

Workgroup Solutions and Open Collaboration:

The Novell® Open Workgroup Suite and
Novell Teaming + Conferencing

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Agenda

Direction setting

The Novell Open Workgroup Suite

- component review
- open, low-cost alternative

Novell Teaming + Conferencing

- product demo

“It is now possible for more people than ever to collaborate and compete in real time with more other people on more different kinds of work from more different corners of the planet than at any time in the history of the world.”

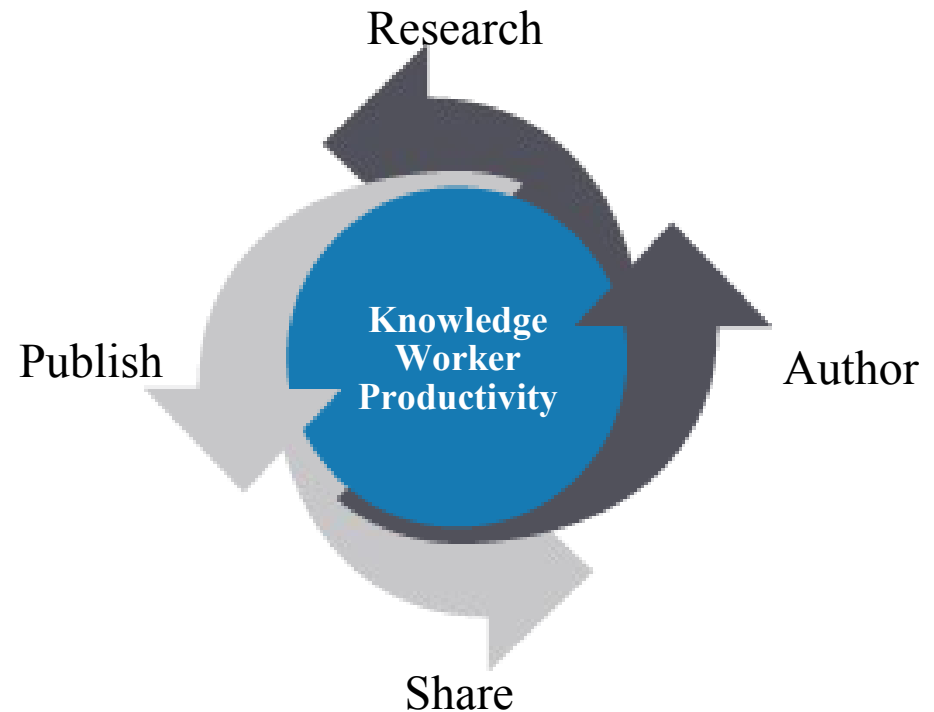
- *Thomas Friedman*



Workgroup Serves

the Knowledge Worker and supporting IT staff

“Workgroup” encompasses the tools, services and processes required to meet the needs of the knowledge worker.





Novell Open Workgroup Suite

Introducing the Alternative

The Novell Open Workgroup Suite combines technical innovation from the open source world with Novell's experience and global reach. It includes:

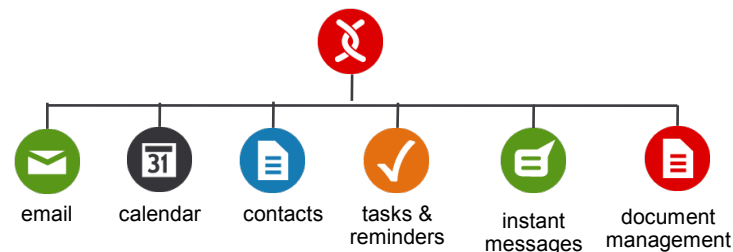
- **Industry-leading enterprise networking services**
- **Secure and reliable collaboration solution**
- **Cross platform systems management tool**
- **Open source Linux® desktop**
- **Open source productivity suite for Windows and Linux**
- **Open source Linux server**

Reliable Collaboration with Novell GroupWise®

Novell GroupWise helps users stay productive and connected no matter where they are. It also offers the benefits of simple management and unmatched security, reliability and flexibility. With GroupWise, IT has the freedom to choose cost-saving deployments such as Linux on the backend; Linux, Windows and Mac on the desktop; and virtually any operating system used by today's leading mobile devices.



