



## Linux - celovite rešitve in strateška vizija poslovnih okolij

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# Linux ..... v člankih

“Linux has the potential to become the dominant platform,” said Trolltech, Chief Executive, Harvard Nord. “The technology is ready.” (*Investors Business Daily*)

“People thought this wouldn't work. There are just too many people and companies to hang together. But **now it's clear it does work**,” says Mark Blowers, an analyst at market researcher Butler Group. (*BusinessWeek*)

“More and more you will hear about free software, Linux, principally in the government and corporate environments, and less about Windows,” Oscar Clarke, head of Intel in Brazil, said at a press conference. “**It's an inexorable trend.**” (*Reuters*)

“Linux is the first natural business ecosystem,” says James F. Moore, a senior fellow at the Berkman Center for Internet & Society at Harvard Law School. (*BusinessWeek*)



Source: *Business Week Online*  
– January 31, 2005



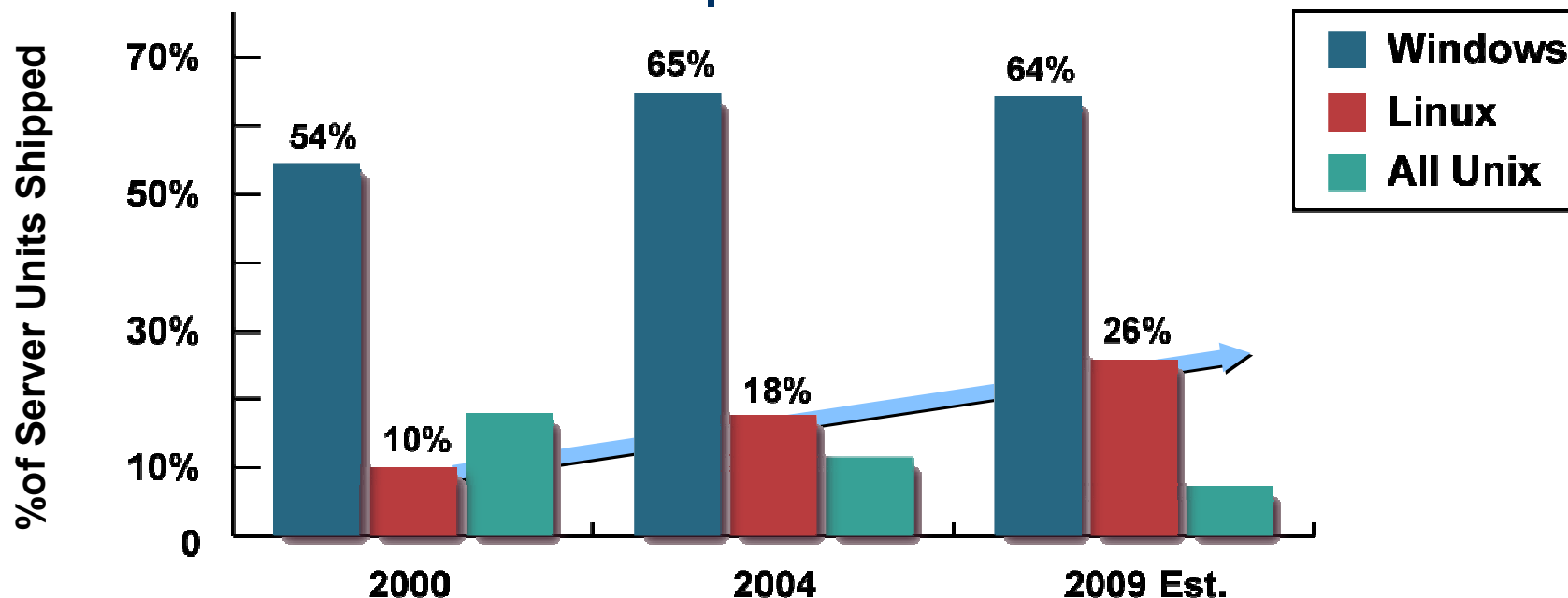
# Linux trg strežnikov nadaljuje rast

## 11. Zaporedno četrletje (1Q05)dvomestne rasti na ravni



- Prodaja Linux strežnikov je presegla prihodke v vrednosti \$1.2B na četrtletni ravni, kar predstavlja 10.3% celotnega prihodka na področju strežnikov– največ do sedaj
- Letno: rast prihodkov znaša 35.2% & rast po številu enot 31.1%

### Server Shipments



Source: IDC Worldwide Quarterly Server Tracker and Forecast, June, 2005



# Linux dinamika na trgu

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- UNIX okolja se migrirajo na Linux zaradi TCO koristi
- Linux prehaja kot platforma iz splošnega infrastrukture (e pošta, web strežniki,...) na področje platforme za zahtevne poslovne aplikacije (ERP)
- Linuxse uveljavlja čedalje bolj kot razvojna platforma
- Linuxvpeljuje heterogenost in mo žnost izbire za t.i. SMB trg manjših in srednje velikih podjetij kot tudi za velike sisteme
- Nadaljuje se zanimanje in vpeljava Linuxa kot namiznega (client) operacijskega sistema v javnih ustanovah (državne uprave), določenih državah s hitro gospodarsko rastjo (Kitajska)



