

## **NCO4Q1 Overview for February 10, 2004 Product Announcements (US List Prices, Product Availability Dates)**

### **New Network Computing Components**

#### **Sun Fire(tm) E2900 Server**

The Sun Fire E2900 server has up to 12 chip-multithreaded UltraSPARC(r) IV processors and 96 GB of memory. The Sun Fire E2900 server delivers Sun's Throughput Computing vision to the Wintel server arena. This server provides dynamic reconfiguration technology, support for clustering, and linear scalability with the support of Sun's services organization.

*Pricing and Availability:* Specific pricing depends on configuration, with prices starting at \$98,995. The Sun Fire E2900 server will be available in April.

#### **Sun Fire(tm) E4900 Server**

The Sun Fire E4900 server is a mid-sized 4-12 processor departmental server system for decision support data warehousing.

*Pricing and Availability:* Specific pricing depends on configuration, with prices starting at \$185,000. Upgrade kits start at \$15,000. The Sun Fire E4900 server will be available in March.

#### **Sun Fire(tm) E6900 Server**

The Sun Fire E6900 server is a large 4-24 processor server, that is ideal for datacenter tasks such as large databases, data mining, or server consolidation applications.

*Pricing and Availability:* Specific pricing depends on configuration, with prices starting at \$235,000. Upgrade kits start at \$30,000. The Sun Fire E6900 server will be available in March.

#### **Sun Fire(tm) E20K Server**

The Sun Fire E20K server boasts 36 processors and is considered one of the flagship products within Sun's binary-compatible server line. This system is ideal for server consolidation, mainframe rehosting, high-end technical computing, and data-intensive applications.

*Pricing and Availability:* Specific pricing depends on configuration, with prices starting at \$640,000. The Sun Fire E20K server will be available in April.

#### **Sun Fire(tm) E25K Server**

The Sun Fire E25K servers are one of the flagships of Sun's binary-compatible server line with a 72 processor system. These servers help redefine total cost of ownership in data center environments, and support a variety of high-end applications, from business financials and customer management environments to life science and technical applications.

*Pricing and Availability:* Specific pricing depends on configuration, with prices starting at \$825,000. The Sun Fire E25K server will be available in April.

#### **UltraSPARC(r) IV Processor**

The announcement of Sun's new UltraSPARC IV processor enables Sun to introduce the company's first Throughput Computing Systems. The new server family is powered by the UltraSPARC IV processor and combines the multithreading support within the Solaris[tm] Operating System and SMP architecture to deliver improved system throughput end-to-end. *Pricing and Availability:* Specific pricing depends on system configuration, and the processors will be available with the new server introductions.

**Sun Fire(tm) V20z Server**

The Sun Fire V20z server delivers upon Sun's November announcement of a strategic alliance with AMD. The Sun Fire system, driven by the Opteron processor, runs 32-bit and 64-bit applications on Solaris and Linux operating environments for "scaling out" network computers.

*Pricing and Availability:* Starting at \$2,795, the Sun Fire V20z server will be available in April.

**Sun Fire(tm) B200x Blade Server**

The new dual-processor x86 Sun Fire B200x Blade Server includes Intel Xeon processors and offers one of the industry's best price-performance ratios and density in the 3U blade form factor space. It is priced 34 percent less expensive than a similarly configured HP blade platform.

*Pricing and Availability:* Starting at \$3,790, the Sun Fire B200x Blade Server is available now.

**Sun Fire(tm) V240 Server**

The enhanced Sun Fire V240 Server now ships with 1.28GHz UltraSPARC IIIi processors, increasing performance up to 33 percent.

*Pricing and Availability:* At a starting price of \$3,495 for the Sun Fire V240, the server is currently available with a price reduction offering on certain standard configurations.

**Sun XVR-600 Graphics Accelerator**

The XVR-600 Graphics Accelerator is standard in the Sun Blade(tm) 1500 and 2500 Workstations for new professional level 3D graphics. The Graphics Accelerator offers more than double the performance.

*Pricing and Availability:* The Graphics Accelerator is currently available at no extra charge.

**Netra(tm) 240 AC Server**

With the Netra 240 AC Server, Sun offers one of the industry's lowest-priced 2-way ruggedized AC (NEBS carrier-grade) servers – up to 15 percent less than the latest Intel-based ruggedized AC servers. It also includes a comprehensive system management and serviceability suite.

