Taking the Next Steps…
with GreenStreak II

REENSTREAK

HANCE. MODERNIZE. EXPLOIT.

Achieve business advantage with GreenStreak II

Enhance your IT infrastructure

- Accelerate application response time
- Increase your ROI – measure in months, not years
- Reduce your batch window and improve system backup performance

Modernize and help protect your existing applications

- Improve business continuity
- Extend your business and collaborate more securely and reliably to customers, employees and partners
- Meet today's business challenges with flexible, robust solutions

Exploit new technologies

Use Integrated xSeries Solutions, Linux on iSeries and LPAR to help you:

- Do more – with less
- Reduce the cost and complexity of managing Intel servers
- Enable new business models

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What does GreenStreak II offer?

- GreenStreak II is a worldwide program that includes several limited-time offers to assist you in taking advantage of iSeries servers.
  - Attractive lease rates and deferred payment until January 2004 on the complete solution (server, solution software, services)
  - Model 810 Business Continuity server promotion
  - iSeries for High Availability and iSeries for Capacity BackUp offerings
  - iSeries disk offer for Windows Integration
- Local programs and promotions may also apply. Check with your IBM Representative or IBM Business Partner for complete offer availability.

http://www.ibm.com/servers/eserver/iseries/greenstreak/index.html

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Red Hat and IBM
Enabling Linux in the Enterprise

Pete Hnath

Red Hat Marketing Manager
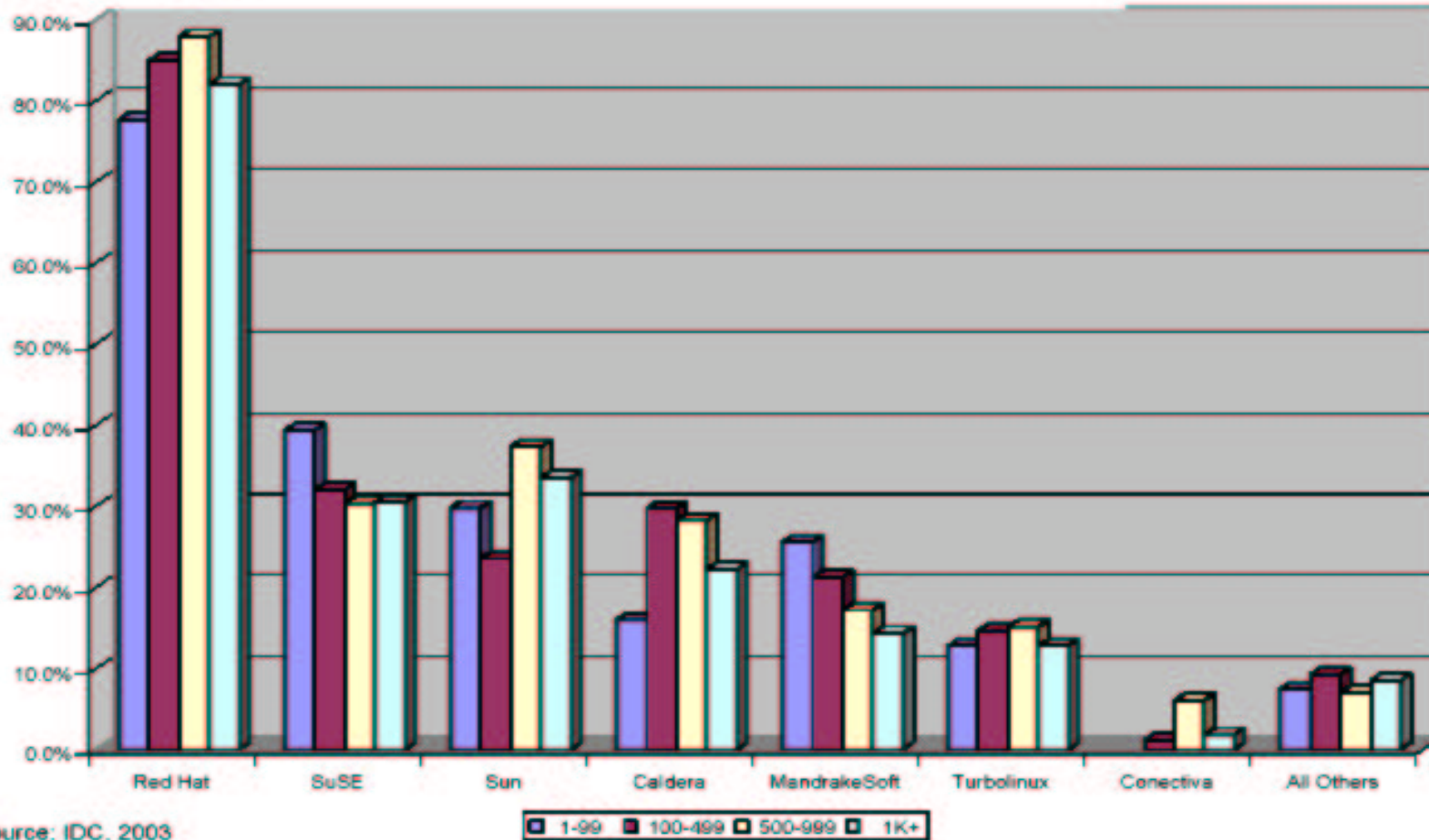
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Red Hat