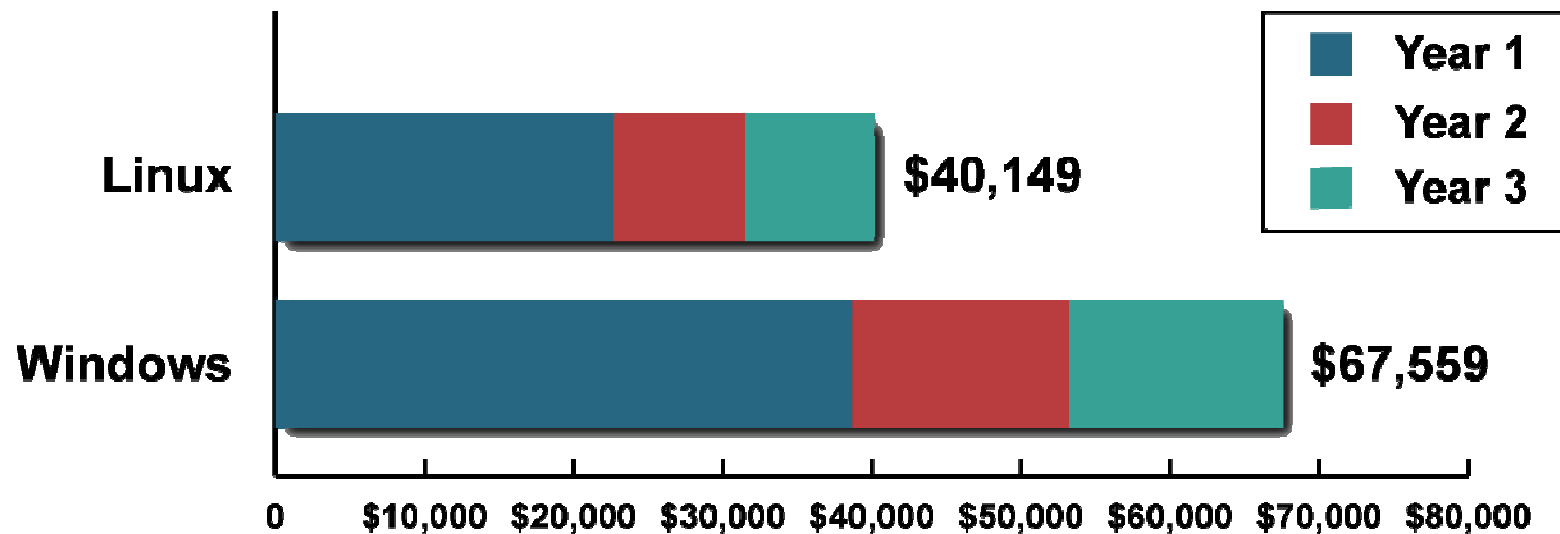
# Linux nadaljuje stroškovno učinkovitost

Linux is 40% less expensive than a comparable x 86 based Windows solution



- Based on a 3-year period of ownership for a system supporting 100,000 operations per second on the SPECjbb benchmark

