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
  - Universal OS

- **Market Focus**
  - Enterprise Customers
  - OS Software Integration
  - World Class Linux Dev Team

- **Global Operations**
  - Germany- World Head Quarters
  - Offices: US, UK, Italy, Czech Republic
  - Latin America

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**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 dialogue 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)…

ERP apps  Web apps  Custom apps  Db’s

- MS Windows XP
- MS Windows 2000
- MS Windows 2000 Server
- MS Windows NT
- Sun Solaris 9
- AIX
- HP UX
- OS2
- OS/400
- ZOS
- Linux

Desktop  Main Frame

simply change
SuSE Vision

Plug and Play Enterprise Systems…

ERP apps  Web apps  Custom apps  Db’s

SuSE Linux
Desktop / Enterprise Server

Universal OS©

Compaq
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
  - Expedites IT solutions
Build Process

Linux Community Code

SuSE Code Base

SuSE Linux Box

SuSE Linux Box

SuSE Linux Box

SuSE Linux Box

SuSE Linux Enterprise Server Product Line (SLES)

SuSE Linux Desktop (SLD)

Long Term Maintenance (Bugfixes, Updates, Releases)
Desktop and Server

SuSE Linux Enterprise Server (SLES)

- Open Source server applications
- Installation and system management
- Third-party server applications
- Certification of server applications
- Certification of server hardware

Core Base

- Uniform certification system

SuSE Linux Desktop (SLD)

- Open Source client applications (OpenOffice.org, Gimp)
- Third-party desktop applications
- Centralized deployment management
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

Lower entry cost / desktop

Performance, stability, support, maintenance
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 accessible via 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.
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
- Or talk with a SUSE LINUX Premium Business Partner
  - IBM Global Services
  - Denver Solution Group
  - Mainline Information Systems
Questions?

HAVE A LOT OF FUN !!!