Challenging the world to change

Agenda

- What is the SuSE Universal OS vision
- Why SuSE
- Autobuild and other things that make SuSE the best for IT
- SUSE products
- Partnerships and alliances

Who is SuSE?

- **Statistics**
  - Founded 1992
  - Started Selling Linux in 1993
  - Growing Customer Base
  - 350+ Employees, $40M in Revenues
- **Market Focus**
  - Universal OS
  - Enterprise Customers
  - OS Software Integration
  - World Class Linux Dev Team
- **Global Operations**
  - Germany- World Head Quarters
  - Offices: US, UK, Italy,Czech Republic
  - Latin America

Improving the Bottom Line

Lowering the overall cost of operations

Consolidating IT Resources

OS Market Data

- Europe's best selling Linux
- SuSE is growing aggressively in the US market
- SuSE is ranked #2 in the x86 arena with ~20% Market Share
- SuSE is the undisputed leader in 64-bit Linux
- SuSE dominates the non x86 Enterprise Linux markets and claims more than 50% of the i/pSeries and greater 80% of the Linux for S/390 and zSeries markets (WW)

"In every category, SuSE either held first place or tied Red Hat for that position"

DH Brown, Linux Function Review, 2003

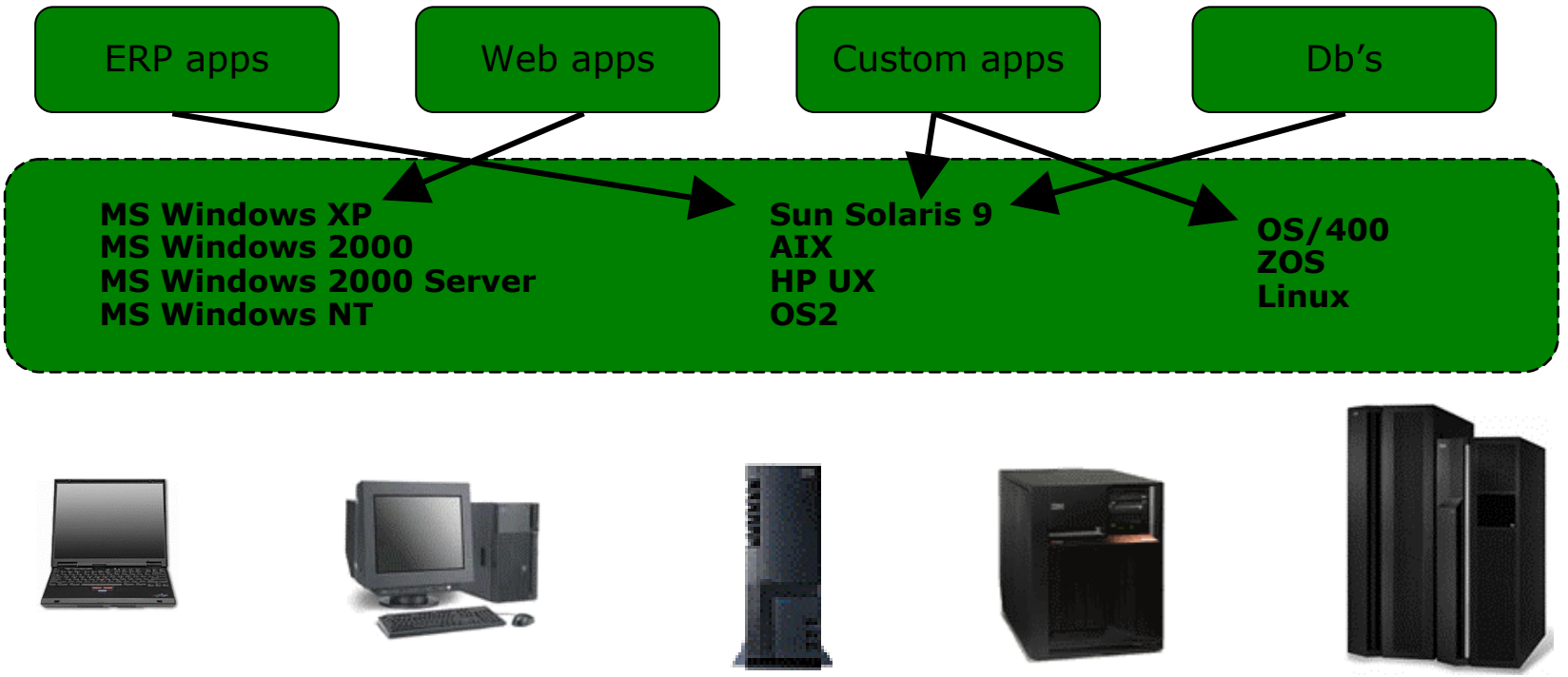
What makes SUSE Unique?