Operating System TCO for Enterprise J2EE

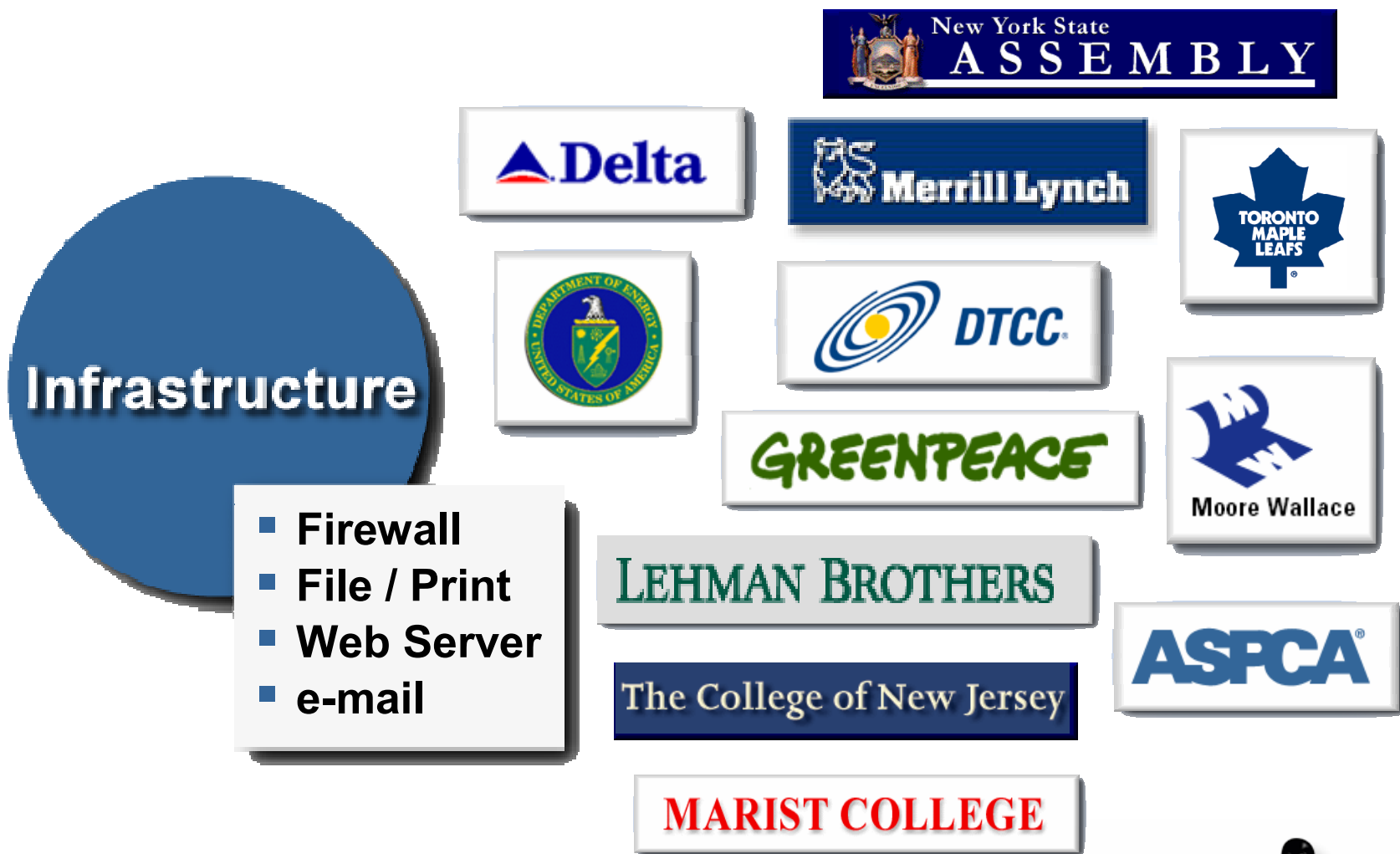


Source: Robert Frances Group: TCO for Application Servers Study, August, 2005



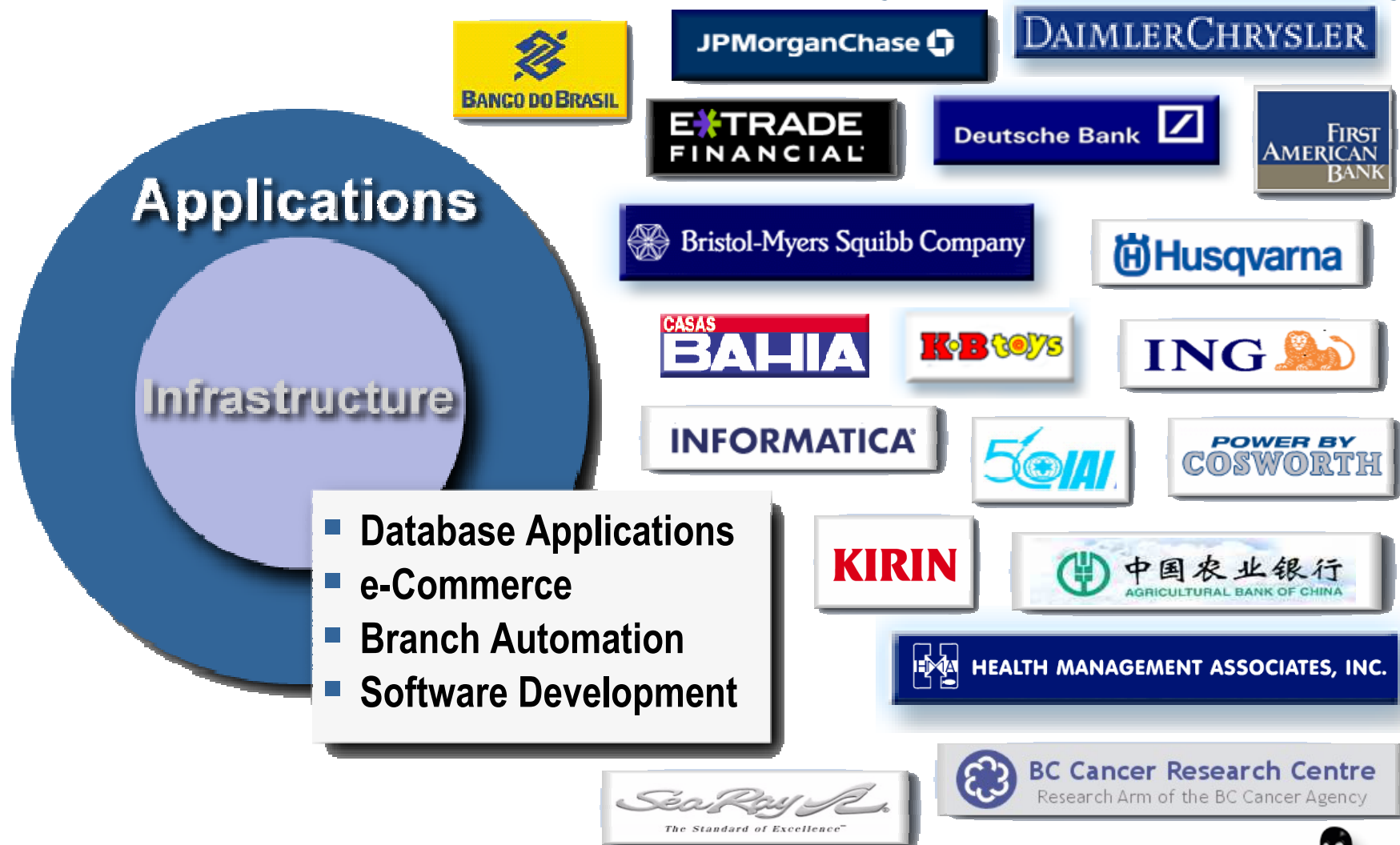
# Linux evolucija v "Mainstream"

