

# Novell® Linux Migration Solutions

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SOLUTION BROCHURE



**Novell®**

# Making the Move to Linux—Safely, Intelligently and Cost-effectively

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*“To avoid getting stung, CIOs should pursue at least some components of (this) open source agenda: Get your feet wet with relatively low-risk Internet applications. Investigate... new support offerings... Start replacing proprietary UNIX\* hardware with less costly Intel systems running Linux. Standardize infrastructure, including Web servers and desktop systems. The more daring will move enterprise level apps like SAP to Linux platforms.”*

—Christopher Koch, CIO Magazine, March 15, 2003

Organizations are becoming convinced of the benefits of Linux and open source solutions over proprietary offerings. Some have already begun evaluating, and even implementing, Linux and open source alternatives in their desktop and data center environments.

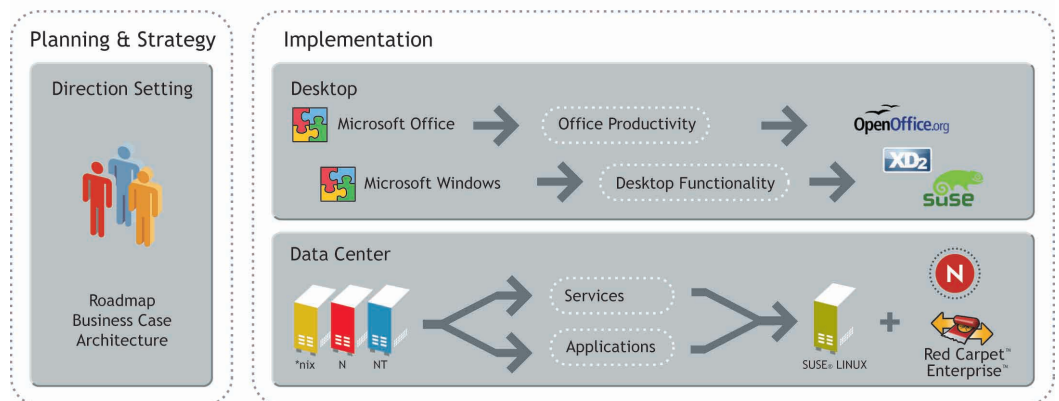
But for most, the path to Linux and open source contains both business and technical uncertainties. As a result, companies considering a move from increasingly expensive and inflexible proprietary platforms to more cost-effective and reliable Linux platforms are looking for trusted partners to help them make this move safely and intelligently. To meet this need, Novell introduces a carefully coordinated suite of Linux migration solutions.

Novell’s Linux Migration Solutions deliver a suite of methodologies, services, and tools to help you plan and implement your migration to Linux—on the desktop and in the data center. These solutions include comprehensive direction setting services to assist you in assessing your business, organizational, and technical environment, along with offerings for handling specific desktop and data center migration projects.

## THE NOVELL BLUEPRINT FOR LINUX MIGRATION

Novell has developed a logical and staged approach that covers the entire Linux migration process, from initial planning through implementation, training and support—both for desktop and data center environments.

### Linux/Open Source Migration > Approach



Organizations that follow the Novell migration approach will avoid the costly pitfalls that come from incomplete planning and narrowly focused implementation scenarios.

## DIRECTION SETTING—PLANNING IS THE KEY

*How do I develop the most appropriate and cost-effective Linux and open source migration strategy for my organization?*

To be successful, your migration needs to be done according to an intelligent and comprehensive plan—one tailored to your organization's unique profile and requirements. It must involve all key stakeholders and take into account business, organizational and cultural issues as well as technical ones. You need to ask yourself questions like, "What are my reasons for considering a migration?" "Who will be affected and how will I manage potential organizational disruptions?" "Which applications, services and users should I move first?" "What costs and savings can I expect?" "Who will provide training and support?"

The Novell Open Source Direction Setting offering helps you answer these questions as you evaluate and plan a successful move to Linux and open source. It includes two well-coordinated phases—Discovery and Strategy—that can be implemented separately or in combination, depending on your specific requirements.

- An **Open Source Discovery** engagement connects your key stakeholders with solutions experts in a comprehensive discovery process

designed to clarify issues, uncover options and possibilities, and enable a shared understanding of critical success factors. This *2-5 day engagement* results in a summary of business and tactical goals, a listing of key opportunities and solutions, and high-level technical and business assessments, priorities and next steps.

- A follow-on **Open Source Strategy** engagement allows us to work with your key stakeholders to create a clear vision and roadmap for a successful implementation, both from a business and a technical perspective. Working from the information gathered during the Discovery phase, this *2-4 week engagement* defines in detail the strategies and solutions required to meet your objectives and how we can help you achieve them.

## DESKTOP MIGRATION

Why are organizations interested in migrating user desktops to Linux? Many understand that the potential cost, reliability, flexibility and security advantages of Linux far outweigh the migration challenges. But moving to a Linux desktop involves skillful orchestration to be successful. The Novell Linux Desktop Migration offerings let you make the transition intelligently and in stages, starting with OpenOffice.org—a rich, easy-to-learn open source alternative to proprietary office suites like Microsoft\* Office—and leading to a complete Linux desktop environment, including applications, tools and management services.

