



Novell® ZENworks® 7 Linux Management – Dell Edition Business White Paper

*Automating Linux Management on
Dell PowerEdge Servers*

EXECUTIVE SUMMARY

With its inherent flexibility and reliability, Linux® is solving important business problems and helping businesses worldwide adapt to changing market conditions.

Managing complex enterprise Linux environments, however, presents some unique challenges. For example, rapid development cycles and required security updates characterize open source software. You must either continually update your open systems to keep them current or compromise both the competitiveness and security of your business. You must do this while also deploying new resources to meet changing business needs and attending to myriad other IT duties. And depending on the diversity of Linux platforms on your network, you must use a multitude of tools to get the job done.

As your Linux deployment expands, so too will the complexity and the demands on your staff's time. It's a fact that threatens the cost savings inherent in a move to open source.

As proponents of Linux, Novell® and Dell™ are aware of its management needs and have jointly addressed the issue with industry-leading management tools. Now, they have expanded their well-established partnership to integrate two of these tools—the Dell OpenManage™ toolkit and Novell

ZENworks® 7 Linux Management—to bring you Novell ZENworks 7 Linux Management – Dell Edition. The first systems management solution of its kind, ZENworks Linux Management – Dell Edition uses policy-driven automation to help you effortlessly configure, deploy, manage and maintain the entire Linux stack, bare metal hardware through applications, from a single console. It is also the only solution to enable complete, centralized control of Dell hardware running Red Hat® Linux or SUSE® Linux Enterprise Server—two of the most popular Linux distributions on the market—throughout each system's lifecycle and across your enterprise.

Judged the best systems management tool at the LinuxWorld Conference and Expo in 2004 and 2005,* ZENworks Linux Management can help to significantly reduce the cost of Linux ownership. For many ZENworks customers, it has delivered an average three-year ROI of 1,012 percent according to the results of a study by IDC.¹ It eliminates mundane management tasks and gives you the time to focus on strategic projects that solidify your position in the marketplace. Lauded performance and security features are combined with an extensive, respected support system to make ZENworks Linux Management – Dell Edition the all-around must-have tool for your enterprise.

*Two time winner of LinuxWorld's Product Excellence Award (2004 & 2005) and was awarded Best Systems Management Solution of 2005 by InfoWorld (<http://www.novell.com/products/zenworks/awards.html>)

¹IDC, *Managing Linux Operational Costs with Novell ZENworks*, an IDC White Paper sponsored by Novell, July 2005.

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Automating Linux Management on Dell PowerEdge™ Servers

Why devote time and effort to manual, painstaking Linux administration? Dell and Novell can save you both time and money—and help reduce human error in the process—by automating your routine Linux management tasks. The Dell/Novell partnership offers you everything a successful enterprise Linux deployment requires: fast, high-powered hardware, leading Linux software and versatile Linux systems management—all working together seamlessly.

NOVELL ZENWORKS 7 LINUX MANAGEMENT – DELL EDITION

Novell ZENworks 7 Linux Management – Dell Edition is a powerful and secure Linux software and hardware management solution for Red Hat Linux and SUSE Linux Enterprise Server. With this solution, you gain centralized control of your Linux system, making it easy to configure, update, secure and manage your Linux deployments from a single location. ZENworks Linux Management – Dell Edition allows you to create policies that automate management tasks throughout the lifecycle of Linux systems, including device configuration and lockdown, imaging, remote management, inventory and software management.

By integrating the Dell OpenManage toolkit with Novell ZENworks Linux Management, Novell and Dell have extended the award-winning management functionality of ZENworks specifically for the proven, versatile line of Dell PowerEdge™ servers. ZENworks Linux Management – Dell Edition can give you the control you need to cut costs and free up your IT staff, while also letting you deploy open solutions across your network.

LOWER COSTS AND MAXIMIZE RETURN ON INVESTMENT

Manageability is a key factor in determining any system's total cost of ownership. With Novell ZENworks 7 Linux Management – Dell Edition, you can dramatically reduce the time it takes to provision and configure Dell servers compared to manual management processes. You'll also maximize the utility of your Dell servers by deploying them quickly—precisely where and when they are needed—to meet the changing demands of your business.

And you won't have to wait long for your investment in Novell ZENworks Linux Management – Dell Edition to pay off. An IDC study sponsored by Novell found that interviewed ZENworks customers saved an average of \$355,028 per 100 users, with an average three-year ROI of 1,012 percent.²

You can use ZENworks Linux Management – Dell Edition to:

- Help reduce the total cost of managing and maintaining Linux systems
- Maintain system updates and patches for tighter security
- Help ensure changes are executed correctly and on schedule
- Help improve IT staff productivity and reduce the need for travel to individual server sites
- Provide centralized control of Linux servers throughout your network

² Ibid.

AUTOMATE LINUX MANAGEMENT ON DELL SYSTEMS

With Novell ZENworks Linux Management – Dell Edition you can quickly update your Dell servers' firmware, BIOS and software. It accurately inventories managed devices for system software versions, and then automatically checks for, downloads and deploys the latest firmware, BIOS and software updates from Dell and Novell. As a result, your systems will be up to date and optimized to meet the demands of your business. You'll also be helping to protect your systems from the security breaches or attacks that could devastate your bottom line. And your staff won't have to visit each server individually, devoting their time to costly manual updates.

