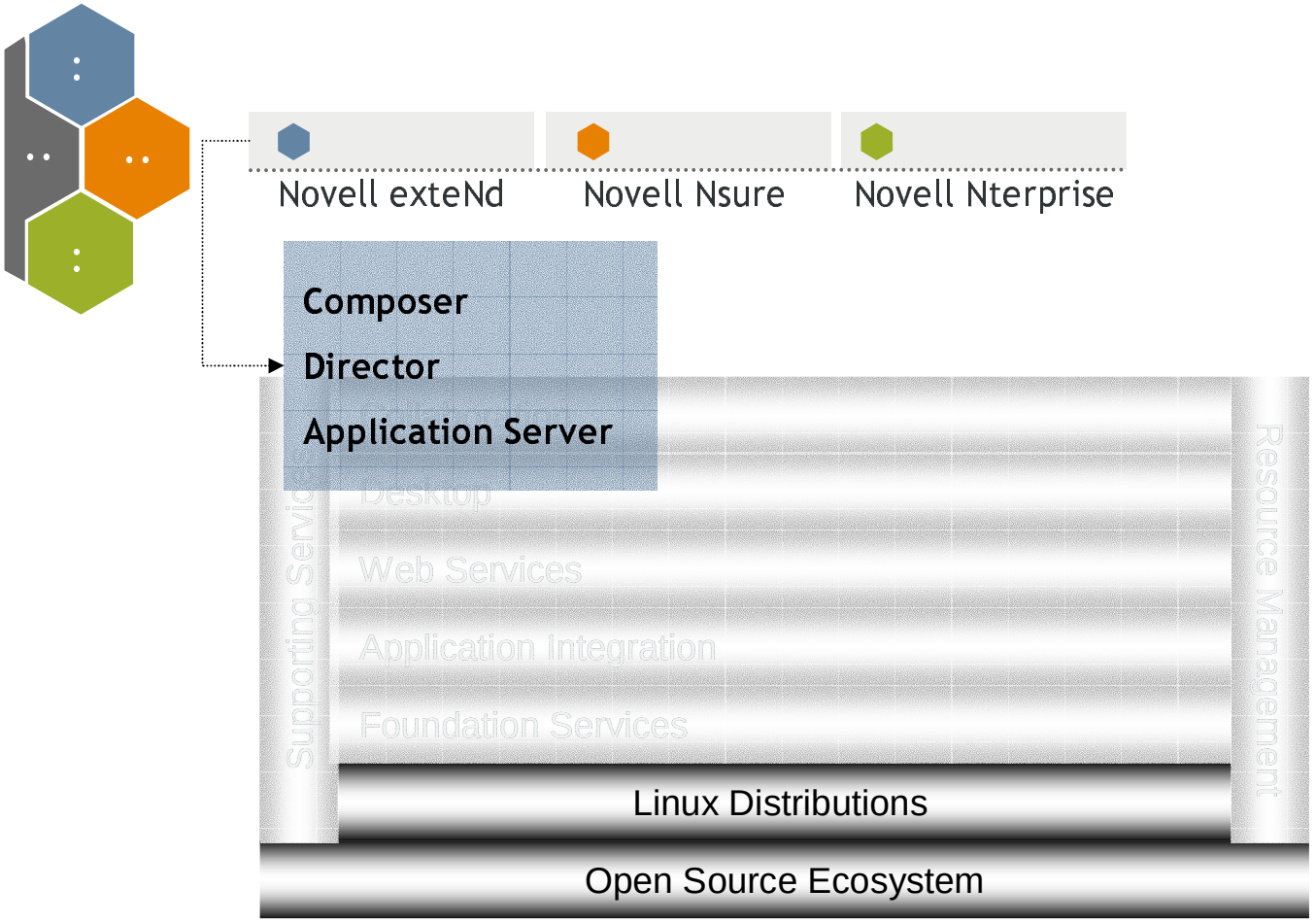
The Linux Stack



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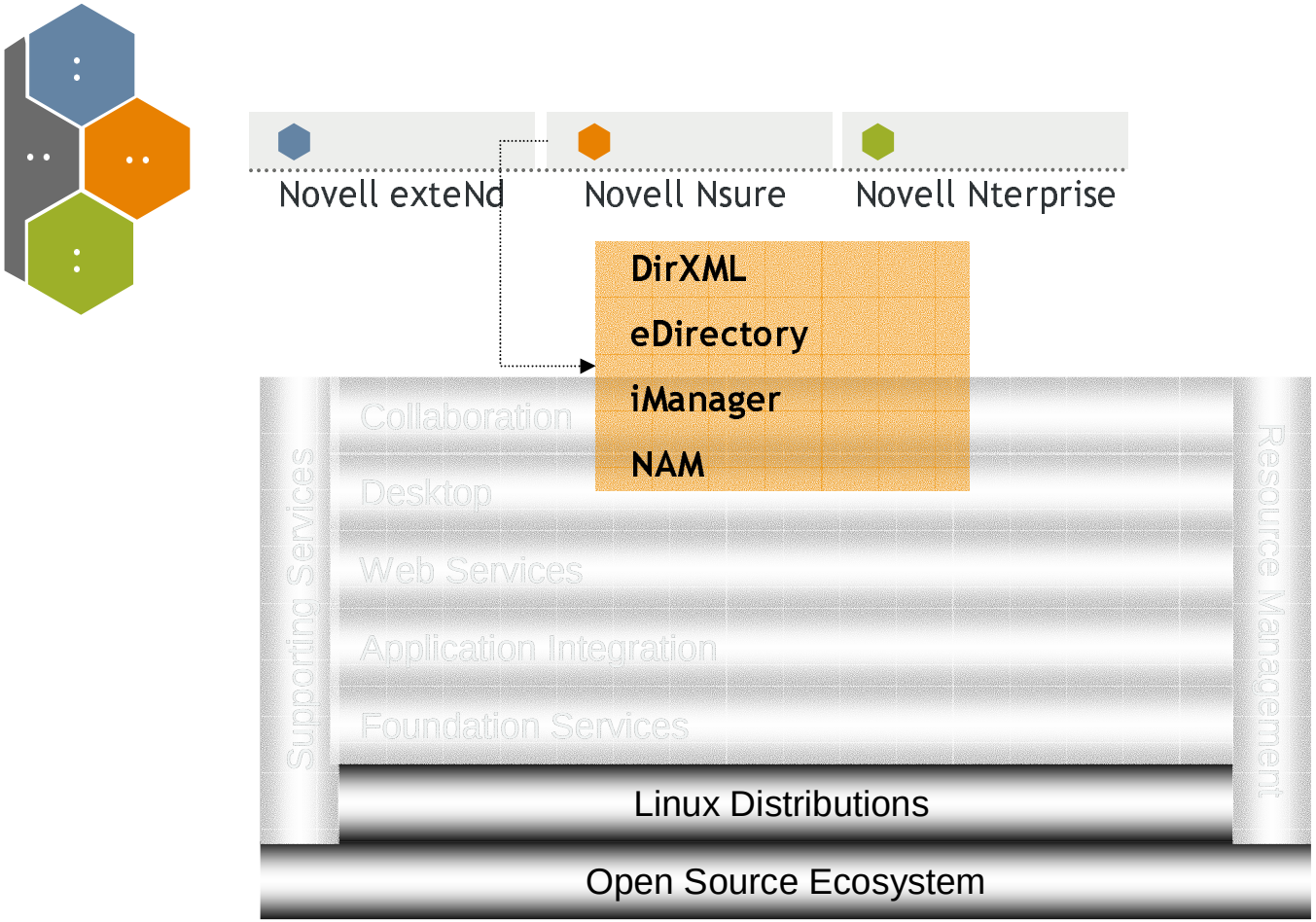
