



Holonyx Partner Program

Building New Business Opportunities

Who is Holonyx?

Holonyx Ruffdogs technology division is a leader in Linux and open source software. We provide Linux support, consulting and open source Information Technology solutions.



Holonyx Partnering Mission

Develop a partner network that provides profitable business opportunities for our value-added reseller, system integrator and consultant partners.

We offer technologies which increase partners' opportunities for innovation and allow them to deliver superior solutions to their customer accounts.



Why Partner with Holonyx

- Expand solution set to include Linux and open source solutions
- Differentiate from your competitors
- Reduce customers' infrastructure costs to free up precious IT budget to spend on your higher value services
- Gain skills to address new, high-priority markets
- Improve margins and profitability
- Enhance your core competencies with advanced technologies for better customer solutions and improved customer satisfaction
- Discounts on Holonyx IT software solutions



Why Holonyx for Linux and Open Source Solutions

- Experienced in Linux and open source support and software development
- Established partner and end user support organization
- Single point of contact for Linux and open source IT solutions support
- Open source contributors in SME Server and other projects
- Experienced software development team in custom applications, Internet-based applications, database and web design



What do Holonyx Partners receive?

- Telephone or ticket system support for Linux and open source applications.
- System and network consulting for open source solutions and environments
- Linux and/or open source IT solution products which can be resold into customer environments.



Why Linux

Choice

- Significant profit opportunity for VARs and system integrators
- Technology deployments - edge of network servers, server consolidation, virtualization, mission critical applications
- Reduce customer's infrastructure costs and free up precious IT budget to spend on your higher value services

Competitive Advantage

- Over 60% of medium and large enterprises have or are planning to deploy Linux
- If you're not talking to your customers about Linux and open source, chances are someone else is
- Linux expands your capabilities, provides your customers more choice, allows you to exploit a technology trend that is here to stay, and approach competitive customers that may have been previously beyond reach



Linux Market Overview

- Sixty five percent of businesses run Linux on servers and desktops.
- Seventy percent of businesses believe open source creates more opportunities for innovation.
- IDC reports that Linux servers posted their second consecutive quarter of double-digit growth and now represent 12.7 percent of the overall server market for the first quarter of 2007.
- Sales of servers using Linux will grow faster than the overall market at least through 2008, when customers will spend \$9.1 billion for machines using the open-source operating system according to IDC
- Gartner predicts 70% of migration strategies from UNIX and legacy systems to x86 servers will target Linux over Windows through 2010.



Key Linux Opportunity Areas

Virtualization

- Increase server utilization by consolidating physical servers and applications
- Increase business continuity and system uptime by migrating disparate workloads on to virtual machines without interruption
- Leverage excess data center capacity and improve response times
- Provide application portability and flexibility across hardware platforms

Windows/UNIX/NetWare to Linux Migrations

- Cutting costs with Linux-based server deployments
- Raising Revenues with Linux-based Database Deployments
- Simplifying line-of-business Application Deployments

Desktop

- A solid alternative to Windows XP and Vista in terms of: Cost, Security, Usability, and Flexibility
- Thin Clients



Supported Linux and Open Source IT solutions from Holonyx

- SME Server - Scalable and affordable small to medium business server installations
- PfSense for firewall and intrusion detection
- Thin Clients



Join the Holonyx Partner Program

- For details, check our Web site or the *Holonyx Partner Program FAQ*.
- For more information and to sign up for the Holonyx Partner Program, visit: www.holonyx.com/partner
- Questions? E-mail us at: partners@holonyx.com