*"Companies with a \$1.1M budget for office software can reduce their costs by as much as 20% by using OpenOffice.org..."*

—John Blau,  
InfoWorld

*“I’ve had the opportunity to work with many different office suites (including Microsoft Office, WordPerfect Office\*, etc.) and, in my experience, OpenOffice.org performs as well as its competitors—if not better. And OpenOffice.org is the only suite that is free.”*

—Jack Wallen, Jr.,  
Tech Republic

## OPENOFFICE.ORG—EASING THE TRANSITION TO OFFICE PRODUCTIVITY

*How can I start moving my desktop users off of proprietary desktop suites like Microsoft Office and onto a comparable and less costly open source desktop suite with minimal disruption to my organization?*

The way to minimize the disruption is to ease into the transition. Many open source applications can run on proprietary platforms as well as on Linux, easing the transition and mitigating major changes to your environment. The OpenOffice.org office suite, which includes a word processor, spreadsheet, drawing and presentation tools, and HTML editor, runs on Microsoft as well as Linux and other leading platforms. What’s more, files can be exchanged between Microsoft Office and OpenOffice.org, further easing the move from one environment to the other and lessening training requirements.

The Novell OpenOffice.org Migration offering helps you to reduce the risk of migrating and to manage the complexity of the move. Furthermore, we work with you to address not only the technical

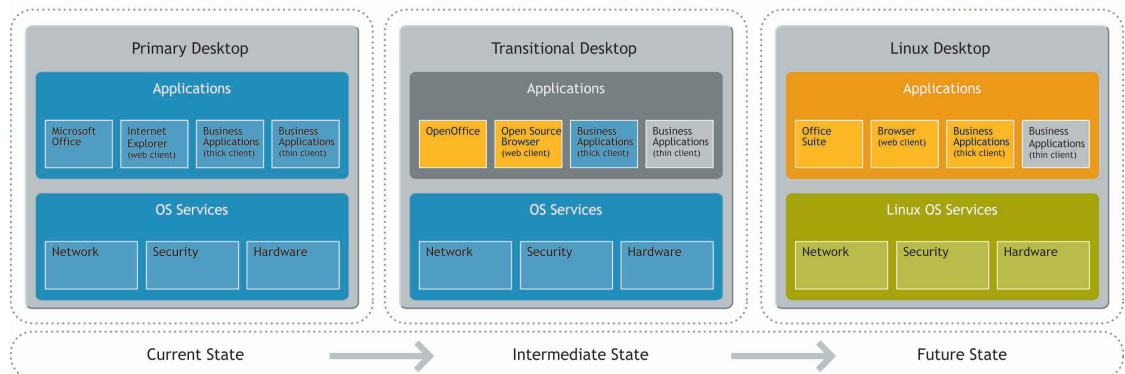
aspects, but also the demanding organizational challenges of a migration, including politics, communication, training and support.

## DESKTOP FUNCTIONALITY FOR LINUX

*Once I’m ready to migrate users to a full Linux desktop environment, what’s available to help me plan and execute such a move, safely and cost effectively?*

Moving to a full Linux environment on your desktop does not need to be a painful ordeal. The Novell Linux Desktop Migration offering can help you make the transition using proven methodologies and processes tailored to the needs of your organization as you move to a standardized thin or thick client Linux desktop. We’re ready to help you at every stage, including coordinating with internal stakeholders, choosing and customizing a Linux distribution, identifying replacement applications, training users and support staff, standardizing your Linux environment and implementing automated resource management for Linux.

### A Phased Transition to Linux > Desktop



## DATA CENTER MIGRATION

Your business relies on the integrity of your back offices information systems. That's what makes migrating your data center services and applications to more reliable, secure, and lower cost Linux platforms so compelling. But any such migration must be carefully planned and flawlessly executed to avoid serious disruption to your business.

The Novell Data Center Migration solution offerings help you successfully move business-critical systems to Linux, one step at a time, from well-defined core services like file and print, up to your most complex business applications. We help remove the risk from data center migration while taking advantage of all the benefits of Linux in the back office.

## MIGRATING DATA CENTER SERVICES TO LINUX

*What's the safest and least disruptive way to start moving my data center operations from proprietary platforms to Linux?*

The best way to ensure success in migrating to Linux is by following well-coordinated stages that minimize the operational risks and unnecessary disruptions to your organization. The Novell Data Center Services Migration offering helps you move generally stable and well-defined corporate IT services—such as database, file, print and Web—to Linux. It provides a natural and straightforward first step toward a full data center Linux migration.

As part of the offering, we help you identify and communicate with key stakeholders so the organization's needs and concerns can be addressed;

we help you determine which services should be migrated; and we work with you to develop a detailed migration plan. We assess your current hardware and software capabilities to ensure Linux compatibility, and we help you determine where it makes sense to consolidate services and hardware. We also help you assess and implement training and support programs.

