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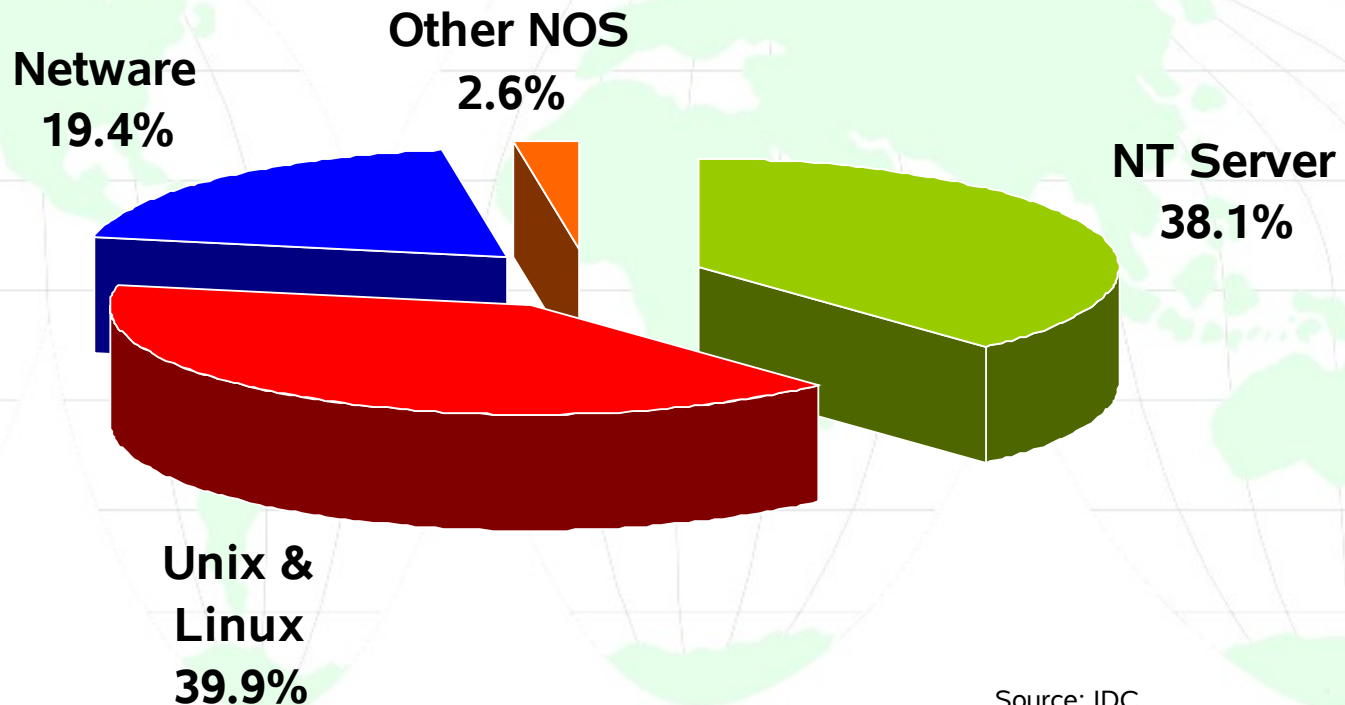


Are we there yet?



