

NetIQ Präsentation

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Otto W. Schäfer

Account Manager

otto.schaefer@netiq.com



4 COMPANIES THAT GET IT

1 PURPOSE



The Attachmate Group, Inc.

The Attachmate Group, Inc.

Unternehmenskennzahlen



Globales Unternehmen:

- 3.600 Mitarbeiter in über 30 Ländern



Solide finanzielle Grundlage:

- Jährliches Umsatzvolumen von 1,1 Milliarden US Dollar
- Stammkapital von über 300 Mio. US Dollar

The Attachmate Group, Inc.



Präsident und Geschäftsführer
Bob Flynn

Umsatz p.a.
\$200 Mio. US Dollar

Hauptsitz
Seattle, Washington, USA



Präsident und Geschäftsführer
Jay Gardner

Umsatz p.a.
\$350 Mio. US Dollar

Hauptsitz
Houston, Texas, USA



Präsident und Geschäftsführer
Bob Flynn

Umsatz p.a.
\$400 Mio. US Dollar

Hauptsitz
Provo, Utah, USA



Präsident und Geschäftsführer
Nils Brauckmann

Umsatz p.a.
\$170 Mio. US Dollar

Hauptsitz
Nürnberg, Deutschland



Terminal Emulation
Legacy Modernization
Managed File Transfer
Enterprise Fraud
Management



Identitäts-, Sicherheits- und
Compliance Management
Systems Management
Resource Management

Integrated Solutions



Novell.

Collaboration
File and Networking Services
Endpoint Management



Enterprise Linux Servers
Software Appliances
Linux Desktops



- Attachmate® Reflection® products
- Attachmate® EXTRA!® products
- Attachmate® INFOConnect® products
- Attachmate® DATABridge™
- Attachmate® FileXpress® products
- Attachmate® Luminet®
- Attachmate® Verastream® products



- **Novell® Identity Manager**
- Novell® Access Manager™
- Novell® Access Governance Suite
- Novell® Sentinel™
- NetIQ® Security Manager™
- NetIQ® Change Guardian™ products
- Novell® SecureLogin
- Novell® Privileged User Manager
- Novell® Cloud Security Service
- Novell® Cloud Manager
- Novell® Compliance Management Platform
- Novell® Operations Center
- NetIQ® Directory and Resource Administrator™
- NetIQ® Group Policy Administrator™
- NetIQ® Migration Suite
- NetIQ® Secure Configuration Manager™
- NetIQ® AppManager® Suite
- NetIQ® Analysis Center
- NetIQ® Aegis®
- PlateSpin® product family



- Novell® GroupWise®
- Novell® Vibe® OnPrem
- Novell® Vibe® Cloud
- Novell® Open Enterprise Server
- Novell® File Management Suite
- Novell® Data Synchronizer
- Novell® ZENworks® Configuration Management
- Novell® ZENworks® Patch Management
- Novell® ZENworks® Asset Management
- Novell® ZENworks® Application Virtualization
- Novell® ZENworks® Linux Management
- Novell® ZENworks® Virtual Appliance
- Novell® ZENworks® Endpoint Security Management
- Novell® Service Desk
- Novell® Open Workgroup Suite



- SUSE® Linux Enterprise Server
- SUSE® Linux Enterprise Server for System z
- SUSE® Linux Enterprise High Availability Extension
- SUSE® Linux Enterprise Real Time Extension
- SUSE® Linux Enterprise Point of Service
- SUSE® Linux Enterprise Server with Expanded Support
- SUSE® Linux Enterprise Server for SAP Applications
- SUSE® Linux Enterprise Desktop
- SUSE® Manager
- SUSE® Studio™
- LibreOffice

Scale to Deliver – A Culture to Care

Established software vendor that has the scale to execute our strategy and the focus to deliver on customer's expectations