According to CERT.org*, Novell GroupWise has had 13 documented vulnerabilities – [Microsoft Exchange/Outlook has had 157](#)

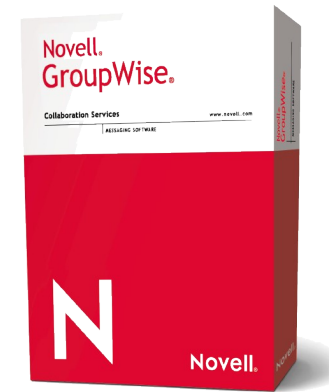


Novell GroupWise® Mobile Server

Powered by Intellisync*

Real-time two-way wireless delivery of Novell GroupWise

- ✓ E-mail
- ✓ Calendar and Meeting Requests
- ✓ Directory Lookup
- ✓ Contacts
- ✓ Tasks
- ✓ Notes



Supports hundreds of mobile devices via any carrier network and/or WiFi

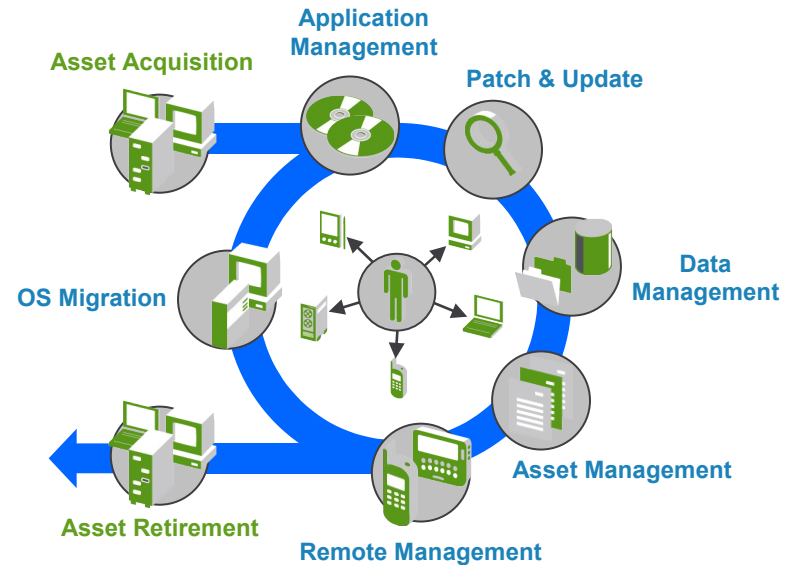
Free to Novell GroupWise 7 customers with maintenance or upgrade protection!

Novell ZENworks Suite

Cross-platform systems management

ZENworks brings you identity-based, cross-platform lifecycle management of all your systems, from acquisition to retirement.

- The old saying that Linux is expensive to manage just isn't true anymore



Novell ZENworks suite enables you to manage desktops, laptops, handheld devices and servers running on Linux, NetWare or Windows. It includes configuration, software, patch (subscription purchased separately), data and asset management tools



Read more about Novell ZENworks at: www.novell.com/zenworks



SUSE Linux Enterprise Desktop

powered by SUSE® LINUX



Includes leading open source office productivity and collaboration applications

Highly refined desktop environment

Ideal for organizations seeking more flexible control of desktops

Powered by SUSE Linux Enterprise Server

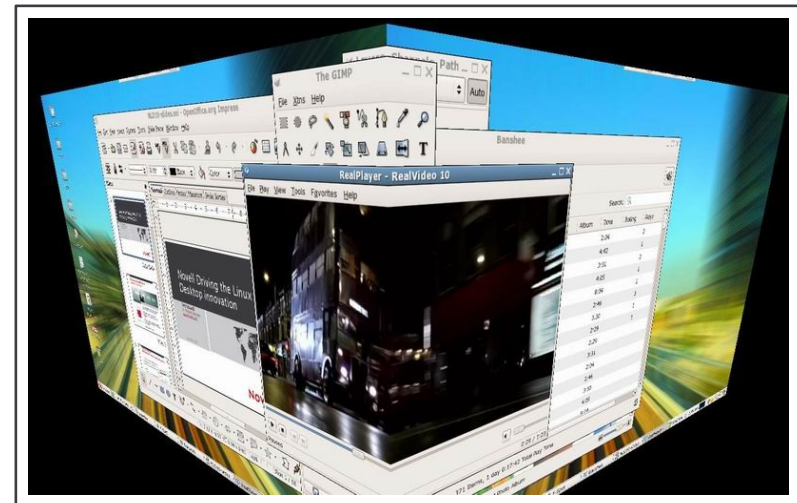
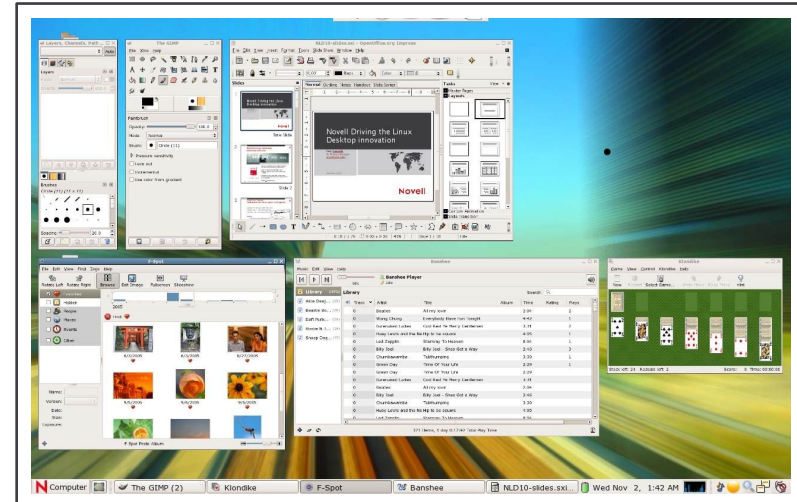
Supported by Novell

