

SCO and the Linux Phenomenon

UNIX is once again back on the corporate agenda. Presently, you would be hard pushed to find an IT magazine that doesn't have an article about Linux, and now, rather than tackle the questions of SCO vs. NT, we find ourselves having to consider this new UNIX variant. On this page you'll find some questions regarding SCO's views on Linux.

Why does SCO support Linux ?

SCO is an active member of Linux International and an active supporter of Open Source Software. Because SCO believes that Linux and the Open Source community bring a lot of benefit to the IT industry we want to see the continued development of new ideas and technologies that can be used to the benefit of the entire IT Industry.

Infact, SCO UnixWare 7 will directly install and execute Intel Linux Products and is the ideal "deployment server for Linux applications".

Is Linux a threat to SCO's products ?

No. Linux will mainly replace Windows desktop systems to run browser and X based applications, and maybe even some office applications. Therefore SCO feels no threat from Linux as we do not play an active role in the client space. On the server side, Linux poses so many risks which could jeopardise the future of a company, that SCO perceives no direct competition in this area.

Why is the Linux hype good for SCO ?

The Linux Hype generates a lot of interest around UNIX on Intel. SCO is the largest supplier of Unix on Intel with an 84% market share (Source IDC) and 20 years experience. This creates a unique proposition for anybody who is interested in a Unix on Intel solution stemming from an original interest in Linux.

Why should I use SCO for commercial purposes and not Linux ?

Linux at this moment in time can be considered more a play thing for IT students rather than a serious operating system in which to place the functioning, security and future of a business. Because Linux is basically a free-for-all it means that no individual person/company is accountable should anything go wrong, plus there is no way to predict which way Linux will evolve. Yes, it's free, but with the cost of an operating system being only a fraction (3-5%) of the total cost of an IT project is it really a risk worth taking?

SCO on the other hand ARE accountable and a perfect point to illustrate this concerns the year 2000 problem: Linux distributors say they believe they're O.S.s are Y2K compliant. We warrant we'll make them so!

What about support ?

a) First line support will be given by certain suppliers but what if there's a problem that they can't answer? The unfortunate answer to this is nothing! The reason being that because there are so many variants of Linux there is no single company accountable thus the buck stops with the supplier. With SCO products however, a question which the supplier can't answer can easily be directed to SCO where the problem would be dealt with professionally and efficiently.

b) If you submit a question on the internet you cannot be sure of getting an answer, and if you do, you will more than likely receive several varying answers. Do you have the time to test and then select the most appropriate?

c) The solutions offered to you can potentially contain bugs or viruses which are a security hazard to your company.



Dear SCO-partner,

Welcome to our latest, restyled edition of the SCO Benelux info bulletin.

This issue contains information about SCO products and an invitation to our forthcoming partner briefing in September.

SCO want's to keep it's customers as well informed as possible and one way of doing this is by organising regular partner briefings. A partner briefing normally takes half a day and is held in both Belgium and the Netherlands. At these partner briefings we inform you about the most recent developments in SCO, but also about our future plans, SCO's positioning, market developments and business opportunities for our partners.

The main topics of our forthcoming partner briefing will be:

- SCO's positioning towards Linux
- Tarantella release 1.4
- An update of SCO Forum 1999

I look forward to meeting you at one of these briefings. For more information, visit our website: <http://www.sco.nl>

Best regards,

Dirk Peter van Leeuwen

Regional
Manager
Benelux



SCO Benelux

Gildenveld 71 - NL-3839 DD
P.O. box 1247 - NL-3890 BA
Zeewolde - The Netherlands
Tel. +31 36 522 69 67
Fax + 31 36 522 6976

<http://www.sco.nl>
info@sco.nl

(continues on page 2)

(continued from page 1)

d) It is often perceived to be dangerous when a company uses an operating system where the source code is available on the web to the whole world - and that includes company employees. This could lead to unqualified personnel tampering with the code of the O.S. on which the company's business depends.

Which Linux Should I buy ?

Currently there are over forty distributions of Linux competing with each other and as a result there is no single standard. Potentially, this means that software written for one system will not work on another. Therefore it makes more sense to buy a commercial operating system like UnixWare or OpenServer.

What about the Future ?

The future of Linux is very uncertain. The direction that it will take in its evolution will be solely dependant on what individual developers perceive as important to them but which may not be important to you. As there are such a large number of developers it is virtually impossible to predict what form Linux will take thus putting the future security of your business at risk. With SCO, because we are solely accountable for our products, it means we can plan for the future giving you the assurance that your business critical applications will be secure for years to come.

Who is Accountable ?

Nobody is accountable for Linux products, not even the Linux distributors. In the event that problems arise with your Linux operating system there is no 100% guarantee that they will be solved, or that anyone will be held responsible for any losses or damages caused.

