

Business Messaging and Collaboration: Run Microsoft Outlook on a Linux Server

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Agenda

1. “Business Messaging and Collaboration” Overview
2. Why Linux?
3. What to look for?
 - Administrator benefits
 - End-user benefits
 - Bean-counter benefits
4. Samsung, HP and the Future

1. “Business Messaging and Collaboration”?

- It’s just e-mail, right? ... WRONG!
- Successful messaging/collaboration implementations in businesses enjoy...
 - High reliability and availability
 - Flexible administration
 - Extreme scalability
 - High-class functionality
- ...all of which add up to low TCO...

Reliability & Availability

- Platform should be conceived from the get-go to be reliable
- Look for: “Never, never, never lose a message”
- Can do on-line backups
- Fast recovery from power failures etc.
- Also, for the ultimate in high availability, clustering support

Administration: Two Philosophies

- Core administration is performed through a command line interface
 - Graphical tools are built on top of this
 - All administration functionality is scriptable
- ...or...
- Core administration happens in a GUI
 - Minimal scriptability
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- *Why suffer from RSI when administering your users?*

Scalability

- Possible to support thousands of simultaneous users per server?
- Linux example:
 - single-CPU 500MHz PIII, ½ GB RAM
 - 2,150 users @ 60% CPU
- HP-UX example:
 - K580/6, 1.3 GB RAM
 - 6,500 users @ 55% CPU
- Of course, attention needed to system design (especially disk I/O)
- What's a “user”?

Functionality

- Is “vanilla” internet mail functionality enough?
 - (ESMTP, POP3, IMAP4, LDAP)
- What about Microsoft Outlook in full “MAPI” mode?
 - Not just e-mail
 - Replicated public folders
 - Store calendars, task lists, contacts, etc.
 - Share free/busy; book meetings
 - Share calendar details
 - Delegation, with ACLs
 - Offline folders
- Only one non-Microsoft server does all this! ;-)

Costs

- Can be hard to measure
- Three or four important parts to the costs:
 - Scalability is key (hardware, people)
 - Flexibility
 - Software (purchase cost & flexibility)
 - Reliability?

Low TCO Comes From...

- Easy administration + Reliability
 - = Fewer administrators
 - = *Lower cost!*
- Good scalability
 - = More users per server
 - = Fewer servers
 - = *Lower cost!*
- High functionality
 - = Better ROI
 - = *Lower cost!*

2. Why Linux?

- Linux is...
 - Reliable
 - Secure
 - Inexpensive
 - Scalable(compare NT port and Linux port!)
- Good for...
 - Small/medium enterprises
 - Large enterprises (yes, really!)
 - xSPs

3. What To Look For

- In summary...
 - Scalability
 - Flexibility
 - Reliability
 - High-availability
 - Low-costs
 - Features
 - Future-proof-ness
- What about ASPs providing business messaging and collaboration as a service?
 - “Outlook dialtone”

Alternatives?

- Lotus Domino
- Sendmail Pro
- i-Planet (Netscape/Sun)
- Cyrus
- University of Washington imapd
- Bynari
- Microsoft Exchange

4. Samsung, HP and the Future

- Samsung SDS and HP software co-operation
- HP licenses OpenMail to Samsung
 - Good starting point for UC development
- UC is the \$31B market of the future
- Technology partnerships
- HP's OpenMail customers have a way forward

State of the Messaging Market

- Information overload
- E-mail is not intelligent
- Some “unified” messaging, lots of pain
- Lots of free e-mail
- Some ASP outsourcing

Market direction and technology

- Device integration through UM
- Move to outsourcing by ASPs
- True Unified Communications (UC)
- 3G, 'always on' infrastructure
- Java and J2EE
 - Cross-platform availability
 - Scalability: up and down

Our Plans

- Become UC leader with new technology
 - HP OpenMail technology as excellent base
 - Partnerships to complete our offering
- Build market share quickly
 - HP OpenMail customers want a future
 - Demonstrate vision: new best-of-breed UC solution
- Accelerate SDS into the global software market

