

Making the Move to Open Source

A Clear Path to Success

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SOLUTION FLYER

Companies today are growing increasingly frustrated with proprietary solutions. Expensive vendor “lock-in” situations—including the mounting pressure from proprietary vendors to migrate or upgrade customers to more complex, expensive versions of their systems—leave little choice but to pay premium fees or fall behind. What’s more, today’s popular computing platforms are raising concerns over security, reliability and performance. The result: open source alternatives, and Linux* in particular, are looking more and more attractive to business and IT decision makers.

THE OPEN SOURCE SOLUTION

There is little doubt that many companies are starting to move away from proprietary software and embrace Linux and open source. The reasons are compelling. Linux has become the fastest growing operating system in the industry and is increasingly accepted as a legitimate alternative to UNIX* and Microsoft Windows*. Adopting a Linux strategy can dramatically cut costs by lowering license and maintenance fees, enabling deployment on less expensive hardware platforms, increasing system uptime, and optimizing investments in people and IT resources. What’s more, major players like IBM, Sun, HP and Oracle have made significant commitments to Linux and open source.

But here’s the catch: while many companies understand the potential benefits of Linux and open

source, few have the skills and experience required to research, plan and execute a successful migration. IT executives ask: How will we transition our critical systems to Linux without jeopardizing our core business processes? How can we be sure we have the applications and tools we need? What about integrating and consolidating all of our disparate systems? And, perhaps most important of all: Who can we contact if something goes wrong?

The stakes couldn’t be higher since the consequences of a poor transition strategy can be fatal. So companies are looking for ways to reduce their risks. The answer is to engage with a trusted partner who will assist them in planning and implementing all phases of a successful migration to Linux and open source. Obviously, the ideal partner is one who understands your company’s needs, has the knowledge and experience to implement

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“As Linux continues to gain popularity, IT departments are looking for guidance and support in moving Linux into the enterprise and are seeking that support from vendors they have come to know and trust.”

—Gartner Group,
October, 2003

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the most appropriate solution, and who will be around for the long haul.

NOVELL: YOUR PARTNER IN OPEN SOURCE SUCCESS

Novell has a long history of helping companies with their IT infrastructure needs. No one else has the Linux and open source resources and expertise worldwide that we do. And, with the recent acquisitions of Ximian, a leader in Linux desktop tools and services, and SuSE, a world-class Linux distribution provider, Novell has greatly expanded its ability to serve the full range of customer Linux and open source needs—from desktop to data center.

We will work closely with you to examine your current IT systems and determine how well they support your processes and key business objectives. Then, armed with this information, we can help you chart a clear path to a successful implementation.

Our Open Source Direction Setting solution includes two well-coordinated phases:

1. An **Open Source Discovery** engagement that connects your key stakeholders with solutions experts in a comprehensive discovery process designed to clarify issues, uncover options and possibilities, and arrive at 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.

2. A follow-on **Open Source Strategy**

engagement where we 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.

THE NOVELL. ENTERPRISE[®] ADVANTAGE

At Novell, we have the experience and know-how to help you develop a sound Linux and open source strategy and put a comprehensive implementation plan in place. We bring a deep understanding of the entire network ecosystem to customers through 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 options and help you identify both the risks and opportunities you face as you make the transition.

We at Novell 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.

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