600 
ENGINEERS 

PARTNER
 **ECO
SYSTEM** 

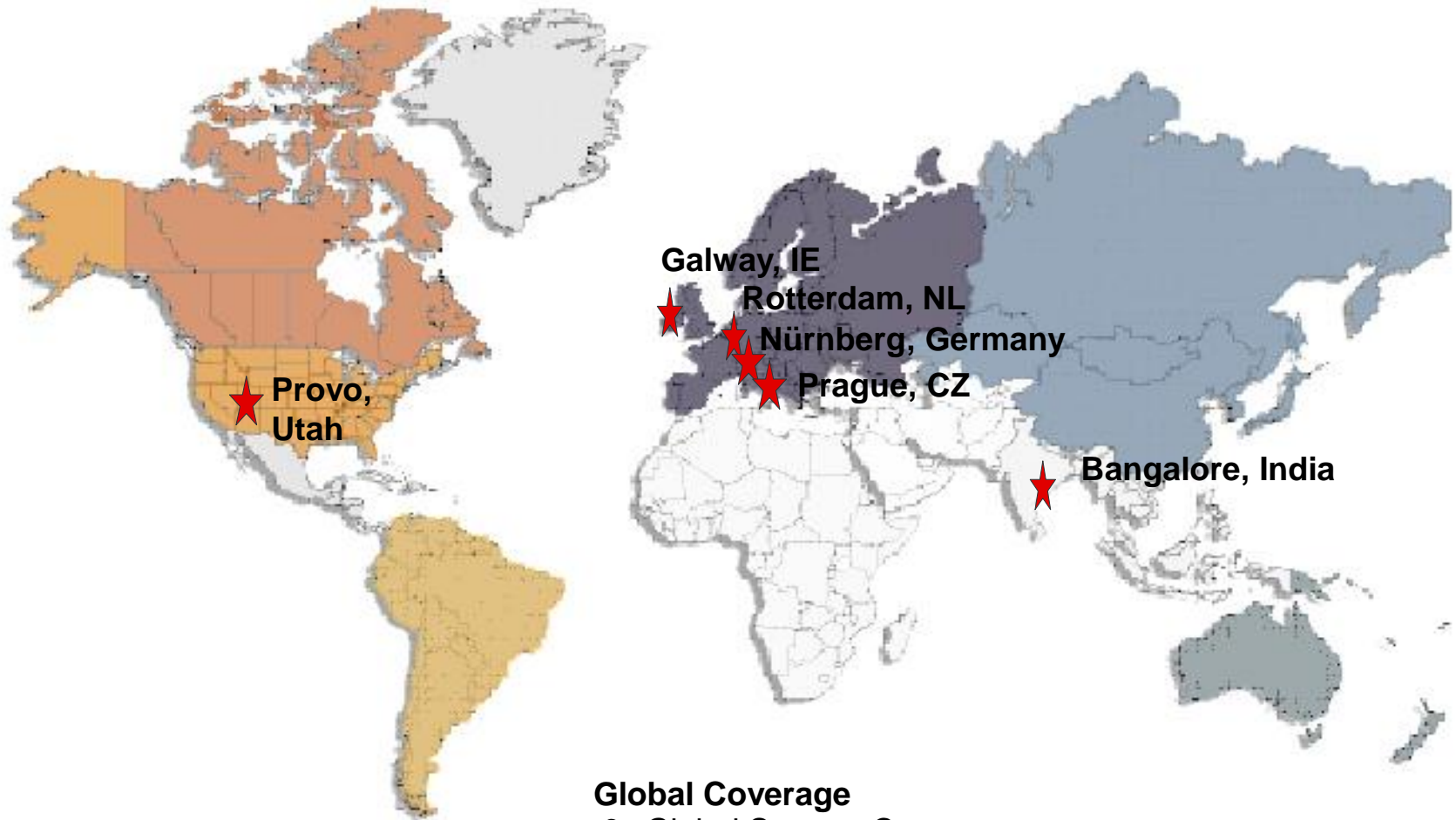
 **80** 
OFFICES
WORLDWIDE

 **1600**
 **EMPLOYEES**

Serviceorganisation

Portfolio	
Consulting	<ul style="list-style-type: none"> • Identity Management Strategie • Individuelle Treiber Entwicklung • Enterprise Single Sign-on • Security Management • Security Event Management • Web Access Management • Application und Service Management • Data Center Disaster Recovery
Training	<ul style="list-style-type: none"> • First Look Training in Subscriptions • Fundamental und Administration Kurse • Advanced Technical Training (ATT) • Customized Trainings • Diverse Zertifizierungs-Programme • On-demand, on-line, classroom, self-study Optionen
Technical Support	<ul style="list-style-type: none"> • Dedicated Support Ressourcen (ASE, PSE, DSE) • Service Account Management (SAM) • Projekt PSE für einen begrenzten Zeitraum • Sles Expanded Support • On-site Support • Scheduled Stand-by • Health Checks, etc.
Mitarbeiter	<ul style="list-style-type: none"> • Ca. 900 Mitarbeiter weltweit, in DACH ca. 50 Mitarbeiter

Global Technical Support Centers



Global Coverage

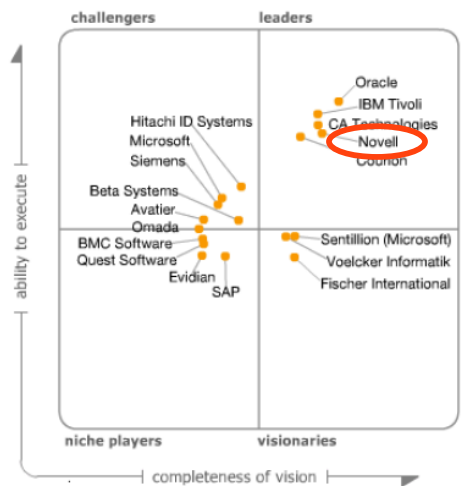
.6x Global Support Centers
.Available 24x7x365

Wie Analysten uns sehen

