

BUILT FOR PRODUCTIVITY

BUILT FOR SECURITY

BUILT FOR AGILITY

BUILT TO PROTECT YOUR INVESTMENT

SCO OPENSERVER 6

SALESGUIDE



SCO OpenServer Release 6 Sales Guide

*The Most Reliable
Operating System Just
Got More Powerful*



SCO GROWS YOUR BUSINESS®
www.sco.de

SCO OPENSERVER 6 SALES GUIDE

SCO OPENSERVER RELEASE 6 SALES GUIDE

SCO® OpenServer™ Release 6.0 is an impressive new operating system for low-cost, commodity hardware that features large file support and support for a broad array of modern applications. With a decade of rock-solid stability and dependability, SCO OpenServer has stood the test of time for small and large businesses needing an affordable all-in-one server.

CONTENTS	PAGE
<i>Introduction</i>	
<i>SCO OpenServer 6 – New and Improved</i>	3
<i>SCO OpenServer 6 — Built on Four Key Cornerstones</i>	3
> <i>Built for Productivity</i>	3
> <i>Built for Security</i>	4
> <i>Built for Agility</i>	5
> <i>Built to Protect Your Investment</i>	6
<i>Competitive Advantages</i>	6
<i>Value Propositions For End Users, Channel Partners, and Developers</i>	6
<i>Upgrade Motivators</i>	8
<i>Target Markets</i>	8
<i>Key Product Benefits</i>	9
<i>OpenServer 6 Product Offerings</i>	9
<i>OpenServer 6 Editions</i>	9
<i>OpenServer 6 Starter Edition</i>	9
<i>OpenServer 6 Enterprise Edition</i>	10
<i>Upgrades and Trade-Ins</i>	10
<i>Upgrade Paths</i>	11
<i>Example Upgrades</i>	11
<i>Model Numbers — New Licenses</i>	12
<i>Model Numbers — Upgrade Licenses</i>	13
<i>Model Numbers — Trade-In Licenses</i>	14
<i>Sample Configurations</i>	15
<i>New Optional Bundled Support</i>	16
<i>optional Services Changes</i>	16
<i>SCO Global Services</i>	17
<i>Online Support Services</i>	17
<i>System Requirements</i>	18
<i>Media Kit Contents</i>	19
<i>Frequently Asked Questions</i>	20

This document is provided "As Is" and may include technical inaccuracies or typographical errors. The SCO Group reserves the right to add, delete, change or modify this SCO document at any time without notice. This SCO document is for guidance only. SCO makes no express or implied representations or warranties of any kind.

SCO, the SCO logo, OpenLinux, Volution, SCO OpenServer and SCO Merge are trademarks or registered trademarks of The SCO Group, Inc. in the USA and other countries. UNIX and UnixWare are used pursuant to an exclusive license with The Open Group and are registered trademarks of The Open Group in the United States and other countries. LINUX is a registered trademark of Linus Torvalds. VisionFS is a trademark of Tarantella, Inc. in the USA and other countries. Reliant is a registered trademark of Fujitsu Siemens Computers, Inc. (formerly Siemens Pyramid Information Systems, Inc.). Netscape is a registered trademark of Netscape Communications Corporation. Computer Associates, ARCserve and IT are trademarks or registered trademarks of Computer Associates International, Inc. All other brands or product names are or may be trademarks of, and are used to identify products or services of, their respective owners. ©2005 The SCO Group, Inc. All Rights Reserved.

SCO OPENSER 6 SALES GUIDE

PRODUCT OVERVIEW

SCO OpenServer 6 brings to users a powerful, new, and modern operating system with large file support and kernel-level threading for greater application support. With speed and performance improvements due to the integration of the SVR5 kernel, SCO OpenServer 6 establishes a new standard for rock-solid stability and dependability. With increased memory and file size support, security enhancements, full backwards compatibility, support for Apache, Java® and Mozilla, SCO OpenServer 6 is pure power and reliability.

SCO OpenServer 6 includes application support for powerful SCO UnixWare® applications, and provides the easy-to-use KDE® graphical interface.

SCO OpenServer has stood the test of time for small to large businesses needing an affordable all-in-one server. It's the kind of advantage you expect from SCO, the supplier of the world's most popular UNIX® operating system for low-cost hardware.

OPENSER 6 NEW AND IMPROVED

With the release of SCO OpenServer 6, product reliability and stability continue. The greatest improvements include multi-threaded application support, large file support (up to 1 terabyte), and a modern look and feel. With the inclusion of the SVR5 technology, the new version has significant speed improvements.

Key improvements include:

- > Large file support up to 1 TB
- > Multiprocessor support increase from 4 to 32 processors
- > Increased memory support — up to 64 GB
- > Extending the power of UnixWare into OpenServer 6 with the SVR5 kernel
- > Single certification for OpenServer and UnixWare
- > Dramatic performance improvement

OPENSER 6 — BUILT ON FOUR KEY CORNERSTONES

- > **Built for Productivity**
- > **Built for Security**
- > **Built for Agility**
- > **Built to Protect Your Investment**

SCO OPENSER 6: BUILT FOR PRODUCTIVITY

Improve Employee Productivity Throughout Your Business

Companies invest in IT solutions to improve speed, communication and productivity throughout their business. Not only do the systems administrators need solutions that are easy to manage, deploy and support, but the businesses employees need the tools necessary to improve their own productivity. Employees need powerful solutions that are easy to use.

SCO OpenServer Release 6 contains many features that help make your business and employees more productive. SCO OpenServer Release 6 enables greater productivity for both administrators and users through enhanced capabilities in system management, performance and ease of use.

SCO has made great strides in bringing together key features and benefits that customers have asked for. Specifically, multi-threaded, pre-emptive kernel for the latest application support, an optional graphical user interface and feel and large file support (now up to 1 Terabyte).

By incorporating the power of the SVR5 kernel technology into OpenServer 6, SCO now gives OpenServer customers dramatic speed and performance improvements while also increasing memory and processor support. SCO OpenServer 6 brings powerful, new UNIX technology to the small and medium-sized business.

Key Productivity Features

Here are some of the key features that enhance business productivity:

- > **Multi-Threaded Kernel.** By incorporating SVR5 technology into OpenServer Release 6, this kernel now has support for more modern applications.

