



Red Hat Presentation

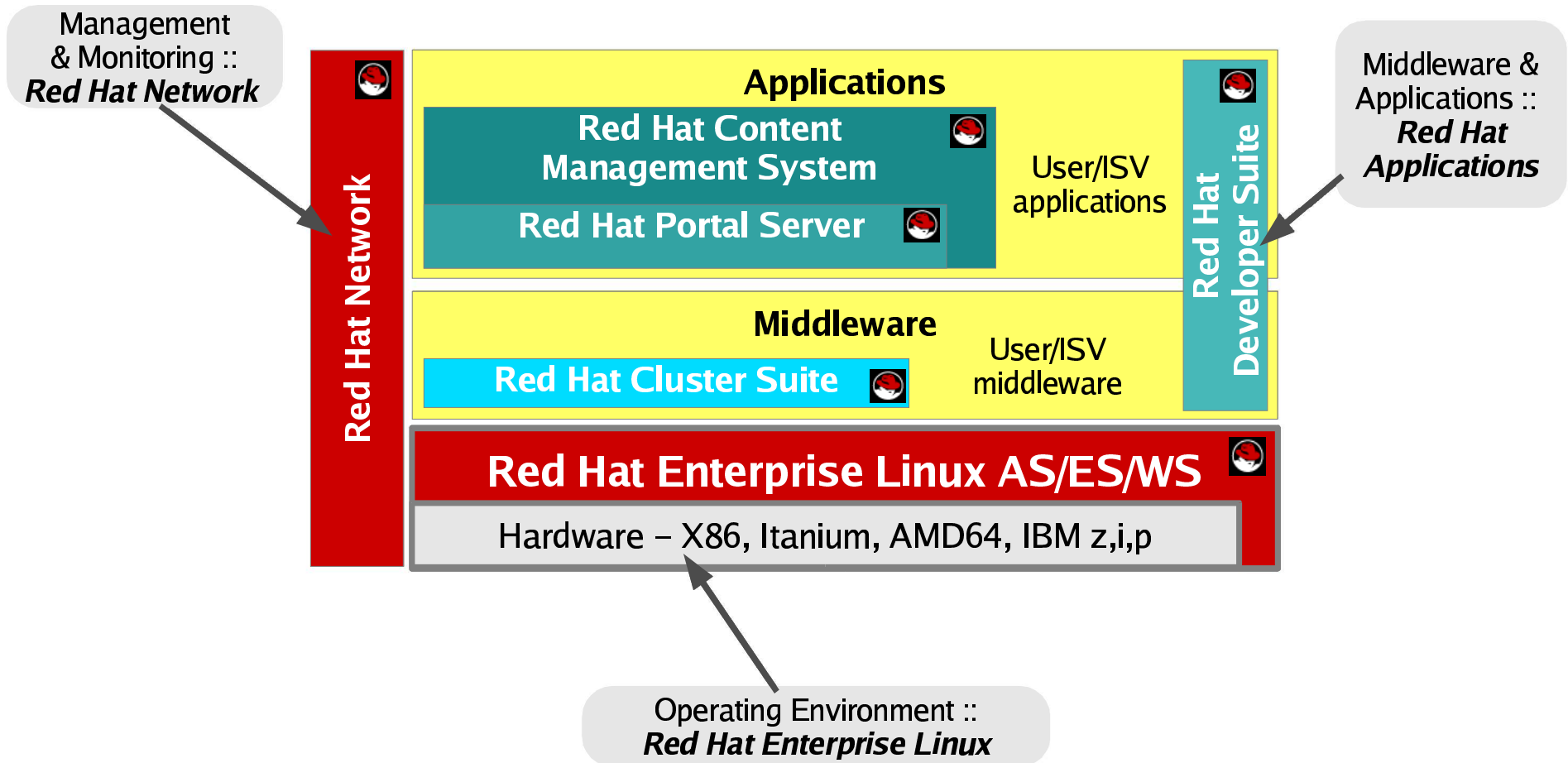
October 2003

Subscriptions

- Enterprise Linux products are delivered on an annual Subscription basis
- One price covers everything
 - Product (binary and source CDs) & documentation
 - Upgrades - customers get new releases at no extra charge
 - Maintenance - Red Hat Network delivers updates and errata (ex. security & bug fixes)
 - Remedial services - up to 24x7 with 1 hr response & unlimited calls
 - Customers can choose from multiple price points for different SLAs
- No Client Access Licenses
- Predictable, Predictable Budget = no surprises
- Volume discounts – Multi-Year Agreements