Novell is one of the few vendors in both the leaders quadrant of Gartner's Magic Quadrant and positive recommends in MarketScopes for all four markets: user provisioning, web access management, enterprise single sign-on and security information and event management (SIEM).

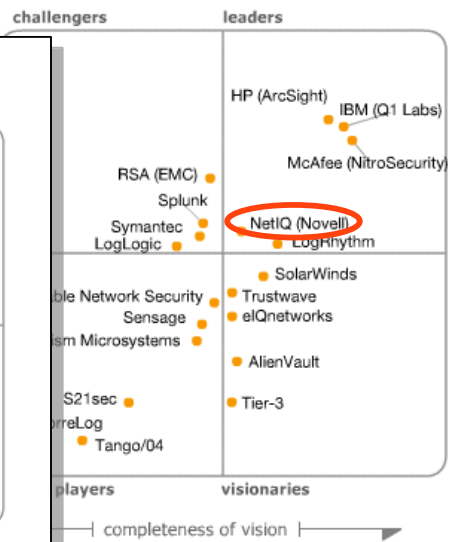
Gartner®

Figure 1. Magic Quadrant for User Provisioning



Source: Gartner (September 2010)

Magic Quadrant for SIEM



Source: Gartner, Inc. "Magic Quadrant for Security Information and Event Management." Mark Nicolett, Kelly M. Kavanaugh.

Figure 1. MarketScope for Enterprise Single Sign-On

	RATING				
	Strong Negative	Caution	Promising	Positive	Strong Positive
ActivIdentity				x	
Avencis			x		
CA				x	
Evidian				x	
IBM					x
Imprivata				x	
i-Sprint Innovations			x		
Novell					x
Passlogix					x
Sentillion				x	

As of 10 September 2009

Source: Gartner (September 2009)

Figure 1. MarketScope for Web Access Management

	RATING				
	Strong Negative	Caution	Promising	Positive	Strong Positive
CA Technologies				x	
EMC-RSA			x		
Entrust		x			
Evidian			x		
IBM (Tivoli)				x	
Novell				x	
Oracle				x	
P2 Security		x			
Siemens			x		

As of 11 November 2010

Source: Gartner (November 2010)

Source: Gartner, Inc. "MarketScope for Web Access Management." Gregg Kreizman, Earl Perkins, Ray Wagner

Source: Gartner, Inc. "Magic Quadrant for User Provisioning." Earl Perkins, Perry Carpenter.

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