SCO OPENSER 6 SALES GUIDE

- > **Large File Support.** OpenServer Release 6 now includes large file support (up to 1 Terabyte) that enables it to drive more modern and powerful applications.
- > **Speed & Performance.** The SVR5 kernel enhancements in OpenServer 6 have produced dramatic improvements in speed and performance. Some OpenServer applications are reporting a dramatic speed improvement with version 6.
- > **Multi Processor Support.** OpenServer 6 has increased multi processor support from 4 to 32 processors enabling it to take advantage of the power of more modern and up to date hardware. SVR5 is a proven kernel that runs on low cost, industry standard servers and is capable of near-linear scaling as resources are added to the system
- > **Increased Memory Support.** Memory support increases from 4 GB to 64 GB in OpenServer 6. This enables the product to run and support more powerful applications and hardware. 16GB for General Purpose memory [ie. memory that can be used normally by the entire system and all applications] and up to 64GB as Dedicated Memory is supported (ie. an additional 48GB is available to be used by an application only if it is specially coded to do so via the Shared Memory (SHM) or Dynamic Shared Memory (DSHM) libraries).
- > **Support for Async I/O.** AIO enables even a single application thread to overlap disk read/write operations with other processing thereby allowing useful work to be done while IO is occurring in the background. This technology has been improved in OpenServer 6.
- > **Dynamic Loadable Drivers** Drivers can now be loaded or unloaded on a running system with no reboot required. This allows hot plug of new peripherals such as a tape drive and dynamically loading the driver without rebooting the system.
- > **Includes KDE and XDT3 Desktops** With the addition of KDE, OpenServer 6 now has a modern, full-featured desktop, enabling a greater ease of use . KDE also allows for support of a wide range of applications that are written for the KDE environment.
- > **Hot-Plug Memory Support** With OpenServer 6 you can now add additional memory into the system without a system reboot.
- > **Fibre Channel based SAN Support** OpenServer 6 now comes with Fibre channel based SAN support for HP MSA 1000 systems. SCO supports QLogic Fibre Channel 22xx/23xx controllers.
- > **Journaling Filesystem** To ensure data integrity in the event of a system crash, Journaling enables an IT professional to secure information. Journaling performance is improved in OpenServer 6.
- > **SCOAdmin GUI Interface** These tools continue from version 5.0.7 for ease and consistency in administration.
- > **Hardware RAID Support** SCO OpenServer 6 will support the following RAID systems: Adaptec RAID controllers, HP/Compaq RAID controllers, Intel Intelligent RAID, LSI MegaRAID and LSI Fusion-MPT RAID.
- > **USB Printer Support** SCO OpenServer 6 now supports USB printers.
- > **SAS for HP Proliant Servers** Serial Attached SCSI (SAS) for HP Proliant Products is introduced in OpenServer 6. SAS is the next generation of host controllers, and will replace slower parallel technologies, as well as control for the first time both Serial ATA, and Serial Attached SCSI hard drives.
- > **DVD Backup Support** With OpenServer 6, businesses can now utilize DVD backup systems enabling faster and more cost effective backup of valuable data.
- > **Supports UnixWare ® 7.1.4 Applications** With the SVR5 kernel technology imbedded in OpenServer 6, UnixWare applications are supported now in OpenServer 6 as well. This enables customers to take advantage of many applications previously only available on UnixWare.

SCO OPENSER 6: BUILT FOR SECURITY

Run Your Business on the Most Secure Operating System for UNIX-on-Intel

Security is a must in today's business world where personal identities are stolen almost daily and viruses constantly attempt to invade business operations. Businesses are built on reliability and stability. SCO customers rely on SCO's UNIX platform to provide the high-level of security needed in a demanding, fast transaction business. Businesses need systems that are always up and always responsive, and they demand a level of security able to meet customer demands. SCO OpenServer Release 6 includes new features and improvements that make it the most dependable UNIX-on-Intel platform available on the market. The SVR5 kernel has been business proven with an average MTBSF (Mean Time Between System Failures) at an amazing 20,000 hours!

SCO OPENSERVER 6 SALES GUIDE

SCO OpenServer Release 6 improves on many technologies introduced in SCO OpenServer 5.0.7. With Release 6, security of the server, protection from vulnerability to attack, protection of data, and secure flow of data to and from the server continue as hallmarks for which SCO UNIX is known.

Key Security Features

Here are some of the key features responsible for the increased security of SCO OpenServer Release 6:

- > **IPsec** Encrypts all TCP/IP packets for security as well as implements Virtual Private Network (VPN) functionality.
- > **OpenSSH and OpenSSL** These network protocols allow for logging into and executing commands on a remote computer. It provides secure encrypted communications between two untrusted hosts over an insecure network.
- > **Ipfiler for Firewall and NAT Functionality** Ipfiler technology allows OpenServer 6 to be configured as a firewall server.
- > **20,000 Hours Mean Time Between System Stops (MTBSS)** No other operating system has the reliability of UNIX, and the SVR5 kernel in SCO OpenServer has an astounding 20,000 hours of MTBSS giving customers constant up-time.
- > **Kernel Privileges.** The SVR5 kernel provides a fine grain privilege mechanism. Using fine grain privileges from UnixWare 7, the system can grant a subset of root powers to binaries allowing them to achieve specific objectives without exposing the system to potential abuse/exploits.
- > **Auditing of Events.** Auditing allows the system administrator to record system events in a log and play back the audit trail to determine who did what and when.
- > **Supports NFS v3 with TCP Network Filesystem (NFS)** is an industry standard protocol for sharing files across networks. NFS v3 primarily adds support for large files and NFS over the TCP protocol.
- > **Encrypted Filesystem and Archives.** This file system encrypts data stored on the disk. The data can then be de-crypted using private keys.
- > **Emergency Recovery CD and DVD Support.** Emergency recovery allows the system administrator to create bootable CD-ROMS for disaster recovery.

SCO OPENSERVER 6: BUILT FOR AGILITY

Businesses evolve with changing technologies. As new technologies are developed, businesses can improve their performance and profit. At SCO, we have been listening to customers needs and developing new technologies to adapt to the changing way in which businesses and IT managers run their business. Businesses today need instant information on new, mobile devices and clients. Stronger business collaboration tools enable business managers to make more intelligent decisions at a faster pace. With the increasing mobile nature of business, strong server support is necessary to serve up instant information to a mobile workforce.

SCO OpenServer 6 has the framework and enabling technologies that allows it to serve information to mobile devices. New, mobile computing applications allow wireless clients to connect to corporate data such as the Human Resource database, real-time financial reports for real-time decision making as well as allowing the critical functions of existing applications to be exported to these devices. OpenServer 6 provides a foundation to web enable applications. With additional SCO products, mobile access to OpenServer applications is easy.

OpenServer 6 connects clients like PDA's, smart phones and other handhelds to the corporate backbone. It also provides support for provisioning and deploying Applications on mobile devices. OpenServer 6 includes security management tools for wireless device connectivity and allows system administrators to monitor the health of their systems and mission critical applications while on the move.

SCO OpenServer 6 incorporates new capabilities for flexibility and agile business computing:

- > **Apache version 1.3.** OpenServer 6 includes the popular open source Apache web server which has been updated in OpenServer 6.
- > **Mozilla 1.7 and Java Plug-in's.** Release 6 now includes the 1.7 release of the popular Mozilla internet browser.
- > **KDE Desktop.** For those customers interested in a new, graphical interface with OpenServer 6, KDE has now been included.
- > **Tomcat.** Tomcat enables OpenServer 6 to run and display Java applets. Tomcat is an open source implementation of JavaServer Pages & Java Servlets. JSP and Java Servlets are the web presentation layer in Java 2.

SCO OPENSERVER 6 SALES GUIDE

- > **Centrino Wireless Technology.** Centrino is an Intel wireless technology standard supported by SCO. With this new technology included in OpenServer 6, laptops now have fully integrated wireless LAN capability without the need of a wireless plug-in card for excellent mobile performance.
- > **PRISM Technology.** A wireless hardware connectivity standard supported by SCO. This is what Centrino talks too. A wireless router, a print server can communicate through a wireless network regardless of the data payload being transmitted. With these technologies, a wireless device can talk to the internet, or communicate with a database, or send something to a printer.
- > **SCO File & Print Server with Samba 3.0.13.**
- > **MySQL Database.** UNIX customers are ever increasingly looking for database alternatives. MySQL, a good, and cost-effective alternative to other popular databases is included with OpenServer 6 with support also available.
- > **Postgresql Database.** Postgresql is also included for customers looking for alternative database solutions with SCO UNIX.
- > **Supports Virtualization Languages** - PHP & Perl. OpenServer 6 includes popular development tools including Perl and PHP.

