



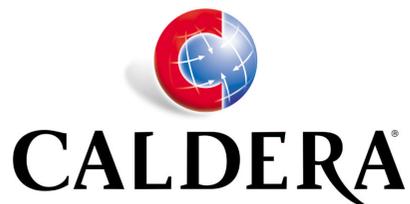
**Worldwide Announcement**  
**May 30, 2002**

# What Is UnitedLinux?

UnitedLinux is a standards-based Linux operating system targeted at the business user. It is developed, marketed and sold by an experienced partnership of Linux companies.



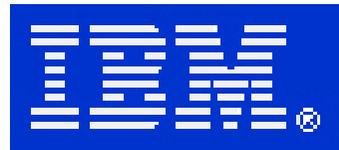
  
UNITED **LINUX**



# What Is UnitedLinux?

- High quality business Linux
  - Based on LSB, LiN18ux standards
  - Best practices from four top leaders in the industry
  - Support of IBM eServer product line, AMD and Intel 32–and 64–bit processors
- IT industry commitment
  - Global certification on Hardware and Software from major industry players
- A global partnership
  - North & South America, EMEA & Asia Pac
  - Support and services in local languages

# Industry Leaders Supporting UnitedLinux



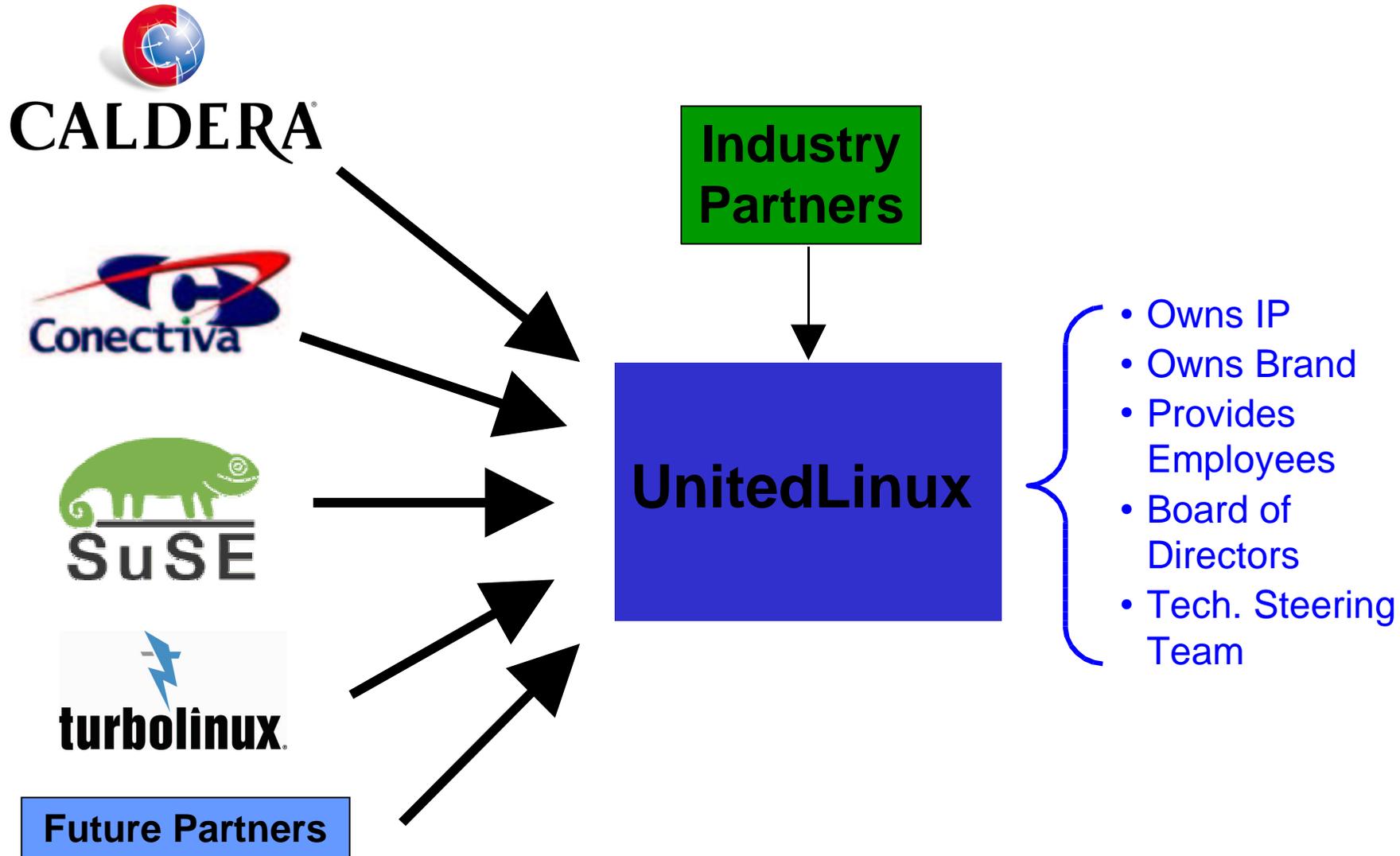
# Linux Organizations Supporting United Linux

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Free Standards Group



# UnitedLinux Organization



# Benefits to Customers

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- Providing a better business Linux product to customers
- Greater hardware and software choices
- Greater access to worldwide Linux resources
  - Localization expertise for multiple languages
  - United Linux services for education, customer support, training, certification, and consulting.

# Benefits to Industry Partners

- One Linux version on which to certify products
- Greater demand for Linux certified hardware and software products by customers
- Greater access to channels where Linux is sold—direct, reseller, retail, OEM, etc.
- More usability/popularity of Linux among worldwide business users
- True standards based Linux OS
  - LSB Compliant
  - Li18nux Compliant

# Benefits to Linux Vendors

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- **Lower development costs**
  - Centralized development
- **Lower certification costs**
  - Vendors are no longer required to certify individual distributions
- **Faster time to market**
- By sharing development resources, companies can provide a much better product in a much shorter time

## Next Steps

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**Q2 2002:** Alpha version in testing

**Q3 2002:** Beta version available

**Q4 2002:** First UnitedLinux versions available

**Q3 – Q4 2003:** UnitedLinux 2.0

## Next Steps

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- Each UnitedLinux partner continues to sell Linux under its familiar Linux brand and product, "Powered by UnitedLinux"
  - Caldera OpenLinux "Powered by UnitedLinux"
  - Conectiva "Linux Powered by UnitedLinux"
  - SuSE Linux Enterprise Server "Powered by UnitedLinux"
  - Turbolinux "Powered by UnitedLinux"
- One core development team benefiting several partners
- Other Linux companies invited to join

# Competition

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**How will Linux companies in UnitedLinux still compete?**

**Pricing:** Each company will set its own product pricing

**Channels:** Retail stores, reseller channels, direct, etc.

**Support:** Each company runs its own support team

**Education:** Independent training and certification

**Professional Services:** Custom implementations

**Applications:** Management, administration, messaging, etc.

**OEM:** Industry partners still choose products to bundle

For more information  
[www.unitedlinux.com](http://www.unitedlinux.com)

  
UNITED **LINUX**

