



MIGRATING TO THE SOLARIS™ OPERATING ENVIRONMENT

BENEFITS OF MIGRATING TO THE SOLARIS™ OPERATING ENVIRONMENT

Migration of IT systems from one platform to another is often the best answer to the question of how to grow your infrastructure to build large applications that support more users and meet the demands of today's Net Economy. Yet, the decision to migrate is often put off due to huge challenges: the risk of disrupting operations, the cost inherent to system migration, and the difficulty in making sure your people are prepared.

On the other hand, keeping and maintaining your current IT infrastructure involves certain risks as well. Not only do you risk technological obsolescence, you miss the opportunity to take advantage of leading-edge technologies, the latest applications features, and overall system improvements. You also risk losing vendor support or facing more expensive support.

As your business grows and you seek the most innovative, technologically-robust strategy, a solution with proven reliability, availability, and scalability becomes a fundamental necessity. Analysts and customers agree: the Solaris™ Operating Environment (Solaris OE) from Sun is the clear platform choice for the Net Economy. With its proven scalability, availability, manageability, and security, the Solaris OE meets today's demands while anticipating tomorrow's innovation. And to help you make the most of the Solaris OE, Sun offers a robust migration solution consisting of leading-edge UNIX, technology and specialized training courses.

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THE CLEAR CHOICE FOR THE NET ECONOMY

The Solaris OE is built on a stable foundation and offers a solid, scalable, and mature development platform. Unlike other UNIX variants, the Solaris OE supports a full line of binary-compatible platforms from price-competitive, low-end servers and workstations to clusters of high-end, mainframe-like SMP servers. And, unlike Windows, the features and functionality of the Solaris OE have remained consistent over the last ten years with minimal changes to the core of the platform.

Not only does Sun help you take your technology to its fullest potential, Sun also provides migration training courses for the Solaris OE so that your people can quickly acquire the critical knowledge and skills needed to transition to the Solaris OE and become Sun Certified Solaris OE System Administrators and Network Administrators. With the technology and training from Sun, you can be assured that your company's systems and people are operating at high performance quickly, efficiently, and with little or no impact on daily operations.

TAKING YOUR TECHNOLOGY TO THE NEXT LEVEL

Migrating to the Solaris OE can help you harness the power of the top-rated, mature technology that drives the Net Economy. With its history of rock-solid reliability, the Solaris OE gives you the confidence that your systems will grow as your business grows, your long-running and resource-intensive applications can execute without interruption, and your data centers running mission-critical applications won't go down.

Stability and Maturity

Maybe you're considering Internet solutions, or maybe you just want the most competitive applications development environment. Regardless, Sun offers the scalable and mature development platform and the resources to get you there. Since Sun develops and supports the Solaris OE, SPARC™, and Intel platforms, you can be assured that your Solaris OE migration:

- Supports reliable, scalable, multiuser, multi-platform network computing
- Scales and evolves as business needs change
- Easily supports new hardware architecture
- Uses open standards to ensure high degree of interoperability
- Makes sure applications are up and running quickly and efficiently

The Numbers Speak for Themselves

According to the International Data Center (IDC) Server Tracker Report, Sun leads the industry with 42% of the UNIX market share. For more than 17 consecutive quarters, Sun has maintained its position as the leader of UNIX shipments. Sun also was the

only vendor in the second quarter of calendar year 2001 to increase its UNIX market share while Sun's competitors lost market share¹.

The IDC report also recognizes Sun as:

- Number one UNIX server revenue with 35% market share for 10 consecutive quarters
- Number one in entry-level UNIX shipments
- Number one in midrange UNIX server revenue and shipments
- Number one in high-end UNIX market shipments
- Number one in the worldwide UNIX workstation market in shipments and revenue

Analysts and Customers Agree

Today, the Solaris OE reigns as the top-rated UNIX environment, earning unprecedented customer acceptance and industry momentum, as well as the following honors:

- Number one ranked UNIX Operating System by DH Brown Associates
- The Best Server Operating Environment by Network Computing
- The top UNIX Operating System variant by Info World magazine

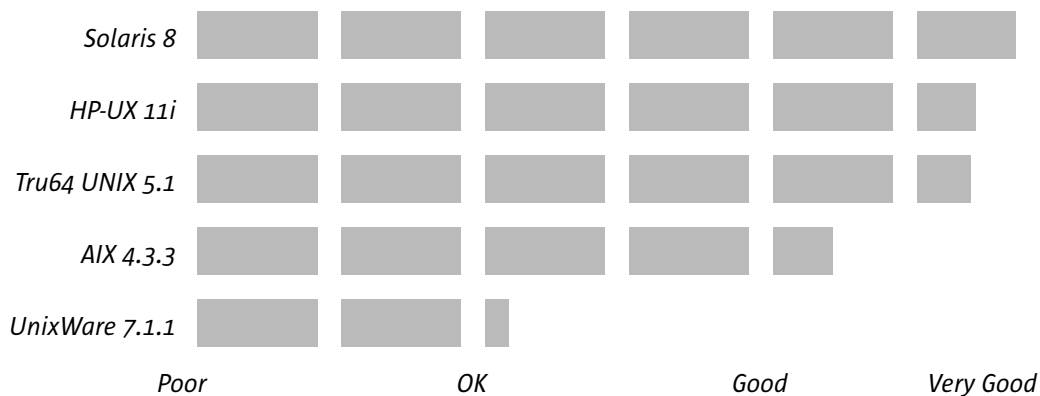
When choosing a migration path, you must be confident that your long-running and resource-intensive applications run without interruption (reliability), are there when you need them (availability), and correct problems with minimal business impact (serviceability). According to 2001 UNIX Function Review by DH Brown Associates, "Solaris leads strongly in the RAS area."²