SUSE Linux Enterprise Desktop

Powerful applications

- Photo management
- Music management – iPod® support
- Multiple other tools

Enhanced 3D graphics acceleration



OpenOffice.org Novell® Edition

Complete desktop productivity suite

Suite of office productivity applications, providing a word processor, presentation, spreadsheet and database applications, an HTML editor and a drawing tool.

- Employees remain productive at a fraction of the cost
 - Novell is the 2nd largest contributor
 - Fully supports Open Document format
 - File format compatibility with Microsoft Office
 - Easily export to PDF
 - Similar environment to Microsoft Office – little or no retraining
 - Deploy on Linux or Windows desktops

The Novell Open Workgroup Suite
is the open, low-cost alternative

How Novell Stacks Up

Component	Microsoft	Novell alternative
Server operating system	Windows 2003 Enterprise Edition	Novell Open Enterprise Server (Includes SUSE Linux Enterprise Server)
Collaboration solution	Exchange Server 2003 Enterprise Edition	Novell GroupWise
Systems Management solution	Systems Management Server	Novell ZENworks Suite
Desktop operating system	Windows XP Professional	Stay on current Windows, upgrade to Windows XP Professional or transition to SUSE Linux Enterprise Desktop
Productivity suite	Office 2003 Professional	OpenOffice for Windows or Linux
Portal solution	SharePoint Portal Server	Novell Teaming + Conferencing

Everything you need to deploy the infrastructure and desktop environment and keep users productive.

Three-year Cost Scenario: 250 users

Novell Open Workgroup Suite pricing vs. Microsoft*

Comparing software cost for 250 users over a period of three years

MS Enterprise Agr. (*left column*)

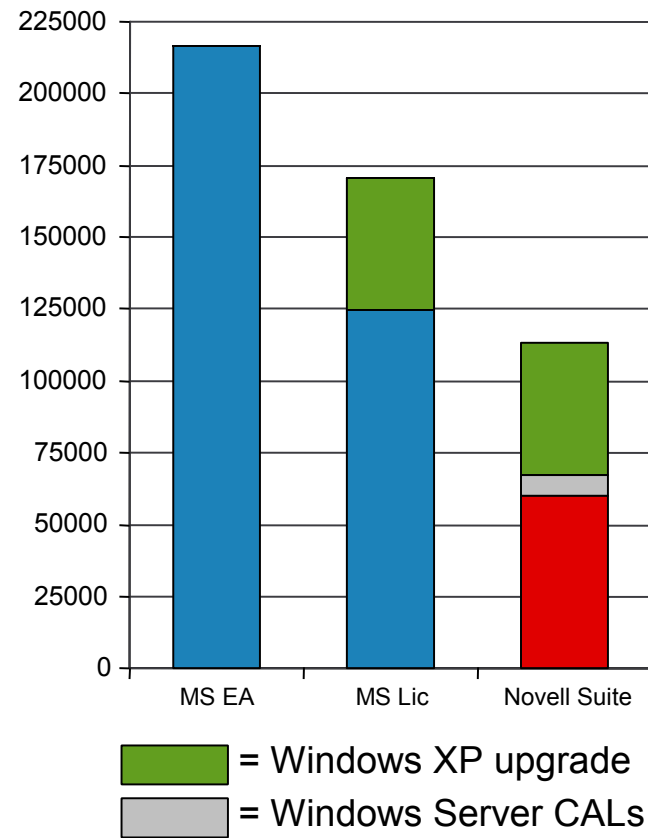
MS license option (*middle column*) does **not** include Software Assurance or SharePoint Portal; uses Office Standard (vs Pro)