Is there a SCO Linux ?

For 3 years now, SCO has supplied free of charge UnixWare and OpenServer for educational and non commercial use. SCO does not supply source code with its products.

Will Linux programs run on SCO ?

Yes. On UnixWare 7.1 SCO has developed lxrun, which provides binary compatibility with many Linux applications.

More information on our corporate website: <http://www.sco.com/linux>

Attend our Quarterly Partner Briefing

Attend our Quarterly Partner Briefing. In true tradition from last year, we are happy to repeat the Benelux Partner Briefings, following our extremely successful Partner Conference in Noordwijkerhout March 25 and 26.

The Benelux Quarterly Partner Briefings will be held on September 7th in 't Spant in Bussum and September 8th in the Buro & Design Center in Brussels.

Agenda

- 13:30 Welcome, registration and coffee
- 14:00 Opening by Dirk Peter van Leeuwen, country manager Benelux
- 14:25 SCO's positioning towards Linux
- 15:15 Tarantella
- 16:05 Forum 1999 Update
- 16:30 Closing, have a chat and a drink

Dates and Locations

Tuesday September 7th	Wednesday September 8th
't Spant	Buro & Design Center
Dr. A Kuyperlaan 3	Heizel Esplanade Heysel
Bussum	Brussels

The SCO Quarterly Partner Briefing is a great opportunity to discover new business opportunities. We look forward to seeing you and answering your questions. Don't miss this opportunity to let us hear from you!

Book your Place

Guarantee your place by registering now!

To register your place, please use one of the following means:

- 1 Web: Register online www.sco.nl/qpb
- 1 E-mail: qpb@sco.nl
- 1 Fax: Complete form and fax the form to +31 (0) 36 5226976
- 1 Phone: Call Marlies Zintel Tel: +31 (0) 36 5226979

We do try to make sure there is room for everyone at these briefings. However, places are limited by the size of the venues and we operate on a first come, first served basis.

How to get there.

't Spant, Bussum

Coming from Amsterdam on the A1, take exit 7. At the end turn left towards Bussum. Turn left after the second fly-over, towards Bussum-Zuid. Turn right at the traffic lights. The first road on your right after the roundabout is the Abraham Kuyperlaan.

Coming from Amersfoort on the A1, take exit 8 towards Blaricum. At the end turn left, then left again under the fly-over and right after 50m. Turn right at the traffic lights. The first road right after the roundabout is the Abraham Kuyperlaan.



Buro & Design Center, Brussels

On the Ring, take exit 7bis & 8. Drive until you reach exit 8 "Wemmel-Heysel".

Turn left at the end of the exit, over the bridge. Turn left at the traffic lights (after 200m driving from the exit).

Continue in the direction of the Holiday Inn Hotel and Atomium.

The Buro & Design Center is located on your right (opposite Halls 11 and 12 of the Exhibition Halls). There is a large number of parking places behind the building.



Did you know that Vision...

As we all know, SCO's Vision2K Family consists of an extensive collection of products for Windows-to-Unix connectivity. In sales, it is my experience that we always try to focus in on the major Vision-components like SQL-Retriever, Xvision Eclipse and TermVision.

The SuperVision component, that is supplied at no extra cost with each of the Vision products, is a tool whose powerful capabilities are often underestimated. It allows system administrators to centrally manage users and to support, configure, and control the users' desktops independently of the physical location of the client.

What do I need?

Firstly, in order to obtain the license to use SuperVision, your customer needs to purchase one of the Vision products that is

installed on a desktop. Remember, SuperVision is not a product, and cannot be sold separately. Secondly, a UNIX server is needed with SCO VisionFS running. VisionFS can be installed onto all major UNIX flavours.

In addition, you need one or more clients, on which you install the Administration Workbench.

How is the tool installed?

SuperVision can be installed completely unattended. A silent setup script is located on the CD-ROM. You can install it either with or without the administrative workbench, which allows the system administrator(s) to have powerful administrating capabilities and visual control over the desktop population.

What are its capabilities?

Some of SuperVision's standard capabilities are:

- Central management of Windows PCs by UNIX servers ;
- Remote configuration of SCO Vision2K applications ;
- Control of what PC users are allowed to do and see;
- Single-point distribution of files and documents ;
- Remote deployment of Program Manager and Start Menu items ;
- Powerful and flexible grouping model;
- Automatic system administration tasks using TCL scripting language with PC extensions.

Do I need to program?

Not necessarily. The Administration Workbench is tightly integrated with OLE2 technologies, coupling enviable administrative power with drag-and-drop ease of use. The Grouping Model already allows SA's to simplify the administration of user groups.

In addition, SuperVision supports the use of the TCL scripting language with PC extensions. Using TCL, the administrator has the ability to extend SuperVision with custom administration tasks in a mixed WIN95/WIN98/NT environment. A significant time saver! A TCL script is located on the UNIX server, and can be activated when the user logs in.