SCO OPENSERVER 6: BUILT TO PROTECT YOUR INVESTMENT

SCO recognizes the significant investment companies make in their hardware and software IT solutions. With a large number of small businesses running SCO UNIX, a long ROI is imperative. With SCO OpenServer 6 businesses have significant investment protection including the ability to expand the computing environment, scalability (both up and out), support for large file systems to handle growth of business data, as well as forward binary compatibility all the way back to Xenix.

SCO OpenServer 6 provides the following benefits for investment protection:

- > **Single Certification for Applications and Drivers.** Now, with OpenServer 6, an ISV can develop to either UnixWare 7.1.4 or OpenServer 6 and certify on both. With the kernel now the same, applications and drivers can run seamlessly on both platforms.
- > **Full Backwards Compatibility Including Xenix Application Support.** Small businesses have invested considerable money in hardware. With OpenServer 6, SCO supports applications all the way back to Xenix 286 applications!
- > **Wide Hardware Support.** OpenServer 6 includes support for USB, AC97', SATA, SAS, IDE RAID, FC SAN, PCIX and others.
- > **Java 1.4.2.** SCO OpenServer 6 supports the Java 2 platform, Standard Edition for running Java code.
- > **Supports Thousands of Applications.** SCO OpenServer 6 will run on thousands of applications written on SCO UNIX over the years.

This family of products and services reduces total cost of ownership (TCO), helping your organization to be more productive and efficient.

OPENSERVER 6 COMPETITIVE ADVANTAGES

Reliability continues to be the most important SCO OpenServer 6 differentiator. OpenServer is known for its phenomenal stability and quality. An IDC survey of 1000 IT professionals found UNIX to be superior to Linux in multiprocessing, integration, security, and skills availability. Overall UNIX was more likely to meet expectations for features, overall performance and manageability. Additional competitive advantages include low TCO, established reseller relationships, and a profitable reseller business model. Additionally, SCO OpenServer 6 offers unencumbered I.P.

SCO offers a wide range of global services to meet partners' and end-users' business requirements. Customized and a-la-carte options are available for SCO customers, allowing optimal returns on their investment.

OPENSERVER 6 VALUE PROPOSITIONS

SCO OpenServer 6 has undergone an impressive new modernization including large file support and support for a broader array of modern applications. With a decade of rock-solid stability and dependability, SCO OpenServer has stood the test of time for businesses. SCO OpenServer provides an affordable all-in-one server to small to large businesses. Out of the box, SCO OpenServer lets businesses manage e-mail, simplify collaboration, protect data with secure back-ups, connect a mobile work force, and share high-speed Internet access. In addition, SCO OpenServer delivers a reliable platform for single certification enabling less work for ISVs and more applications for customers.

SCO OPENSERVER 6 SALES GUIDE

VALUE PROPOSITION FOR CUSTOMERS

Specific Needs

- ✓ Need a stable, secure, reliable, and robust operating system as the foundation of their layered solutions.
- ✓ Need never be concerned about what's "behind" the application layers of their computer infrastructure.
- ✓ Need minimum downtime.

SCO OpenServer 6 Value

- ✓ SCO delivers complete polished operating systems that are stable, reliable and secure and have stood the test of time.
- ✓ A single, experienced vendor provides support, a dependable roadmap, and unencumbered IP.

VALUE PROPOSITION — FOR CHANNEL PARTNERS

Specific Needs

- ✓ Need larger file size support for custom VSP modern applications.
- ✓ Need higher multi-processor support to support white box and industry standard hardware.
- ✓ Need compatibility between OpenServer and UnixWare applications.

Both for ISV certification and end-user customer who wants to use UW applications on OpenServer. This also gives partners an opportunity to market UnixWare applications to OpenServer customers.

- ✓ Need legacy support for older application versions for VSP who chose not to update their vertical application.
- ✓ Need support for Java for updated vertical VSP applications.
- ✓ Customers are increasingly asking for the latest security enhancements – OpenServer 6 provides this.
- ✓ Reseller needs solution that competes with the look and feel of Windows – Need KDE graphical desktop for updated look and feel.
- ✓ Support for Samba and Apache for latest vertical application support.

SCO OpenServer 6 Value

- ✓ SCO OpenServer drives more reseller profits per system.
- ✓ In addition, SCO OpenServer has superior security, scalability, and reliability.
- ✓ Open industry standards increase compatibility and make it easier to integrate diverse applications and systems; open industry standards also provide vendor neutrality.

VALUE PROPOSITION — FOR DEVELOPERS

Specific Needs

- ✓ Need large file size support for custom VSP vertical modern applications.
- ✓ Need higher multi-processor support to support industry standard hardware.
- ✓ Need compatibility between OpenServer and UnixWare applications.

Both for ISV certification and end-user customer who wants to use UW applications on OpenServer. This also gives partners an opportunity to market UnixWare applications to OpenServer customers.

- ✓ Need legacy support for older application versions for VSPs and IHVs who chose not to update their vertical application.
- ✓ Need support for Java for updated vertical VSP applications.
- ✓ Customers are increasingly asking for latest security enhancements – OpenServer 6 provides this.
- ✓ Support for Samba and Apache for latest vertical application support.

SCO OPENSERVER 6 SALES GUIDE

SCO OPENSERVER 6 VALUE

- > SCO OpenServer Release 6 provides a powerful new kernel with SVR5 technology enabling the development partner to port their modern application to OpenServer 6 taking advantage of large file support, multi-level threading, increased memory support Java support, as well as updated Samba and Apache. This new modernization effort brings power and reliability to the end user and opens a broader market to the developer.
- > Single certification allows ISVs to certify to one kernel. DDI interface-compliant drivers will work on both UnixWare 7x as well as OpenServer 6.

OPENSERVER 6 UPGRADE MOTIVATORS

Key upgrade motivators include:

- > Large file support (up to 1 terabyte) and kernel-level threading via a new SVR5 kernel enables OpenServer customers to take advantage of more modern and a wider variety of applications including thousands of applications written for UNIX, Java, PostgreSQL, MySQL, KDE, and Web Services as well as UnixWare 7.1.4 applications.
- > Multiprocessor support increases from 4 to 32 processors and increased memory support increases to 64GB thus enabling customers to take advantage of cutting edge hardware.
- > OpenServer pricing and licensing changes provide customers twice the number of users, four times the number of CPUs and 4GB memory support for the same price as OpenServer 5.0.7.
- > Single certification for both OpenServer 6.x and UnixWare 7.1.x applications gives ISVs/IHVs and VSPs exposure to a broader SCO UNIX customer base.
- > Integrates new applications including Apache 1.3, MySQL, and Samba.
- > Good product margin for partners with excellent upgrade opportunities with established customer base.