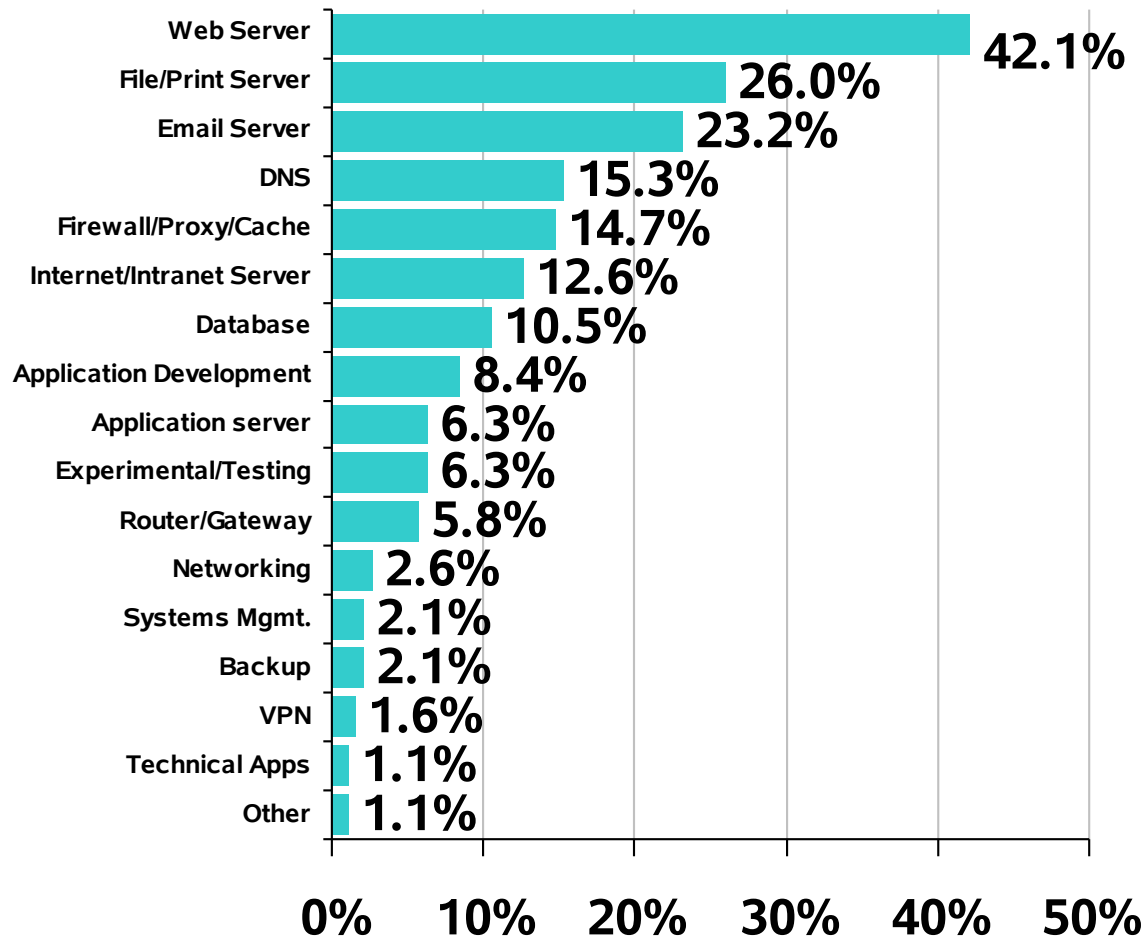
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- Self-Discipline
 - Acceptance of Responsibility
 - Accountability for Actions

1999 Worldwide Market for Server Operating Environments N = 5.475 Million Shipments



Source: IDC

Primary Function of Linux Servers Installed at U.S. Sites, 1999



Overwhelming appeal as a Web server – over 50% of all Internet Web Servers run on Apache and 60% of all Apache Servers run on Linux

Source: IDC N=195

1. File and Print – 10 Million servers
 - Major application - Samba
2. Web Serving – 18 Million servers
 - Major application - Apache
3. Proxy Serving -
 - Major application – Squid

Linux plays a major role hosting each application

<http://www.microsoft.com/windows/serverappliance/kempin.asp>

Date: Nov 9, 2000

But it is true that Linux are actually rapidly increasing their market share in the US also. Doesn't this pose a threat?

"Linux is simply a fad that has been generated by the media and is destined to fall by the wayside in time. Windows 2000 will gradually overtake the Linux share in the server market. In fact, the advent of Linux has spurred Microsoft's developers to move up a gear. The arrival of new competitors in applications or operating systems development provides us at Microsoft with the driving force to create even better software products."