Once we have identified the Linux-compatible service offerings that best meet your needs and have drafted a migration plan, we test the design and selected services in a lab environment. After any necessary adjustments, the design is rolled out first to a limited environment and then to full production. In most cases, your users won't even know that your backend services have changed.

## MIGRATING DATA CENTER APPLICATIONS TO LINUX

*What path should I follow to migrate my core data center business applications to Linux in a way that ensures security, prevents data loss and causes the least amount of disruption to my business?*

Your core data center business applications are crucial to your company's success. Our goal is to make your transition a painless and secure one. Based on an assessment of application use patterns in your organization, we help you determine which applications should be migrated. And since some applications don't currently support Linux, we can help you identify alternate open source applications that provide comparable features.

*"In an online spending survey of 130 IT managers and decision makers, 30% said that, among Linux-related projects planned for 2004, a data center migration to Linux would receive the greatest monetary commitment. Of that percentage, 52.7% indicated they'd be spending up to \$99,000 on the migration, and 13% expect to spend between \$100,000 and \$499,000."*

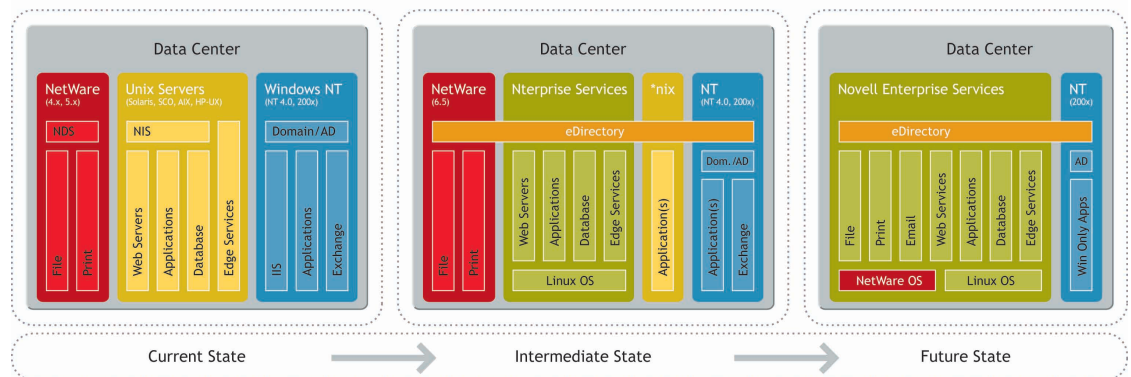
—Michael S. Mimoso,  
SearchEnterpriseLinux.com,  
Feb., 2004

We also investigate interdependencies that each application might have on proprietary operating systems, databases, other services and applications, and desktop clients as well as interdependencies with corporate policies and processes or existing industry and regulatory standards and requirements.

Since an important aspect of any application is the data associated with it, we help you determine data storage needs and identify whether the data is Linux compatible, and, if not, whether data conversion is practical.

Once the applications and data to be migrated have been identified, we test them in a lab and limited production environment before rolling them into full production. We also assess and recommend any changes to your training and support programs.

### A Phased Transition to Linux > Data Center



### THE NOVELL MOVE TO LINUX

At Novell we practice what we preach when it comes to Linux and open source. Our Information Services and Technology (IS&T) organization is well on the way to transitioning Novell desktops and data center information systems to Linux and open source.

**Desktop.** We are making the move in two steps. First, we are rapidly replacing existing proprietary office productivity software with the OpenOffice.org application suite. Since OpenOffice runs on several desktop operating systems, we can move people there as an intermediate step before we move them fully over to Linux.

We anticipate significant license savings from this move alone. Our experience is that training and support haven't been as hard as we expected. What's more, early-adopters and pilot groups have indicated little or no loss of functionality. There are a handful of power-users (financial analysts, for example) who will continue to use proprietary office products for some functions.

The next step is to migrate the majority of our users to a full Linux desktop. Novell provides a powerful and easy-to-use integrated desktop for Linux. Although there is work to enable the enterprise applications for an open desktop, Novell delivers almost all applications via a

browser. Consequently, many will work in a Linux browser with no changes.

**Data center.** We've already moved [www.novell.com](http://www.novell.com) and our internal Web site to Linux, as well as backend services such as DNS/DHCP and databases. Our company-wide eDirectory™ environment has also been migrated—all with no disruption of services. Services and applications will be evaluated on a case-by-case basis as existing hardware is retired, upgrades of existing software are requested, or both.

#### THE NOVELL LINUX ADVANTAGE

At Novell, we have the experience and know-how to help you develop a sound Linux migration strategy and implementation plan. We bring a

deep understanding of the entire network ecosystem to customers through products and services that support Linux to the same level of performance and with the same professionalism we have brought to NetWare, and our other products. We will work with you to develop a clear understanding of your Linux and open source migration options and help you identify both the risks and opportunities you face in making the transition.

At Novell, we speak your language—the language of business. Let us help you lay out a roadmap for success. Contact a Novell salesperson today to learn more or visit us at: [www.novell.com/linux](http://www.novell.com/linux)

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