OPENSERVER 6 TARGET MARKETS

Small business – SCO's current volume and future volume opportunity is in small businesses with 5-99 employees. An estimated 44% of SCO's revenue is from small businesses. SCO also targets medium and large businesses, but the primary audience is the small business user. While the ultimate end user may be the SMB, SCO primarily focuses on channel partners who serve the SMB market.

Channel Partners – SCO must leverage the channel partner in order to reach its customer base. Marketing will primarily be focused on educating and motivating the channel as well as providing them with the key marketing materials to target upgrading of their SCO customer base.

VSPs & IHVs/ISVs - An operating system is only as successful as the applications and hardware certified to run on it. To that end, key motivators will be identified to encourage porting and certification of applications and hardware to support OpenServer 6.

TARGET DECISION MAKERS

The following are the typical decision makers for purchasing SCO products:

- > Solution Providers (e.g., resellers, partners)
- > IT managers (may also be outsourced to a solution provider)
- > Small business owners
- > CTO's – medium to large businesses

TARGET CHANNELS

1. SCO vertical solution providers who integrate their hardware and software solutions with OpenServer and sell the combined solution to vertical customers.
2. SCO resellers who provide solutions to branch offices and small-to-medium businesses.
3. SCO major accounts who use OpenServer in branch offices and as departmental servers.

SCO OPENSER 6 SALES GUIDE

OPENSER 6 KEY PRODUCT BENEFITS

- > SCO OpenServer 6 – the most reliable and stable operating system for UNIX-on-Intel customers has just become more powerful with large file support and kernel-level threading which opens up a new world of application support.
- > SCO OpenServer delivers lightning speed/performance to the UNIX on Intel customer.
- > SCO OpenServer is backed by decade of rock-solid stability and dependability.
- > SCO OpenServer is an affordable all-in-one server for small to large businesses.
- > SCO OpenServer delivers single certification enabling less work for ISVs and more applications for customers.
- > SCO OpenServer powers both Fortune 500 companies and small to medium sized businesses.
- > SCO is the supplier of the world's most popular UNIX operating system for the Intel platform.

OPENSER 6 PRODUCT OFFERINGS

- > **OpenServer 6 Media Kits.** Available in standard and compact versions, the media kit provides all the software necessary to install any component of the OpenServer 6, including evaluation and demonstration versions of the products.
- > **OpenServer 6 Edition License Packs.** Two system configurations, the Enterprise and Starter Editions, allowing customers to choose the most cost effective solution to their computing needs.
- > **OpenServer 6 User, CPU and Memory Licenses.** Additional User Licenses in groups of 5, 10, 25, 100, or 500 users for the Enterprise Edition plus a special 5-user license for the Starter Edition; Additional Processor Licenses to incrementally add CPUs to your system; New Maximum Memory Band Licenses that license 4GB, 16GB, 32GB and 64GB of memory in a single system.
- > **The OpenServer 6 Development Kit License Pack.** Licenses use of the complete development environment provided with the new OpenServer 6 Development Kit.

OPENSER 6 EDITIONS

	<i>Starter Edition</i>	<i>Enterprise Edition</i>
<i>Users</i>	2	10
<i>Memory</i>	1GB	4GB
<i>CPUs</i>	1	4
<i>Restrictions</i>	Special user bump	None

OPENSER 6 STARTER EDITION

With OpenServer 6, SCO is introducing a new low entry level edition to the OpenServer family replacing the Host and Desktop Editions. The new Starter Edition is configured and priced for customers that need a full-featured, low cost server platform for supporting edge of network services, such as a file and print server or to run a small business environment.

- > The Starter Edition contains all of the same performance, reliability, and scalability features that you have come to expect from OpenServer, but is packaged with a two users, a single processor and 1 GB of memory at a new low price.
- > The new Starter Edition can be expanded as customer needs grow. Additional users, memory and CPUs can be added to the Starter Edition! (this is different from the former Desktop license).
- > The additional user licenses for the Starter Edition are a different Model number than those for OpenServer 6 Enterprise Edition.

SCO OPENSERVER 6 SALES GUIDE

OPENSERVER 6 ENTERPRISE EDITION

- > SCO has revised the default configurations of the Enterprise Edition to provide more value along with the major new features contained in this latest OpenServer release.
- > The Enterprise Edition now ships with 10 user licenses and support for 4 physical processors enabled. It is licensed to support 4GB of RAM.
- > Additional user, CPU, and memory licenses can be added on demand.

UPGRADES AND TRADE-INS

For those who have older SCO OpenServer releases in use, and wish to update to OpenServer 6, SCO is offering specific licenses. You must provide proof of purchase for your existing SCO license in order to make sure you have a qualified license for either an upgrade or a trade-in.

Upgrade Operating systems qualified for Upgrade to OpenServer 6 from OpenServer 5.0.7 or OpenServer 5.0.6

Your existing additional user, CPU or memory licenses can be used on the new OpenServer 6 system without buying new licenses. Enter the old licenses after installation of OpenServer 6 using the "scoadmin license" command.

Pricing and model numbers are different, depending on whether you are upgrading from OpenServer 5.0.6 or OpenServer 5.0.7. (See Upgrade Model Numbers)

TRADE-INS OPERATING SYSTEMS QUALIFIED FOR TRADE-IN TO OPENSERVER 6

- > With OpenServer 6, SCO is introducing a new low entry level edition to the OpenServer family replacing the Host and Desktop Editions. The new Starter Edition is configured and priced for customers that need a full-featured, low cost server platform for supporting edge of network services, such as a file and print server or to run a small business environment.
- > The Starter Edition contains all of the same performance, reliability, and scalability features that you have come to expect from OpenServer, but is packaged with a two user license, and support for a single processor and 1 GB of memory, all at a new low price.
- > The new Starter Edition can be expanded as customer needs grow. Additional users, memory and CPUs can be added to the Starter Edition. This is a change from the older Desktop license.
- > The additional user licenses for the Starter Edition are different model numbers than those for OpenServer 6 Enterprise Edition.

SCO OPENSER 6 SALES GUIDE

UPGRADE PATHS

OpenServer 6 is designed to support upgrades from OpenServer 5.0.7 or OpenServer 5.0.6.

All upgrades require a fresh install of OpenServer 6. In-place upgrades are not currently supported. New for OpenServer 6 is that all upgrade licenses are “edition sensitive”, meaning that the correct upgrade license must correspond to the Edition being upgraded. Two separate sets of upgrade licenses are available; one for upgrades from OpenServer 5.0.7 systems, and one for OpenServer 5.0.6 systems