*Pricing and Availability:* Starting at \$6,995 the Netra 240 AC will be available Feb. 12, 2004.

**SX200S-X10 (Sun Ray 1G motherboard)**

The SX200 is one of the most secure OEM thin client boards available due to its "stateless" (no local state on the desktop) nature.

*Pricing and Availability:* Starting at \$3,950, the SX200 will be available in February.

**Sun(tm) Crypto Accelerator 4000**

The upgraded Sun Crypto Accelerator 4000 board is a hardware cryptography device that offloads security functions (both SSL and IPsec) from the system processor. In addition, the upgrade allows customers to configure the accelerator for either more security bandwidth or for more system resources, depending on their needs.

*Pricing and Availability:* The Sun Crypto Accelerator 4000 board v1.0 is shipping now starting at \$4200. The software version 1.1 requires the Sun Crypto Accelerator 4000 v1.0 and will be available Feb. 10, 2004, for \$50 as a CD distribution.

## **New Software Momentum for the Network Computer**

### **Solaris(tm) 10 Operating System**

The Solaris 10 Operating System for SPARC(r), x86 and AMD Opteron systems combines traditional OS functionality with application services and identity management. With the upcoming Solaris 10 operating system, Sun will be adding improvements that will allow enterprises greater control, flexibility and diagnostics.

*Pricing and Availability:* Preview only through the Software Express for Solaris program and is scheduled to be available from Sun later this calendar year.

### **Sun Software Express**

Through Sun's Software Express program, customers now have access to upcoming features from the Solaris 10 Operating System, including N1(tm) Grid Containers, Dynamic Tracing, and Process Rights Management. With Software Express, customers can download the latest Solaris Operating System technologies and implement them today in their production environments to deliver competitive advantage.

*Pricing and Availability:* The Sun Software Express Program is available in February via the Sun Web site at <http://www.sun.com/softwareexpress> with no additional charge to customers.

### **Sun Java(tm) Enterprise System, Release 2**

The Sun Java Enterprise System serves as the strategic underpinning of Sun's software strategy and provides customers with standards-based software delivered as a single system on a pre-integrated infrastructure. The second release of the Sun Java Enterprise System includes support for portal wireless access with inclusion of the Sun Java System Portal Server Mobile Access, and other new features.

*Pricing and Availability:* The Java Enterprise System is currently available and is priced at \$100 per employee per year. The second edition will be available next quarter, concurrently with the upcoming Solaris 9 4/04 OS release.

### **Sun Java(tm) System Application Server, Platform 8 Edition**

The Sun Java System Application Server Platform Edition 8 provides a J2EE(tm) 1.4 compatible platform for developing, deploying, integrating and managing Web Services enabled multi-tier enterprise applications. The Java System Application Server is a core part of the Java Enterprise System, which offers customers a new way to acquire and deploy enterprise infrastructure software, and enables the rapid deployment of business applications and Java web services.

*Pricing and Availability:* The Sun Java System Application Server Platform Edition 8 is currently available at no charge for development.

### **Sun Java(tm) Desktop System**

Sun Java Desktop System (JDS) is updated with central control and policy enforcement to simplify system maintenance and management for users.

*Pricing and Availability:* An upgrade to JDS is scheduled to be available mid-2004. Pricing varies depending upon user options, with single user starting at \$100, and multi-users beginning at \$50. The Educational sector is also offered special learning discounts, with prices starting at \$25 per desktop.

### **Sun Java(tm) Studio Enterprise**

The Sun Java Studio Enterprise offers one of the most complete developer environments with full IDE, sample code, test suites and the full Sun Java Enterprise System runtime for development use. Sun has more than 10,000 developers in an early access program.

*Pricing and Availability:* The Java Studio Enterprise will be available and pricing will be determined in Sun's second quarter.

### **N1(tm)Grid Provisioning Server 3.1 Blades Edition**

Sun's N1 Grid Provisioning Server 3.1 Blades Edition provides a management environment for the Sun Fire B1600 blade platform that enables the user to rapidly design, configure, provision, and scale, blade-based server farms automatically.

*Pricing and Availability:* The software license for the N1 Grid Provisioning Server 3.1 Blades Edition is \$3,920 and will be available March 19, 2004.

### **Sun Java Studio Creator**

Sun Java Studio Creator (formerly Project Rave) is now in an early access phase. This provides corporate service designers with the industry's first Java visual development environment. The Studio Creator helps reduce development and deployment time, simplifies Java coding, and helps integrate IT infrastructure.

