

Reduce IT Costs with ZENworks Application Virtualization

Novell[®]

Novell Endpoint Management

Novell Go-To-Market

Data Center



Enterprise Linux
Servers

Virtualization &
Workload
Management

Business Services
Management

End-User Computing



Endpoint
Management

Collaboration

Enterprise Linux
Desktops

Identity and Security



Identity & Access
Management

Compliance
Management

Novell Endpoint Management

Endpoint Configuration Management



Reduce complexity by automating endpoint configuration, standardization, and optimization across the life cycle

Endpoint Security Management



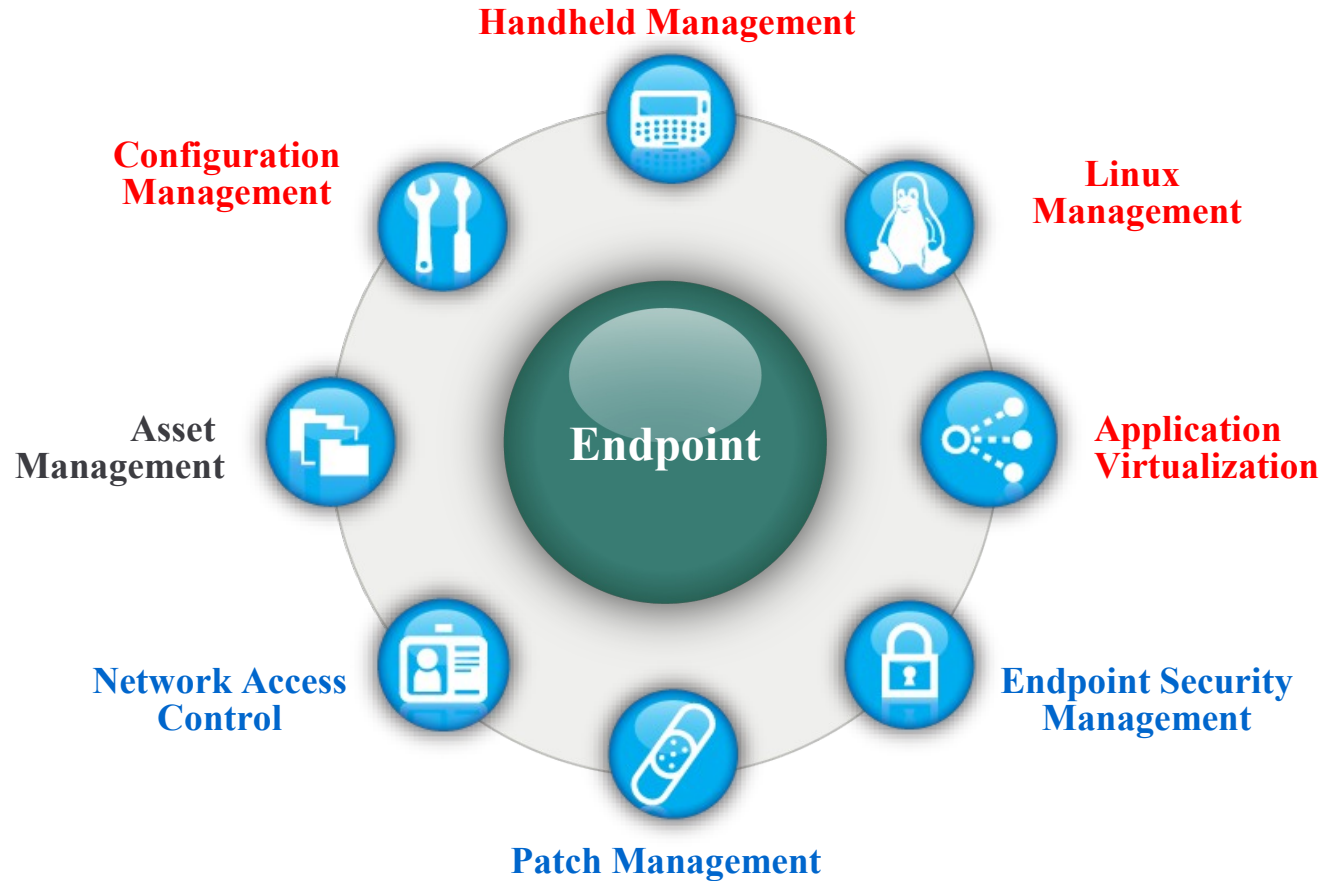
Reduce risk by securing endpoints and data through policy enforcement, patching, and compliance reporting

IT Asset Management



Reduce costs and prove compliance through IT asset discovery, inventory, and software usage / tracking