- > **Enterprise Upgrades.** For current licensees of the OpenServer 5.0.7 or 5.0.6 Enterprise Edition, when upgrading to OpenServer 6, your system will be licensed for the same Edition and the new default levels for Users, CPUs and Memory. During the upgrade process all valid add-on additional user, CPU, and Development System licenses may be added to complete the upgrade process. For example a 15 user (5 default plus a 10-user add-on license) OpenServer 5.0.7 or 5.0.6 Enterprise Edition after application of the OpenServer 6 upgrade will be licensed for 20 users (new default of 10 plus the 10-user add-on).
- > **Desktop Upgrades.** For OpenServer 5.0.7 or 5.0.6 of Desktop Edition licensees, upgrading to OpenServer 6 will result in the new Starter Edition with 2 users plus the ability to grow the system by adding users in increments of five (5) with the Starter Edition user add-on license or additional CPUs or expanded memory licenses. The current Desktop memory limit of 4 GB will also be supported for upgraded systems.
- > **Host Upgrades.** For OpenServer 5.0.7 or 5.0.6 of Host Edition licensees, upgrading to OpenServer 6 will also result in the new Starter Edition which comes with full networking support which is not included in current Host systems. Since OpenServer 5 Host Editions support five (5) users and 4 GB of memory, those limits will be retained. In the case of Host systems licensees who have added extra users beyond the default five, these extra add-on user licenses will not be usable on the upgraded system and will need to be exchanged for the equivalent number of the new Starter Edition 5-user add-on license. As with any Starter Edition, additional CPU, Maximum Memory and the 5-user licenses may be added to the system.
- > **Host licensees** may also choose to upgrade to the OpenServer 6 Enterprise Edition by purchasing a cross upgrade license.
- > **SCO Update Licensee Upgrades** For customers that licensed SCO Update for OpenServer 5.0.7, the SCO Update license either bundled or add-on version will serve as the upgrade license for OpenServer 6 and the information on specific Edition upgrades above will apply. You only need a OpenServer 6 media kit and your old OpenServer license + SCO Update license for that system and can fresh install OpenServer 6.

EXAMPLE UPGRADES

- > If you use OpenServer 5.0.6 Enterprise you would need to order the SCO model number LX260-2601W-6.0 in order to upgrade to OpenServer 6 Enterprise.
- > If you use OpenServer 5.0.6 Desktop you would need to order the SCO model number LX250-2201W-6.0 in order to upgrade to OpenServer 6 Starter Edition.
- > If you use OpenServer 5.0.7 Host you would need to order the SCO model number LX250-2400W-6.0 in order to upgrade to OpenServer 6 Starter Edition OR SCO model number LX260-2400W-6.0 in order to upgrade to OpenServer 6 Enterprise Edition.

SCO OPENSERVER 6 SALES GUIDE

MODEL NUMBERS – NEW LICENSES

Media and 60-Day Evaluation Kits	Media	Model Number
June 2005 Release 6 English Version	CD-ROM	CA200-UX04-6.0
June 2005 Release 6 French Version	CD-ROM	CA200-UX04F-6.0
June 2005 Release 6 German Version	CD-ROM	CA200-UX04G-6.0
June 2005 Release 6 Compact Media Kit	CD-ROM	CA200-UX09-6.0

Demonstration Licenses	License Pack	Web License
OpenServer 6 Demo Pack (Not For Resale - contains Enterprise, Starter and Development System Licenses)	DA200-UX00-6.0	DA200-UX00W-6.0

OpenServer 6 Editions	License Pack	Web License
OpenServer 6 Enterprise Edition - 10-User, 4-CPU, 4GB	LA260-UX00-6.0	LA260-UX00W-6.0
OpenServer 6 Starter Edition - 2-Users, 1-CPU, 1GB	LA250-UX00-6.0	LA250-UX00W-6.0

OpenServer 6 Editions with Bundled Support	License Pack	Web License
OpenServer 6 Enterprise Edition - 10-User, 4-CPU, 4GB with Support	LA262-UX00-6.0	LA262-UX00W-6.0
OpenServer 6 Starter Edition - 2-Users, 1-CPU, 1GB with Support	LA252-UX00-6.0	LA252-UX00W-6.0

Inter-Edition Cross-Grade License	License Pack	Web License
To OpenServer 6 Enterprise from OpenServer 6 Starter	LA260-UX10-6.0	LA260-UX10W-6.0

Additional User Licenses for OpenServer 6	License Pack	Web License
10-User License	LA213-0010-6.0	LA213-0010W-6.0
25-User License	LA213-0025-6.0	LA213-0025W-6.0
100-User License	LA213-0100-6.0	LA213-0100W-6.0
500-User License	LA213-0500-6.0	LA213-0500W-6.0
5-User License for Starter Edition	LA213-ST05-6.0	LA213-ST05W-6.0

**Standard Additional User Licenses are not applicable for the Starter Edition*

Additional Licenses for OpenServer 6	License Pack	Web License
Additional Processor License	LA213-UX00-6.0	LA213-UX00W-6.0
Up to 4 GBytes Memory for Starter Edition	LA214-0004-6.0	LA214-0004W-6.0
Up to 8 GBytes Memory	LA214-0008-6.0	LA214-0008W-6.0
Up to 16 GBytes Memory	LA214-0016-6.0	LA214-0016W-6.0
Up to 32 GBytes Memory	LA214-0032-6.0	LA214-0032W-6.0
Up to 64 GBytes Memory	LA214-0064-6.0	LA214-0064W-6.0

**Memory Licenses are maximums and are not additive.*

Development Kit License	License Pack	Web License
OpenServer 6 Development System	LA205-UX00-6.0	LA205-UX00W-6.0

SCO OPENSER 6 SALES GUIDE

MODEL NUMBERS – UPGRADE LICENSES

OpenServer 6 is designed to support upgrades from OpenServer 5.0.7 or OpenServer 5.0.6. All upgrades will require a fresh install of OpenServer 6. In-place upgrades are not currently supported. New for OpenServer 6 is the fact that all upgrade licenses are “Edition Sensitive” meaning that the correct license is required which corresponds to the Edition being upgraded. Two separate sets of upgrade licenses are available; one for upgrades from OpenServer 5.0.7 systems and one for OpenServer 5.0.6 systems.

Enterprise Upgrades: For current licensees of the OpenServer 5.0.7 or 5.0.6 Enterprise Edition, when upgrading to OpenServer 6, systems will be licensed for the same Edition and the new default levels for Users, CPUs and Memory. During the upgrade process all valid add-on additional user and CPU licenses may be added to complete the upgrade process. For example a 15 user (5 default plus a 10-user add-on license) OpenServer 5.0.7 or 5.0.6 Enterprise Edition after application of the OpenServer 6 upgrade will be licensed for 20 users (new default of 10 plus the 10-user add-on).

Desktop Upgrades: For OpenServer 5.0.7 or 5.0.6 of Desktop Edition licensees, upgrading to OpenServer 6 will result in the new Starter Edition with 2 users plus the ability to grow the system by adding users in increments of five (5) with the Starter Edition user add-on license or additional CPUs or expanded memory licenses. The current Desktop memory limit of 4 GB will also be supported for upgraded systems.

Host Upgrades: For OpenServer 5.0.7 or 5.0.6 of Host Edition licensees, upgrading to OpenServer 6 will also result in the new Starter Edition which comes with full networking support which is not included in current Host systems. Since OpenServer 5 Host Editions support five (5) users and 4 GB of memory, those limits will be retained. In the case of Host systems licensees who have added extra users beyond the default five, these extra add-on user licenses will not be usable on the upgraded system and will need to be exchanged for the equivalent number of the new Starter Edition 5-user add-on license. As with any Starter Edition, additional CPU, Maximum Memory and the 5-user licenses may be added to the system.

Host licensees may also choose to upgrade to the OpenServer 6 Enterprise Edition by purchasing a cross upgrade license.