- Founded: 1995
- HQ: Raleigh, NC
- 22 locations worldwide
- 500+ enterprise customers
- Dedicated staff of Linux engineers
- IPO: August 1999 (NASDAQ: RHAT)
- Over $100M US in annual revenues and $300M in cash
- 75% of the North America Linux server market

Red Hat Is The Market Leader

PREFERENCE FOR VENDORS FOR LINUX OPERATING SYSTEM SOFTWARE DISTRIBUTION BY NUMBER OF EMPLOYEES

Source: IDC, 2003
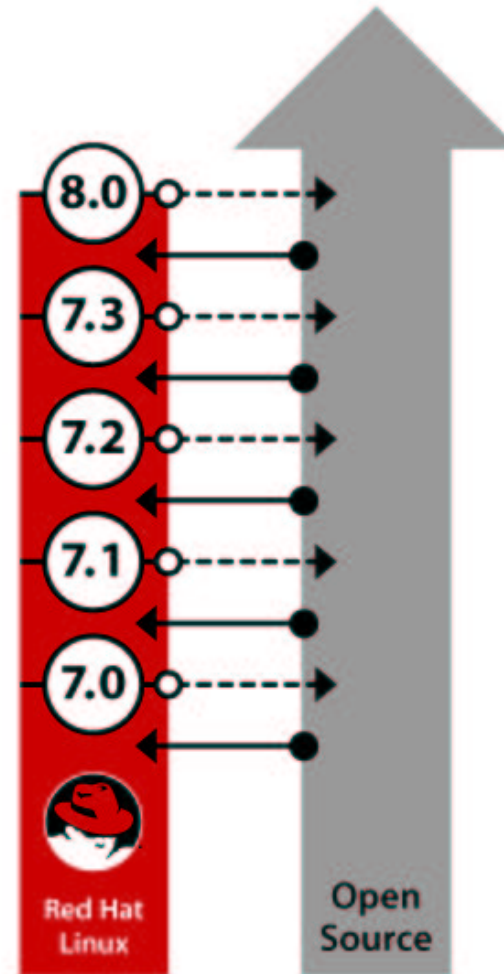
Legend: 1-99, 100-499, 500-999, 1K+

