



Software @ Sun

Quarterly Press & Analyst Town Hall

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Our Customers



Developer
"Show me the money & volume."



CIO
"Take cost out."




Data Center Operator
"Keep it simple."




Volume For The Developer

- Java Card momentum
 - 283 million and growing
- Java on cell phones
 - 100 million phones
 - 35+ wireless carriers
- Java on the desktop
 - 3.5 million downloads
- Java Web Services (J2EE)
 - 3 million downloads
 - Sun ONE Web Services Platform, Developer Edition
 - WS-I board seat

JavaOne

- What's next?
 - 100M devices+enterprise ubiquity=Java Everywhere End-to-End
- JavaOne in San Francisco
 - June 10-13, 2003
 - Moscone Convention Center, San Francisco
 - java.sun.com/javaone



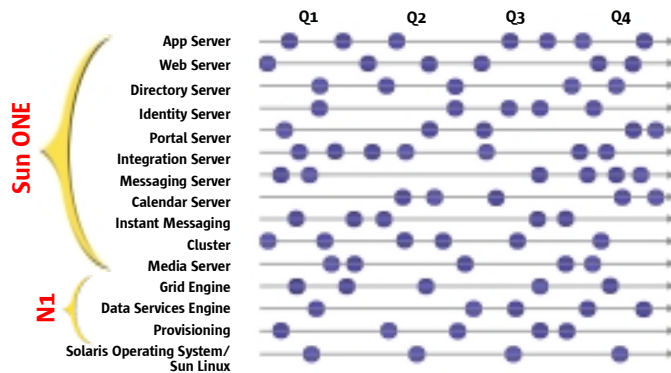
The CIO – Priorities



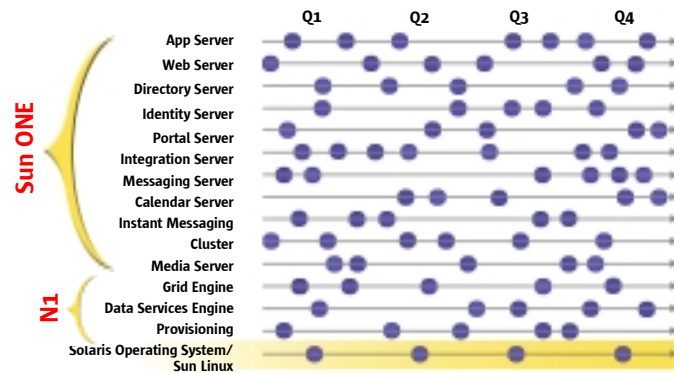
What's Happening in the Enterprise

- Complexity and expense increasing
- Licensing nightmare worsening
- UNIX on x86 now commonplace
- IBM, HP abandoning UNIX in move to 32-bit systems

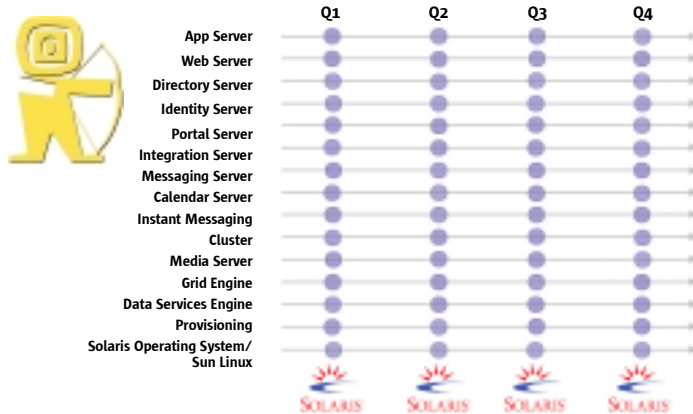
Today's Reality for the CIO



Sun's World Class Competency



Driving Breakthrough Simplicity



Introducing: Project Orion



- We're integrating all system software into Solaris
- On the Solaris train
- On 32-bit x86 and 64-bit SPARC
- A radical reduction in complexity ...

Business Impact

- All software will move to one distribution, and three licensing models
 - Traditional
 - Predictable
 - Metered
- Single, simple uniform pricing model

Part 1. Sun's OS Strategy

- We're doubling down on Solaris
- While the other guys are abandoning their UNIX on x86 ...
- We're driving Solaris on Intel and SPARC
- But that's not enough ...





Part 2. Our Linux Strategy

- Deliver Project Orion on Linux!
- Linux is driving Java, extends our reach
- Run Linux apps unmodified on Solaris
- Set the standard for interoperability throughout the stack



The Data Center Operator

- N1 – drives down cost and complexity
 - Virtualization
 - Provisioning
 - Policy automation
- Products and services today
 - N1 Provisioning Server 3.0 Blades Edition
 - N1 in pilots (e.g Cingular)



Major Software Initiatives



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