In the DH Brown Associates report, 2001 UNIX Function Review , the Solaris 8 OE captured the overall lead for UNIX operating system functions. Ranked as the best UNIX system designed to deliver the most complete requirements for data centers and Internet-focused enterprises, the Solaris 8 OE topped the following UNIX variants:

- HP-UX 11i
- Tru64 UNIX 5.1
- AIX 4.3.3
- UNIXWare 7.1.1

¹ *Quarterly Server Tracker*, International Data Corporation (IDC), Q201

² *2001 UNIX Function Review*, DH Brown Associates, March 2001



Average of the functional ratings for Scalability, RAS, System Management, Internet and Web Application Support, and Directory and Security Services.

The Solaris 8 OE is the undisputed leader for RAS, as well as directory and security services. The Solaris 8 OE also stood strong in Internet and Web application services. Along with several functions in the dynamic reconfiguration and partitioning categories available only with the Solaris 8 OE, other features that demonstrated superiority include:

- Arbitrarily adding and removing CPUs on-line.
- Adding and removing memory online (the only operating system in the study that is capable of this).
- Adjusting hardware partitions between operating system instances while keeping them on-line. Sun's Dynamic Domains function on the E 10000 server is the only available UNIX-partitioning function capable of online adjustments. According to the report "All of the other hardware partition solutions currently require the affected partitions to be rebooted after reconfiguration."
- Dynamically optimize an application's use of available resources, such as processors and memory.
- Integration of LDAP with basic operating system functions.
- Kerberos authentication mechanism available for free with base operating system. Others charge a premium.

In a recent study by InfoWorld³ magazine, the Solaris 8 OE was acknowledged as the safest choice in enterprise UNIX systems. The Solaris OE earned 10 points out of 10, topping the following competitors:

- SGI Irix
- IBM AIX
- Compaq Tru64 UNIX
- Hewlett-Packard HP-UX
- SCO UNIXWare

³ InfoWorld, January 12, 2001

Network Computing recognized the Solaris 8 OE as the “Best Server Operating System.”⁴ The stability and history of the Solaris OE earned its distinction as providing the best performance for Internet applications. According to statistics from Netcraft Web Server Survey⁵, the Solaris 8 OE is the industry-leading platform for Internet solutions. Forty percent of the top 50 Web sites (as ranked by Media Metrix) run on the Solaris OE.

Customer Satisfaction

When you choose to migrate to the Solaris OE, you join millions who have chosen the recognized UNIX leader. The following quotes are a small sample of what satisfied customers are saying:

“The new system is better suited to drive the availability of our base platform and support long-term scalability, so we can continue to handle the growth. In the process, we have matured the organization to operate in a robust fashion while also driving costs down.”

Maynard Webb
President
eBay Technologies

“Our customers deploy some of the most scalable and most mission critical UNIX systems on the planet. From a UNIX operating environment perspective, we believe that Sun’s Solaris is, and will continue to be, the market share leader. We have worked closely with Sun to ensure that Solaris 8 provides the high availability and data center reliability that will be required for our 64-bit UNIX solutions.”

Jim Browning
CTO and Director of Strategy and E-Technology
Teradata Solutions Group
NCR Corporation

“With support for the Solaris 8 Operating Environment, Lexmark’s Solaris Ready printers continue to offer Sun users world-class levels of performance and productivity. We believe Lexmark customers will appreciate the seamless transition to the Solaris 8 platform.”

Glenn Hudson
Vice President, Business Printer Division and General Manager, Attachment Products
Lexmark International

⁴ Network Computing Well-Connected Awards, May 2001

⁵ Netcraft Web Server Survey, May 2001

MAKING SURE YOUR PEOPLE ARE READY

Just as the Solaris OE is the clear choice for today's Net Economy, Sun Educational Services is the clear choice for Solaris OE training. Sun recognizes that the knowledge of your people is your company's most valuable asset. The skills of your staff oversee the servers, troubleshoot problems, and keep your business running. The bottom line: the training and preparedness of your staff can determine the success of the migration. That's why Sun Educational Services offers the following quick, intensive Solaris OE migration courses:

- Solaris 8 OE System Administration I for Linux Administrator
- Solaris System Administration for Experienced UNIX Administrators

Sun's Solaris OE migration courses can help your staff gain the critical knowledge and skills needed to:

- Understand the differences between administering your current system and the Solaris OE
- Fully deliver the performance of the Solaris OE platform
- Prepare for Solaris OE System Administration certification
- Optimize the performance of mixed environments that include the Solaris OE and another UNIX platform

Build on UNIX® Expertise

The Solaris OE migration courses focus specifically on the areas where Solaris OE differs from the UNIX variants. You save on training expenses while your staff focuses on learning the Solaris OE essentials without wasting time reviewing information they already know as UNIX administrators.

