



# SCO MOBILE

## INTRODUCING A NEW PRODUCT LINE FROM THE SCO GROUP

The SCO® Group has been the leading provider of reliable and high performance computing platforms for business critical solutions for over 25 years.

All of that experience and success in the enterprise market is being harnessed to deliver a new line of mobile products that meet the rigorous requirements of business solutions. The new SCO Mobile product line has the same rock solid reliability, security and high performance built in as the traditional SCO UNIX® products.

## THE MOBILE ENTERPRISE

The affordability of mobile devices and the ubiquity of cellular networks have had a profound impact on personal lives. Consumer use of mobile devices for on-demand communication is more widespread and is growing faster than business use.

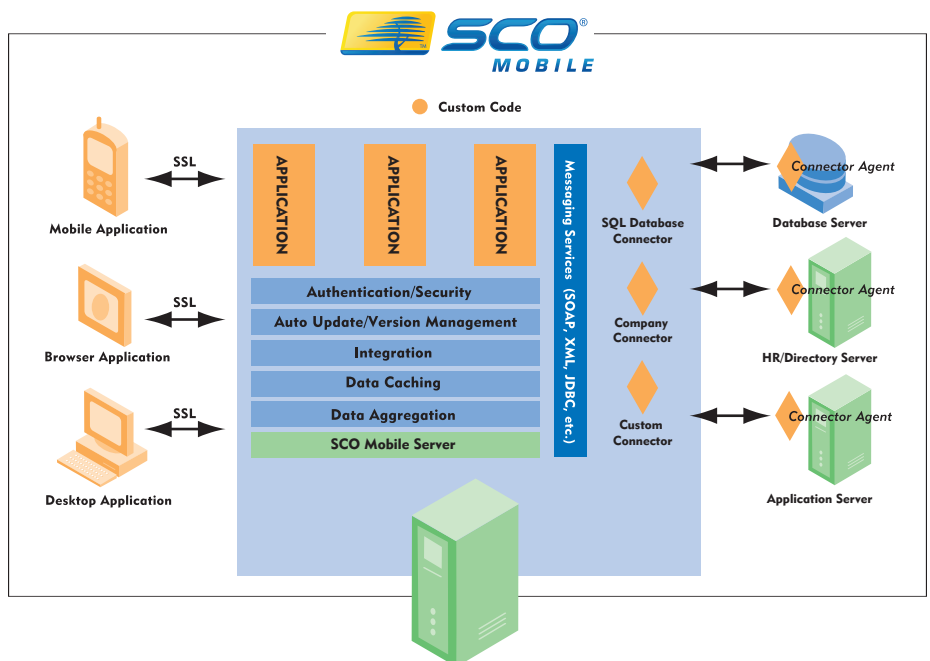
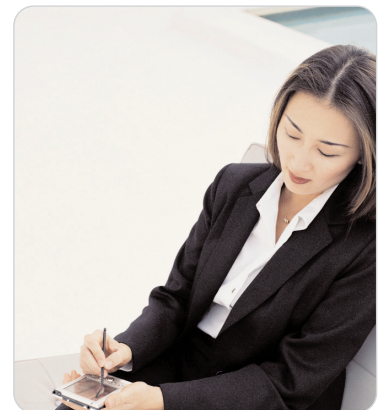
Nearly 25% of the worldwide workforce is mobile. Enterprises of all sizes inherently know that empowering a worker with up to date information about customers and products at the point of business improves customer satisfaction, yields higher worker productivity, and drives sales up and costs down.

Yet the adoption rate of mobile enterprise solutions continues to lag behind personal use. The reason is simply that enterprise requirements are more demanding than what a typical consumer needs for mobile interaction. Consumers use mobile devices primarily for social connection and networking. Mobile workers need secure access to proprietary corporate and customer information and reliable transaction processing. Dropping a connection during a social call is annoying. Dropping a connection in the middle of a business transaction can be costly.

## THE SCO DIFFERENCE

There are other software companies that provide the middleware necessary to support enterprise mobile applications. Only The SCO Group has a 25 year proven track record of providing a reliable and robust cross-platform server operating environment for all of the major hardware platforms. Creating a cross-platform middleware layer that incorporates the system level functions necessary to conduct business over a carrier network using a smart phone or a PDA is the next logical step for SCO.

The middleware layer is SCO Mobile Server and it runs on SCO OpenServer 6, UnixWare 7 and Windows Server 2003, with plans to support Vista in the near future. On the client side, it supports Blackberry®, Palm, Windows® Mobile and iPaq smart phones and PDAs.





### SCO MOBILE PRODUCT LINE OVERVIEW

The SCO Mobile product line consists of mobile enabling middle-ware, packaged mobile enterprise applications for the enterprise, and custom mobile applications for a variety of vertical markets.