The Linux Stack



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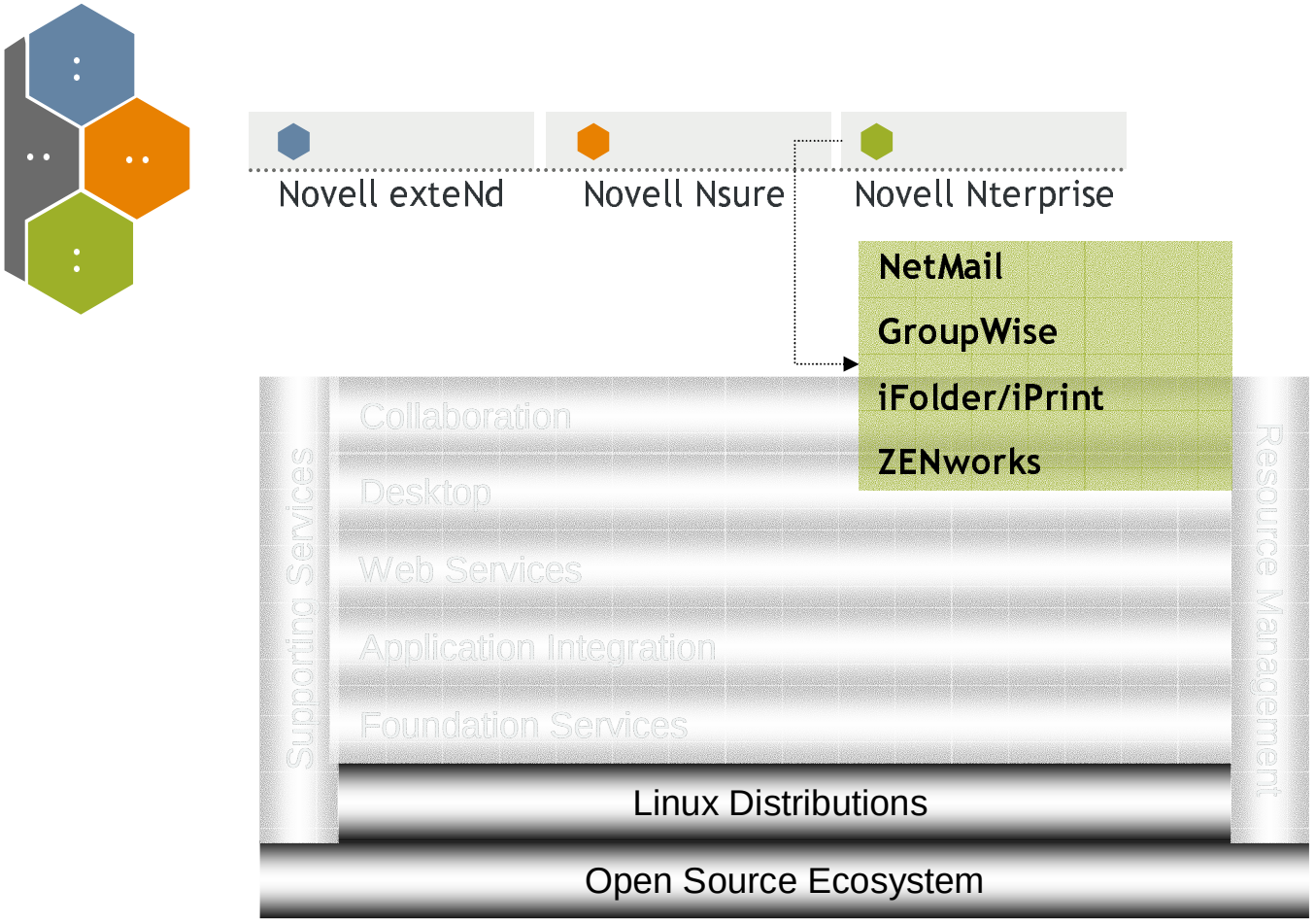
The Linux Stack