- Pure focus on Enterprise Linux
  - SUSE maintains a dialoge with business Linux users -- technical and executives
  - We design SUSE Linux for the mainframe, and let the quality echo through all platforms
- The Universal OS
  - One source, multiple platforms
  - Been doing this for several years (unlike some newbies)
- Building the best Linux ecosystem available for business
  - Choosing strategic partners to deliver a complete Linux solution for businesses
  - Hence, CA and SUSE partnering

Would you rather drive a Mercedes or a Yugo?

SuSE Vision

The Enterprise Today (sadly)…



SuSE Vision

Plug and Play Enterprise Systems…

ERP apps | Web apps | Custom apps | Db's

SuSE Linux
Desktop / Enterprise Server

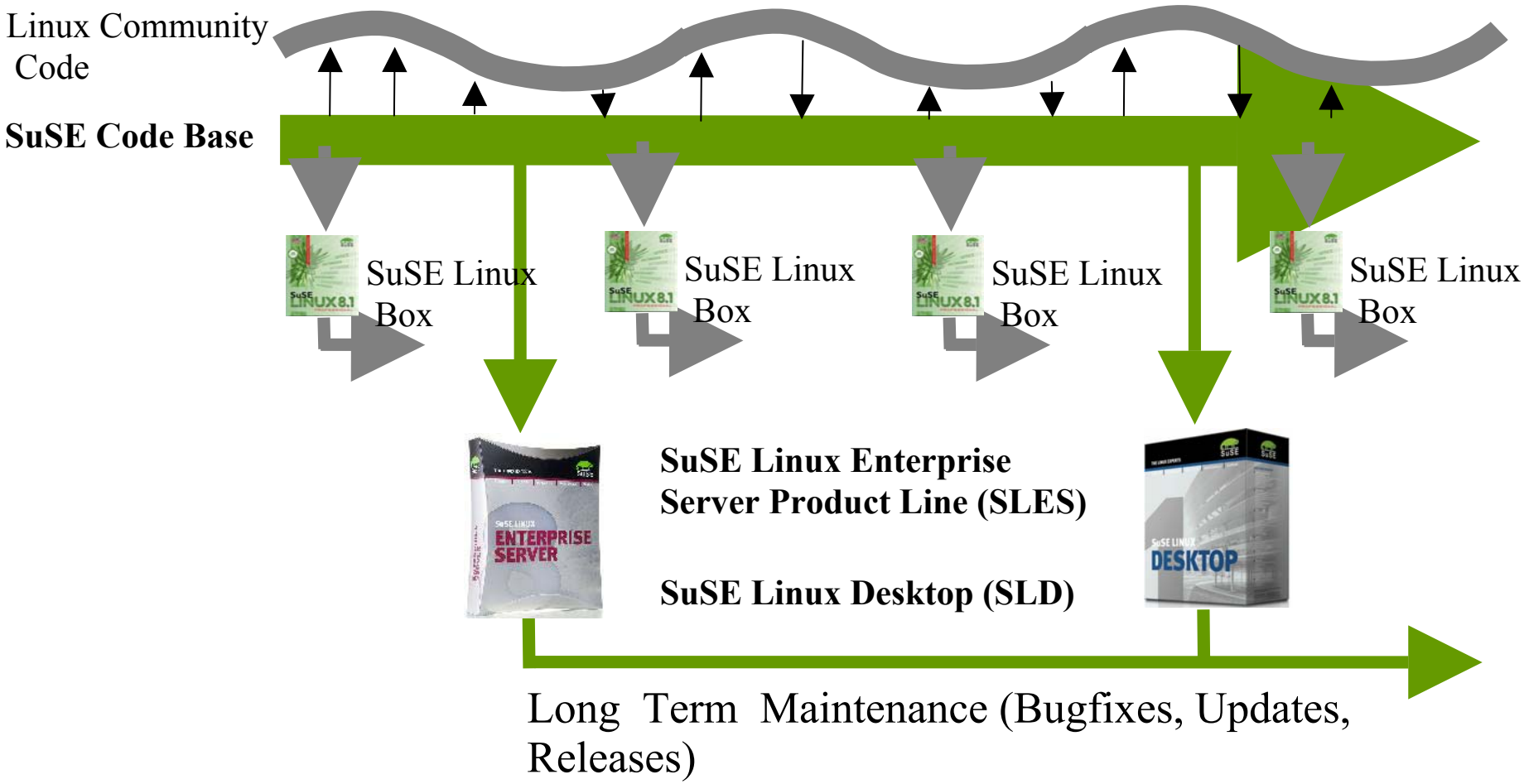
Universal OS©

Compaq **DeskTop** | Dell | SUN | HP | IBM **Main Frame**

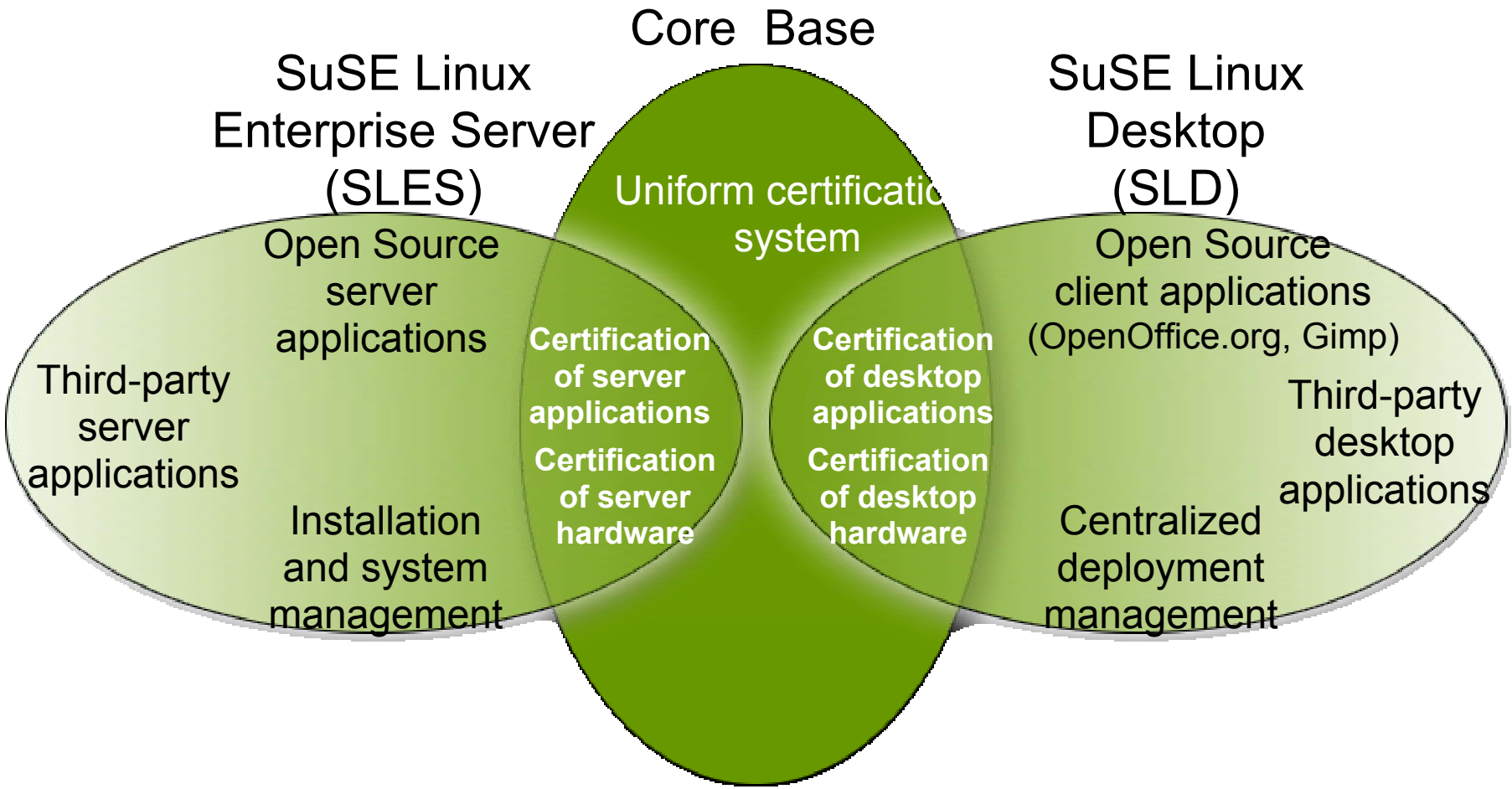
What is AutoBuild?

