Novell iFolder® overview and futures

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Novell one Net vision

Novell exteNd™
Opening the door to Web Services

Novell Ngage℠
The experience to solve your business problems

Novell Nsure™
Securely getting the right information to the right people

Novell Nterprise™
The best foundation for your mixed 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.

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Problems of data availability

Office

Home

PDA

Hotel

Mobile

Air

Cyber Cafe

Kiosk

- Your data is everywhere and frequently not where you need it

- If your computer is lost, stolen or fails, your data is lost – no disaster recovery

- Your data is difficult to access from anywhere but the office

- You don't want to store sensitive data on the network

- You don't want to change the way you access your data

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Where is your corporate data?

Analysts agree that up to 80%of a company's business critical data resides on PCs (Desktops and Laptops), not networked storage

Up to 96% of all business PCs are not being backed up
— Strategic Research Corporation

According to IDC, the mobile work force in the U.S., Western Europe and Latin America is expected to grow from 34.7 million in 2001 to 60.8 million in 2004

35% of PCs sold into business organizations are laptops — IDC

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The solution

Novell iFolder

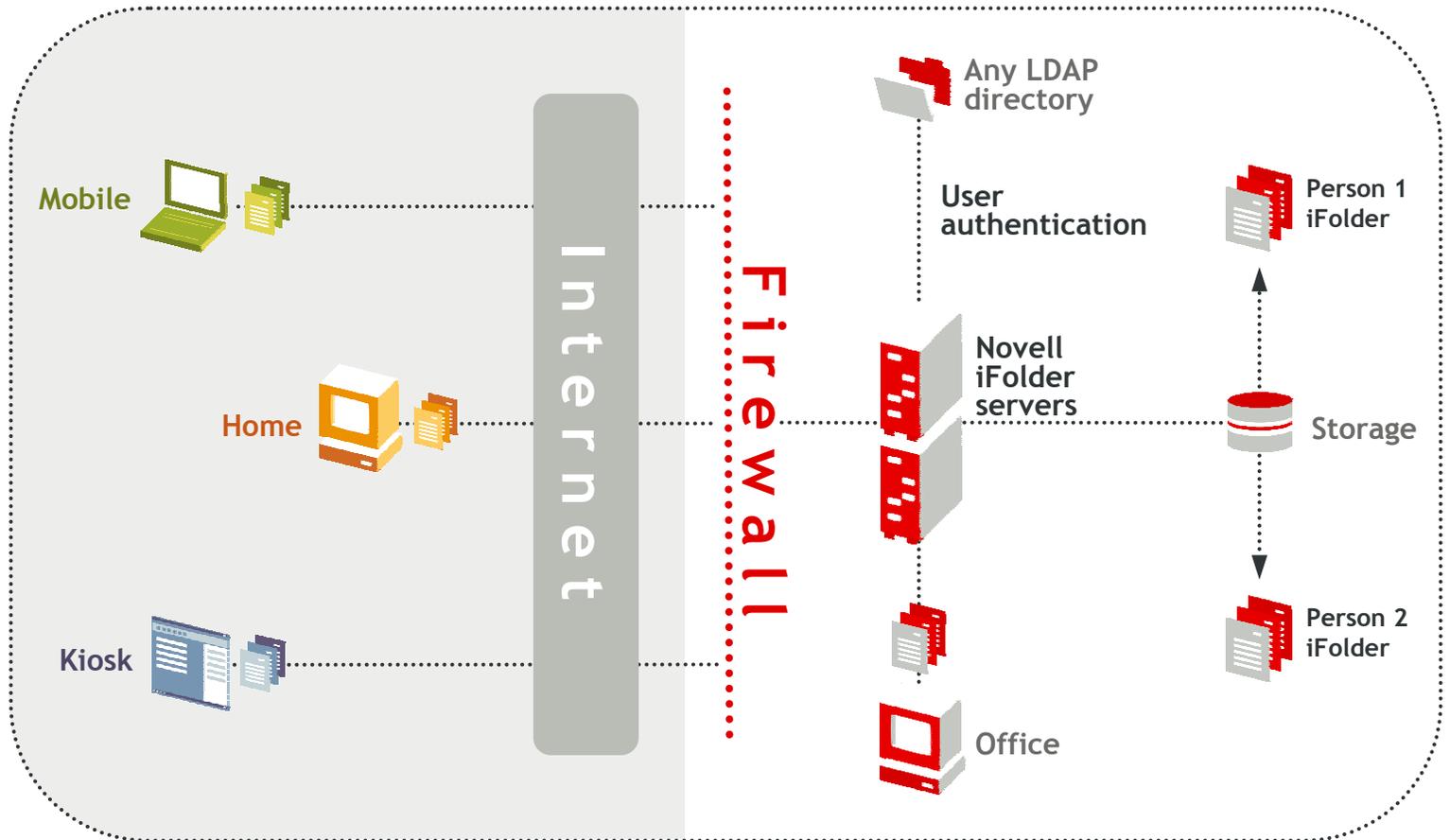Novell.