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The Linux Stack

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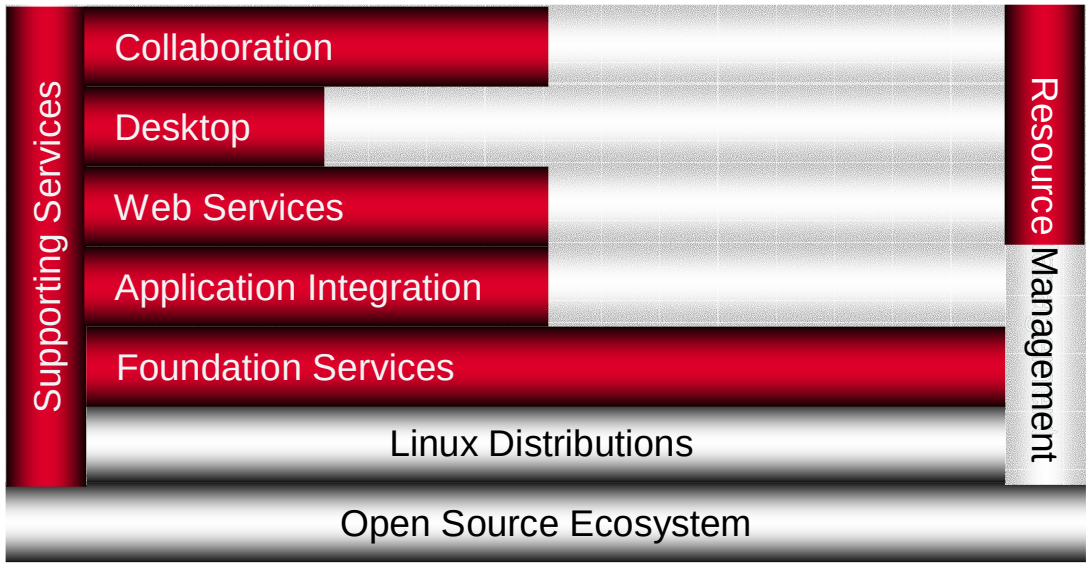