#### Mobile Middleware

Smart phones and PDAs are not miniature versions of a desktop client. They are a new form factor with a unique set of capabilities and limitations. Traditional client/server middleware is inadequate to harness the power and address the issues introduced by using handheld devices to access and update corporate data stores.

SCO Mobile Server was created with a single goal: to enable developers to exploit the unique features of hand held devices in enterprise environments without the burden of writing complex system level functions, or compromising the security of corporate data. In short, SCO Mobile Server reduces the cost, the risk and the time to market for secure and reliable enterprise mobile applications. Using SCO Mobile Server, developers can focus their efforts on the business logic.

#### Some of the benefits of developing and deploying enterprise mobile solutions using SCO Mobile Server are:

- 1. Ability to leverage device specific functionality.** Smart phones are generally capable of voice, image and video. SCO Mobile Server enables the integration of multi-media files into back end applications. For example, a safety inspector at a construction site can use a smart phone to take a picture of the safety violation at the job site and append it to the written safety violation notification form.
- 2. Broad network coverage.** To many, mobile means anyplace there is broadband (wire or wireless) coverage. Many urban areas have public wi-fi access areas, but the coverage density is much less than cell tower coverage. SCO Mobile Server utilizes carrier networks as the transport. Applications that use SCO Mobile can communicate with back end data stores from any location that is served by a carrier network. In addition, store and forward features will support limited client functions when the network is unavailable.
- 3. Enterprise grade security.** SCO Mobile Server offers a framework for user authentication and administration, secure transaction processing and data caching. Data caching is important because mobile devices are easily lost or stolen. Sensitive data is cached on the server instead of being stored on the handheld devices. Some applications do require functionality (usually limited) in areas with weak or no network coverage. SCO Mobile Server supports store and forward, with the capability to disable and wipe the data from the handheld from a central location.

**4. Flexible deployment options.** SCO Mobile Server contains robust account provisioning, and facilities to enable applications to be deployed as a subscription based service. Of course, the mobile applications can also be deployed using the traditional perpetual license model. Additionally, if the mobile solution needs to be available to PCs and other TCP/IP devices in addition to mobile phones, SCO Mobile Server can easily accommodate such an option.

**5. Heterogeneous device support.** In many cases, mobile workers are already using a smart phone. SCO Mobile Server supports mobile application deployment to a wide range of device manufacturers and operating environments, including Windows® Mobile, Java-enabled and PalmOne devices. Using SCO Mobile Server, there is no need to purchase new, additional handsets to deploy an application.

Whether you plan on developing your own mobile solutions or you wish to engage SCO Professional Services or another third party to develop the applications for you, SCO Mobile Server will reduce the cost and time to deploy your mobile solutions.

### SCO MOBILE SERVER SUCCESS STORY

*The Government of the State of Madhya Pradesh in India choose SCO Mobile Server as the middleware platform to build and deploy services to its over 60 million citizens. By using SCO Mobile Server, government services and information can be provisioned over the ubiquitous carrier cell network. The information can be securely and reliably rendered to any java enabled or windows mobile phone using a graphical interface suitable for a smart phone. The result is that using the SCO Mobile Server solution, citizens don't need to stand in long lines for each government service such as identification cards, land deeds, driving licenses, taxes and loans, to name a few. A single interface via a smart phone gives citizens timely information and saves them countless hours of standing in multiple lines to accomplish the same tasks. The government of the State of Madhya Pradesh in India choose SCO Mobile Server as the middleware platform to build and deploy services to its over 60 million citizens. By using SCO Mobile Server, government services and information can be provisioned over the ubiquitous carrier cell network. The information can be securely and reliably rendered to any java enabled or windows mobile phone using a graphical interface suitable for a smart phone. The result is that using the SCO Mobile Server solution, citizens don't need to stand in long lines for each government service such as identification cards, land deeds, driving licenses, taxes and loans, to name a few. A single interface via a smart phone gives citizens timely information and saves them countless hours of standing in multiple lines to accomplish the same tasks.*



### HIPCHECK

HipCheck is the mobile systems administration tool that helps improve your overall system and network uptime while keeping operating costs low. Like all of the mobile enterprise and consumer solutions available from The SCO Group, HipCheck relies on the SCO Mobile Server for the system level functions.

**Improve overall system and network uptime.** In today's 24X7 economy any unplanned downtime is expensive, and can be devastating to any business. HipCheck gives the system administrator the ability to monitor, and to proactively manage servers and desktops from anywhere using a smart phone. Alerts are sent to the administrator's smart phone to warn of conditions that could lead to an outage. The administrator can immediately view and resolve the situation without having to travel to a system console. In keeping with Murphy's Law the most potentially damaging conditions will occur while the systems administrator on call is having dinner with their spouse. When this happens an alert is sent to the administrator's smart phone and the potential problem is immediately averted, before an outage can occur. No time is lost while the administrator travels to a console.

