



Why Linux solutions from IBM?

10. Linux solutions are more flexible than Windows giving customers control

- IBM and our partners provide best of breed alternatives for infrastructure and applications, not tying you to one vendor for your operating system, middleware and applications.
- Microsoft has forced customers to migrate to Windows 2003 on their own schedule; as of January 1, 2005 Windows NT and Exchange 5.5 customers no longer have standard Microsoft support.

9. Linux is faster than Windows

- "With Linux, you get to choose if you want speed over danger; with Server 2003 and IIS 6, like it or lump it, you're stuck with a very fast, very dangerous Web server." ("Enterprise Linux vs. Server 2003: Smackdown!" eWeek 9/4/03).
- "Samba, now in the much improved Version 3, should do more than keep up with Server 2003; based on past results, where Samba kicked rump and took names." ("Enterprise Linux vs. Server 2003: Smackdown!" eWeek 9/4/03).
- "Samba 3 runs rings around Windows Server 2003 in file serving performance." ("Samba beats Windows" IT Week 10/12/03).

8. Linux is secure and reliable

- Infoworld Survey reports that Reliability, Security and Performance -- in that order-- are the three top criteria points that customers consider when opting for Linux. IBM ranks #1 in all three categories - Reliability 42%, Security 47% and Performance 36% ("Linux and the Brands that Deliver" Infoworld 2/15/05).
- Robert Francis Group found security levels in Linux generally exceeded those in Windows, providing a more secure and manageable environment out of the box with significantly more functionality in terms of security integration and management. Moreover, although software bugs are not unique to any one product, Linux systems are rarely the target of attacks, and those attacks tend to be limited in scope because user accounts and server applications do not (and should not) have access to the facilities viruses use to infect systems and destroy data. ("Choosing Secure Platforms in the Enterprise", Robert Francis Group. March 2004).
- Patch Management under Linux is often easier on account of the separation of kernel and user space, which reduces the number of potential significant security exploits. ("A Comparative Analysis of Linux vs. Windows Security Capabilities" Stacey Quandt, 5/6/2004).
- 92% of Linux systems have never been infected by a Virus. (Evans Data Corporation 7/28/04).
- The Linux kernel programming code is better and more secure than the programming code of most proprietary software. Based on a four-year analysis of the 5.7 million lines of Linux source code conducted by five Stanford University researchers. (Wired News, 12/04).
- According to the Honeynet Project, the average Linux system lasts three months before being compromised. Unpatched Windows systems continue to be compromised more quickly, sometimes within minutes. (CNET, 12/24).

7. Skilled Linux developers and staff are readily available

- There are over 1.2 million developers with Linux skills. (Evans Data Corp).
- There have been over 17,861 Linux applicants posted as of Jan 14, 2005. (Monster.com).
- IBM has the most comprehensive team with the widest and deepest Linux skills of any other vendor. IBM has contributed significantly to the Linux kernel, scalability, reliability, performance, security certification, networking, test and documentation.
- IBM has more than 7,000 services professionals working with Linux.

6. Linux growth is fueling opportunity

- Linux shipments grew 16% in 2002, and 35% in 2004 according to IDC (IDC Server Tracker 4Q04).
- According to IDC, Linux server shipments are showing the fastest growth rates by revenue and unit worldwide. In addition, Linux is becoming increasingly capable of taking on more workloads, IDC said, including in the enterprise space as additional ISVs port their applications. (IDC 11/04).
- Linux is expected to have a 15% share of the ERP market by 2007 (Peerstone Research, 11/04).
- 39% of all companies in the United States currently use Linux on an average of 20% of their servers. An additional 29% will actively consider it by 2005. ("Linux: Here To Stay and Not Just About Cost." AMR Research December 2004).
- AMR Research predicts that 55% of all companies deployed Linux by the end of 2005. ("Linux: Here To Stay and Not Just About Cost" AMR Research December 2004).

5. IBM has the largest Linux Development Team (in a commercial organization) in the world

- IBM's Linux Technology Center with over 600 developers in 40 locations around the world, who are charged with the following objectives: To Make Linux Better, Expand Linux's reach, and to bring IBM products to the Linux Operating System.
- Besides contributing direct code development resources, IBM also participates in other projects related to the community. These include efforts to improve Linux's documentation, test suites and methodology, and development tools.
- IBM has been able to help the open source community by actively participating in community organizations. These include industry consortiums such as the Open Source Development Lab (OSDL) and community groups such as the Free Standards Group (FSG), the Linux Standards Base, Linux Kernel Summit, and the GNOME Foundation.
- IBM is participating in new, leading edge open community initiatives such as the OSDL's Data Center Linux and Carrier Grade Linux initiatives.

4. IBM is the leader in Linux for Hardware, Software and Services

- IBM is the combined leader for Linux-based hardware, software and services according to 2Q04 IDC Data.
- IBM has more Linux-related products and services than any other company.
- Gartner ranked IBM the number one vendor worldwide for Linux-based servers overall in revenue. (Gartner 3Q Quarterly Server Tracker)
- IDC and Gartner reported IBM eServer xSeries surpassed Dell in Linux x86 server revenue for the last two quarters. (IDC and Gartner 3Q04 Quarterly Server Tracker)
- IBM has more than 300 Linux-enabled middleware products.
- IDC data shows that IBM is the number one blade vendor worldwide with 43.8% [of the revenue share market, gaining 18.0 points of share (2Q04), growing share faster than any other vendor.]

3. IBM leads in key product categories

- The OpenPower 720DB2 UDB continues to prove itself to be the world's fastest database with record-breaking benchmark performance. DB2 partnered with Linux on IBM's Power5 processors to blow away the competition in the TPC-H benchmark - producing a result on a 4-way system that is more than double the best 4-way result that Microsoft's SQLServer has produced at the 100 GB database level (Benchmark information obtained from www.tpc.org. IBM eServer OpenPower 720 with DB2 UDB: 6357 QphH at 100 GB, \$42USD/QphH, available 12/15/04).
- "The OpenPower 720 has the potential to rewrite the rules of the game for entry-level server computing, provide a unique IT advantage to SMEs, and give IBM the pole position in the never-ending race for total server domination." (Sageza, IBM OpenPower Launches New Linux Opportunities, 9/13/04).

2. IBM leads in Supporting ISVs for Linux

- IBM partners with leading industry and cross Industry ISVs - Reuters in Financial Markets, Retek in Retail, Cisco in Telecommunications, S2 Systems in Banking, Cadence in EDA, Accelrys in Life Sciences; SAP, ACCPAC and Siebel for cross industry applications.
- IBM has programs to support ISV success (Porting, Testing and Marketing).
- More than 2,500 new ISV customer applications, with more than 6,000 Linux ISV applications now available.
- Most comprehensive BP program in the industry with the addition of Red Hat and Novell Partner Benefits, more than 300+ Leaders for Linux WW, more than 6000 Business Partners supporting Linux, More than 300 BP value networks, WW, teaming up top partners to create Linux-based industry customer solutions.

1. IBM is committed to customers' success - from research to products to support IBM is leading the way with Linux

- IBM's philosophy on "Freedom of choice" for software, hardware and services and leadership in industry standards provides customers with security, flexibility and control of their IT infrastructure and applications. This in turn, supports their need for dynamic, flexible, interchangeable business processes.
- IBM uses Linux, open source and industry standard architectures to extend the value of our software, hardware and services to provide customers choice in becoming an on demand business.
- IBM leads in open source development by providing access to its own products. Examples include: providing the open source community with access to 500 patents, formation of POWER.ORG, IBladeCenter specification, Cloudscape database software.
- IBM has invested over \$1B in Linux.