SCO Update Licensee Upgrades: For customers that licensed SCO Update for OpenServer 5.0.7, the SCO Update license either bundled or add-on version will serve as the upgrade license for OpenServer 6 and the information on specific Edition upgrades above will apply.

The following table contains the new model numbers and pricing for OpenServer 6 upgrades. OpenServer 6 Upgrades - These are now Edition Specific

Upgrades to OpenServer 6 from OpenServer 5.0.7	License Pack	Web License
To OpenServer 6 Enterprise from OpenServer 5.0.7 Enterprise	LX260-2600-6.0	LX260-2600W-6.0
To OpenServer 6 Starter from OpenServer 5.0.7 Host	LX250-2400-6.0	LX250-2400W-6.0
To OpenServer 6 Starter from OpenServer 5.0.7 Desktop	LX250-2200-6.0	LX250-2200W-6.0
To OpenServer 6 Enterprise from OpenServer 5.0.7 Host	LX260-2400-6.0	LX260-2400W-6.0
Upgrades to OpenServer 6 from OpenServer 5.0.7 with Support	License Pack	Web License
To OpenServer 6 Enterprise from OpenServer 5.0.7 Enterprise	LX262-2600-6.0	LX262-2600W-6.0
To OpenServer 6 Starter from OpenServer 5.0.7 Host	LX252-2400-6.0	LX252-2400W-6.0
To OpenServer 6 Starter from OpenServer 5.0.7 Desktop	LX252-2200-6.0	LX252-2200W-6.0
To OpenServer 6 Enterprise from OpenServer 5.0.7 Host	LX262-2400-6.0	LX262-2400W-6.0
Upgrades to OpenServer 6 from OpenServer 5.0.6	License Pack	Web License
To OpenServer 6 Enterprise from OpenServer 5.0.6 Enterprise	LX260-2601-6.0	LX260-2601W-6.0
To OpenServer 6 Starter from OpenServer 5.0.6 Host	LX250-2401-6.0	LX250-2401W-6.0
To OpenServer 6 Starter from OpenServer 5.0.6 Desktop	LX250-2201-6.0	LX250-2201W-6.0
To OpenServer 6 Enterprise from OpenServer 5.0.6 Host	LX260-2401-6.0	LX260-2401W-6.0
Upgrades to OpenServer 6 from OpenServer 5.0.6 with Support	License Pack	Web License
To OpenServer 6 Enterprise from OpenServer 5.0.6 Enterprise	LX262-2601-6.0	LX262-2601W-6.0
To OpenServer 6 Starter from OpenServer 5.0.6 Host	LX252-2401-6.0	LX252-2401W-6.0
To OpenServer 6 Starter from OpenServer 5.0.6 Desktop	LX252-2201-6.0	LX252-2201W-6.0
To OpenServer 6 Enterprise from OpenServer 5.0.6 Host	LX262-2401-6.0	LX262-2401W-6.0

SCO OPENSER 6 SALES GUIDE

MODEL NUMBERS – TRADE-IN LICENSES

For OpenServer 6, a single set of trade-in licenses is available for all OpenServer Release 5.0.0 through Release 5.0.5 systems. Customers need to purchase the appropriate OpenServer 6 Edition trade-in license and combinations of User and Processor License Trade-ins for the number of users or CPUs needed to match their current systems.

Note that all Trade-In licenses will implement the new OpenServer 6 Edition defaults. Also note that Trade-in prices are promotional and will remain in effect through 30 June 2006 after which prices will be increased.

Previous Customer Trade-Ins

For OSR5.0.5 or Earlier Customers

	<i>License Pack</i>	<i>Web License</i>
SCO OpenServer 6 Enterprise from SCO OpenServer Enterprise Release 5.0.0/5.0.5	LX260-UX00-6.0	LX260-UX00W-6.0
SCO OpenServer 6 Starter from SCO OpenServer Host Release 5.0.0/5.0.5	LX250-UX00-6.0	LX250-UX00W-6.0
SCO OpenServer 6 Starter from SCO OpenServer Desktop Release 5.0.0/5.0.5	LX250-UX10-6.0	LX250-UX10W-6.0

Current/Previous Customer Trade-Ins with Support

	<i>License Pack</i>	<i>Web License</i>
SCO OpenServer 6 Enterprise from SCO OpenServer Enterprise Release 5.0.0/5.0.5 Plus Support	LX262-UX00-6.0	LX262-UX00W-6.0
SCO OpenServer 6 Starter from SCO OpenServer Host Release 5.0.0/5.0.5 Plus Support	LX252-UX00-6.0	LX252-UX00W-6.0
SCO OpenServer 6 Starter from SCO OpenServer Desktop Release 5.0.0/5.0.5 Plus Support	LX252-UX10-6.0	LX252-UX10W-6.0

* Standard Trade-Ins with 6 months of SCO Support bundled in

Add-On Trade-In Licenses

(Applicable to OpenServer 5.0.5 and Earlier)

	<i>License Pack</i>	<i>Web License</i>
10 Users from 10 or more user	LX213-0010-6.0	LX213-0010W-6.0
25 Users from 25 or more user	LX213-0025-6.0	LX213-0025W-6.0
100 Users from 100 or more user	LX213-0100-6.0	LX213-0100W-6.0
500 Users from 500 or more user	LX213-0500-6.0	LX213-0500W-6.0
Additional Processor from SCO MPX or pre-6 SMP	LX213-UX00-6.0	LX213-UX00W-6.0

SCO OPENSER 6 SALES GUIDE

SAMPLE CONFIGURATIONS

GOAL *Customer wants to setup a new File and Print Server*

SCO Product: OpenServer 6 Starter Edition with Samba 3.0.13 included.

SCO Model Number: LA250-UX00W-6.0

Benefit: Latest Samba version for reliable file and print sharing supplied and supported from SCO on the reliable OpenServer operating system.

GOAL *Customer wants to use wireless LAN and latest graphic card support on his OpenServer 5.0.7 desktop installation on laptops*

SCO Product: Upgrade 5.0.7 Desktop to OpenServer 6 Starter

SCO Model Number: LX250-2200W-6.0

Benefit: Results in 2 user license instead of single user and can be expanded on demand by buying additional Starter Edition user bumps.

Upcoming port of OpenOffice to OpenServer 6 will provide a complete Office suite as well. Latest Xorg Xserver provides best graphic support.

GOAL *Customer wants to add TCP networking to his 5.0.6 Host System. Needs only a single user but requires networking*

SCO Product: Upgrade 5.0.6 HOST to OpenServer 6 Starter

SCO Model Number: LX250-2401W-6.0

Benefit: Complete networking included, two users, expandable on demand by Starter Edition user bumps. Much better performance based on new SVR5 kernel technology

GOAL *Customer wants to get better performance and support for either mysql or postgresql for an application server running OpenServer 5.0.5 Enterprise with 25 users*

SCO Product: Trade-in 5.0.5 Enterprise to OpenServer 6 Enterprise and Trade-In for his 2 times 10 additional licenses.

SCO Model Numbers: LX260-UX00W-6.0 and 2 x LX213-0010W-6.0

Benefit: Results in 30 users instead of 25 and supports up to 4 processors instead of a single processor.