*Primer podjetij, ki so začela z Linuxom v infrastrukturi*



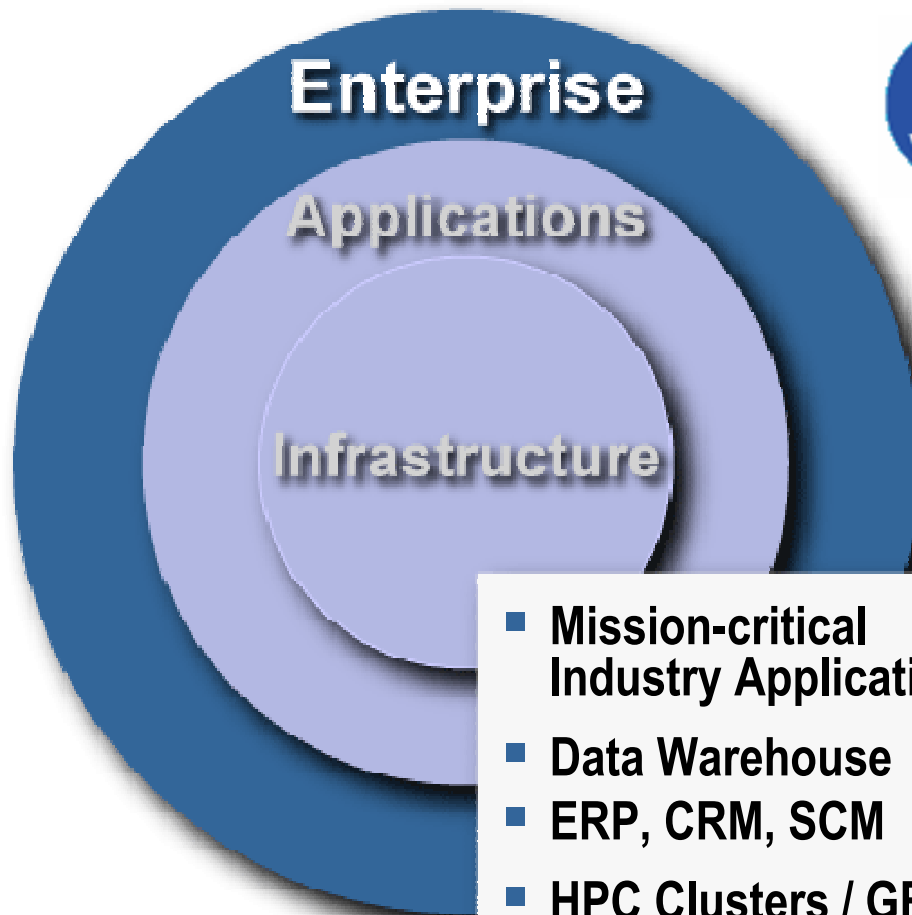
# Linux evolucija v "Mainstream"

*Sledile so baze podatkov & aplikacije z veliko kalkulacij*



# Linux evolucija v "Mainstream"

... in končno tudi t.i. ERP aplikacije



- Mission-critical Industry Applications
- Data Warehouse
- ERP, CRM, SCM
- HPC Clusters / GRID

vedes

UBS

Deutsche Bank

Standard Chartered

FAMILY DOLLAR

HERZBERG INSTITUTE OF ASTROPHYSICS

GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.

Morgan Stanley

THE BOC GROUP

techron  
Medizinal- und Stanztechnik Raron

National Research Council Canada

Goldman Sachs

Prudential Financial  
Growing and Protecting Your Wealth®

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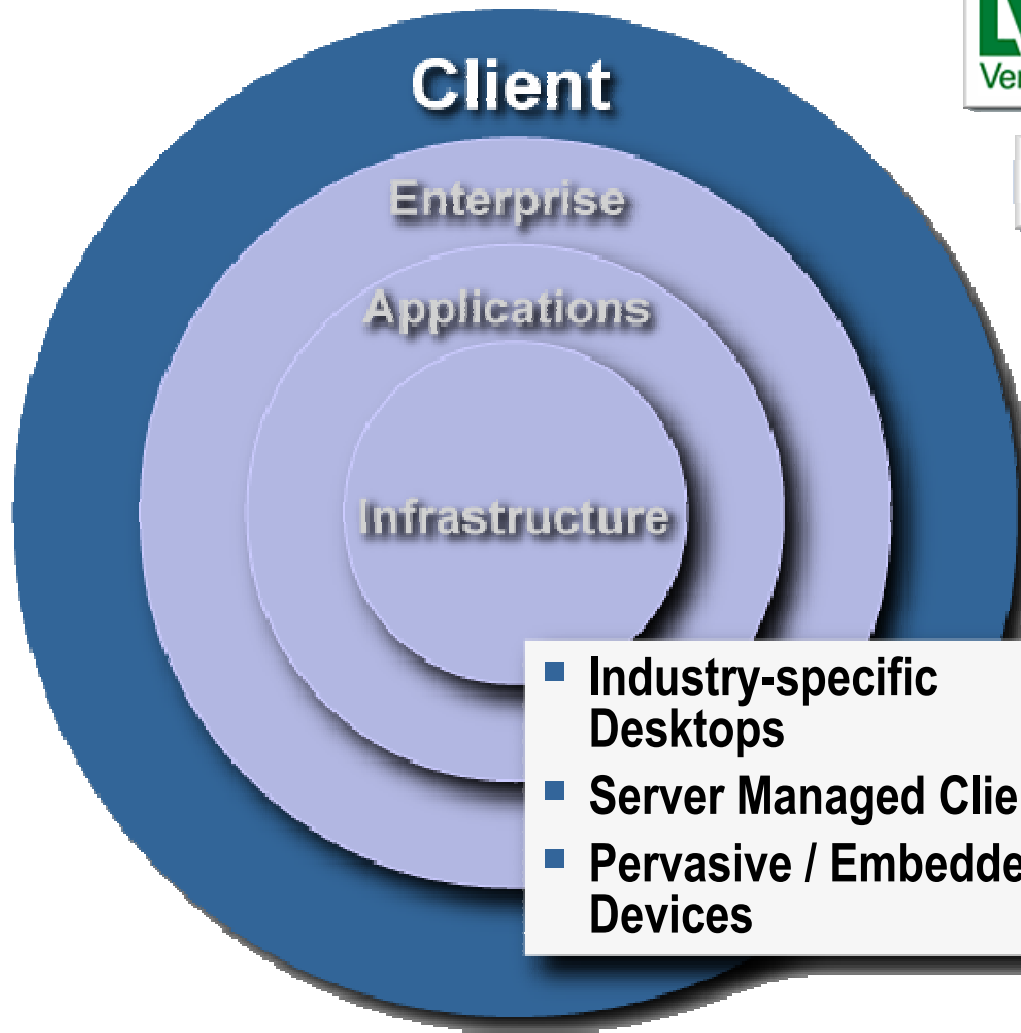
MOBATIME