Novell alternative is rental of the Open Workgroup Suite (*right column in red*)

Green areas represent an upgrade to Windows XP; grey area represents Windows 2003 CAL

Savings of over **\$150,000** or **73%!**

Three-year cost



* MS license pricing (middle bar) based upon Open Volume Level C

The background of the slide is a solid blue color with a pattern of diagonal lines in various shades of blue, creating a sense of motion and depth. The lines are most prominent on the right side and fade towards the left.

Novell Teaming and Novell Teaming + Conferencing

Sample Business Applications

Productivity	Innovation	Marketing
Project management	Design process	Bid response
Process automation	Research	Campaign management
Acquisition management	Communities of practice	Competitive analysis
Deal room	Market research	Sales lead tracking
Program management	Knowledge base	Product portfolio management
Quality assurance	Product life cycle	
Employee performance management	Ideation	
Issue tracking and management	Requirements management	
Employee time tracking		
Board and task force management		

Adoption Forecasts

“Enterprise social software will be the biggest new workplace technology success story of this decade. 30% of enterprises will openly sponsor internal MySpace-like social sharing spaces to help employees find others with similar interests, skills, backgrounds and experiences. These social sites will be businesslike but not restricted to business. Together with improved search tools, these personal home pages on the intranet **will facilitate expertise location and communication**, and improve bonding between employees.”

– Gartner, Inc., “Predicts 2007: Big Changes Ahead in the high-Performance Workplace,” Tom Austin, Jeffrey Mann, et al.

Novell® Workgroup Product Portfolio



Novell Teaming + Conferencing

Team Workspace Features

- ✓ Team Management
- ✓ Address book
- ✓ Team Discussion Forums
- ✓ Team Calendar and Tasks
- ✓ Document Management
- ✓ Workflow
- ✓ Integrated Search and Meta-tags
- ✓ Wikis and blogs

Novell Teaming + Conferencing

Real-Time Conferencing Features

- ✓ Web Conferencing
- ✓ Voice Conferencing
- ✓ White Boarding
- ✓ Instant Messaging
- ✓ Presence Awareness

Pricing and Licensing

Novell® Teaming:

Licensing
<ul style="list-style-type: none">User/Device based

Pricing
<ul style="list-style-type: none">New license <p>\$55.00</p> <ul style="list-style-type: none">Maintenance <p>\$14.00</p>

Novell® Teaming + Conferencing:

Licensing
<ul style="list-style-type: none">User/Device based

Pricing
<ul style="list-style-type: none">New license <p>\$90.00</p> <ul style="list-style-type: none">Maintenance <p>\$23.00</p>

If You Own/Purchase with NOWS...

Novell® Teaming:

Licensing
<ul style="list-style-type: none">• User/Device based

<ul style="list-style-type: none">• New license <p>\$45.00</p> <ul style="list-style-type: none">• Maintenance <p>\$11.00</p>

Novell® Teaming + Conferencing:

Licensing
<ul style="list-style-type: none">• User/Device based

<ul style="list-style-type: none">• New license <p>\$75.00</p> <ul style="list-style-type: none">• Maintenance <p>\$19.00</p>

Analysts Speak

“Team workspaces, wikis and blogs, global content and expertise search, and application and desktop sharing are among the latest 'must haves' for companies seeking a competitive edge. **A particularly compelling feature of Novell Teaming + Conferencing is the extensive integration and presence indicators between the teaming and conferencing modules.** By combining social software, Web 2.0 technologies and other real-time collaboration tools, Novell's new product can help businesses meet their next-generation collaboration needs.”

– Robert Mahowald, IDC
Program Director for Collaborative Computing

Product Demo

- Novell Teaming + Conferencing

Next Steps

When you get back to the office ...

- Download the Novell® Edition of OpenOffice.org for Windows* and evaluate what it can do for your organization
 - <http://download.novell.com>
- Evaluate Novell Teaming + Conferencing to quickly get up to speed on the latest collaboration trends
- Take advantage of the promotions we have available. The Teaming + Conferencing promotion ends on October 20
- **Get in contact with your preferred partner or a Novell representative to discuss how your organization can benefit from Novell Solutions for Linux***

Novell®





Novell Open Workgroup Suite



Novell Open Workgroup Suite

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