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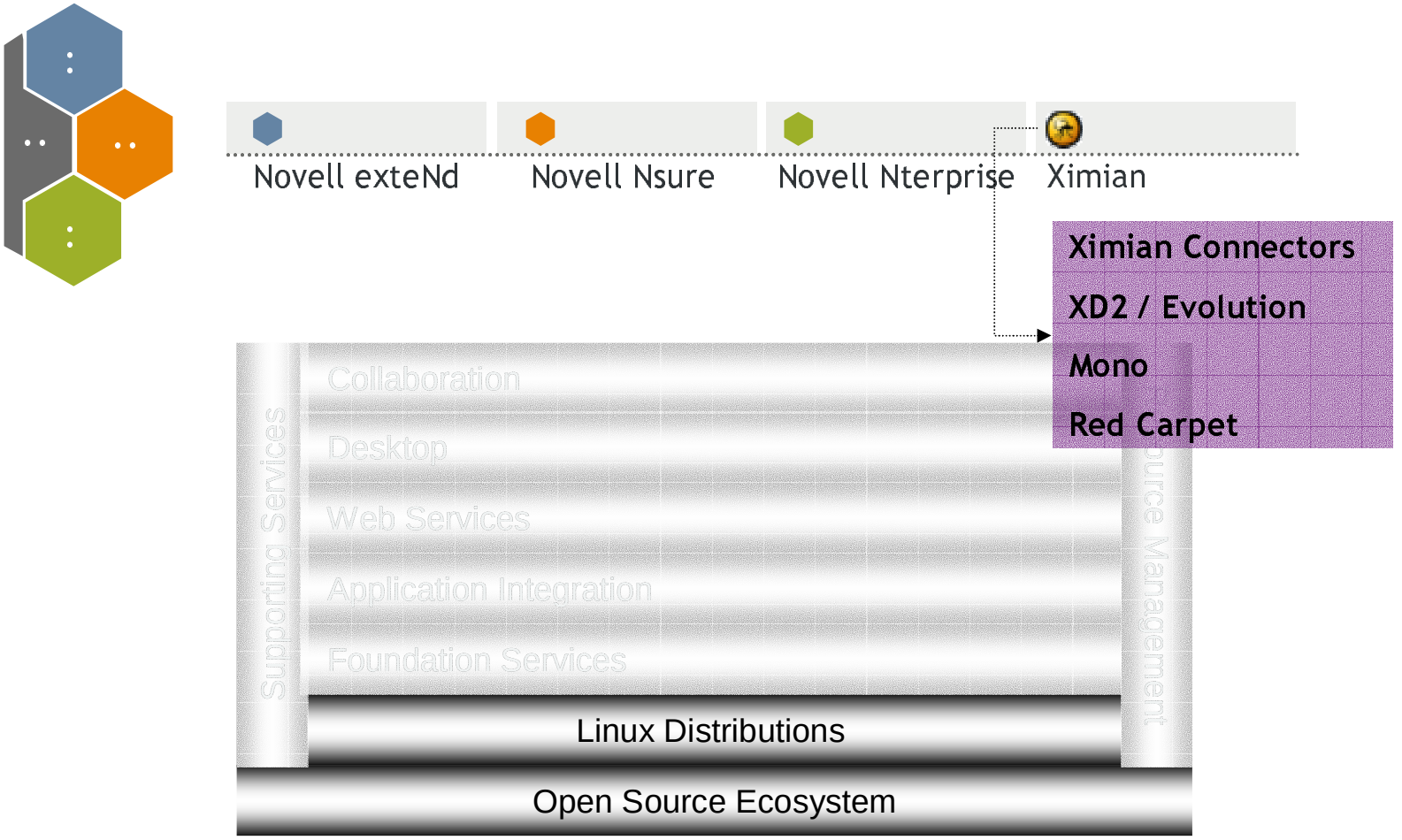
The Linux Stack



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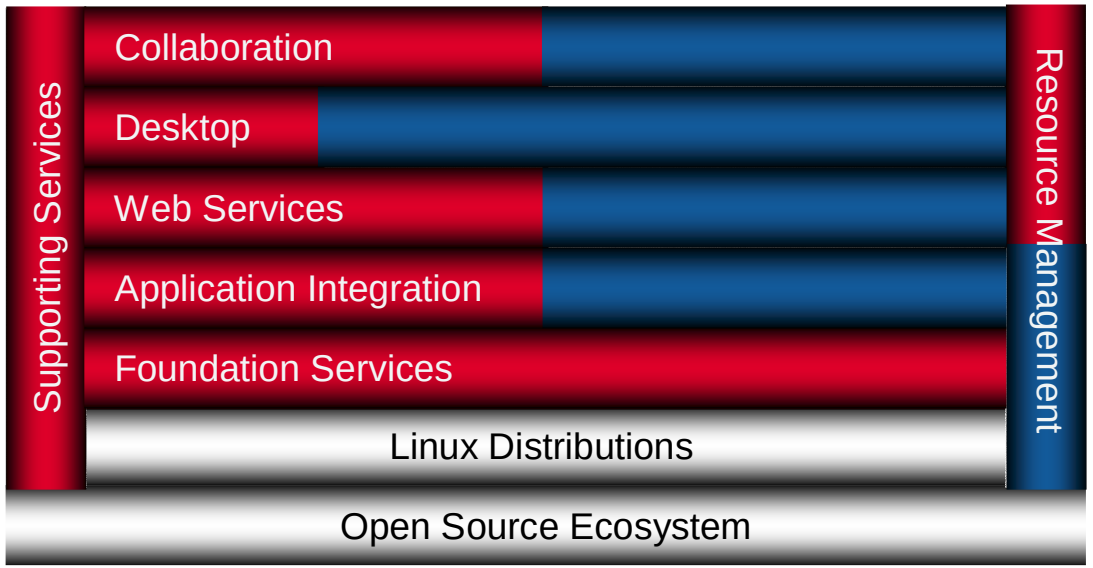
The Linux Stack