ZENworks Product Portfolio



- Endpoint Configuration Management
- Endpoint Security Management
- IT Asset Management

Novell Endpoint Management

How We're Different

- **Flexibility and choice** – Run these solutions on your choice of OS, directory service, and database; configure, secure, and track your choice of endpoints and platforms
- **Smart management** – Automatically configure and secure endpoints to drive down complexity and risk; automatically manage users to drive up enterprise productivity
- **Ease of use** – Simplify the user experience by leveraging one, integrated solution to configure, secure, and track your endpoints
- **Security peace of mind** – Continuously enforce endpoint, data, and access security; track IT assets, and prove compliance to auditors

35,000 Customers Worldwide



Industry Recognition



Best Endpoint Security Solution
Best Asset Management Solution

Annual Report Card – VAR Business *Overall Partner of the Year 2008*

- Ranked #1 for Product Innovation
- Ranked #1 for Partnership
- Ranked #1 for Support



Four Stars – SC Magazine

“It is a security suite that is more tightly integrated than any other we tested.”

Gold Award – Searchnetworking.com

“Readers also applauded ZENworks' ease of management and maintenance, giving it top ratings in each of those criteria.”



ZENworks Application Virtualization

Needs We're Seeing



- Increase user productivity & business continuity
 - Avoid application conflicts
 - Quickly resolve problems

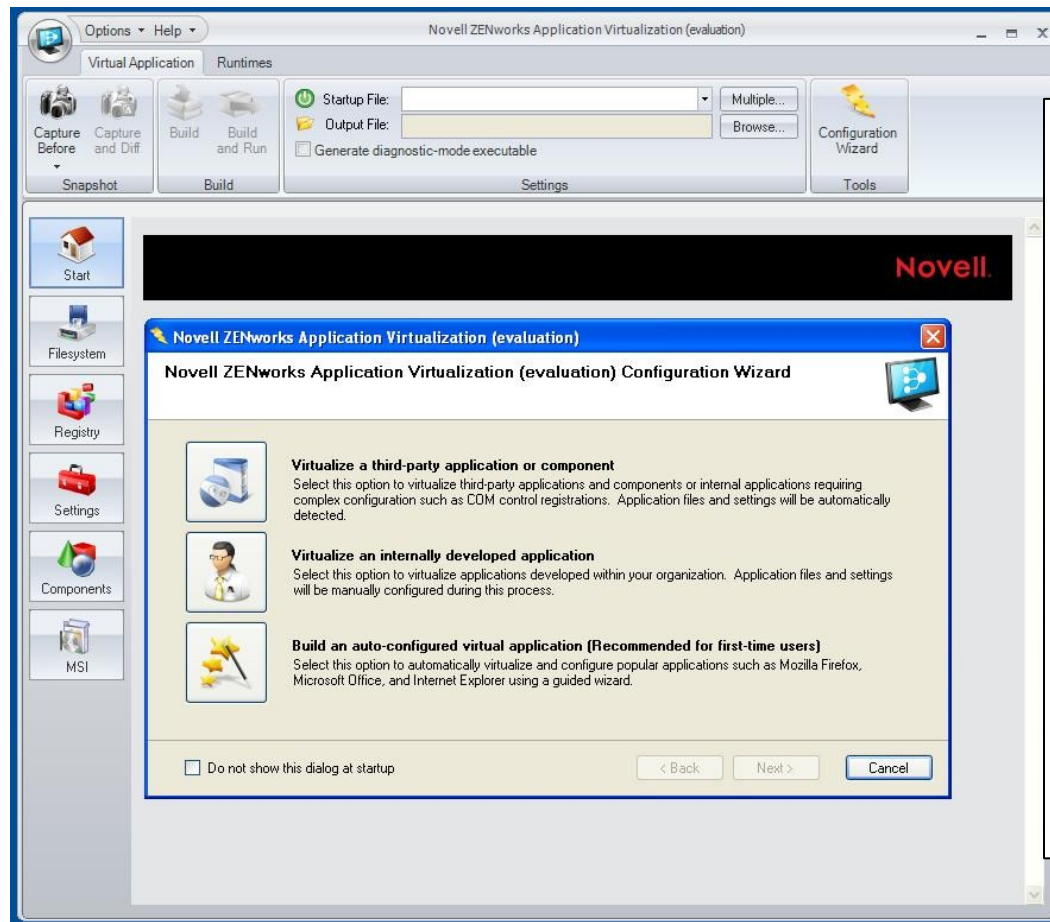


- Lower cost of IT operations
 - Cut IT testing cost and complexity
 - Ease deployment & upgrade burden