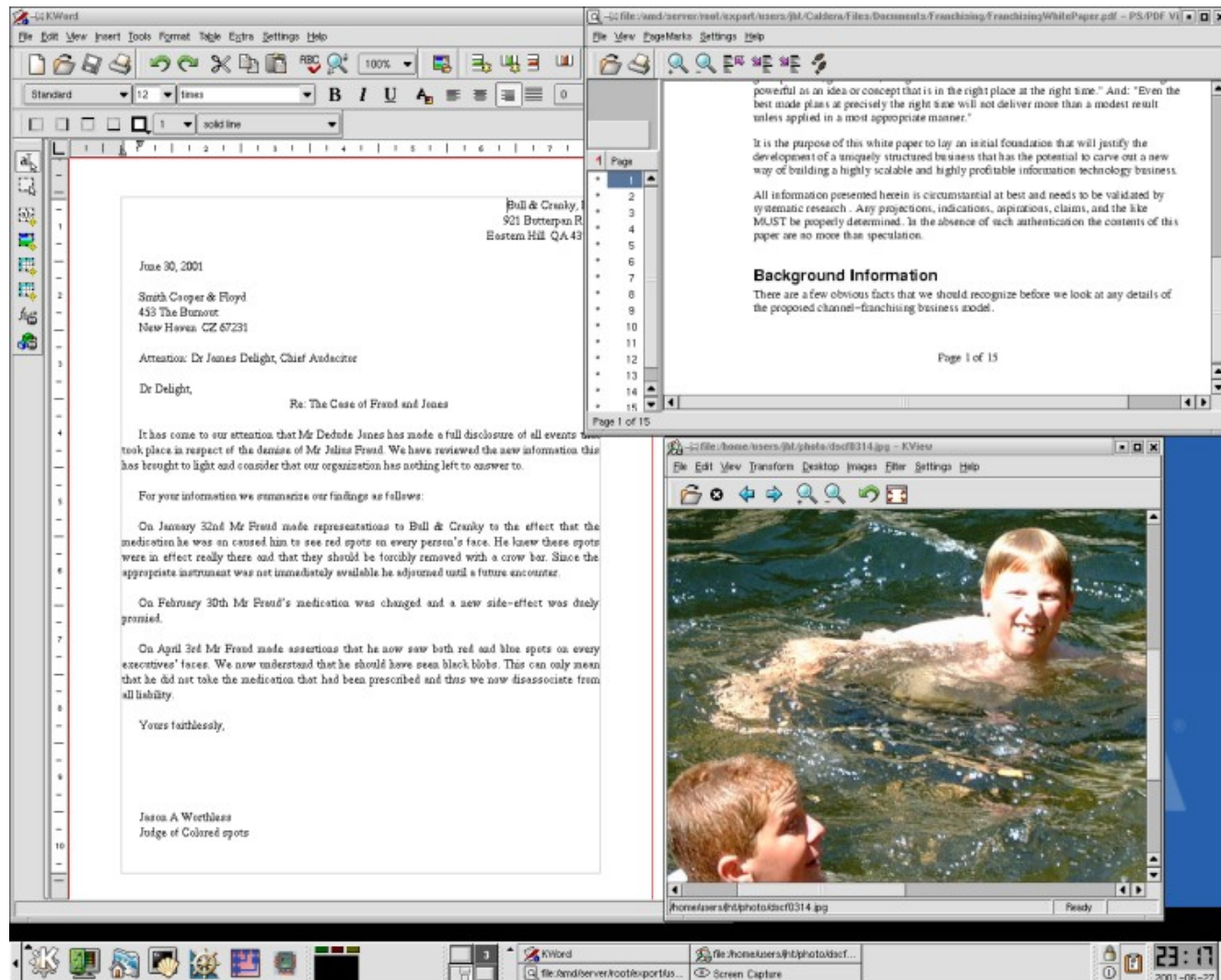
<http://www.microsoft.com/business/licensing/sharedsource.asp>

Microsoft Shared Source

May 2001

“The past several months have seen a growing number of people talking about source code-the code that underlies every computer software program. Over the past 25 years, few people outside of the development community talked about source code and even fewer had access. Today, that is changing as more and more software products offer some access to source code under certain conditions. Many of our customers and partners have asked us about our source code philosophy and how it compares to other models in the industry today, specifically the Open Source Software (OSS) model used for such software as the Linux operating system.”

What Do Users Expect?



***The business world dislikes radical differences
Because all differences have a cost:***

- Staff re-training
- Disruption due to loss of familiarity
- Redeployment costs
- Loss of productivity

- Choice
- Standards compliance
 - LSB, Li18nux
- Security
- Reliability
 - Stability, Scalability, Uptime
- Transparency

- IA64
- Improved file system technology
- Software application ports to Linux
- Linux adoption into ubiquitous devices
- Java everywhere
 - Application portability

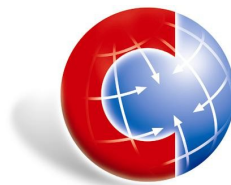
What's Needed?



- Product roadmaps
- Timelines
- Deliverables
- More Applications

- Scalable User / Resource Management
 - Distributed Authentication / Authorization / Control
 - OpenLDAP based
 - OpenDCE based
 - Kerberos based
 - Capable of replacing proprietary directory services
 - Highly secure
 - Attractively built and positioned
 - To gain adoption by all OS vendors
- More abundant professional support
 - More trained support engineers

- Linux is maturing into a solutions platform
 - Collection of tools to provide new business enabling capabilities
 - Core value is Interoperability with existing technologies
- Consolidation of development as “*Linux*” companies learn to leverage efforts
 - Application of decentralized development extended to the “*how-to*” of doing business
- Third party support for Linux
 - Oracle, Progress, SyBase, Merant, Raining Data, etc.



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Questions & Answers



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