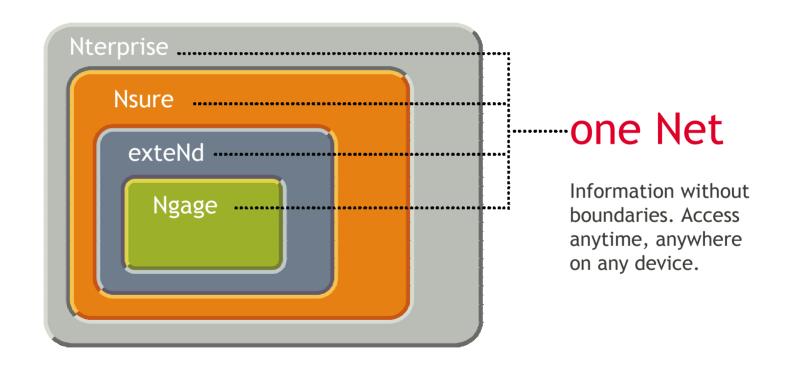
NetWare® 6.5

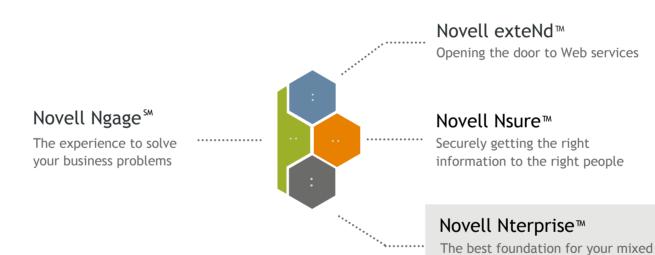
Doug Knight Vice President Novell, Inc.



The one Net vision



Novell one Net vision



environment

Novell Nterprise is an innovative family of products which give you the power to enable and manage the constant interaction of people with your business systems — regardless of who they are, where they are or what

time of day it happens to be.



NetWare Market Strengths

Install Base

- NetWare has a total of 90 million users worldwide
- An estimated 3.8 million servers worldwide
- •NetWare has over 36,800 Enterprise customers worldwide
- •80% of fortune 1000 run NetWare servers
- •NetWare runs File and Print for the Largest banks, Airlines, Hotel Chains, and manufacturing plants in the world.

Global Install Base Statistics

- •65% of all file data in Asia is Run by NetWare
- •42.5% of all file servers in the U.S. are run by NetWare
- •20% of all Intel servers shipped in Europe are NetWare servers

The NetWare 6 Oath delivered results

Open Source

Award winning technology

TCO

Heterogeneous environment













CIO · COMPUTERWORLD · IMPOWORLD NETWORK WORLD · PC WORLD







The Summer is heating up with NetWare 6.5!

Seventy-nine percent of NetWare users want to upgrade to NetWare 6.5, according to an online poll of 1,042 NetWare users conducted by *COMPUTERWORLD* in April 2003

Nakoma Nudges Novell Into .Net Realm and may give Microsoft Corp. fits as it tries to sell IT shops on its Visual Studio .Net. *COMPUTERWORLD*

55,000+ *Beta* downloads have been reported for NetWare 6.5, in just over a month

What are the beta sites saying?

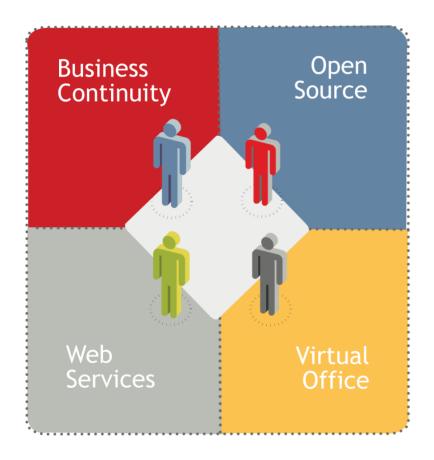
- "NetWare 6.5 will allow you to inject your network with secure, open source, proven solutions. *Chris Nevener Networkingpartner GmbH*
- "The Server Consolidation Utility is a lifesaver! Tom Anstey University of Oxford
- "Business Continuance is a must have and NetWare 6.5 has brought this to the forefront. It allows an administrator piece of mind as well as giving end users a sense of security that there data/applications will always be available."