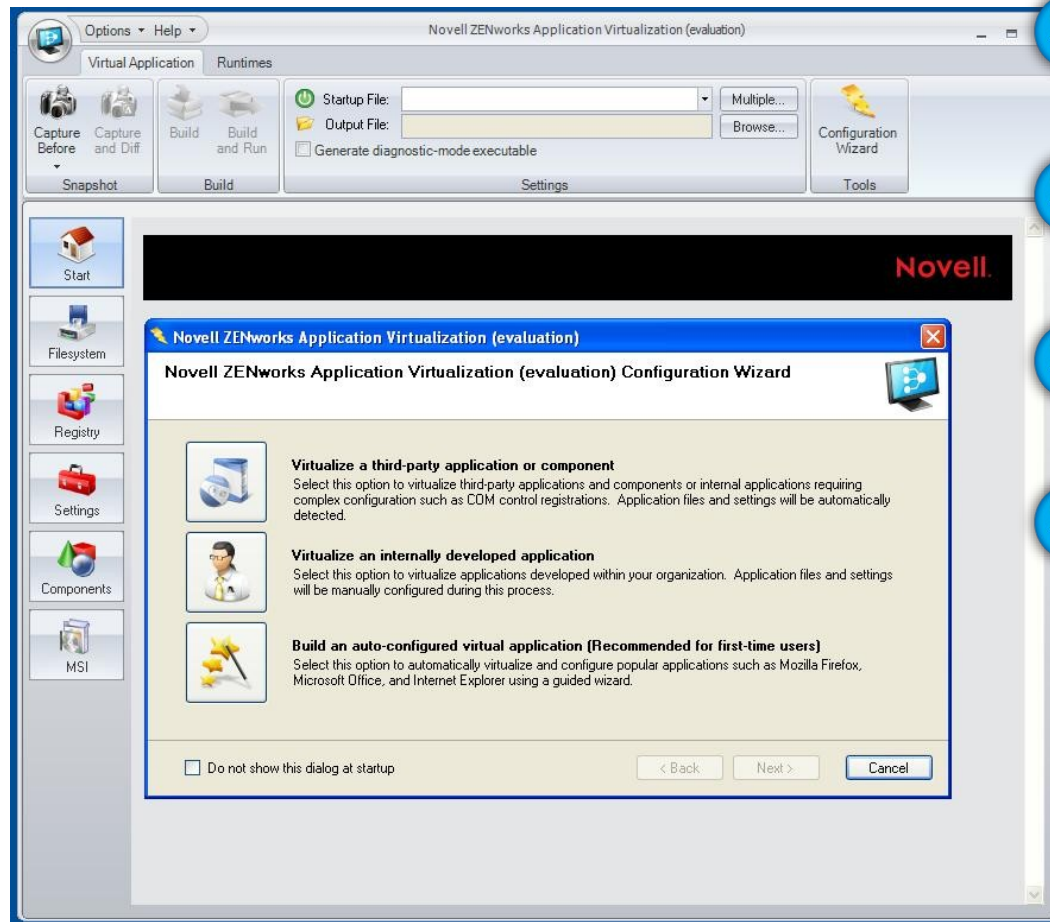
- Strengthen security posture
 - Protect & lock down the PC

ZENworks Application Virtualization



Convert applications to a single, isolated file that runs instantly without a change to your standard operating environment.

ZENworks Application Virtualization



- ✓ Simple wizard interface
- ✓ Single, self-contained .exe file
- ✓ Run apps instantly: HD, USB, DVD...
- ✓ Perfect / seamless companion for ZENworks Configuration Management

ZENworks Application Virtualization

User Experience



ZENworks Application Virtualization

Latest Enhancements

- Windows 7 support
- Application expiration
- New included runtimes



- Publish to USB drive
- Improved Internet Explorer 6 emulation mode and coexistence with Internet Explorer 7/8