Novell exteNd | Novell Nsure | Novell Nterprise | Ximian



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The Product Stack

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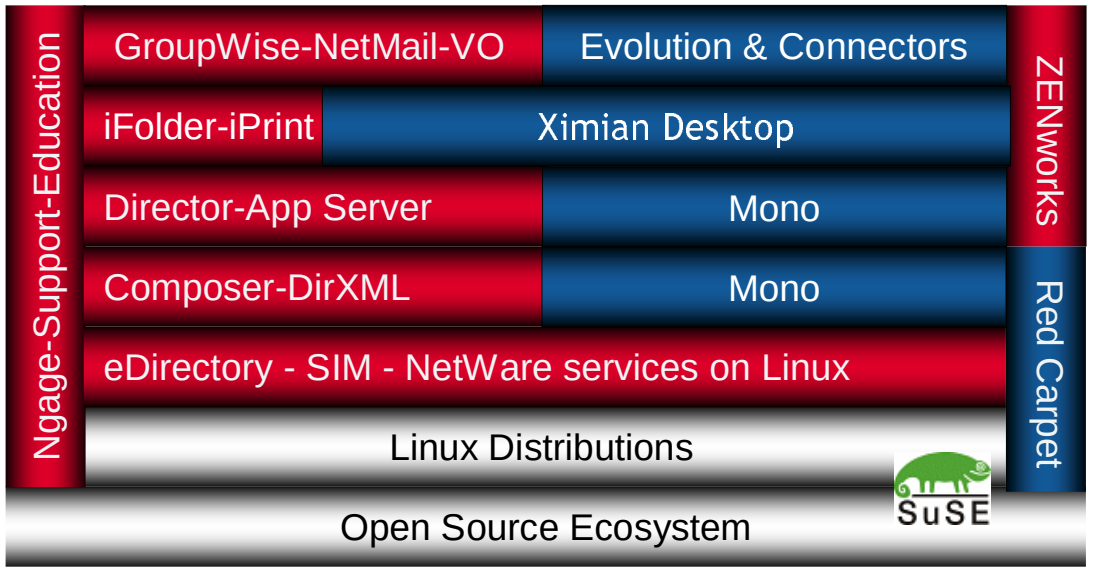

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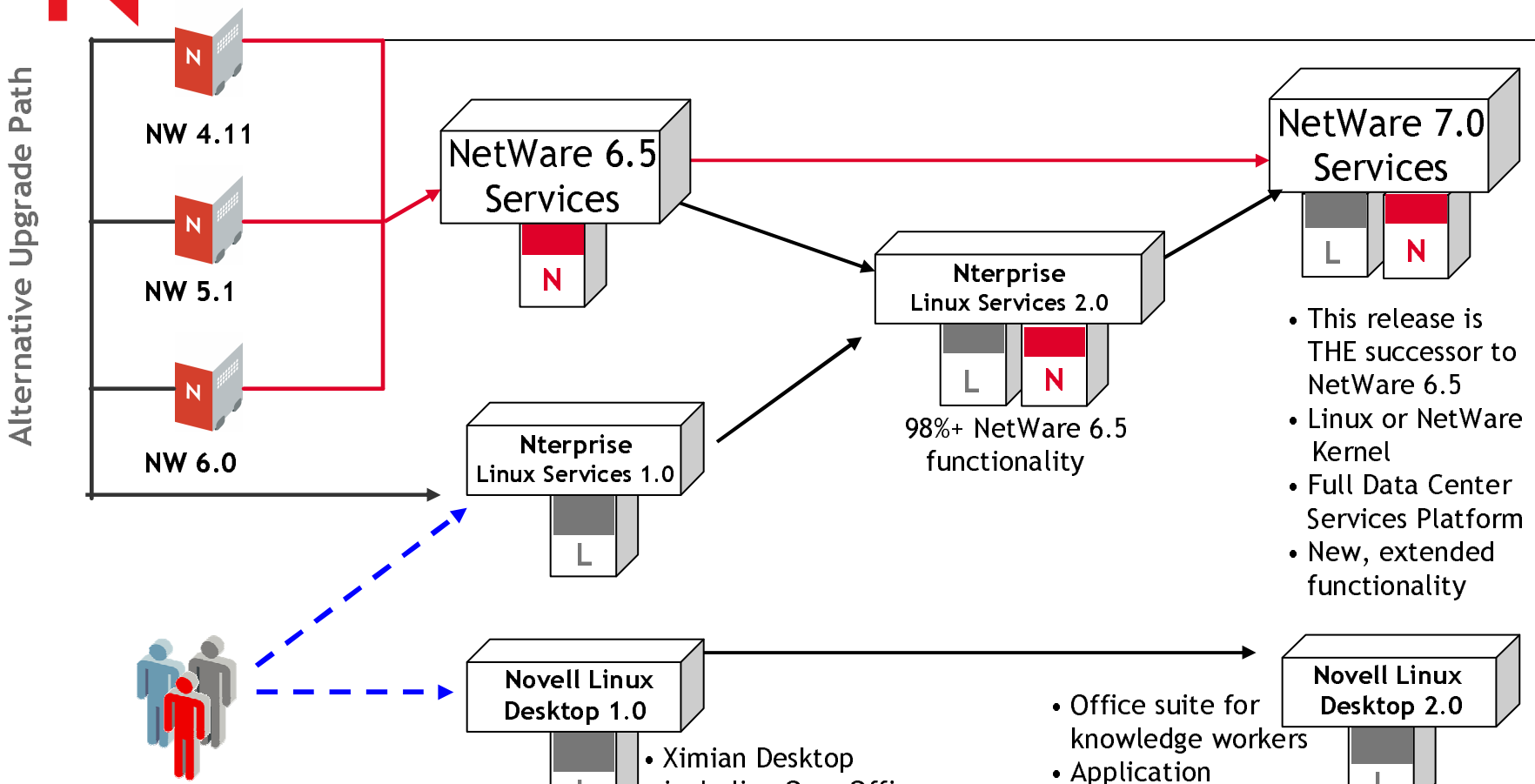
A Comprehensive Solution

N = NetWare
L = Linux



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Open Cross Platform Is Key to one Net

- Solve the customer's business problem
  -Agnosticism, partnership, "get the job done"
- Create seamlessness between secure identity management and web application development
  -Facilitate the creation, deployment and management of Secure Web Solutions
- Add value in the services above the commoditizing technologies
  -NetWare is much more than just a network OS
- Embrace the emergence of Linux and Open Source software as key enabling technologies for enterprise solutions
  -one Net solutions are "cross-platform"

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Novell and Ximian

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Novell Ximian Business Unit

Business Unit Facts

Employees: 75

Engineering: 55

Location: Boston (near Fenway park)

Also: Adelaide, Cambridge, Prague, Toronto, Chicago, Helsinki, San Francisco, Pamplona, Mexico City, ...