GOAL *Hardware upgrade from single CPU System with OpenServer 5.0.7 to a new four-way system.*

SCO Product: Upgrade 5.0.7 Enterprise to OpenServer 6 Enterprise

SCO Model Number: LX260-2600W-6.0

Benefit: No need to buy additional CPU licenses – get support for 5 more users and all four CPUs with a single upgrade license.

SCO OPENSER 6 SALES GUIDE

NEW OPTIONAL BUNDLED SUPPORT

OpenServer 6 introduces new optional support bundles providing customers with the convenience to purchase product bundled with basic break-fix support at reasonable cost. The service is designed to offer a streamlined low cost option with built-in flexibility. It allows for the ability to either add individual components to tailor customers' business requirements, or, upgrade to one of the higher end options available from SCO's award winning Support Services.

The support bundled with all OpenServer 6 Editions includes the following services:

- > Traditional "Break-Fix" support for 6 months
- > Per Installation/server
- > 4 Business Hour Response
- > Phone, E-mail, Fax or Web – Option to Uplift
- > Two Authorized Technical Contacts

Customers wishing to add to the bundled services have the following options:

- > 24 X 7 Emergency Service
- > One Business Hour Response Time
- > Layered Product Add-on
- > Upgrades to TEAM, SoftTech or SoftTech Plus

New model numbers are provided for standard New, Upgrade and Trade-in Licenses for OpenServer 6 which include 6 months of support bundled in.

OPTIONAL SERVICES CHANGES

With the release of OpenServer 6 SCO is introducing the Ericom's enterprise Server Based Computing solution PowerTerm® WebConnect Server as a new optional services offering. As a comprehensive solution, PowerTerm WebConnect provides secure local and remote access to enterprise applications, including character based applications residing on SCO UNIX servers, Microsoft applications running on Windows Terminal Server 2000 / 2003 / 2003 x64 and other legacy system applications. PowerTerm WebConnect is the ideal solution as it is 100% compatible with SCO character based applications and Windows applications to support enterprise-wide application access and delivery. PowerTerm WebConnect can be installed from the Optional Services CD.

Model numbers, pricing and more specific details on this new offering for OpenServer 6 will be announced separately.

Additional new offerings will be announced in the coming months and will initially be posted to SCO's Web site and added to the Media Kits as they become available. Some of the soon to be released offerings include the On Line Data Manger (ODM) and Disk Mirroring products currently offered with UnixWare.

A new version of Samba, Release 3.0.13 is included as the supported File and Print Server for OpenServer 6. The Advanced File and Print Server (AFPS) will not be supported for OpenServer 6. A forthcoming white paper will provide current AFPS customers with the needed information to easily migrate from AFPS to Samba.

SCO OPENSERVER 6 SALES GUIDE

SCO GLOBAL SERVICES

SCO's award-winning Global Services offer a complete portfolio of world-wide services on SCO's full range of software products, allowing customers powerful choices based on business requirements.

Technical Support

SCO offers a wide array of technical support services ranging from business critical, 24x7 after-hours offerings to traditional support services covering all products and customer types from partners to end users. In addition, SCO support services are available to partners for their own use and resale.

SCO TEAM Support is designed for corporate customers requiring immediate, high-level, technical support. Included with TEAM is an assigned senior technical account manager responsible for assuring successful solution implementation and ongoing support for a customers CO systems.

SCO SoftTech Plus includes support for unlimited licenses and installations covering all SCO products, with a guaranteed one-hour response time. This service is targeted to SCO partners and customers that need coverage for all SCO products. With SoftTech Plus, there is also an assigned administrative account manager as the primary contact for administrative issues.

SCO SoftTech includes support for unlimited licenses and installations with a guaranteed up to one-hour response time. SoftTech is available per operating system/product, allowing customers the flexibility to add on additional products and services when they are needed. The administrative account manager provides a single point of contact for all administrative issues.

For these and other available options contact your SCO Sales Account Representative, or in the Americas, phone 800-726-6561. In the rest of the world, phone +44 8700 994 992 or visit www.sco.com/support/programs.

PROFESSIONAL SERVICES

SCO's Professional Services offer a full suite of consulting services ranging from server deployment and management, migration and web services to customized solutions. For more information on Professional Services, visit www.sco.com/consulting, or contact your local SCO sales representative. For more information on SCO Professional Services, call:

- > *In the Americas, phone 1-800-366-8649*
- > *Outside of the Americas, phone +44 8700 994 992*

ONLINE SUPPORT SERVICES

Self-Help Support SCO also provides extensive 24x7 Self-Help technical support services on SCO products, including installation and configuration support through an easy-to-use, single Web view. The Self-Help Web site is located at: www.SCO.com/support/self_help.html.

SCO OPENSERVER 6 SALES GUIDE

SYSTEM REQUIREMENTS

<i>Hardware</i>	<i>Minimum</i>	<i>Recommended</i>	<i>Maximum</i>
<i>CPU</i>	A single Intel® Celeron®, Pentium®, Pentium II, Pentium II Xeon™, Pentium III, Pentium III Xeon, Pentium 4, or Intel Xeon microprocessor, or a microprocessor that is 100% compatible (e.g., AMD Athlon™, Athlon 64, Duron™, Sempron™, or Opteron™ processor)	Pentium P4	32 CPUs
<i>Memory</i>	64MB of Random Access Memory (RAM) is required. For running graphically-intensive applications like Java or KDE, a minimum of 128 MB of RAM is required	256MB.	64GB
<i>Disk Space</i>	To install all packages included in the media kit, 4GB of disk space is required. Small footprint installations can run on partitions	8GB	1TB (per disk)
<i>HBA</i>	IDE	SCSI, SATA, or SAS*	1024
<i>Other</i>	Requires a CD-ROM and a BIOS that supports booting from the CD-ROM, keyboard, and monitor	Mouse, NIC, and 1.44MB floppy drive	

The hardware that you will need to support an installation of OpenServer 6 will vary depending on the installation options you choose. All installations have the following minimum requirements:

Processor

At least one Intel® Celeron®, Pentium®, Pentium II, Pentium II Xeon™, Pentium III, Pentium III Xeon, Pentium 4, or Intel Xeon microprocessor, or a microprocessor that is 100% compatible (e.g., AMD Athlon™, Athlon 64, Duron™, Sempron™, or Opteron™ processor). A Pentium P4 or one of higher performance is recommended, up to 32 CPUs are supported.

Memory

A minimum of 64MB of Random Access Memory (RAM) is required. For running graphically-intensive applications like Java or KDE, a minimum of 128 MB of RAM is required. 256MB of memory is recommended and up to 64 GB is supported.

Disk Size and Partitions

A hard disk of 4GB is needed to install all the packages included in the media kit. Small footprint installations can run in partitions as small as 1 GB. An 8GB disk is recommended and disks up to 1TB are supported. Additional space will be needed for data and user files.

Mouse

A serial, USB, or PS/2-compatible mouse is recommended to access all graphical desktop functionality.

HBA

At least one IDE, SCSI, SATA or SAS Host Bus Adapter (HBA) is required, and up to 32 HBAs are supported by default. Additional HBAs (up to a maximum of 1024) can be added; however, the driver for any HBA added above 32 must support such a configuration.