# Linux evolucija v "Mainstream"

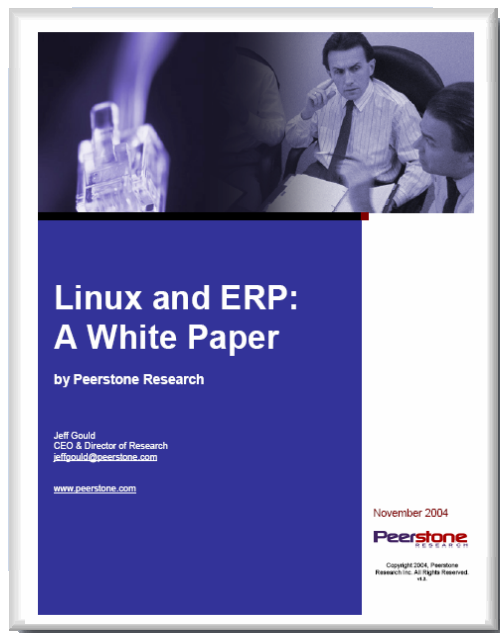
Podjetja iščejo nove načine izkoriščanja Linuxa



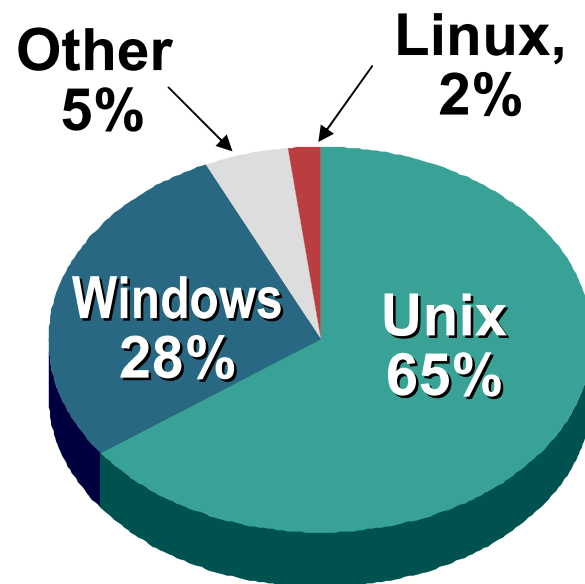
- Industry-specific Desktops
- Server Managed Clients
- Pervasive / Embedded Devices



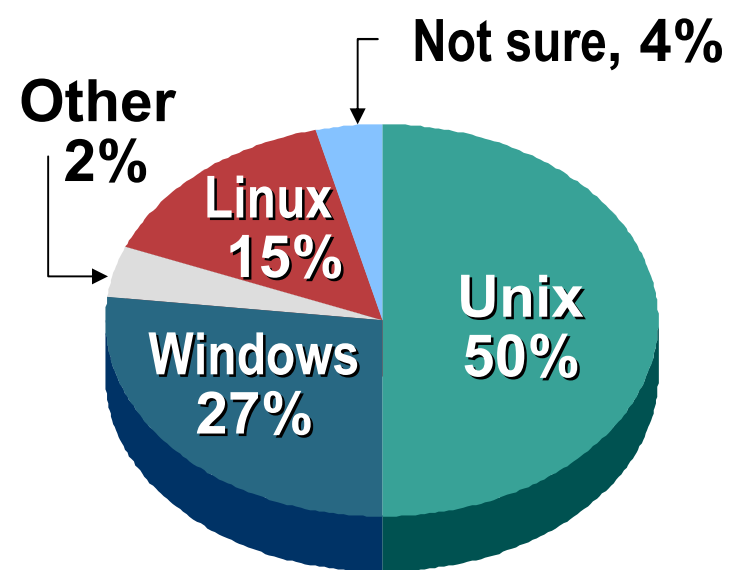
# Linux in ERP Aplikacije



## ERP aplikacije in delež OS



2004



2007

Source: Peerstone Research: Linux and ERP White Paper, November, 2004

# Delovne postaje in Linux

## Delovne postaje velikih podjetij

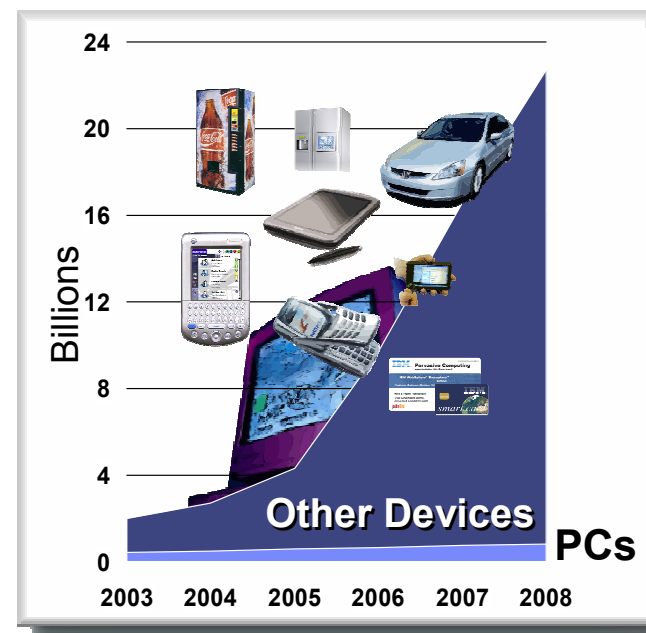
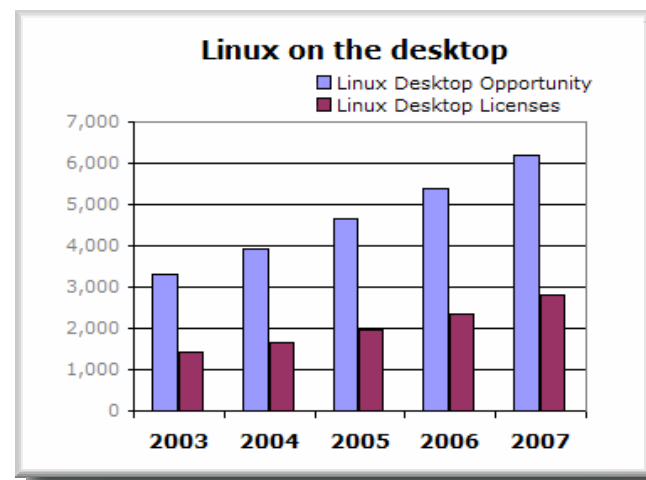
- Delež del. postaj Linux na trgu bo rasel 37% CAGR med '03 – '07
- Delež instaliranih del. postaj Linux desktop - približno 10M in '04