 Doug Boval St. Vincent Hospital
- "The addition of DirXML Starter pack takes us to 'OneNet' <u>without</u> additional licensing costs. " *Urs Iseli Cablecom GmbH*
- "Giving a total Netware based Extend solution using MySQL, Apache and all the standard Virtual office products is truly a stroke of genius!

 Jesper Bergstedt 2ndC Danmark A/S
- On Virtual Office: "This is one slick product! No matter where Joe User goes, his documents follow." *Michael Giovaninni Berkshire Industries*, *Inc.*



NetWare 6.5-Why all of the excitement?



Access—anytime, anywhere with anyone

Business continuity services deliver industry-proven reliability and security and provides solutions for intelligent consolidation

Open, flexible foundation helps capitalize on the advantages of standards-based solutions

Web Application Services provide a strong J2EE development story for greater interoperability among applications

NetWare 6.5 Virtual Office addresses both business and IT needs, making end-users more productive

Novell.

NetWare 6.5 Virtual Office Services

Business Challenge: How can I increase employee productivity regardless of location?

Solution: NetWare 6.5's virtual office services greatly improves my end-user productivity by introducing self-service measures and enhanced collaboration that create a work experience that follows the user.



NetWare 6.5 with Virtual Office

NetWare delivers the Novell one Net vision by further extending traditional networking into the Internet

Virtual office and self-service functionality delivered to the end-user





Novell.

NetWare 6.5 Virtual Teams

NetWare Virtual teams are a place where users can exchange and share information

Teams Share:



File Edit Yiew Favorites Tools Help

Virtual Office

4-Back → → · ② ② △ △ ② Search ⑤ Favorites ⑥ Media ③ ⑤ → ⑤ → ⑤

Nakoma Team

■ Posted Documents

▼ Technology Training

□ 020503_report.wd
□ 022503_report.wd

☐ 🛅 group.txt

□ | picture04.gif

New Message Collapse Board Expand Board Search Messages

Delete Upload Create

Documents and reports

mktg_03.xl

Hugo Parra 03/15/03

Discussions

Files



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28

ogout | help N

28

Chat

Co-workers

Admin

@ Favorites

@ novell.com

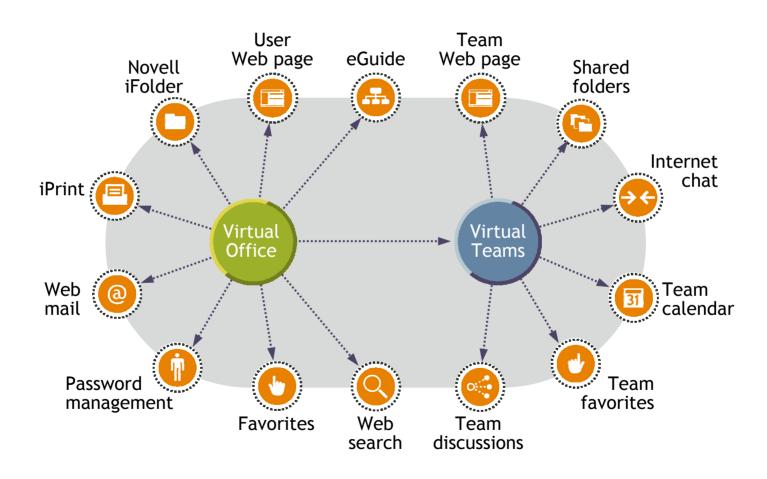
buy.com

Amazon.com
Webmonkey

M HTML and CSS help

Chat User Help

Unprecedented Access with NetWare



Business Initiatives Solved

- Users get the same working experience from any location
- Teams are productive, stay organized and resources easily consumed by all members
- Users have access to their files from any location and the files are backed-up and secure
- Lowered printer help desk calls by 50%
- **V**
- Users can now locate other employees and org charts with ease



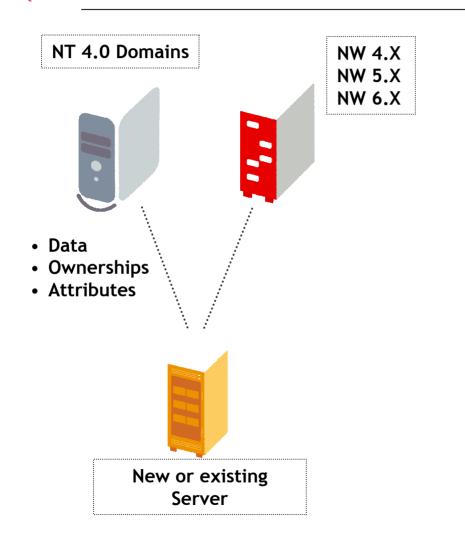
NetWare 6.5 Business Continuity Services