Installed Base: >1.5 million open source users

Partners: IBM Global Services, SuSE

Customers: IBM Watson, IBM GS, Cisco, Motorola, France Telecom, Amerada Hess, Lycos, Juniper, Met Office, Rackspace, SuSE, Siemens

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Ximian's Solutions: Our Products

Ximian Desktop 2
The Complete Enterprise Linux Desktop

Ximian Evolution
Integrated Groupware Client for Linux

Mono
.NET application development framework

Red Carpet Enterprise
Software Management for Linux systems

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Corporate Infrastructure

Management

Applications

Desktop Environment

Package Management

System Services

Core Platform

Linux Kernel

A Full Stack Linux Solution

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Why Linux Clients?

- Control
  - Multiple vendor strategy
  - Flexibility, standards
  - Strategic independence
- Cost
  - Reduced software licensing costs (70-80%)
  - Reduced support cost (fewer viruses, security, better robustness)

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Ximian Desktop

- Complete desktop environment
  - GNOME
  - OpenOffice
  - Mozilla
- Tightly integrated, usable
- Interoperable and compatible
- Lower cost of ownership
- **wget -q -O - http://go.ximian.com |sh**

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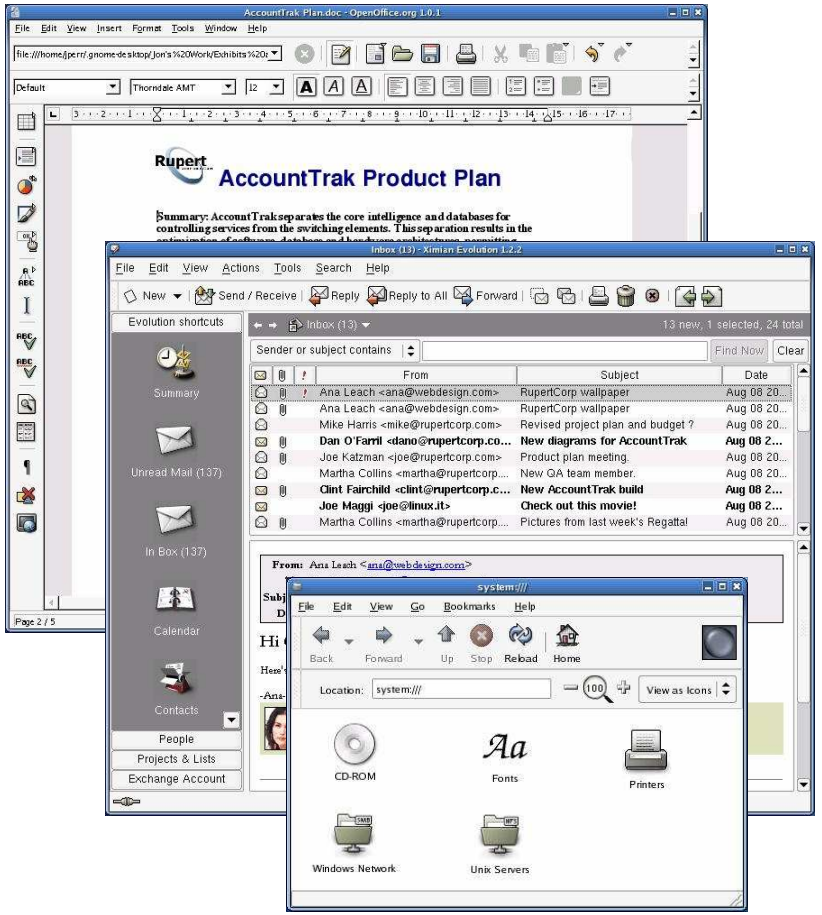
XD2: Tightly integrated

- Common look and feel across applications
- Deep integration between OpenOffice, Evolution and Galeon
- My Computer
- Consistent navigation of files, networks and devices



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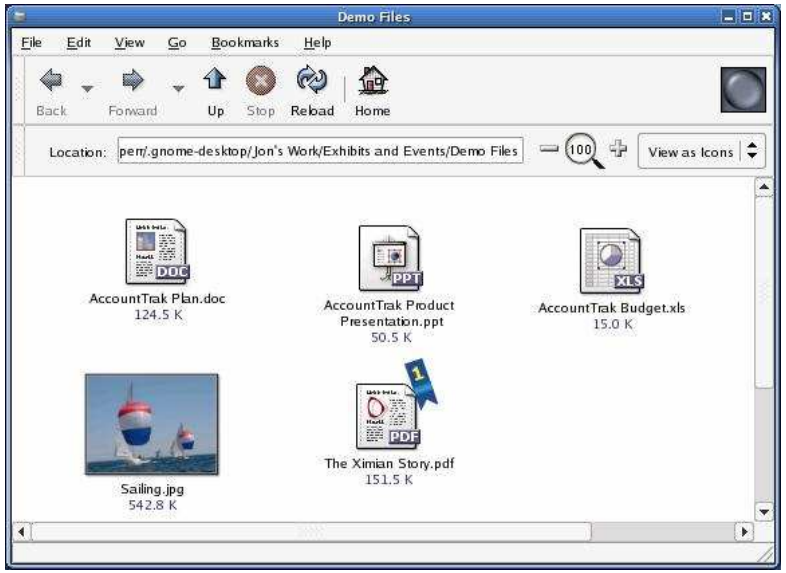
XD2: Windows environment interoperability