Red Hat Enterprise Architecture

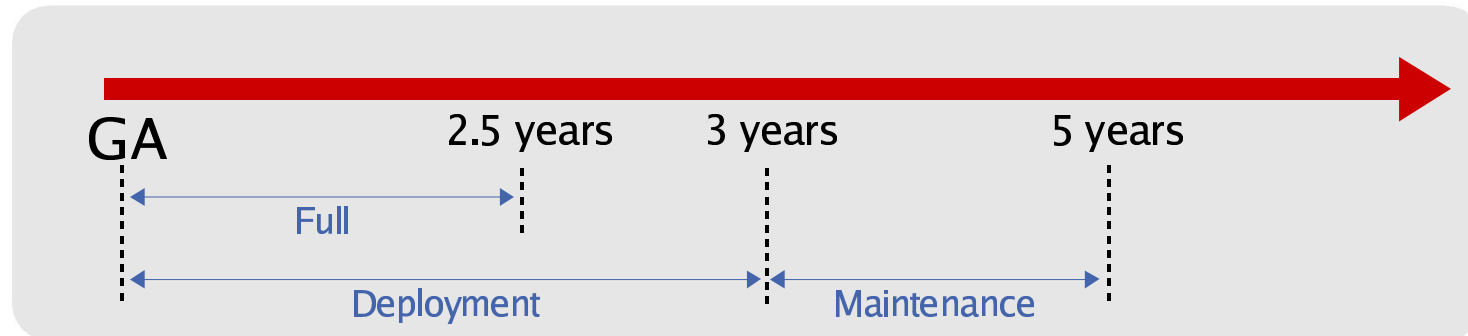


Enterprise Linux Release Model

- Extended development of new releases
 - 12-18 month release cycle – RHEL 2.1 released in 4/02 and RHEL 3 to be released in 10/03, RHEL 4 targeted for 10/04
 - Software/Hardware Partners and Customers involved in alpha/beta tests delivered through Red Hat Network (RHN)
 - 5-year support life cycle
- Regular, consolidated updates provided during product lifetime:
 - Available via RHN plus full ISO respins
 - Approximately every 3-6 months
 - Bug fixes
 - Minor enhancements
 - Support for New hardware