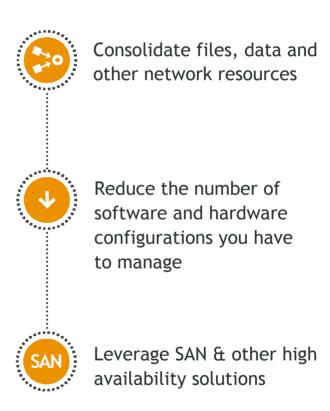
Business Challenge: How do I create a cost-effective, intelligent consolidation strategy?

Solution: NetWare 6.5 allows me to migrate and consolidate servers and systems into centralized and highly available SANs, integrate my business systems and ease management headaches, ultimately reducing capital and management expenses.



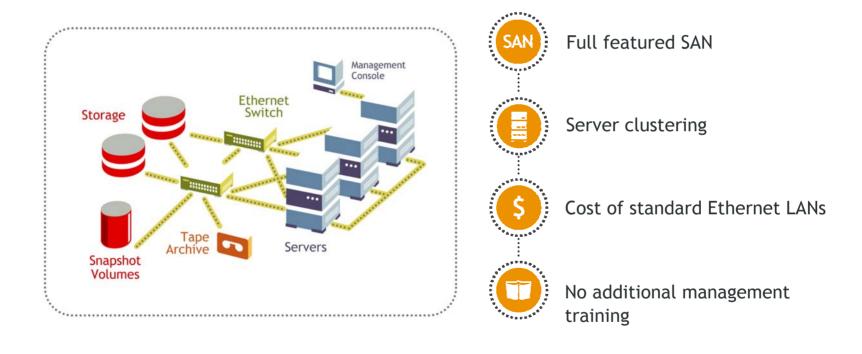
Novell Server Consolidation Utility





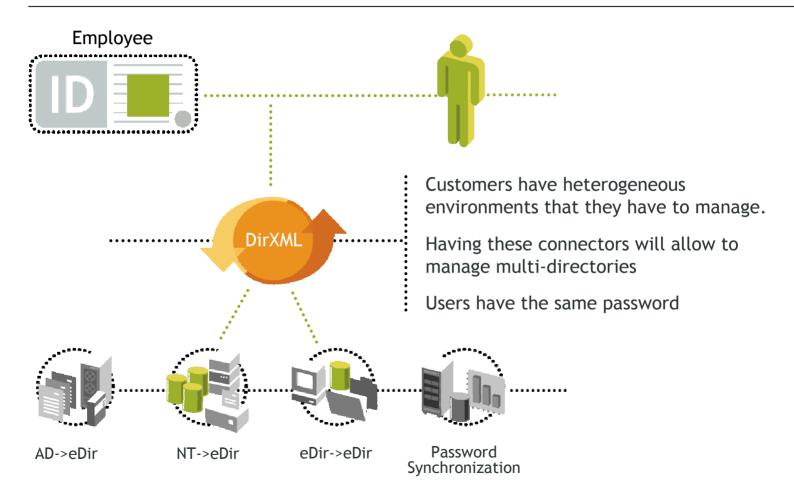


iSCSI—SANs for the Masses



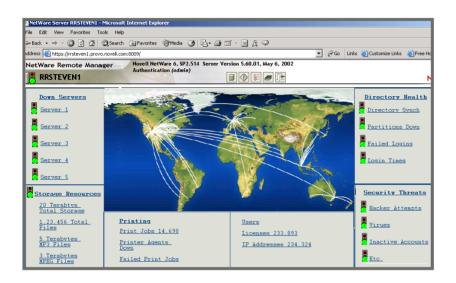
Up to 32 clustered servers

Bring Heterogeneous Environments Together

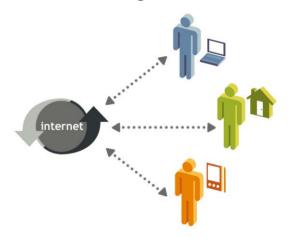




iManager



NetWare's new unified remote management

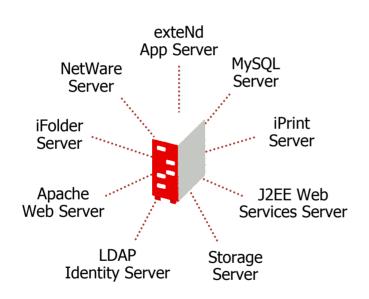


Enhances the administrative tasks of:



Deployment and Remote Upgrades

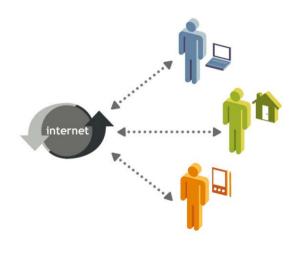
Patterned Deployment





Simplicity of pre-configured deployments, empowers you to offer better solutions with a click of a mouse

Remote Upgrades





The ability to perform upgrades and migration from a single location in the normal time



St. Vincent Hospital Efficiently Consolidates Storage

"Business Continuance is a must have and NetWare 6.5 has provided us with a cost-effective solution. Clustering with NetWare 6.5 is efficient and easy to set-up. It allows an administrator peace of mind as well as giving end users a sense of security that there information and applications will always be available."

St. Vincent Hospital

1 Situation

- Indiana's largest care provider
- 80 facilities, 8,000 users
- Must provide 24/7 care
- Increasing storage mgmt. costs
- Several TB of data

2 Approach

- NetWare 6.5 and Cluster Services
- iSCSI support low cost SAN
- Off the shelf servers
- 4 node cluster
- Browser-based management

3 Business results

- Auto failover for 100% uptime
- No scheduled outages for maintenance
- 50% less storage mgmt costs
- Fewer emergency pages = peaceful weekend





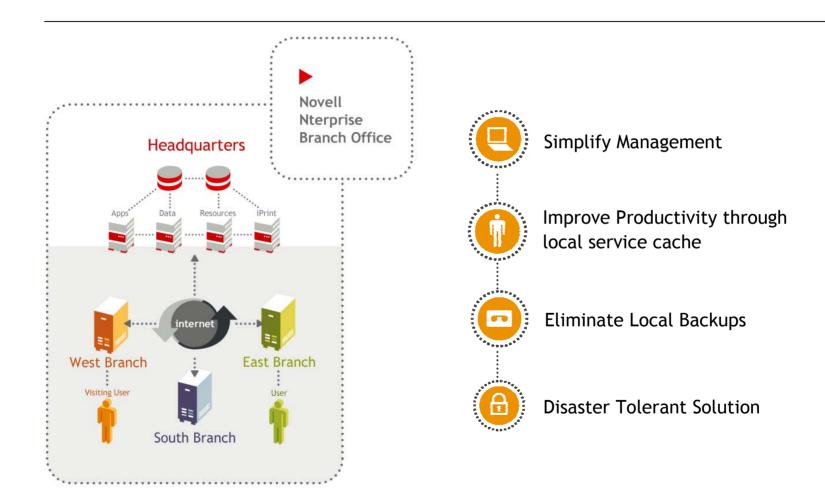
NetWare 6.5 Business Continuity Services

Business Challenge: How can I securely extend services to our branch offices and still lower operating expenses?

Solution: NetWare 6.5's Branch Office solution significantly reduces the cost of running satellite offices by reducing connection and management costs. End users benefit from the same performance and services as users at Corporate HQ without sacrificing the quality of service.



Novell Nterprise Branch Office™



CB Richard Ellis Simplifies Branch Office Management

"With Nterprise Branch Office, we can dramatically improve the working environment of our employees in smaller offices, while significantly reducing our operating costs."

CB Richard Ellis

1 Situation

- Largest commercial real estate firm
- 4-500 branch offices
- \$300,000 year for satellite IT support
- High cost for backup
- Needed disaster recovery plan

2 Approach

- Selected Nterprise Branch Office
- Centralized directory
- iPrint in branch offices
- Centralized management
- Automated backup

3 Business Results

- No outsourced IT support
- Branch installation expenses - 60% less
- \$840k backup savings expected
- 3-6 month return on investment