- Default MS Office file formats in OpenOffice
- Network Neighborhood support
- Windows (Samba) and NFS shares
- Communications standards
  - IMAP, POP, SMTP, etc.
- Optional Ximian Connector for
  Microsoft Exchange

And coming soon...

Novell network service integration!



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Mono Project summary: Develop on Windows, deploy on Linux

- An open source implementation of .NET
  - multi-language runtime
  - binary compatible
  - compiler suite (C#, VB.NET, JScript)
  - compatible with third-party .NET compilers.
  - based on the ECMA/ISO standards
- Large and growing developer community
  - core Ximian team
  - 150 external contributors
  - has gone beyond the normal framework
  - initial focus on server (ASP.NET) opportunities

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Red Carpet™ Enterprise™

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Linux software management is a strategic IT issue

- One of the “top issues” facing IT departments who are considering Linux Deployments[1]
- Significant administrator overhead for system maintenance[2]
- Manual methods or “roll-your-own” tools are costly[3]
- As [Linux systems] become more dynamic, the need grows for systems management tools that can deal with the more fluid makeup and real-time nature of the Linux O/S[4]

Source: 1. Aberdeen Group Research 1/2002; 2-3. Ximian Market Research, April 2002
4.Goldman Sachs/Linux Technology Report/March 2003

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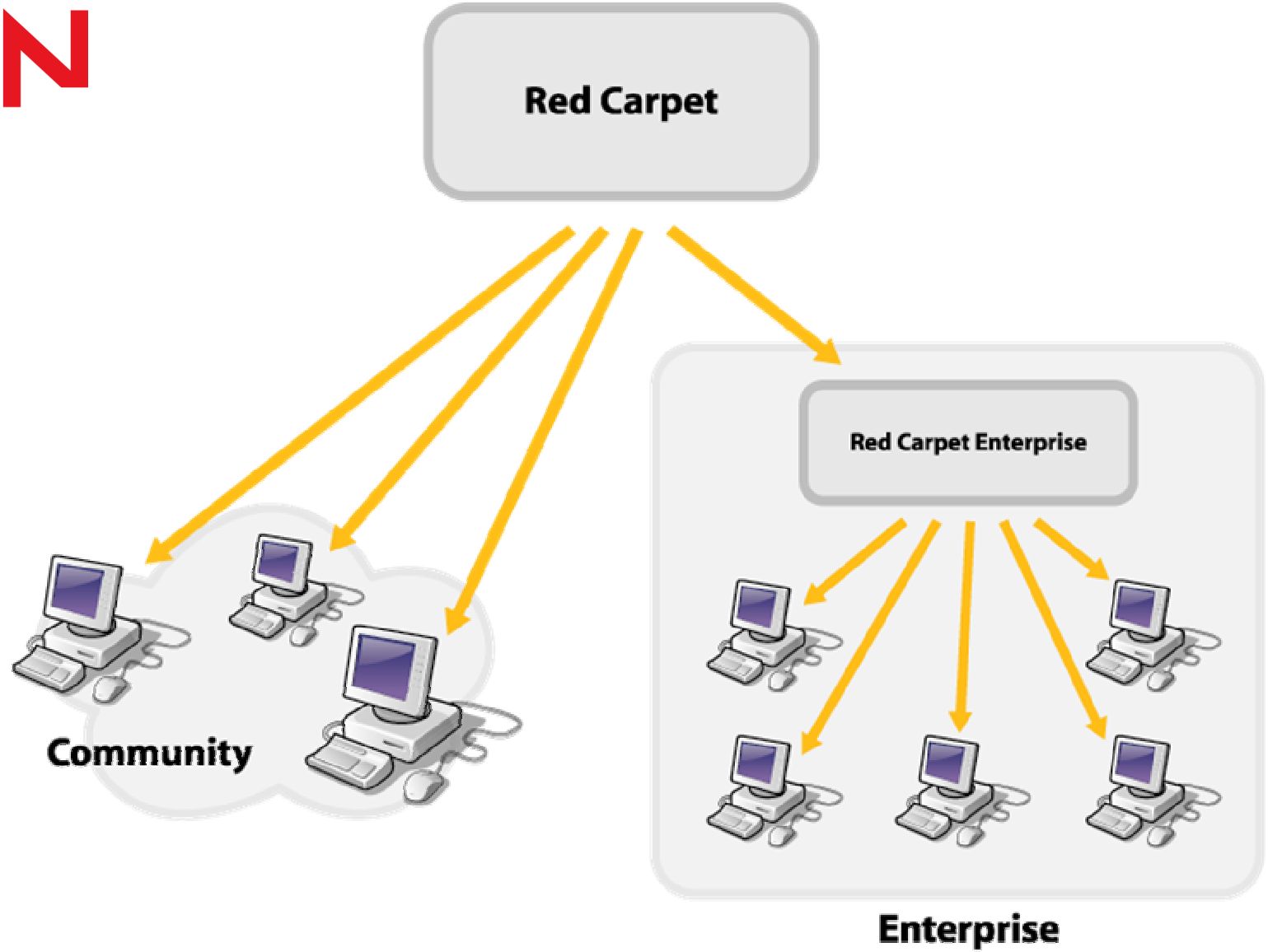