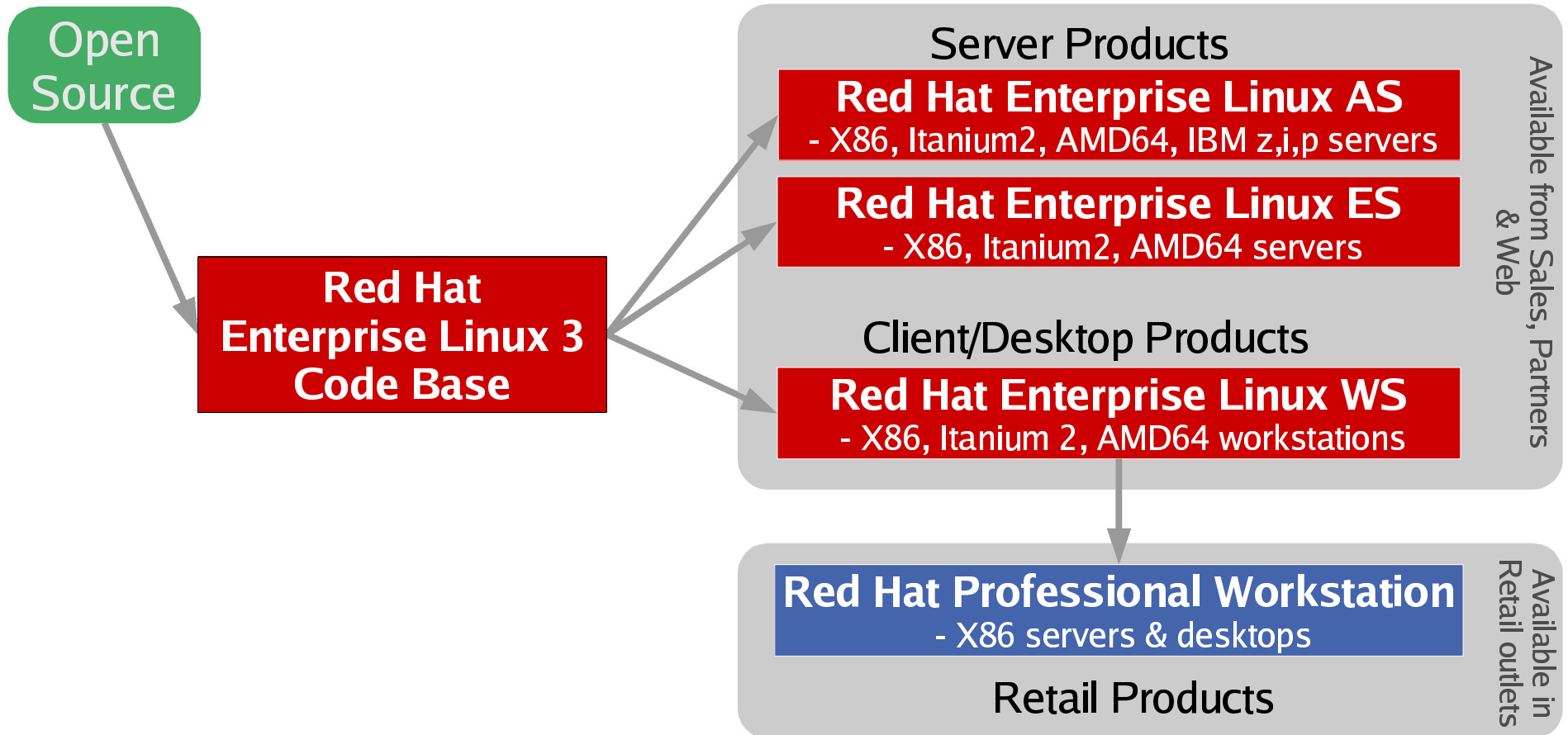


Enterprise Linux Lifecycle



- **Three Phases of Support**
 - *Full Support:* Update Releases, bug fixes, security fixes
 - *Deployment:* bug fixes, security fixes
 - *Maintenance:* critical bug fixes, security fixes
- **Update Releases**
 - Released every 3-6 months for during *Full Support*
 - Update releases include
 - Updated hardware support, including new installer
 - Cumulatively published errata

Enterprise Linux 3 Family



The Fedora Project

- Launched in September 2003 at <http://fedora.redhat.com>
- Community-driven and community-supported project to replace Red Hat Linux consumer product line (RHL 7.2, 8.0, V9, etc...)
- Proving-ground for new technology that may eventually end up in Red Hat Enterprise Linux
- Not a Red Hat product – an open-source project
 - No support available from Red Hat
 - Driven by steering-committee, not Red Hat revenue constraints

Provides the leading technology for Linux distributions and allows Red Hat to share technical leadership



Summary

- Red Hat provides a comprehensive set of products and services to deliver the industry's leading enterprise caliber Linux environment
 - Operating system solutions
 - Applications & middleware from leading ISVs and Red Hat
 - Comprehensive system management and monitoring
 - Extensive maintenance & services
 - World class training

Red Hat Enterprise Linux offers an unbeatable combination of quality, applications and services