- AutoBuild is unique to SUSE
  - A system for automating the SUSE Linux build process
  - Uses one source code base for all platforms
  - Builds and tests each platform
  - Test the interoperability of each platform
  - Assures that all SUSE Linux products work together perfectly
- Why is this important? A Universal OS . . .
  - Reduces production problems
  - Improves operations
  - Consolidates skill sets
  - Expidites IT solutions

Build Process

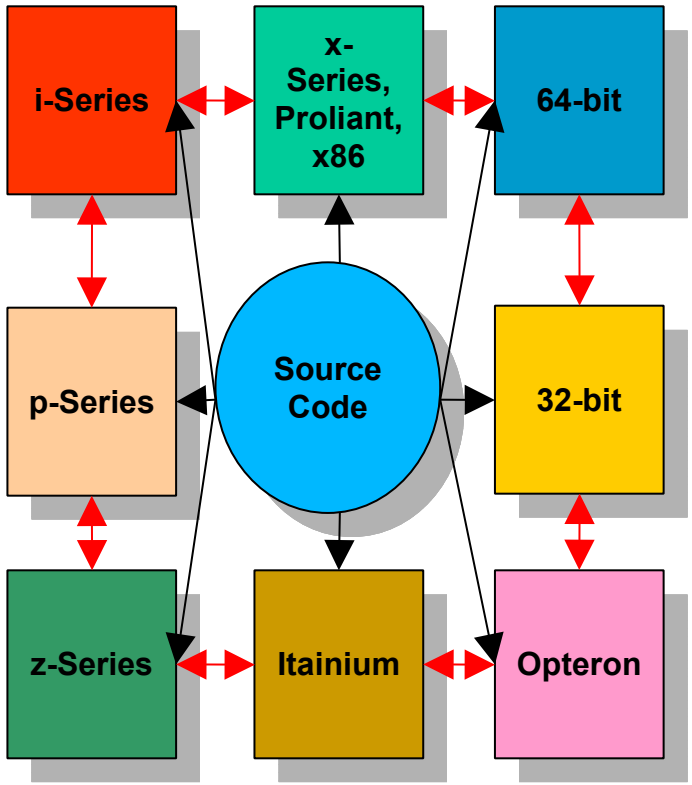


Desktop and Server



SuSE's Autobuild System

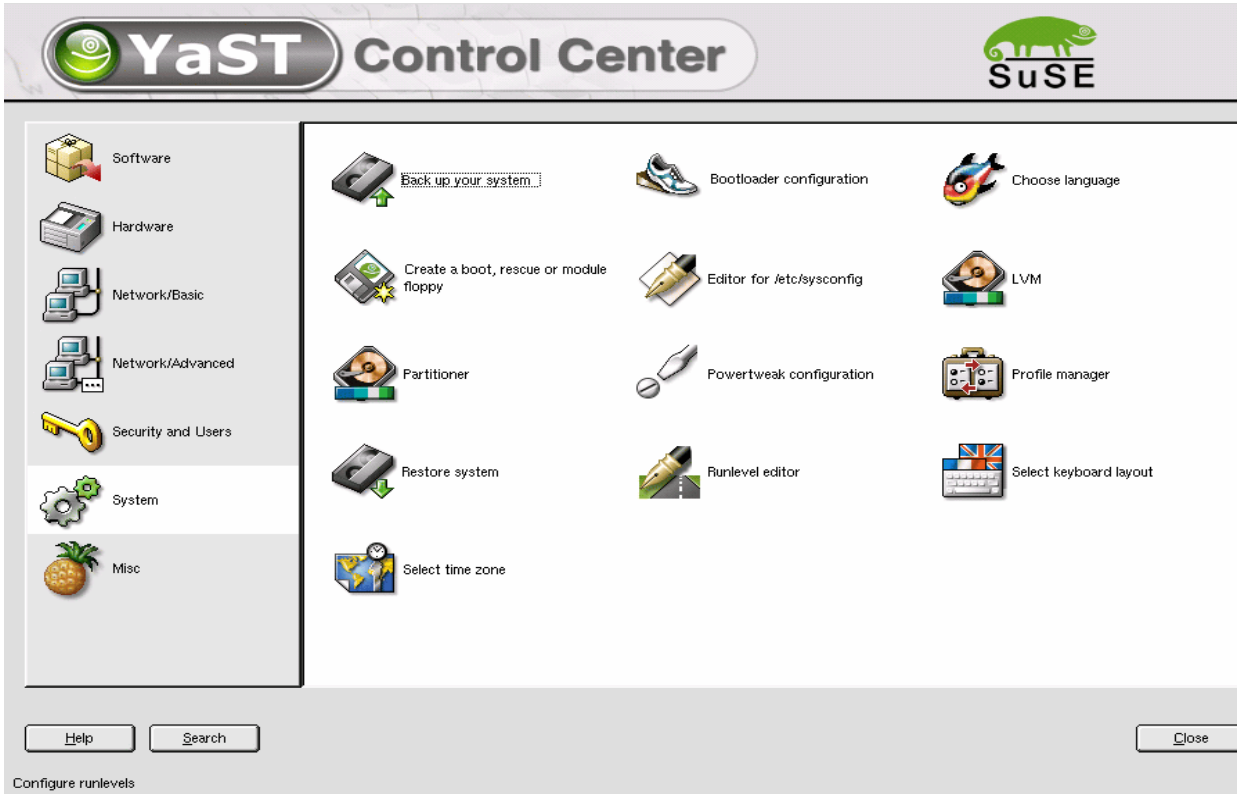
- One source, one build, many platforms
  - Our AutoBuild system creates a completely cross-compatible SuSE Linux for all platforms
- Absolute cross-platform interoperability
  - Single-source assures that laptops, clusters, minis and mainframes work in the same way
- Highest available degree of application portability
  - SW vendors now have many more profit centers (platforms) to which they can easily port
  - Peripheral vendors have more platform opportunities
- Mainframe-grade stability on all platforms
  - SuSE Linux builds to support five-nines (99.999%) stability for mainframe users
  - That stability is replicated for all other platforms



Businesses trust SuSE engineering to provide a proven, rock-solid Linux environment across all platforms.