Novell versus Microsoft

50 Users in One Branch Office

Microsoft Recommended	
2 Domain Controllers at Branch	
- 2,639 for 25 CALs	
- need 50 CALs	\$5,278
2 Domain Controllers at Hub	
covered by licenses above	
1 Terminal Server for the Branch	
covered by licenses above	
Required Hardware	C4E 000
5 Servers at \$3,000/server	\$15,000
Server Maintenance	
5 Servers at \$5,000/server	\$25,000
Server Licenses	
5 Servers at \$500/server	\$2,500
Backup	
Local Tape Drive and Support	\$10,000
TOTAL	\$57,778

Novell Nterprise Branch	Office
1 Nterprise Branch Office Free with NetWare Maintenand	ce
1 NetWare Server at Central 6 50 NetWare Licenses	Office \$7,900
Required Hardware 2 Servers at \$3,000/server	\$6,000
Server Maintenance 2 Servers at \$5,000/server	\$10,000
Backup Central Backup Solution	\$1,500
	OTAL \$25,400

The Microsoft solution for distributed offices costs at least twice as much as the Novell Nterprise Branch Office solution!



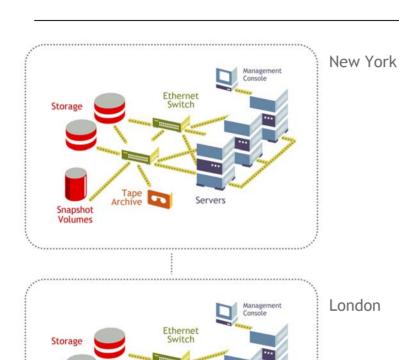
NetWare 6.5 Business Continuity Services

Business Challenge: How can I implement a cost-effective Disaster Recovery strategy?

Solution: With NetWare 6.5, I can setup a business continuance system that ensures my environment has a complete geo-site failover without substantial capital investments—minimizing my business risks.



Business Continuance Cluster



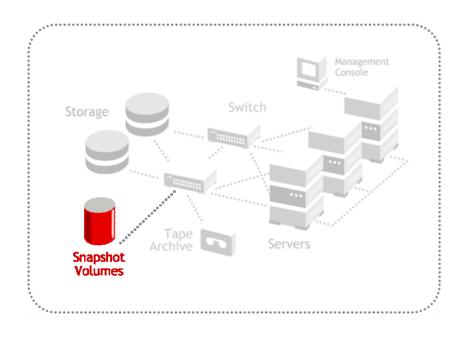
SAN Complete geo site failover

System available in seconds

Protect against disasters



Snap Shot Backup





Anytime backup



Snapshot tools integrated into console



Snapshot is independent of hardware vendor, even mix of vendors.



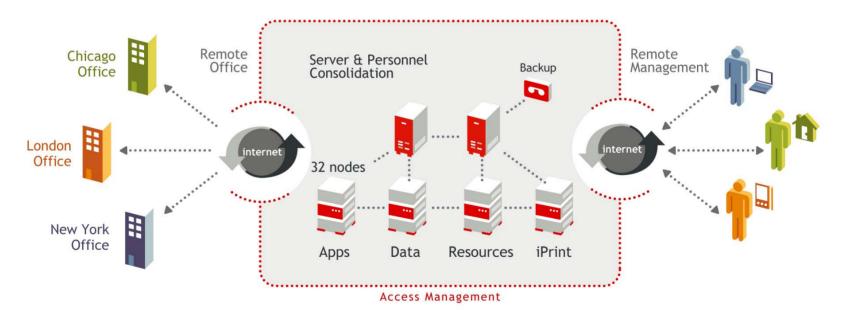
View & select file versions





Business Continuity Diagram

NetWare provides an integrated end-to-end solution





Business Initiatives Solved



Saved 4.5 million on WAN link for our branch offices



Completed disaster recovery & business continuity plans, audit committee has taken the solution to the board



Reduced management costs using remote install, pattern deployments and unified management



Set up 2 new SANs and it didn't break the bank



Completed consolidation project reducing costs by 1.2 million



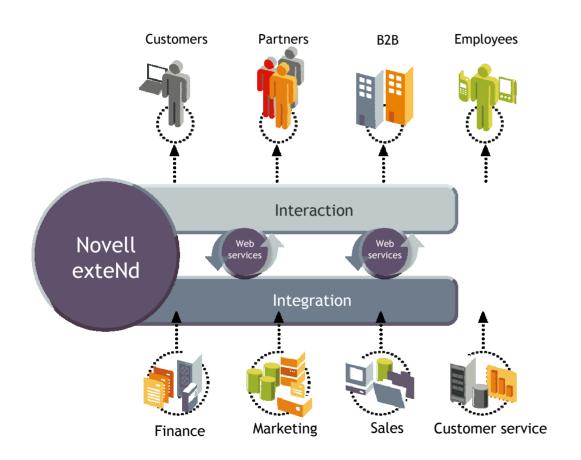
NetWare 6.5 Web Application Services

Business Challenge: How can I rapidly deploy secure and reliable Web applications?

