

Net Wars

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Intent

A comparison of the current positioning and product differentiation, to enable you to better understand the real fit and application for the two competing Network Operating Systems

Agenda

- ◆ Overview - 3 minutes
- ◆ Product Positioning - 15 minutes
- ◆ The Situation Today - 15 minutes
- ◆ The Future - 10 minutes
- ◆ Further Sources -5 minutes

Overview

- ◆ The fundamental answer to the question “Which HW, SW, or O/S should I buy?” has not changed in the last 15 years.
- ◆ The answer is still a question: “What are you planning to do with it?”
 - This also applies to the selection of NOS

Why compare the two NOS?

- ◆ CIO’s need to
 - reduce number of Vendors
 - set standards
 - build manageability into the environment
- ◆ However companies cannot simply install NT and eliminate NetWare

Positioning 1

- ◆ NetWare is a network operating system while NT is a server operating system

Positioning Continued

- ◆ Novell NetWare 4.1
 - Multi-platform Network Services
- ◆ Windows NT Server
 - Part of “Cradle to Grave” Solution

Positioning 3

- ◆ Desktop Operating System
- ◆ Application Server
- ◆ Network Operating System
- ◆ Hybrid Network Server
 - Database Services
 - Internet Services

- Communications Services
- Authentication Services

Windows NT Server Today

- ◆ File/Print Server Only (17%)
- ◆ Application Server Only (13%)
- ◆ Both Application and File/Print Server (70%)

Windows NT Server Today

- ◆ Support for the PowerPC
- ◆ NTFS file compression
- ◆ Additional PCMCIA and other device support
- ◆ Common controls and dialogs for Win95
- ◆ Replaceable Winlogon
- ◆ More system and development support
- ◆ Tools to manage Client Access Licenses for Servers

Microsoft's Plan Today

Windows NTS Users Today

- ◆ In heterogeneous environments
 - 51% also have NetWare
 - 33% also have UNIX
- ◆ Top Industries
 - Manufacturing
 - Software/Computer Consulting
 - Financial Services

Source: Windows NT Server Reg. Base Survey Dec. 94

NetWare 4 Today

- ◆ “NetWare out-shipped Windows NT Server in the NOS category by more than a 4:1 margin.”
- ◆ “NetWare maintained a 64% market share in a market growing by 25% annually.”

Novell's Plan Today

Novell's Directory Strategy

- ◆ Provide a single, global view of the network with flexible administration
- ◆ Create a distributed mainframe with the flexibility and cost of PC's
- ◆ Use the network (NDS) to store intelligence ...making the network SMART
 - Make NDS available on other platforms

Microsoft's Cairo

- ◆ Cairo will change the Windows NTS environment in 1998
- ◆ Directory Service Manager for NetWare (DSMN)
- ◆ C2/E2 security (Red Book)
- ◆ Windows 95 look and feel

Analysts' Projections The Future for NetWare

- ◆ Distributed Services
 - Directory
 - Security
 - Administration
 - Management

The Future for NetWare 4

- ◆ 25,000 NetWare 4.1 SDKs have been shipped
- ◆ Over 135 NDS-enabled solutions
- ◆ C2 and E2 certification
- ◆ Net 2000 API to extend NetWare Services to Non-NetWare Environments

NetWare Green River Release

- ◆ Symmetrical multiprocessing
- ◆ C2/E2 security (Red Book)
- ◆ Hardware auto-detection
- ◆ 32-bit clients
- ◆ TCP/IP with DHCP support
- ◆ DS tools for migration, management and administration
- ◆ NetWare Application Manager
- ◆ NetWare License Services
- ◆ NetWare Distributed Print Services

Summary

- ◆ Use NetWare 4.1 for new LANs
 - Robust, secure, standard, compatible, scalable
 - Forrester Research, 1995
- ◆ Use Windows NT Server for Application Servers

Where to get more information

- Raj Panesar, Novell UK
- Mark Hassall, Microsoft UK
- Internet addresses
 - <http://www.microsoft.com/backoffice>
 - <http://www.novell.com>

Thank You
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