YaST – Administration made easy

- YaST is the central program for all Sys Admin functions
- Consistent, complete, and simple to use
- Reduces administrative errors
- AutoYaST for mass installation



SuSE Linux for the Enterprise

SUSE Linux Stability

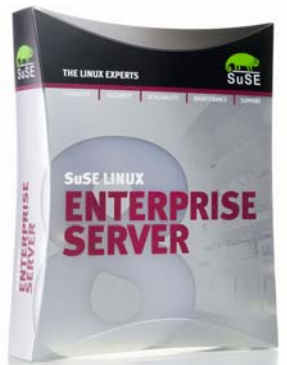
- Stability and support
  - Mainframe quality echoes through all platforms
  - YaST reduces downtime – planned and unplanned
  - YaST Online Update streamlines patching
  - AutoYaST for networked administration
  - Robust journaling file systems

SUSE Linux Support

- Support for SuSE Linux
  - Available from SuSE
    - Maintenance – patches, email support, installation support
    - Standard support – Business hours phone, config support
    - Premium support – 24X7 phone, standard plus high availability
  - From IBM, HP, Sun and Oracle
    - “One throat to choke”

SUSE Linux Enterprise Server

- ***Enterprise Server***
  - ***For x86, Itanium, Opteron, i-Series, p-Series and z-Series***
  - ***Scalable vertically and horizontally***
  - ***Mainframe-grade stability on all platforms***
- ***Unique features***
  - ***YaST, for easy and bullet-proof administration***
  - ***AutoUpdate for automated patch identification, downloading and installation***
- ***Massively scalable***
  - ***32- or 64-bit***
  - ***Up to 64 processors***
  - ***Up to 512 GB of memory***
  - Up to 600 physical disc drives
  - Multipath and asynchronous I/O