Video

A Super VGA monitor and video adapter capable of at least 1024x768 resolution is required to run the graphical desktop. Systems running Merge from the Optional Services CD will require a 1280x1024 16-bit (or better) graphics adapter. The graphics adapter used during a fresh installation must have an IBM VGA compatible mode.

Network Card

At least one NIC is required for networking; up to 4 NICs of the same manufacturer and model can be connected at one time.

Media Devices

A 3.5-inch diskette is recommended and is required if:

- > You want to perform an installation from the media kit CD-ROMs and your system does not support bootable CD-ROMs.
- > You need to install vendor-supplied software (such as device drivers) from diskettes

SCO OPENSER 6 SALES GUIDE

MEDIA KIT CONTENTS

The OpenServer 6 product is available in both the Standard Media Kit and the Compact Media Kit. Both Media Kits include the core set of OpenServer 6 software on a set of two CD-ROMs:

- > **Base Operating System Installation CD and**
- > **Optional Services CD**

Diskettes are no longer provided in the Media Kit since the Installation CD may be used for installing HBA images directly and diskette images are also provided for customers who need to create them.

In addition to the core set of CD-ROMs, the Standard Media Kit also includes a copy of the new Getting Started Guide which has been fully revised for OpenServer 6.

The Compact Media Kit includes only the two core CD-ROMs for OpenServer 6 and is designed to offer a lower cost alternative to the Standard Media Kit.

The Compact Media Kit should be considered as an alternative to the Standard Media Kit for Media replacement, low cost promotions and evaluations and for users who do not need hard-copy documentation.

OpenServer 6 Base Operating System Installation CD-1 (Both Media Kits)

- > OpenServer 6 Operating System
- > Documentation Set
- > Samba 3, MYSQL, PostgreSQL,
- > Images for creating boot, network install and HBA diskettes
- > Embedded HBA Installation CD
- > OpenServer 6 Development Kit
- > /info Files

OpenServer 6 Optional Services CD-ROM (Both Media Kits)

- > Squid Web Proxy Cache 2.5.STABLE9 (ver 2.5.9Mc)
- > Apache Tomcat Servlet Container (ver 4.1.31Jc)
- > System Certification Tests (ver 9.0.0f)
- > SCO OpenServer Release 6.0.0 French Language Support
- > SCO OpenServer Release 6.0.0 German Language Support
- > Localized documentation (German and French)*
- > Ericom PowerTerm™ WebConnect Server (ver 5.1.2Aa)
- > /info Files

Hardcopy Documentation

(Standard Media Kit only) OpenServer 6 Getting Started Guide (Includes Installation Roadmap)

SCO OPENSER 6 SALES GUIDE

SCO OPENSER 6 FREQUENTLY ASKED QUESTIONS

Why is SCO releasing a new version of SCO OpenServer?

SCO OpenServer has become the standard for excellence on commodity hardware. SCO OpenServer 6 is being released at this time to meet the ever-changing needs of our customers for new hardware support, higher performance, and a lower total cost of ownership.

What does SCO OpenServer 6 provide that I can't already get in SCO OpenServer 5.0.7?

We have prepared a feature comparison showing SCO OpenServer 6 compared to SCO OpenServer 5.0.7. See www.sco.com/products/openserver6/comparison/.

Why should I consider SCO UNIX, given the popularity of Linux and Windows Server products?

Reliability continues to be the most important SCO OpenServer 6 differentiator. OpenServer is known for its phenomenal stability and quality. A recent IDC survey of 1000 IT professionals found UNIX to be superior to Linux in multiprocessing, integration, security, and skills availability. Overall UNIX was more likely to meet expectations for features, overall performance and manageability. Additional competitive advantages include low TCO, established reseller relationships, and a profitable reseller business model.

With this revived interest in SCO OpenServer, what will happen to SCO UnixWare?

SCO UnixWare is positioned to provide Enterprise-level capacity, where SCO OpenServer 6 is best used in the small- to medium-sized business environment and with branch or franchise locations.

What new features will SCO OpenServer 6 provide developers?

Several new features in SCO OpenServer 6 will make the work of application developers easier, including the following:

- > New and Improved Development System and Environment
- > Modern C/C++ compilers based on SVR5 technology
- > Standard compliant, 64-bit data types
- > High performance
- > Two modes: Native and OSR5
- > Use native mode for threads, LFS, and single certification between OpenServer 6 and UnixWare 7
- > Use OSR5 mode for compatibility with existing OSR5 binary libraries
- > Java 1.5, Java Communication API (javax.com)
- > Latest PHP and Perl
- > PostgreSQL and MySQL
- > Application Compatibility
- > OpenServer 6 provides excellent breadth of application compatibility
- > Xenix binaries just work
- > SCO OpenServer 5 (and SCO UNIX and Open Desktop) binaries just work
- > UnixWare binaries just work

SCO OPENSERVER 6 SALES GUIDE

Who is the customer for SCO OpenServer 6?

SCO's primary market opportunity with SCO OpenServer 6 is with small businesses with 5-99 employees. SCO's channel has successfully reached this market for more than 25 years; competitors still face the barrier of building an appropriate channel to reach the market. The small business opportunity continues to be attractive because the market is not saturated.

There are over 20 million small businesses worldwide, compared to only 183,000 medium businesses. According to IDC, the majority of small businesses do not have servers today. IDC states that small businesses are buying their first servers for shared internet access, shared printing, file sharing, storage and remote access. These companies adopt technology to improve efficiency and productivity, save money, or increase competitive advantage.

Small businesses want proven technologies with mainstream status, accompanying price declines, and customized solutions for their vertical markets. Gartner research indicates that small businesses continue to rely on solution providers and don't care about buying leading brands. These characteristics increase SCO opportunity.

How does SCO OpenServer 6 compare with SCO OpenServer 5.0.7?

Preliminary benchmark tests indicate that SCO OpenServer 6 is as much as 200% faster than SCO OpenServer 5.0.7. SCO plans to publish a report of its benchmark tests at a later date.

Will there be much of a "learning curve" for them to get comfortable with SCO OpenServer 6?

Even with the many improvements in SCO OpenServer 6, SCO has been able to maintain backward compatibility with previous versions – all the way back to Xenix on a 386-class box. SCO OpenServer 6 does provide the K Desktop Environment (KDE) for users who wish a graphical user interface (GUI), but the system will be very familiar to users.

Can I upgrade my system from OpenServer 5 to OpenServer 6?

For most applications, where they do not circumvent previous versions of SCO OpenServer or UnixWare, they will just run. Some applications may require a recompilation on SCO OpenServer 6. An upgrade guide is available [HERE](#) that provides more details.

Where can I learn more about SCO OpenServer 6?

SCO has provided several online resources to learn more about this product:

- > OpenServer 6 Web Page www.sco.com/products/openserver6
- > OpenServer 6 Launch Kit (Requires Flash Plugin)
- > OpenServer 6-5.0.7 Comparison Guide
- > OpenServer 6 Technical White Paper
- > OpenServer 6 Reviewers Guide
- > OpenServer 6 Upgrade Guide
- > OpenServer 6 Press Releases
- > OpenServer 6 Online Webinars (Web Seminars)



SCO LOCATIONS WORLDWIDE
CORPORATE OFFICES LINDON, UT
Tel: +1.801.765.4999 1.800.SCO.UNIX
Fax: +1.801.765.1313 www.sco.de