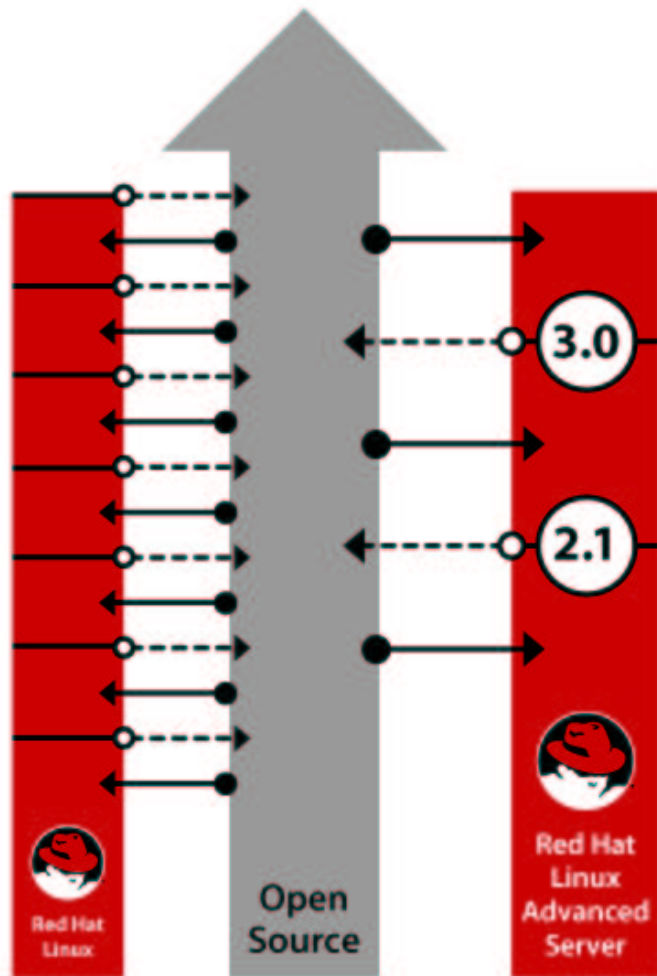*Red Hat is the preferred Linux distribution in all customer segments*

Traditional Red Hat Linux Release Model

- Developed to meet the needs of the Open Source movement and early technology adopters
  - 4-6 month release cycle
  - Based on snapshot of core tree
  - Latest open source technology
  - ABI/APIs may change
  - 5 beta cycles over 10 weeks
  - Schedule driven; features may slip
  - Red Hat features/enhancements fed back to core open source tree
  - Replicate freely
  - Limited support

Red Hat Enterprise Linux Release Model

- Designed for enterprise-class application deployment

  - 12-18 month release cycle

  - Extensive 6 month beta cycle

  - ISV technology input

  - Improved API/ABI stability for broad ISV application support

  - Enterprise technology focus

  - ISV/OEM/customer-driven schedule

  - Red Hat enhancements and features fed back to core tree
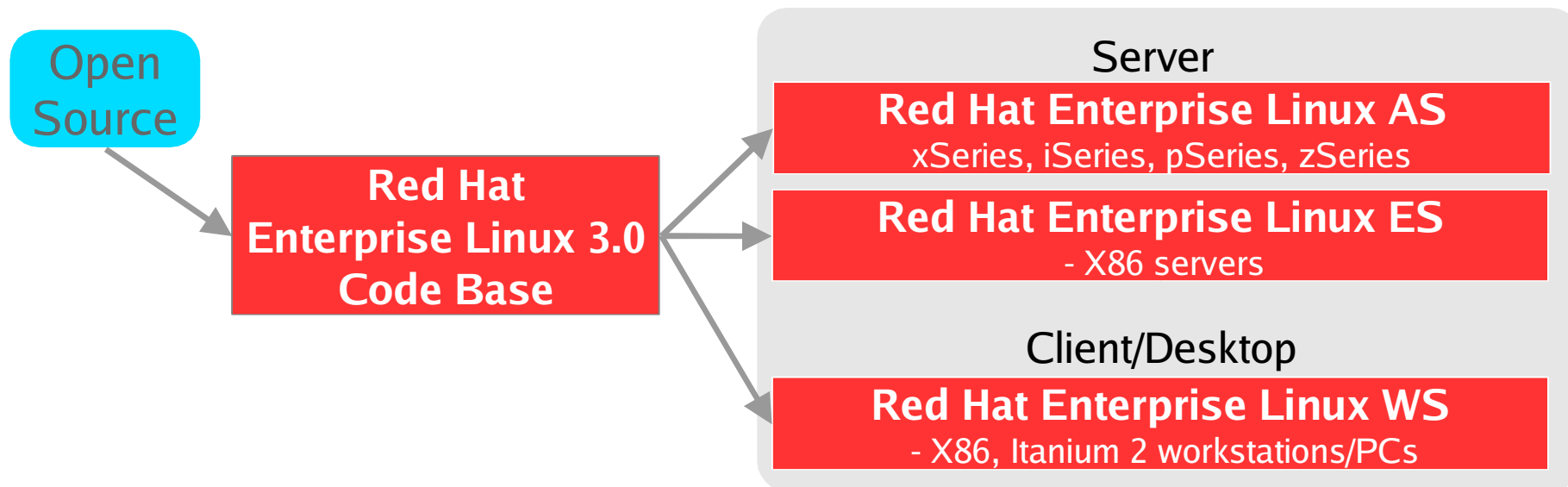
  - 5+ year version support