70+ Certified Applications

- Adobe Acrobat Reader 5, 6, 7, and 8
- Adobe Illustrator CS2 and CS3
- Adobe Photoshop CS2 and CS3 Adobe / Macromedia Dreamweaver 8 and CS3
- Adobe / Macromedia Flash Professional 8 and CS3
- Adobe / Macromedia Freehand MX
- Apache Foundation HTTP Server 2
- Apple iTunes
- Autodesk Maya 7 and 8
- Axialis IconWorkshop 6
- AxoSoft OnTime Client 5
- BusinessObjects Crystal Reports 9 Pro
- Cerulean Studios Trillian 3
- Citrix Program Neighbourhood 9
- Citrix Access Gateway Admin Client
- Corel CorelDraw 12
- Corel Painter IX
- EasyBoot Systems UltraISO Premium 8.6
- FileZilla FileZilla 3
- The GIMP Team GIMP 2
- Google Google Earth
- Google Google Picasa
- Google Google SketchUp
- The GIMP Team GIMP 2
- Google Google Earth
- Google Google Picasa
- Google Google SketchUp
- Oracle Oracle 9 Client
- Oracle Oracle Calendar Desktop
- PGP PGP Desktop
- Quark Express 5
- Roxio Creator Plus
- SAP SAP GUI 6
- Siemens Unigraphics NX
- Skype Skype 2
- Softera LDAP Browser 2
- SolidWorks Solidworks 2008
- Sun Microsystems Open Office 2
- SystemTools Hyena 6.7
- Ulead DVD Player 1.1
- VanDyke SecureCRT 5
- WinRAR WinRAR 3.6
- WinZip WinZip 11
- Wolfram Research Mathematica 5
- X-Ways WinHEX 13

How We're Different

Feature	NOVELL	Altiris	Microsoft	LANDesk / VMware	Citrix
Includes pre-fabricated applications	Yes	No	No	No	No
Zero footprint execution	Yes	No	No	Yes	No
Agent-less architecture	Yes	No	No	Yes	No
Ease of Deployment: no additional server	Yes	No	No	Yes	No
Runs on locked-down kiosk PCs	Yes	No	No	Yes	No
USB portable mode	Yes	No	No	Yes	No
Tested & supported application list	Yes	No	No	No	No
Supports virtual services	Yes	No	No	Yes	No
Packaging Ease-of-Use: Requires no special per-app install procedures	Yes	No	No	Yes	No
Virtualization & isolation per application	Yes	Yes	Yes	Yes	Yes
Supports isolated Office and .NET	Yes	Yes	Yes	Yes	Yes
OS Support	W2K, XP, Vista, W2003, TS, Citrix	W2K, XP, Vista, W2003, TS, Citrix	W2K, XP, Vista, W2003, TS, Citrix	98, NT, W2K, XP, Vista, W2003, TS, Citrix	W2K, XP, Vista, W2003, TS, Citrix

*Compatible with streaming solutions

€26
User or Instance

€25
Instance

€20
Instance

€26
Instance

€26
Instance

ZENworks Application Virtualization Pricing & Licensing

- Available via Novell® sales partners and programs
- Per user / per instance licensing
 - **User:** number of users that access virtual applications
 - **Instance:** Physical device or virtual device running virtual applications

- Pricing
 - €26 per license MSRP
 - 24% discount
 - Current promotion €20 by December 31, 2009

ZENworks Application Virtualization

Key Milestones

- Version 6.5 launched Q4 2008
- Version 7.0 launched Q2 2009
- Version 7.1 launched Q4 2009
- Version 7.2 to launch end 2009 / 2010
 - Windows 7 64-bit support
 - Updated templates
- Windows 8 to launch 2010
 - 64-bit application support

What Customers Are Saying

- Virtual app security
 - *“We love the way you can restrict a virtual application to launch only on machines running the ZCM agent or located in a selected ZCM zone. People can't walk away with apps licensed to our organization.”*
- Templates
 - *“It's so easy to build applications from downloaded configurations. ThinApp doesn't have that.”*
- Flexible registry key handling
 - *“Nice flexibility. I can choose to use only the virtual registry, merge the host registry with the virtual, or use the host registry on a key by key basis. Awesome.”*

Demo and Q&A

Novell.[®]

Unpublished Work of Novell, Inc. All Rights Reserved.

This work is an unpublished work and contains confidential, proprietary, and trade secret information of Novell, Inc. Access to this work is restricted to Novell employees who have a need to know to perform tasks within the scope of their assignments. No part of this work may be practiced, performed, copied, distributed, revised, modified, translated, abridged, condensed, expanded, collected, or adapted without the prior written consent of Novell, Inc. Any use or exploitation of this work without authorization could subject the perpetrator to criminal and civil liability.

General Disclaimer

This document is not to be construed as a promise by any participating company to develop, deliver, or market a product. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. Novell, Inc. makes no representations or warranties with respect to the contents of this document, and specifically disclaims any express or implied warranties of merchantability or fitness for any particular purpose. The development, release, and timing of features or functionality described for Novell products remains at the sole discretion of Novell. Further, Novell, Inc. reserves the right to revise this document and to make changes to its content, at any time, without obligation to notify any person or entity of such revisions or changes. All Novell marks referenced in this presentation are trademarks or registered trademarks of Novell, Inc. in the United States and other countries. All third-party trademarks are the property of their respective owners.