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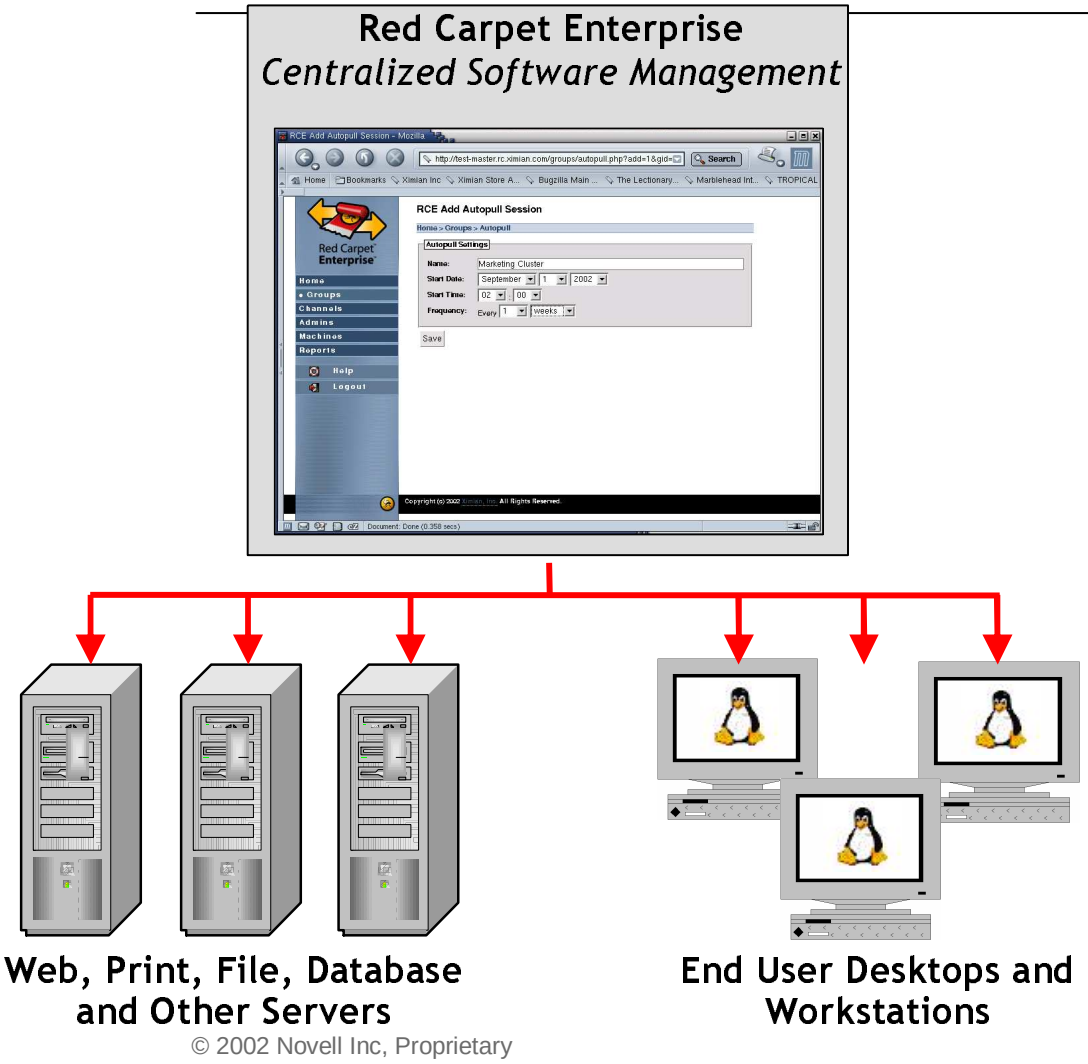
Red Carpet Enterprise



- Secure, scalable deployment behind the firewall
- Intuitive installation
- Complete web-based administration
- Scriptable command-line interface
- On-demand or scheduled updating
- Powerful conflict resolution technology
- Customizable software library
- Strong integration with Red Hat, SuSE Linux updates

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Novell and SuSE

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Novell acquiring SuSE Linux

- Creates first and only end-to-end Linux solutions company for the enterprise delivering the full stack of Linux solutions & services
- Combines open source expertise of SUSE Linux and Novell's world-class:
  - Secure identity management, application development, collaboration & cross-platform networking solutions
  - Worldwide enterprise class technical support, training, consulting, sales, & service
- SUSE compliments prior Ximian acquisition and reaffirms Novell's commitment to the:
  - Open source development model
  - Open source community

IBM signals intent to further marketing, technical and financial ($50M investment) relationship with Novell

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