Enterprise & Retail Comparison

	Enterprise	Consumer
Release Frequency Maint. Lifetime (patches/security)	1-2 years 5 years from release	6 months 6 months from release
Applications ISV Certification API/interfaces	Yes - Partner Alliance Stable within release	Not supported Not guaranteed
Support Duration Level Availability Response	5+ years Production/Developer 24x7 or 12x5 1 hour for Priority 1	30-60 days Installation only M-F business hours One business day

Red Hat Enterprise Linux 3 Family

One single, binary compatible O/S across 7 different platforms

Open Source

Red Hat Enterprise Linux 3.0 Code Base

Server

Red Hat Enterprise Linux AS
xSeries, iSeries, pSeries, zSeries

Red Hat Enterprise Linux ES
- X86 servers

Client/Desktop

Red Hat Enterprise Linux WS
- X86, Itanium 2 workstations/PCs

Stability & quality with extended release cycle

Leadership price/performance with audited benchmarks

Certified ISV applications and OEM hardware

Services and Support from Red Hat and Partners

Product Certification

- IBM will be certifying the following models for Red Hat Enterprise Linux 3:
    - 270
    - 800
    - 810
    - 820
    - 825
    - 830
    - 840
    - 870
    - 890

Red Hat Enterprise Linux 3

- The Red Hat Enterprise Linux 3 product family shipped in October 2003

- Includes a large number of new features
    - Over 100 Priority 1 features
    - Over 350 general enhancements
    - Requests from OEM and ISV partners, and customers
    - Back-ported features from the Linux 2.5/2.6 kernel trees

- A single source code base is used for all architectures
    - Greatly improves code stability and maintainability
    - 5 new architectures; 64-bit clean implementation
    - Eliminates feature skew; simplifies ISV application support

Enterprise Linux 3 Feature Summary

- Focus on performance, scalability, availability, application development & standards support. Major new features include:
  - Better support for large SMP, memory and I/O configurations
  - Native Posix Threading Library
  - GCC 3.2 tool chain environment
  - Logical Volume Manager
  - Enhanced networking and security features
  - Improved corporate desktop environment
  - Diskless system support
  - Enhanced standards support
  - Kernel based on 2.4.21 with numerous 2.5/2.6 features
  - 4GB-4GB Kernel/User Memory Split
  - Forward compatibility between RHEL 2.1 and RHEL 3