Whether you prefer to use Red Hat Linux, SUSE Linux Enterprise Server or both on your Dell PowerEdge servers, ZENworks Linux Management – Dell Edition has you covered. It is the only tool developed exclusively for Linux that provides comprehensive systems deployment and change management for Dell hardware running both of the leading Linux operating systems—and all from a simple Web browser.

The wealth of advanced, centralized management capabilities provided by Novell ZENworks Linux Management – Dell Edition includes:

- Dell system identification and configuration
- Automated BIOS and firmware updates
- Automated Linux software updates and patch management
- Imaging to automate and accelerate deployment
- Software distribution with dependency analysis and conflict resolution
- Granular inventoring and reporting of hardware and software versions
- Remote control
- Server lockdown
- Logging and monitoring
- And more

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KEEP YOUR ENTERPRISE SECURE

Because Novell ZENworks Linux Management – Dell Edition can significantly reduce the time involved in managing continuous updates, there's less fear that security will falter while you and your staff juggle patches along with other urgent projects. ZENworks Linux Management – Dell Edition automatically downloads the latest server and software updates and installs them across your enterprise.

Built on an award-winning solution:

ZENworks Linux Management was awarded best systems management tool at the LinuxWorld Conference and Expo in 2004 and 2005.

Unlike other systems management solutions, it doesn't force you to figure out package requirements prior to installation. ZENworks Linux Management – Dell Edition automatically inventories the machines for the latest software, then downloads the right software catalog, performs a comparison and checks dependencies. All dependencies are automatically resolved before the installation process begins. Hardware and software inventory reports, delivered on a schedule you configure, quickly identify which servers are out of compliance with the latest updates.

Novell ZENworks Linux Management - Dell Edition helps you keep your Linux resources stable and secure. From a central location, you can easily lock down and control your server resources, manage server configuration files and use advanced policies to control server settings and popular applications.

FOCUS YOUR STAFF ON STRATEGIC INITIATIVES

To address today's continually changing business needs, you and your staff require the flexibility of Linux. But to stay competitive in the marketplace, you cannot ignore your strategic initiatives while you administer your Linux systems. Adding to your IT staff is costly and would defeat the cost savings you seek from deploying Linux. But with Novell ZENworks Linux Management – Dell Edition, you can effectively manage Linux on Dell while enabling your existing staff to pursue other projects.

While ZENworks Linux Management – Dell Edition is optimized specifically for your Dell PowerEdge servers, it can also manage Linux on other vendors' systems. From a central, intuitive Web-based console, you simply define business processes and policies once and then automatically apply them to servers anywhere in your network. This approach helps you save time and eliminate the mistakes caused by manual administration. An array of management tasks—server configuration and lockdown, server and software updates, imaging, remote control, inventory and more—are automated and controlled by the policies you create.

LINUX SUPPORT WHEN AND HOW YOU NEED IT

Novell ZENworks Linux Management – Dell Edition offers indispensable advantage through automation. But for Linux to be a viable option for your enterprise, it must be paired with comprehensive support. Dell and Novell will help you maximize the potential of Linux via a full range of Novell support services tailored to your network, needs and budget.

Dell and Novell have enjoyed a strong partnership for more than 15 years, supporting their customers as they deploy new hardware and operating systems to meet changing business needs. Support for ZENworks Linux Management – Dell Edition is provided through Novell Global Services and Support. Customers who need ZENworks or Linux support are backed by a knowledgeable team of Novell experts, delivering 24x7x365 Linux support worldwide.

ZENworks Linux Management – Dell Edition provides the following support options:

- **Novell Premium Service.** Premium Service is the highest level of customized service, with benefits like call-center access, minimal response time, account management, support tools and training offerings.
- **Novell IT Services.** Novell experts proactively monitor and manage your Novell technologies, freeing up your IT staff for more strategic and profitable projects.
- **Novell Tech Select Service.** This service combines powerful technical tools, evaluation software, expanded licensing, exclusive training materials and three technical support incidents (ideal for small- and medium-sized businesses).

Incident support can also be purchased on an as-needed basis. Self-support options, including product support communities and the Novell bookstore, are available on the Novell Web site. In addition, you can subscribe to Novell Technical Subscriptions to receive the latest Novell software, advanced technical resources and exclusive online tools. For more detailed information about Novell Linux support offerings, visit: <http://support.novell.com/linux>

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YOU, DELL, NOVELL AND LINUX

The Dell/Novell partnership is one you can trust to advance your enterprise Linux strategy. Both companies have traditions of excellence in customer service and support. Both are also committed to advancing the role of open source in the industry, and through their strong partnership have been delivering reliable, integrated solutions to their customers for more than 15 years.

For more information on ZENworks Linux Management – Dell Edition, visit: <http://www.dell.com/novell> or <http://www.novell.com/partners/dell/>

To purchase Novell ZENworks 7 Linux Management – Dell Edition, contact your Dell Sales representative or call 1-800-Buy-Dell (1-800-289-3355).