## Delovne postaje – izkoriščati več kot samo brskalnik

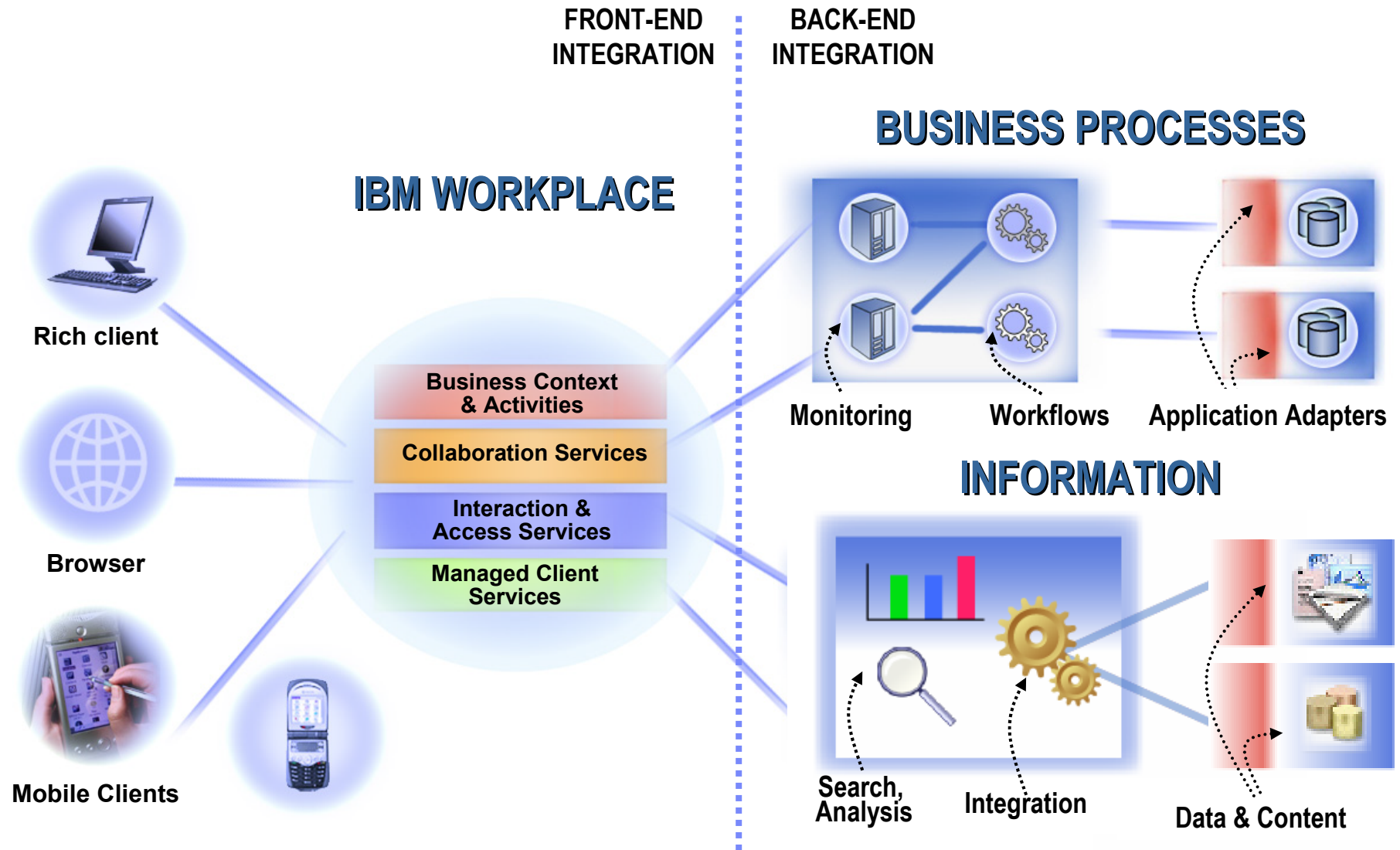
- Bogat grafični vmesnik (GUI) je zahtevan za določen tip aplikacij
- t.i. Samostojen način izvajanja aplikacij (“disconnected mode”)