Purchasing and Support

- Enterprise Linux products are delivered on an Annual Subscription basis
    - One price covers everything
        - Product (binary and source CDs) & documentation
        - Upgrades - customers get new releases at no extra charge
        - Maintenance - Red Hat Network delivers updates and errata (e.g. security & bug fixes)
        - Remedial services - up to 24x7 with 1 hr response & unlimited calls
        - Customers can choose from multiple price points for different SLAs
    - No Client Access Licenses
    - Predictable, budgetable = no surprises
    - Quantity discounts available
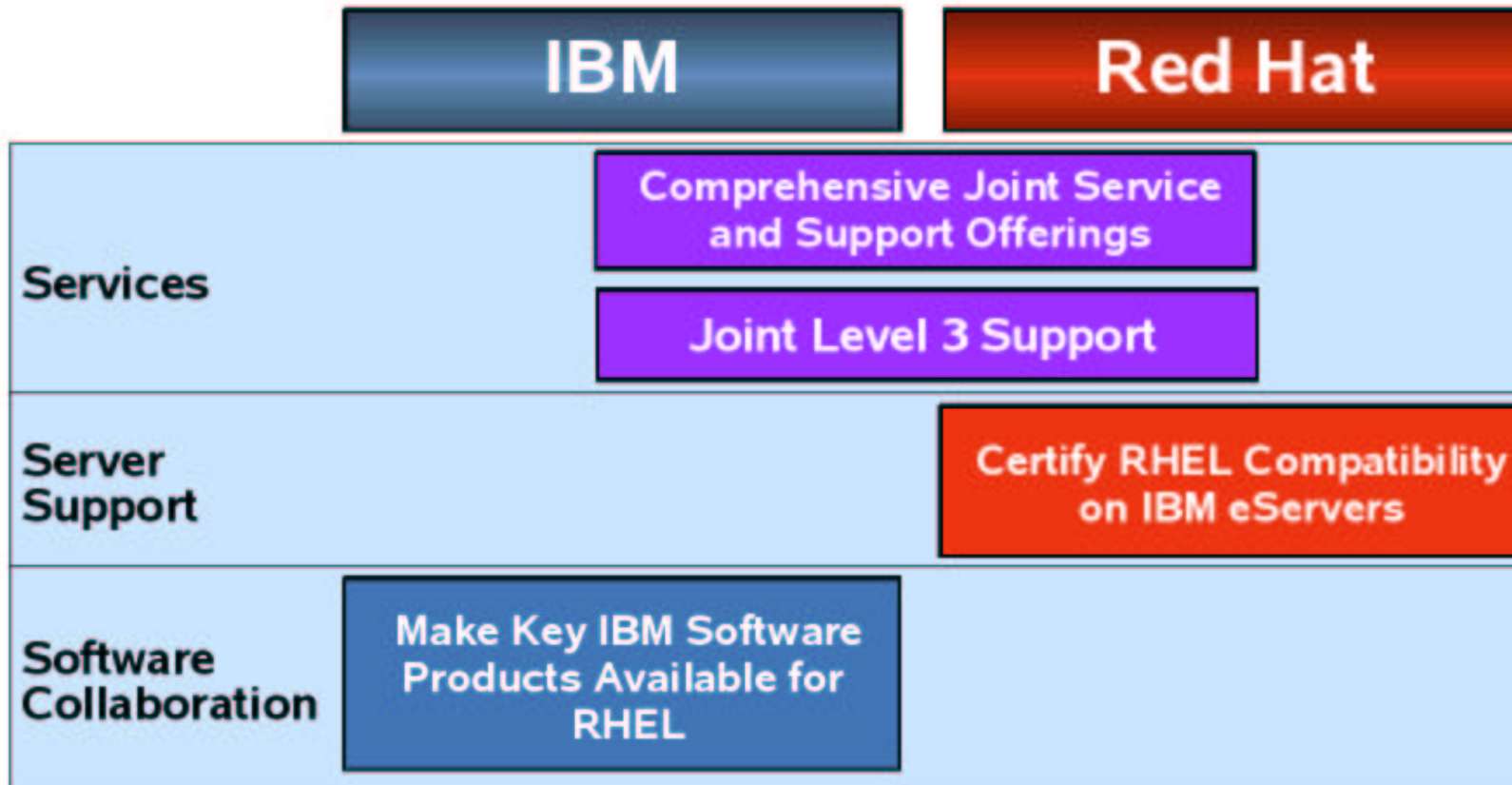
Red Hat Enterprise Linux MSRP Pricing

Edition	Architecture	Standard: 1 year RHN 1 year 12x5 support	Premium: 1 year RHN 1 year 24x7 support
Red Hat Enterprise Linux AS	X86	$1,499	$2,499
	AMD64, IPF, iSeries, pSeries	$1,992	$2,988
	zSeries, S/390	$15,000	$18,000
Red Hat Enterprise Linux ES	X86	$799	
Red Hat Enterprise Linux WS	X86	$299	
	AMD64, IPF	$792	

- Pricing is per partition for xSeries, iSeries and pSeries
- Pricing is per IFL for zSeries

How to Order Red Hat Enterprise Linux

- Ordering ~ customers wishing to purchase Red Hat Enterprise solutions have multiple options:

  - <u>IBM Procurement ~</u> through IGS, all IBM sales teams have the ability to procure Red Hat Enterprise products. Available regardless of whether IGS was involved in the sale.

  - <u>Distributors</u> ~ IBM Business Partners can procure Red Hat Enterprise Linux through Pioneer, Avnet, Tech Data and Ingram

  - <u>Red Hat</u> ~ enterprises wishing to purchase directly from Red Hat can do so.

- End-User Agreement - Red Hat Enterprise Linux is provided via an annual subscription model. IBM and IBM Business Partners will be responsible for communicating the subscription model to customers

- Fulfillment ~ In almost all cases, Red Hat software is drop-shipped directly to the customer

Red Hat Sales Contacts

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