Product Roadmap

Phase 1

Contact 7.1 = HP OpenMail 7.0 + new clients
1H 2002

Phase 2

Contact 8.0 + Yomi UM
2H 2002

Phase 3

Contact 9.0
1H 2003

Phase 4

Contact 10.0
2H 2004

Samsung Contact Clients

- Web, Windows and Linux
- POP3, IMAP4, UAL, WAP
 - Future: XML, open interface
- Server based
 - Calendar
 - To do
 - Contacts
 - Meeting scheduler

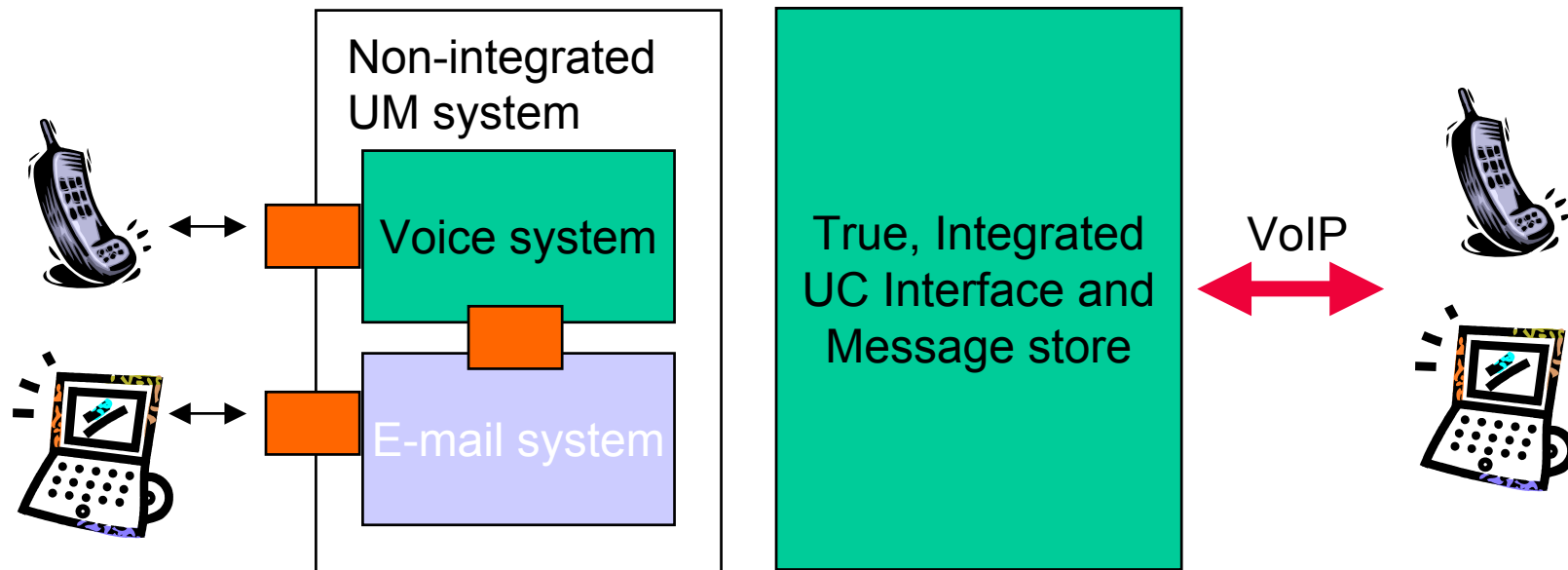
8.0 Benefits

- UC functionality
 - Single, unified inbox (fax, voice and e-mail)
 - Read e-mail over phone (text-to-speech)
 - Send voice e-mail
 - Text notification of e-mail
 - ‘Reachability’ phone forwarding
- Intelligent information management

Future developments

- True, integrated UC
- Open interfaces
 - *Make it easy for others to play*
- Java/J2EE; XML

Integrated UC



Summary

- Business requires rich functionality
- Low TCO plus richness is possible!
- We have the talent and backing to create the next-generation messaging product
- We have compatible solutions for OpenMail customers today
- Samsung Contact is the low risk way to UC

Questions?



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