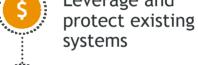
Solution: NetWare 6.5 is a comprehensive environment for building, deploying and managing applications based on Java and Web services standards.



Novell_® exteNd[™]













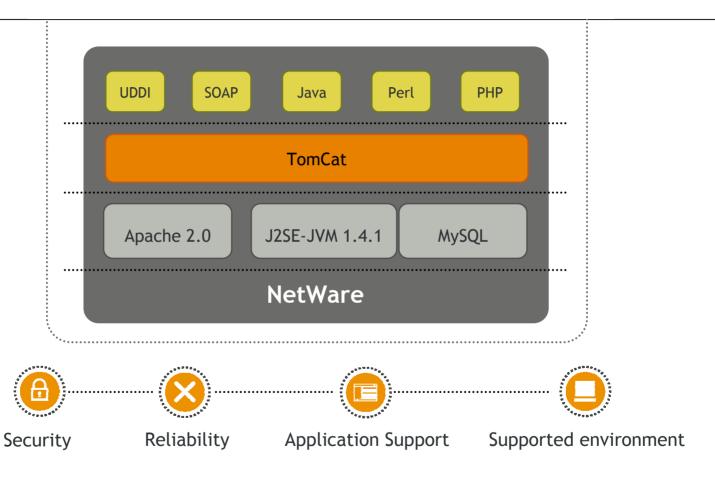
NetWare 6.5 Open Source Services

Business Challenge: How can I safely take advantage of Open Source strategies without reducing system reliability or increasing management costs?

Solution: NetWare 6.5 is the most reliable services platform; engineered to deploy business critical, open source-enabled solutions into my existing enterprise.



Open Source & Web Development



Lufthansa Systems Embraces Open Source

1 Situation

- 450 subsidiaries/ affiliates
- 88,000 employees
- Manually intensive procurement sys.
- Needed web-based invoicing system

2 Approach

- NetWare 6.5 for Java, XML and Web services support
- Web-based procurement app
- Web-based invoicing app taps into mainframe data
- Cluster services for 24/7 uptime

3 Business results

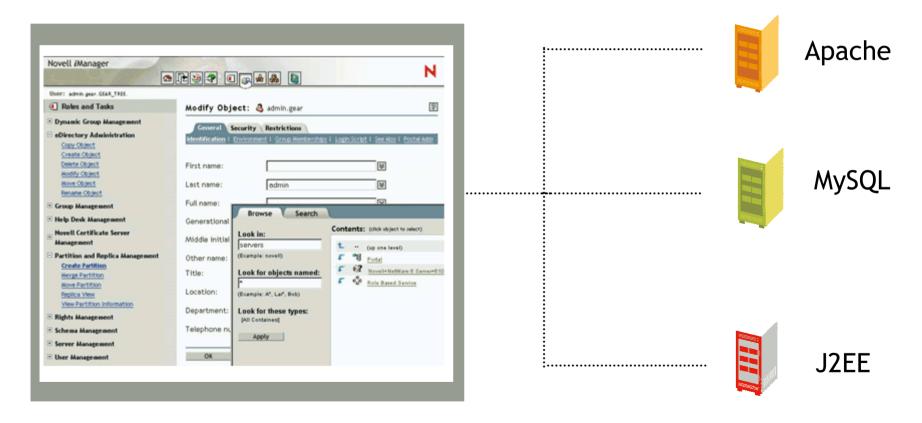
- 5 people support 1,700 servers
- Easy procurement process
- 200 million hits in 40 days - zero downtime
- "NetWare is the Future for Lufthansa"

Novell.



Management of Open Source

Open Source delivered to the Enterprise



"Unified management - NetWare 6.5's iManager"

Novell.



