

## **Dell Joins Microsoft and Novell Collaboration**

*Dell responds to customer demand for greater interoperability and intellectual property assurance between Windows and Linux.*

**REDMOND, Wash., and WALTHAM, Mass. — 07 May 2007** — Microsoft Corp. and Novell Inc. today announced that Dell Inc. is the first major systems provider to join the business collaboration that was formed by Microsoft and Novell in response to customer demand for greater interoperability and intellectual property (IP) assurance. As part of the agreement, Dell will purchase SUSE® Linux' Enterprise Server certificates from Microsoft and establish a services and marketing program to migrate existing Linux users who are not Dell Linux customers to SUSE Linux Enterprise Server.

"We're focused on delivering solutions that help simplify customers IT operations," said Rick Becker, vice president of solutions at Dell Product Group. "Our customers have told us they want interoperability and expect technology vendors to work better together. Dell is the first major systems provider to align with Microsoft and Novell in this collaboration, and we intend to lead in this space. This move is a huge success for the industry and, more specifically, for customers who haven't purchased Linux through Dell and who want to migrate to SUSE Linux Enterprise Server for the IP assurance and interoperability benefits."

Under the agreement, Dell will establish a customer marketing team for migrating Linux users who are not Dell Linux customers to SUSE Linux Enterprise Server. The marketing effort will focus on three areas: Interoperability Workshops, Migration Proof of Concepts and Migration Services.

"Dell's embrace of the Novell-Microsoft agreement reflects a growing market reality: The two platforms of the future are Linux and Windows®, and customers want them to work better together," said Susan Heystee, vice president and general manager of global strategic alliances at Novell. "Novell continues to grow our SUSE Linux Enterprise business because we are addressing customer needs. Dell recognizes this, and we are proud to have them as a customer and marketing partner to help spur continued adoption of SUSE Linux Enterprise."

"The Microsoft-Novell agreement was a result of our customers demanding more of our industry in interoperability and IP protection," said Susan Hauser, general manager of strategic partnerships and licensing at Microsoft. "Customer response to our agreement with Novell has been overwhelmingly positive. Dell has recognized this demand, and it is the first mover in its space to provide these benefits to its customers."

### **The Microsoft-Novell Agreement**

On Nov. 2, 2006, Novell and Microsoft announced a series of agreements to jointly build, market and support new solutions to improve interoperability; deliver powerful new virtualization capabilities; make Microsoft and Novell products work better together; and give customers peace of mind that both companies stand behind the products they deliver.

Since the announcement, more than 40,000 new certificates for three-year priority support subscriptions to SUSE Linux Enterprise Server have been activated under the Microsoft and Novell collaboration agreement. AIG Technologies Inc., Deutsche Bank AG, Credit Suisse, HSBC and Wal-Mart Stores Inc. are among the first companies taking advantage of the benefits of the interoperability agreement between Microsoft and Novell.

More information about the Microsoft and Novell agreement, including other customer announcements, can be found at <http://www.moreinterop.com>.

## **About Novell**

Novell, Inc. (Nasdaq: NOVL) delivers infrastructure software for the Open Enterprise. We are a leader in enterprise-wide operating systems based on Linux and open source and the security and systems management services required to operate mixed IT environments. We help our customers minimize cost, complexity and risk, allowing them to focus on innovation and growth. For more information, visit <http://www.novell.com>.

## **About Microsoft**

Founded in 1975, Microsoft (Nasdaq: MSFT) is the worldwide leader in software, services and solutions that help people and businesses realize their full potential.

Microsoft and Windows are trademarks of the Microsoft group of companies.

Novell and SUSE are registered trademarks of Novell, Inc. in the United States and other countries.

The names of actual companies and products mentioned herein may be the trademarks of their respective owners.

\* Linux is a registered trademark of Linus Torvalds.

All other third-party trademarks are the property of their respective owners.