The Solaris OE migration courses build on the UNIX expertise of administrators ready to transition to the Solaris OE and become Sun certified Solaris OE Administrators. Cutting straight to the point, the typical nine- or ten-day Solaris OE learning path is filtered into four or five days each for the HP-UX/AIX, and Linux migrations.

	Who benefits?	# of training days
Preparation for the Solaris OE certification exam	HP-UX, AIX, and Linux Administrators	Four or five days of instructor-led training
Preparation for the Solaris OE certification exam	Non-UNIX Administrators	Nine or ten days of instructor-led training

The courses include an overview of changed commands, utilities, and file systems. In addition, students can learn how to:

- Use the basic features of the Solaris OE

- Administer user accounts and security, disk devices and file systems, the LP print service and the boot process
- Install the Solaris OE
- Administer software packages and patches
- Prepare for the Solaris OE System Administration certification

Sun Teaches What Sun Invented

The return on your overall investment depends largely on the competency of the people supporting the technology. Sun training and the certification process support the development of your IT staff's migration to the Solaris OE. As the creators of the Solaris OE, Sun is uniquely qualified to teach the knowledge and skills necessary for your staff to optimize your Solaris OE solution and prepare for certification.

As a global IT training leader, Sun Educational Services and its authorized centers train more than 450,000 students annually in more than 60 countries. IDC Report #CA618ELH recognized Sun Educational Services as the "undisputed leader" in Solaris OE education, training approximately 40,000 Solaris OE students per year. Many of these students are currently migrating to the Solaris OE from other UNIX platforms.

Sun Certified System Administrators Earn More

The Sun certification process supports the development of your IT staff because it helps assure you that all of your team members are trained to the same high standard. Certification helps confirm the measure of core competency; therefore, confidence in your team can grow, productivity increases, and your certified team can focus on operations instead of crisis management.

Training and certification can provide a way to offer your staff continued challenges and career opportunities. Additionally, in the U.S., system administrators working in the Solaris OE earn 4.7% more annually than others, while Sun Certified System Administrators earn, on average, 10% more annually than non-certified system administrators⁶.

ESTABLISHING YOUR COMPANY AS A LEADER

Leadership begins as a mission and thrives when the technological and staffing infrastructure is in place to support current and future business initiatives. Top-rated Solaris OE and learning solutions provide the foundation on which some of the world's leading companies are built. The Solaris OE meets today's demands while anticipating tomorrow's innovation. With its proven scalability, availability, manageability, and security, the Solaris OE is an operating environment you can trust.

⁶ SAGE System Administrator Profile, 2000

A Solaris OE solution lets you maximize your system administration resources and your software investment. It also increases stability of your infrastructure, optimizes the future growth potential, and increases level of service to your customers. Migrating your solution to the Solaris OE has never been easier. Sun helps make it happen seamlessly through its comprehensive strategy of providing the best technology and the best learning solutions to support the people running the technology.

“In the Internet world, where businesses are becoming increasingly global, server downtime is no longer an option. Fujitsu Siemens Computers is backing Solaris as our long term strategic UNIX OE. Sun’s commitment to open industry standards gives us confidence that we are enabling our customers to deliver highly available and scalable services to meet their business needs, while at the same time reducing both IT costs and technology risks.”

Jens-Peter Seick
General Manager, UNIX Business
Fujitsu Siemens Computers

“In Sun’s system administration and troubleshooting classes, we often encounter situations that have a strong basis in what happens in the field. I remember a kernel crash analysis we did. It was a great experience to work through a challenging problem without having the stress of it actually being resident on our network. I’ve used those troubleshooting techniques several times since on the job.”

Kandy Simpson
UNIX Program Manager
Incyte Pharmaceuticals, Inc.

For More Information

To learn more about Sun Microsystems, Sun Educational Services, and the Solaris OE, please visit:

Sun Microsystems: <http://www.sun.com>

Sun Educational Services: <http://suned.sun.com>

The Solaris OE: <http://www.sun.com/solaris>

HEADQUARTERS SUN MICROSYSTEMS, INC., 901 SAN ANTONIO ROAD, PALO ALTO, CA 94303-4900 USA
 PHONE: 650 960-1300 FAX: 650 969-9131 INTERNET: www.sun.com



SALES OFFICES

ARGENTINA: 5411-4317-5636 • AUSTRALIA: 1-800-550-786 • AUSTRIA: 43-1-601-26-0 • BALKANS: 301-6188-111 • BELGIUM: 32 2-704-89 83 • BRAZIL: 55-11-51872100 • BRUNEI: 65-216-8333 • CANADA: 1-800-422-8020
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 VENEZUELA: 582-905-3800 VIETNAM: 65-216-8333 • WORLDWIDE HEADQUARTERS: 1-650-960-1300

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