Novell iFolder product overview

Novell iFolder lets your files follow you—everywhere

- No matter where you are, your files are always with you

- Automatically backs up your local data

- Simplifies the way files are used across the Net

- Files are always safe, secure, and up-to-date

- Secures and protects corporate digital assets

- Accelerates the productivity of today's mobile professionals

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Novell iFolder architecture

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Novell iFolder benefits

Automatically **secures** and protects your files

Your files are automatically backed up on the network and multiple workstations, protecting your organization's critical data

Files are encrypted during delivery and can be encrypted on the server so no one but you can access them

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Novell iFolder benefits

It simplifies the way you use your files

Your files follow you everywhere

- Your files are automatically updated across the machines you regularly use (work, laptop, home)
- Your files are in a local directory, so you use them the same way you always have
- If you are on the road, you can access your files anywhere using a web browser

No need to remember complex login procedures

- Lengthy VPN logins are not required

The view of data is the same on all machines

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How is it used?
Backup solution for mobile users

Simple data backup solution for mobile users
(Sales or Consulting group)

- Case Study – Isover
  - Profile: Largest insulation vendor in Europe
- Problem:
  - Isover wanted to provide Sales Reps with laptops so they would access to files and corporate apps to get work done while traveling
  - However, Isover was concerned with protecting the data on the laptops
- Solution:
  - Thanks to Novell iFolder, the sales staff can access, process and administer key data and rest assured that it is protected by Novell iFolder

http://www.novell.com/success/saint.html

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How is it used?
Telecommuting

Solution to enable users to work from home
– applies also to people who need to do work from home at night

- Case Study – State of Arizona Department of Administration (ADOA)
  - Profile: Provides business services to over 100 other state agencies, boards and commissions
- Problem:
  - Studies have shown that offering a flexible workplace, such as Telecommuting, improves employee satisfaction
  - However, they don't have a solution to access files from home
- Solution:
  - With Novell iFolder, users now have high-speed, secure access to files from home via any Internet connection

http://www.novell.com/success/stateofarizona.html

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How is it used?
Mobile file access

Solution to allow users to access their files from anywhere

- Case Study – Sales Rep

- Problem:
  - Sales Rep needed to update a spreadsheet for his District Director that day or he wouldn't get paid his commission for the quarter
  - Spreadsheet was on his laptop that he had left at home

- Solution:
  - Novell iFolder saved the day, he went to a Circuit City, "tried out" a PC that had an Internet connection.
  - Was able to download the file from the Novell iFolder Web Access, made the changes, and then emailed to his manager

http://www.novell.com/products/ifolder/testimonials.html

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How is it used?

Other ways Novell iFolder can be used:

- Synchronize data between multiple machines

- Assist users with new PCs – Novell iFolder syncs the data down to the PC automatically

- Keep bookmarks synced between PCs

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How does it work?

1. Just install the small Novell iFolder client on any machine you use
   - This sets up a Novell iFolder directory on your local drive

2. Save or update any files to this local directory
   - Files are automatically delivered to the Novell iFolder server and then pushed to your other machines

3. You can also get access to your files from any Internet browser
   - Just visit your company's Novell iFolder web site, enter your ID, password, and pass phrase, and you have access to all your files (The pass phrase enables the encryption of your files)