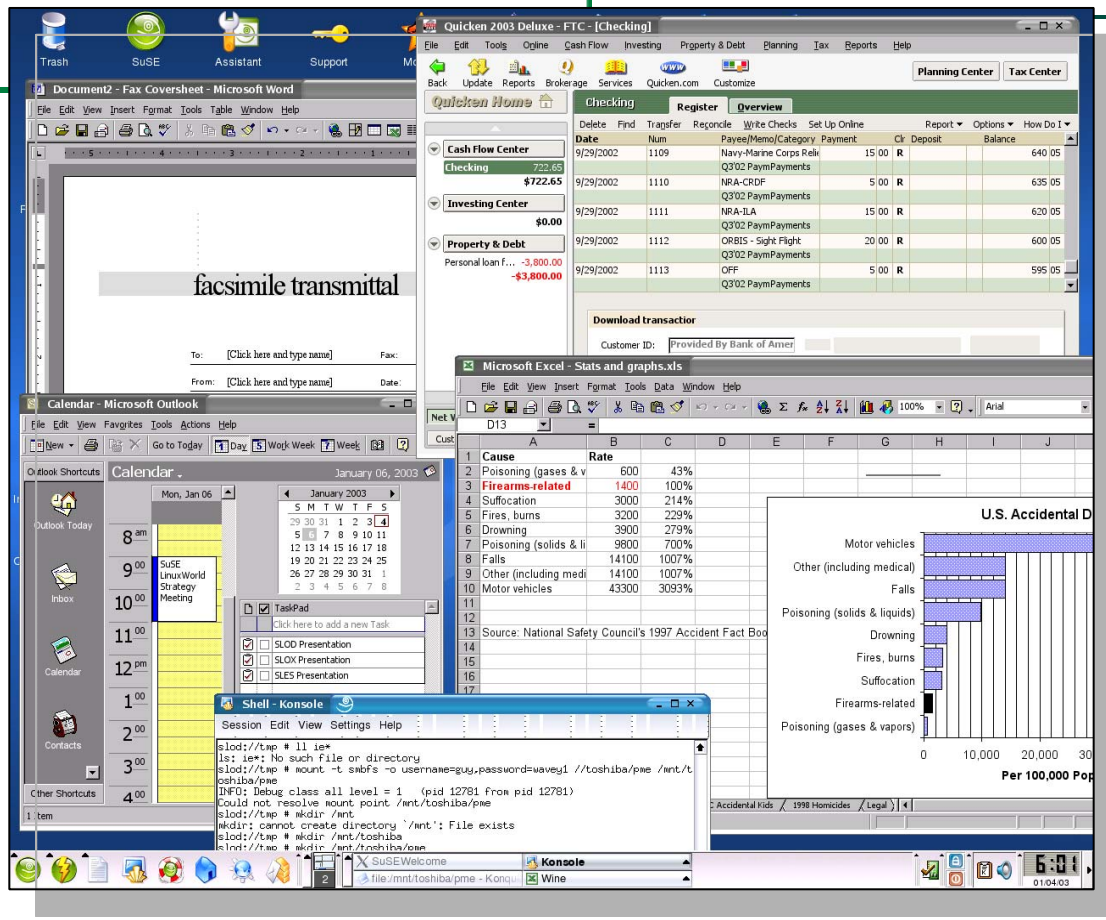
SUSE Linux Openexchange

- Linux-based groupware
  - Based on OpenSource
  - Extremely scalable – 800+ users on a standard Intel box
- Features include
  - Email support
  - Calendars
  - Address books
  - Project management
  - Knowledge base
  - Document management
  - Forums

- All end-user and admin functions ac ia a web browser
- Up to ¼ the cost of a Microsoft Exchange server

SuSE Linux Desktop

- Support for Windows apps
- StarOffice suite for desktop applications
- Agfa Monotype fonts with Windows/Office compatibility
- Desktop sharing for support and collaboration
- Multi-level distributed administration
- SuSE Linux code-base stability



"I've even chosen SuSE for my desktop and canned Microsoft!"

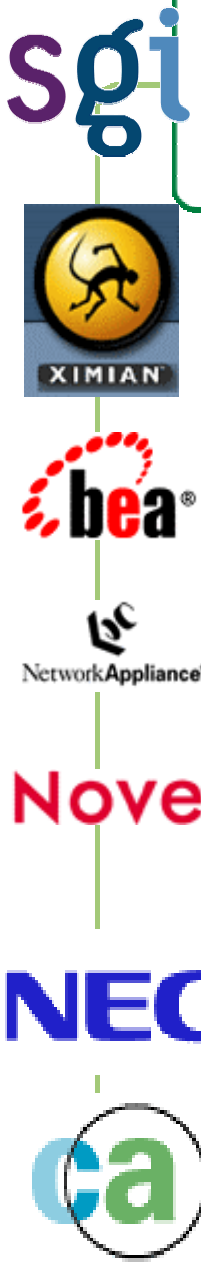
Joe Poole - Mgr of Tech Support, Boscov's Department Stores

SuSE Linux Desktop provides full office desktop functionality on the mainframe-grade SuSE Linux platform.

simply change

Why SUSE Linux?

- Maturity of a decade old technology company
- The stability of elegant engineering
- Our focused attention on making IT successful
- The backing of major HW and SW vendors



Mainframe Pilot Program

- 600 USD for up to 6 months of maintenance
- Form available at www.suse.com/us/business/products/server/sles/evaluation.html
- Or talk with a SUSE LINUX Premium Business Partner
  - IBM Global Services
  - Denver Solution Group
  - Mainline Information Systems

Questions?