## Naraščča vloga mobilnih naprav

- Naraščča potreba po mobilnih rešitvah

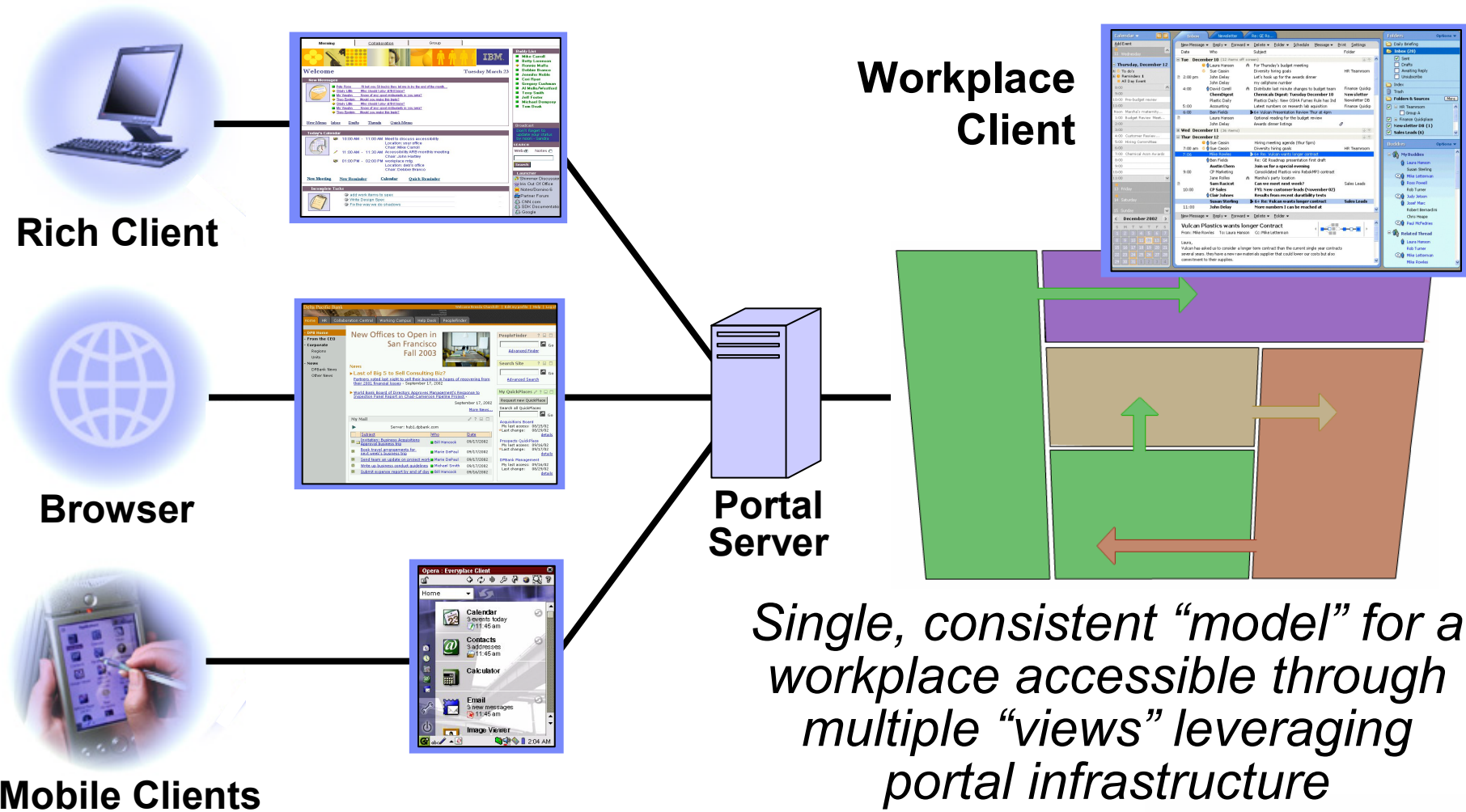


# Rešitev "Managed Client"



# Rešitev "Managed Client"

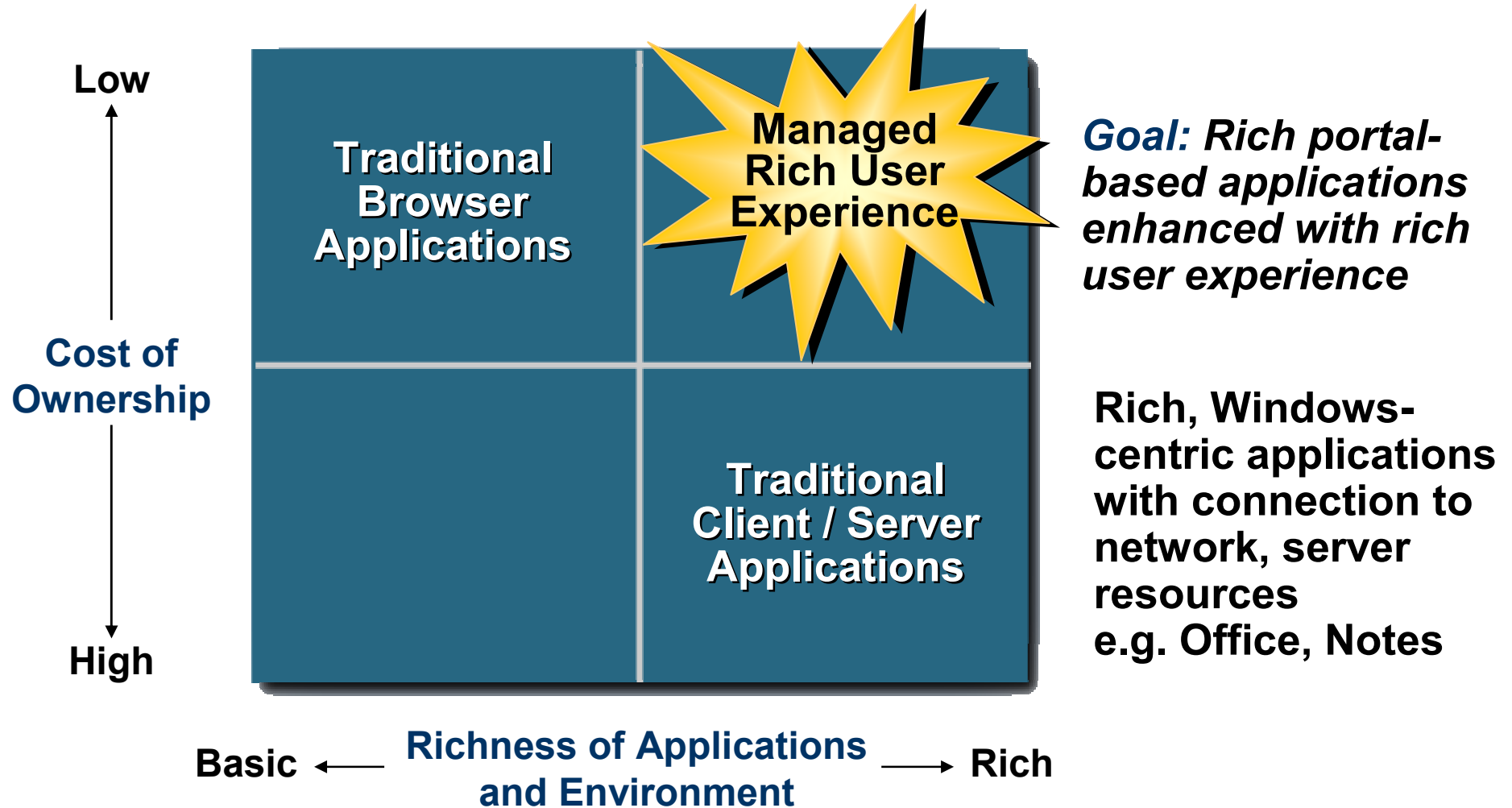
*Enkraten in konsistenten uporabniški vmesnik*