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Novell iFolder is unique

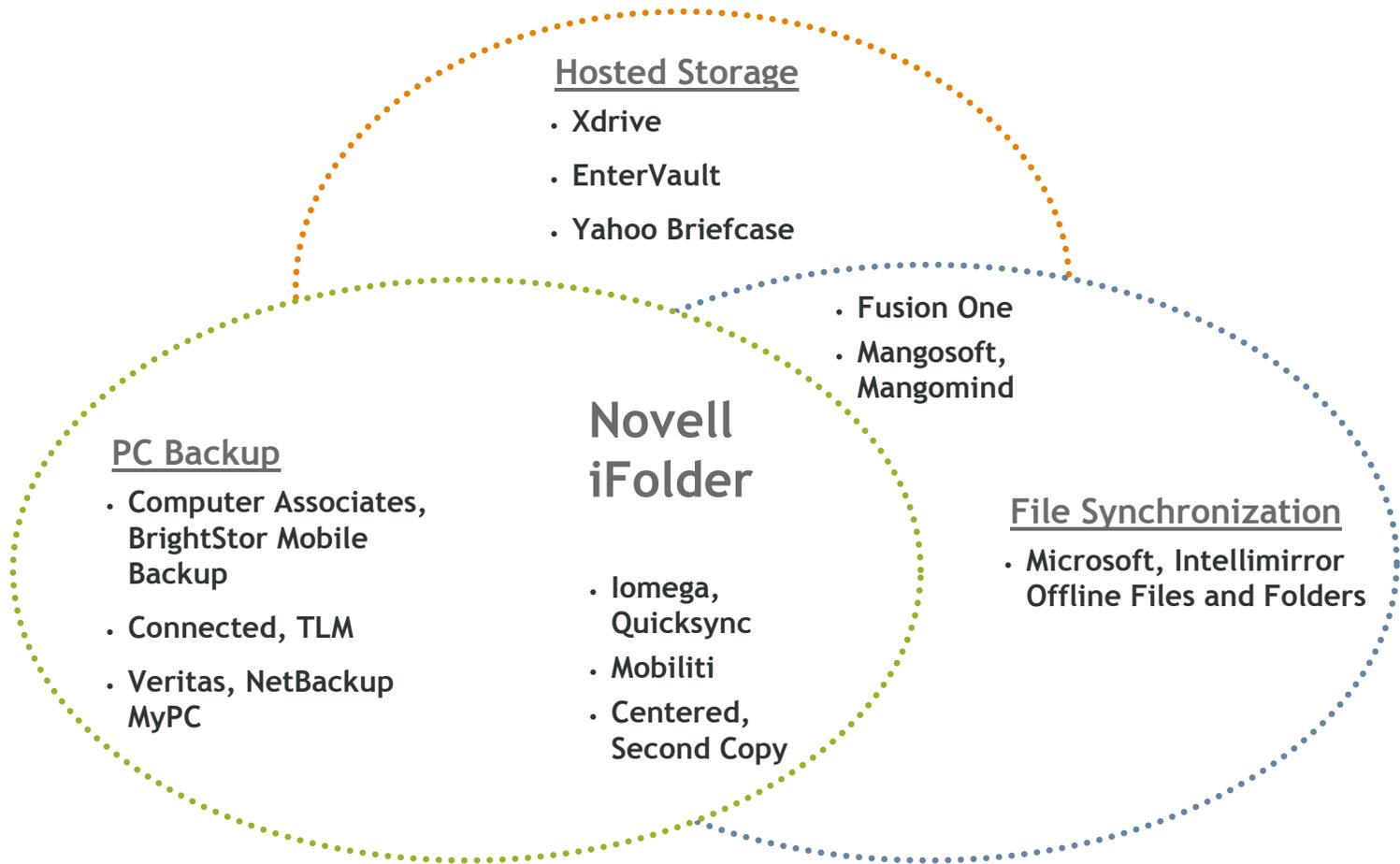**Novell iFolder is the only Internet-ready solution**

Microsoft Intellimirror offline files and folders

- Uses the CIFS LAN-based protocol and requires a VPN to access files

- Has an inefficient synchronization process (can't track or update simple changes; must update the entire file)

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Competitive positioning

Hosted Storage

- **Xdrive**

- **EnterVault**

- **Yahoo Briefcase**

- **Fusion One**

- **Mangosoft, Mangomind**

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PC Backup

- **Computer Associates, BrightStor Mobile Backup**

- **Connected, TLM**

- **Veritas, NetBackup MyPC**

- **Iomega, Quicksync**

- **Mobiliti**

- **Centered, Second Copy**

File Synchronization

- **Microsoft, Intellimirror Offline Files and Folders**

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The customer is always right

"For over two years the Director of The Department of Administration for the State of Arizona has been requesting remote file access for telecommuting. We tried VPN, WebDAV, and other possible solutions until the release of iFolder. In one short month we now have 33 users telecommuting. The Director was impressed enough to award me a Director's Recognition Award."

-Doug Upshir, *State of Arizona*

More Testimonials: http://www.novell.com/products/ifolder/testimonials.html

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Companies using Novell iFolder

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Novell iFolder
supported operating systems

Server supported operating systems and Web servers in Novell iFolder 2.1

- Novell NetWare® 5.1 SP3+ (Apache 1.3.20+)

- Novell NetWare 6+ (Apache 1.3.20+)

- Microsoft Windows NT v4.0 SP6+ (IIS v4.0)

- Microsoft Windows 2000+ (IIS v5.0)

- Redhat Linux (Apache 2; included)

Client supported operating systems

- Windows 95/98/ME/NT/2000/XP

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Novell iFolder
availability & pricing

Novell iFolder 2.1

- Currently available

- Customers who pay maintenance/upgrade protection on NetWare 6 receive Novell iFolder at no charge

- Also available as a separate product - $49/user,$1.50 for Service Provider ICSP monthly fee

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More information...

Novell iFolder demo site:

(create your own 10 MB account)

http://ifolderdemo.novell.com

Product web site:

www.novell.com/ifolder

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iFolder Direction (Uncommitted)

iFolder today

- Digital Asset Protection
- User Mobility

iFolder in the future

- Simplify file sharing:
  - Find, organize and share information
- Expanded platform support
- Consolidated Administration

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iFolder Sharing

With who...
- People in your company
- Cross company

What...
- A whole iFolder tree
- Sub-tree
- Files

How
- Simple security
  - Read only or Full access
- Bias towards sharing / working together

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Platform Support

Server platforms

- Currently: NetWare, Windows 2000, RedHat Linux
  - LDAP: eDirectory / Active Directory
- Add: SuSE Linux / United Linux

Client platforms

- Currently: Windows, Browser, PDA (via Browser)
- Add: Linux, MacOS-X (uncommitted)
- Enhance: Emphasis on streamlined user experience

Administration

- Consolidated Administration with Novell iManager

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