The Example

Let's assume you have to manage the roll-out of an operating system dependant new release of an application. First of all, you'd be curious to find out which existing versions are installed on which operating system. This task is relatively easy, if all users are connected. The browse functionality in SuperVision allows you to individually browse the contents of a PC's hard-disk. And if there are a large amount of PC's that have to be version-checked, a

TCL script can do this in your absence. Simply include the script in your login script. A sample script can be downloaded from <http://www.sco.nl/bulletin>. This sample script scans the Windows registry and checks the size and the modify date of a file called explorer.exe, which it then stores in a flat text-file on the UNIX host.

The second stage would be the definite roll-out of the new release of the file. This time the sample script replaces explorer.exe, dependant of the operating system of the client. In addition, the KEY in the Window's registry will be altered. Again, the result is stored on the UNIX host - all unattended.

Download the sample script from <http://www.sco.nl/bulletin>

The above example might not be extensive, but it does give you an idea of the powerful possibilities of TCL extensions. When you program in TCL, you will recognise much of the syntax that's in C++ and Norton-DOS.

SCO SuperVision contains the Administration Workbench, the Administration Server software and the Administration Agent. The SCO SuperVision agent is included with SCO TermVision, SCO XVision Eclipse and SCO SQL-Retriever.

An SCO SuperVision PC Management License is needed for each managed PC.

Aart van Erven
Manager Open Systems
Netforce



Netforce is one of SCO's Authorized Vision Partners

If you want to publish feedback on a SCO product or inform SCO partners about a successful implementation / project with SCO products, send us an E-mail to bulletin@sco.nl. Published stories will be rewarded with a package of "SCO goodies".

Guide to essential web URLs

Guide to essential web URLs for SCO products, support and general information.

SCO publishes numerous web pages where essential information about SCO compatible hardware, technical articles, year 2000 info, and more can be found. These pages should be the first port of call for anyone experiencing difficulties with software, wanting to purchase new hardware, or wanting to know where they stand with regards to Y2K issues.

SCO compatible hardware page can be found at:

http://wdb1.sco.com/chwp/owa/hch_search_form/

This is an essential guide to determining what hardware should be purchased to run with the SCO operating systems.

SCO technical articles can be found at: <http://www.sco.com/ta/>

This is an essential guide to anyone experiencing difficulties with any of the SCO products. Items include known technical issues and work-arounds, product enhancements, and other general information.

SCO year 2000 information can be obtained at: <http://www.sco.com/year2000/>

This page contains valuable information regarding SCO product Y2K warranties, as well as general information on Year 2000 issues and the effects they are expected to have.

SCO's Open License Software Supplement (aka Skunkware) is located at:

<http://www.sco.com/skunkware/>

Here you can find numerous software products that are available as open license applications, for Open Server and UnixWare.

Links to all of these pages can be found at **SCO's main home page**:

<http://www.sco.com/> as well as numerous others.



SCO sponsors the dutch paralympic basketballteam in Sydney 2000.

New product releases

Tarantella 1.4 - all operating systems

See our website for the complete list of all SCO-products.

<http://www.sco.com>

SCO's Premier Solution Partners in the Benelux



COMPUTER INDUSTRIES

Computer Industries

P.O. Box 2031

NL-7500 CA Enschede

<http://www.ciint.nl>

COMPUTRONICS

BRUSSELS BEELEN WYK NEW YORK

<http://www.computronics.be>

Computronics

Leuvensesteenweg 388

B-1932 St.-Stevens-Woluwe

Tel. +32 2 720 70 45

Fax +32 2 721 23 26

<http://www.computronics.be>

SCO's Authorized Distributors in the Benelux

Dupaco

system Software Partners

DUPACO

't Koendert 8

NL-3831 RB Leusden

Tel. +31 33 494 88 88

Fax +31 33 495 05 20

<http://www.dupaco.nl>

ilion

ILION NL

Randstad 21-57

NL-1314 BH Almere-stad

Tel. +31 36 548 50 10

Fax +31 36 533 29 78

<http://www.ilion.nl>

ILION BE

Rue de Biplan 187

B-1140 Bruxelles

Tel. +32 2 240 51 11

Fax +32 2 245 42 10

<http://www.ilion.be>

UniPress
Europe

Unipress

Rue de l'Autonomie, 1

B-1070 Bruxelles

Tel. +32 2 523 56 61

Fax +32 2 523 24 96

<http://www.unipress.be>

SCO's Authorized Education Centers in the Benelux

DUPACO

<http://www.dupaco.nl>

ILION NL

<http://www.ilion.nl>

ILION BE

<http://www.ilion.be>

Computronics

<http://www.computronics.be>