*Single, consistent "model" for a workplace accessible through multiple "views" leveraging portal infrastructure*



# Izziv: Doseči bogato funkcionalnost in nizek TCO

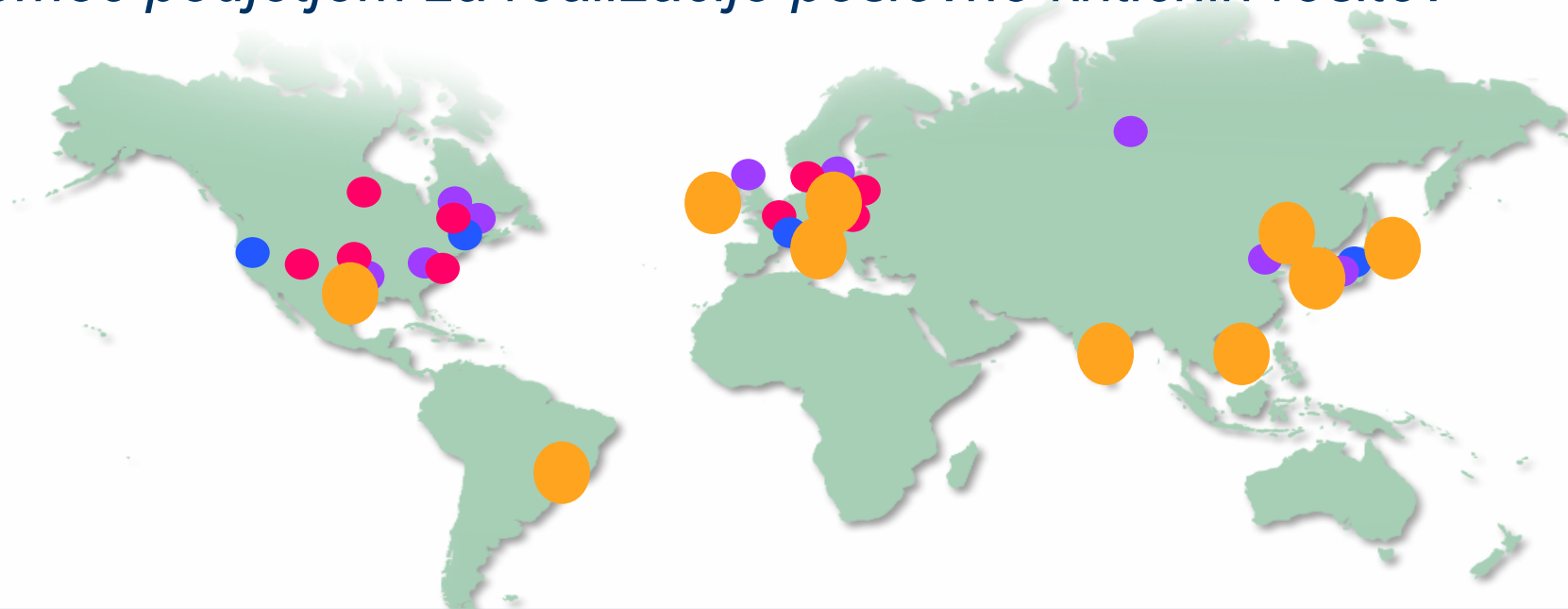


# IBM Workplace Managed Client



# IBM Linux Centri za podporo

*Pomoč podjetjem za realizacijo poslovno kritičnih rešitev*



## IBM Linux Integration Centers

- Austin, TX
- Boeblingen, Germany
- Tokyo, Japan
- Beijing, China
- Sao Paulo, Brazil
- Singapore
- Seoul, South Korea
- Bangalore, India
- Hursley, England
- Rome, Italy



## IBM Design Centers for e business on demand

- Poughkeepsie, NY
- Makuhari, Japan
- Montpellier, France
- San Jose, CA



## IBM Linux Centers of Competency

- Austin, TX
- Beijing, China
- Boeblingen, Germany
- London, England
- Moscow, Russia
- New York, NY
- Poughkeepsie, NY
- Research Triangle Park, NC
- Tokyo, Japan



## IBM Executive Briefing Centers

- Austin, TX
- Boeblingen, Germany
- Greenock, UK
- Mainz, Germany
- Montpellier, France
- Poughkeepsie, NY
- Research Triangle Park, NC
- Rochester, MN
- Tucson, AZ







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