**Lower operating costs.** Keeping systems and networks up and running is only one way to control operational costs. HipCheck helps system administrators and IT workers to be more productive. They need not be tethered to a console, and are free to maximize the use of their skills and time. Administrators are only just a click away, so no time is ever lost due to time spent traveling to a console. System administrators who are more productive and who experience minimal disruption to their personal lives while on call over a weekend have greater job satisfaction, which results in lower turnover, and subsequently, lower costs.

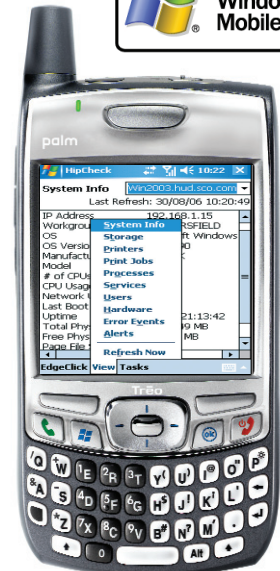
### MOBILIZE YOUR BUSINESS

The SCO Mobile product line continues to grow to serve other business functions and vertical markets. Coming soon is a solution for managing ad hoc and routine tasks among highly mobile individuals toward a common goal, such as political campaigns, and/or large fundraising events.

The enterprise mobile solutions market is in its infancy. There are some third party off-the-shelf solutions available, but there are even more applications for mobile solutions that are not yet available. If you want to stay ahead of your competition by giving your mobile workforce access to essential corporate information, you may need to consider developing your own solution, or engaging a third party to develop to your specification.

Regardless of which option you choose, remember that you don't need to re-invent the wheel. Leave the development of system level functions necessary for secure, reliable and high performance mobile solutions to the experts. Build and deploy your mobile applications on SCO Mobile Server to save money, and to ensure successful and timely deployment of the solution.

And remember, SCO's Advanced Technology Group is available to help build a custom, mobile solution, or to extend an existing solution to a mobile workforce.



*Proactively set real-time event triggers and respond immediately to alerts - all through your mobile phone*

### HIPCHECK SUCCESS STORY

**MM Electric Merchandising** is a major operator in the electrical wholesaling business in Australia that employs more than 1,000 people across 176 service centers throughout Australia. Key to its success is the accuracy of the inventory at all times because the inventory is updated in real time. This degree of accuracy demands that the servers that process the inventory transactions are available 24X7.

*"The number one hindrance to our business is downtime," said Neil Evans, Technical Support Manager. "When a system goes down, a branch location is then forced to document every transaction on paper and then re-enter that information once their system is back up and running. Rather than waiting for a problem to appear or constantly reacting to problems, we worked with the SCO Mobile Product Team to adopt their HipCheck mobile solution for proactively monitoring and controlling our servers and PCs remotely," said Evans. "With HipCheck, we can monitor a systems available memory, log files, CPU and network performance, and be immediately alerted if a system is about to have trouble—all from our Windows Mobile phone. The net result is that we have experienced less downtime, and our administrators love the convenience and robust functionality of HipCheck."*



### SCO'S ADVANCED TECHNOLOGY GROUP

The Advanced Technology Group has a proven reputation in custom vertical solutions including mobile enterprise applications. We offer a broad range of development and deployment options, including:

- Integrate and deploy a mobile extension to an existing application or build an entirely new solution.
- Host and manage the solution on your behalf, or deploy the solution on to your premises.
- Create a solution for deployment to smart phones only, or build a PC or a web based client.
- SCO engineers can work side by side with your own IT staff to build and deploy the solution, or you can outsource the entire project to SCO.

**Whatever your needs, The SCO Group should be your first choice for mobile application development and deployment because of these unique advantages:**

- SCO Mobile Server reduces the cost, the risk and the time to market to develop and deploy enterprise mobile solutions.
- SCO's proven track record of delivering high quality, robust, secure and reliable commercial software to businesses of all sizes for over 25 years.

### SERVICES SUCCESS STORY

*Genisys Software, Inc. is a leading provider of solutions for rental and point of sale software for the specialty equipment rental market. Genisys' customers rent everything from construction vehicles, such as back hoes and cranes to party equipment such as heavy duty tents and portable ovens for out door wedding parties. Genisys' application, AlphaRental was a traditional client server application used by retail equipment outlets to manage all aspects of the business, including customer relationships, sales, equipment rental reservations, quotes, invoicing, receivables, parts, service and rental equipment inventory management.*

*Genisys engaged the Advanced Technology Group to develop a mobile solution using the SCO Mobile Server to improve the productivity of an equipment rental outlet's field work force. The resulting application now allows customer and rental inventory information to be available to the field workforce via a Windows Mobile phone. Rental outlets that have deployed the mobile solution have experienced reductions in the average number of days rental equipment is held in inventory between rentals: from an average of 7 days to less than 2 days. Customer close rates are dramatically improved at the point of interaction and inventory turns on the back-end are increased through real-time mobile access to customer and inventory data.*



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