*Pricing and Availability:* Availability and pricing for the Sun Java Studio Creator will be available mid-2004.

### **NetBeans 3.6**

NetBeans 3.6 offer experienced Java developers maximum flexibility and open source IDE tools. Version 3.6 adds a new simpler look and feel, improved workflow, and improved web application support.

*Pricing and Availability:* Availability and pricing for NetBeans 3.6 will be available later this year.

### **Sun Studio 8**

Sun Studio 8 is a Sun offering for Solaris programmers to provide improved optimization for building and tuning multithreaded/multiprocessing applications, runtime performance, enhanced productivity tools, and expanded open standards support. Version 8 allows up to 30 percent faster build times which leads to faster deployment.

*Pricing and Availability:* Sun Studio 8 will be available with all new enterprise class servers, and pricing is included in the overall server costs.

## **New Reference Architectures and Solutions for Accelerated Network Computer Deployment**

### **Sun Reference Solution for Secure Network Access Platform**

Provides defense, intelligence, homeland security and public safety agencies throughout the world with highly secure, stable and efficient network configurations based on stateless, ultra-thin client Sun Ray(tm) architecture and Trusted Solaris(tm) operating environment.

*Pricing and Availability:* This reference solution is available now upon consultation with Sun, and price varies according to individual customer need.



### **Sun Messaging Reference Architecture for Oracle Collaboration Suite**

Sun's Messaging Reference Architecture for Oracle Collaboration Suite is designed to consolidate and manage collaborative enterprise communications on Sun SPARC platforms. Security is enhanced through Sun technology combined with the Oracle Database providing 15 independent security evaluations.

*Pricing and Availability:* The Reference Architecture program is offered at no additional cost to customers and is available immediately.

### **Sun Spare Parts Planner Reference Architecture**

The Spare Parts Planner Reference Architecture is a Web-based planning solution based on technology from supply chain management leader, i2. The Reference Architecture helps optimize inventory, resource utilization, part allocation and management of spare parts inventories in industries such as automotive and aerospace, reducing inventory costs alone by up to 30 percent.

*Pricing and Availability:* The Reference Architecture program is offered at no additional cost to customers and is available immediately.

### **Sun Enterprise Data Warehouse Reference Architecture**

This solution from Sun and Sybase can provide performance increases as a result of the new UltraSPARC IV processor while addressing the difficult task of organizing and analyzing terabytes of data. Customers can save \$1 million per terabyte of input data, reducing installation and set-up time by as much as 80 percent.

*Pricing and Availability:* The Reference Architecture program is offered at no additional cost to customers and is available immediately.

### **Sun Reference Solution for Enterprise Messaging Consolidation**

This solution helps improve critical enterprise communications and lowers the cost of ownership by up to half that of Microsoft Exchange. The solution includes the Sun Enterprise Messaging Reference Architecture based on Sun Fire servers, migration and deployment services from Sun Professional Services and Sun partners, educational services, and Sun Java Systems Communications and Collaboration Software – all based on key components of the Java Enterprise System. It delivers one of the most scalable messaging product suites on a single system. The Sun Reference Solution for Enterprise Messaging Consolidation also includes migration services and a reference architecture that allows for rapid implementation.

*Pricing and Availability:* This reference solution is available today upon consultation with Sun, and price varies according to individual customer need.

### **Sun Managed Security Services**

Sun and VeriSign's strategic alliance delivers comprehensive integrated network security solutions through the new Sun Managed Security Services (SMSS) offering. These services include 24/7 security threat monitoring, management and vulnerability assessment.

*Pricing and Availability:* SMSS will be available globally in February 2004, and additional local language capabilities and operations facilities are planned for later this year. SMSS are offered as fixed priced services in one to three year contract commitments.

###

*Copyright 2004 Sun Microsystems, Inc. All rights reserved.*

*Sun, Sun Microsystems, the Sun logo, Sun Java, Sun Fire, Sun Blade, Sun Ray, Solaris, Trusted Solaris, Java, J2EE, Netra, NetBeans and N1 are trademarks or registered trademarks of Sun Microsystems, Inc. in the United States and other countries. All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC*

*International, Inc. in the US and other countries. Products bearing SPARC trademarks are based upon an architecture developed by Sun Microsystems, Inc.*