Support for Open Source projects

Open Source delivered to the Enterprise











Full lifecycle services and support are backed by 2000 Novell professionals and thousands of partners worldwide

What's New - The long list

Virtual Office (Virtual Teams, eGuide, file versioning, Internet chat)

Server Consolidation Utility

Nterprise Branch Office

Storage Resource Management

Global Server Management

Snapshot Backup

iSCSI SAN support

Remote Upgrades/Pattern Deployments

DirXML Starter Pack

iManager

Novell exteNd Application server

Open Source (AMP, Tomcat, UDDI, etc.)

Improved auditing

Advanced authentication (smart cards, biometrics, X.509 certificates)

Novell Nterprise Linux Services





Nterprise Linux Services Overview

Novell Nterprise Linux Services is a suite of enterprise-ready software which allows organizations that are embracing Linux as an OS strategy to economically replace Windows servers and extend traditionally 'NetWare' services to the Linux platform without losing functionality.



Which Linux Distribution?

Two primary options at this time:

- SuSE
- RedHat

First release of Novell Nterprise Linux Services will be certified on SuSE Linux Enterprise Server and RedHat Enterprise Linux

• Novell will *support* the Novell services on both distributions.

All subsequent Novell products/solutions will be certified and *supported* on market leading Linux Distributions

Product Definition Novell Nterprise Linux Services

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

İ	Identity Services	eDirectory w/DirXML	eDirectory and DirXML with connectors to eDirectory, NT Domains, and Active Directory. Web address book w/search and selfadministration.
	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 50,000 users per server. Web and Win32 client included.
	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	Software package distribution (Red Hat Package Manager or RPM) via the Tiered Electronic Distribution (TED) functionality of ZENworks for Servers.
9	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.



Analysts Applaud!

First Take: By enabling NetWare services to run on a NetWare or a Linux kernel, Novell offers two paths for customers and creates opportunities for NetWare in the increasingly Linux-friendly enterprise. Customers may remain on the NetWare kernel or move to the Linux kernel if they have a strategic commitment to Linux. A Linux option also allows enterprises that have migrated away from NetWare to reconsider Novell for file/print and application services. Finally, enterprises that never considered NetWare but plan to adopt Linux strongly may like the Novell solution because it will provide stronger directory and file/print services than the open-source community provides. - John Enck Gartner

- The *Gartner* vendor rating, projects Novell's NetWorking & Storage as a "Positive" ranking for 2007
- Gartner believes that investments in NetWare are safe through the planning horizon that is, through 2008.



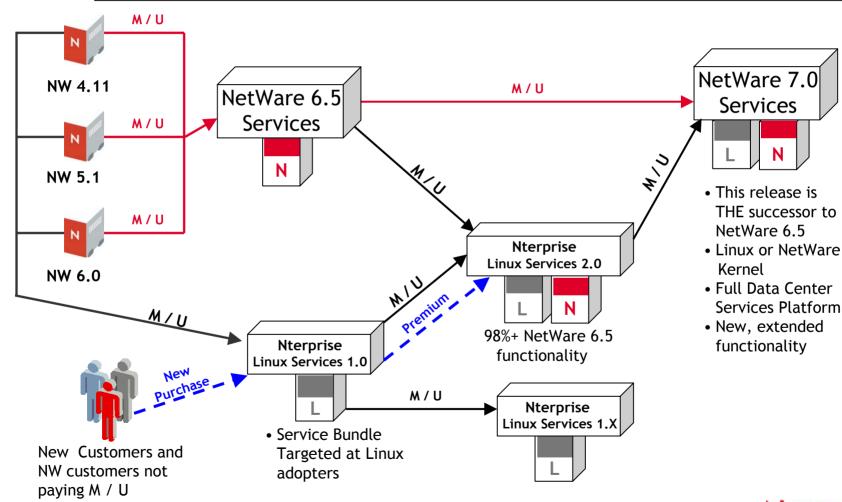
Choice and Flexibility

N = NetWare

L = Linux

M = Maintenance

U= Upgrade



Novell.



Novell Ngage (Professional Services)

Delivering Value - Novell's entire ecosystem is supporting Linux



Technical Support Services



Education & Training Services



Developer Services



Consulting Services

Full lifecycle services and support are backed by Novell professionals and thousands of partners worldwide



Summary

- With this move, Novell meets the needs of it's customer base and the marketplace by providing compelling, supported services on both NetWare and Linux, the fastest growing platform in the market today.
- This move is further proof that the Novell one Net vision, which sees open cross-platform computing as the future, is valid and timely.
- Current Novell customers paying maintenance now have both a NetWare and a Linux option going forward

Novelle