Java Desktop System

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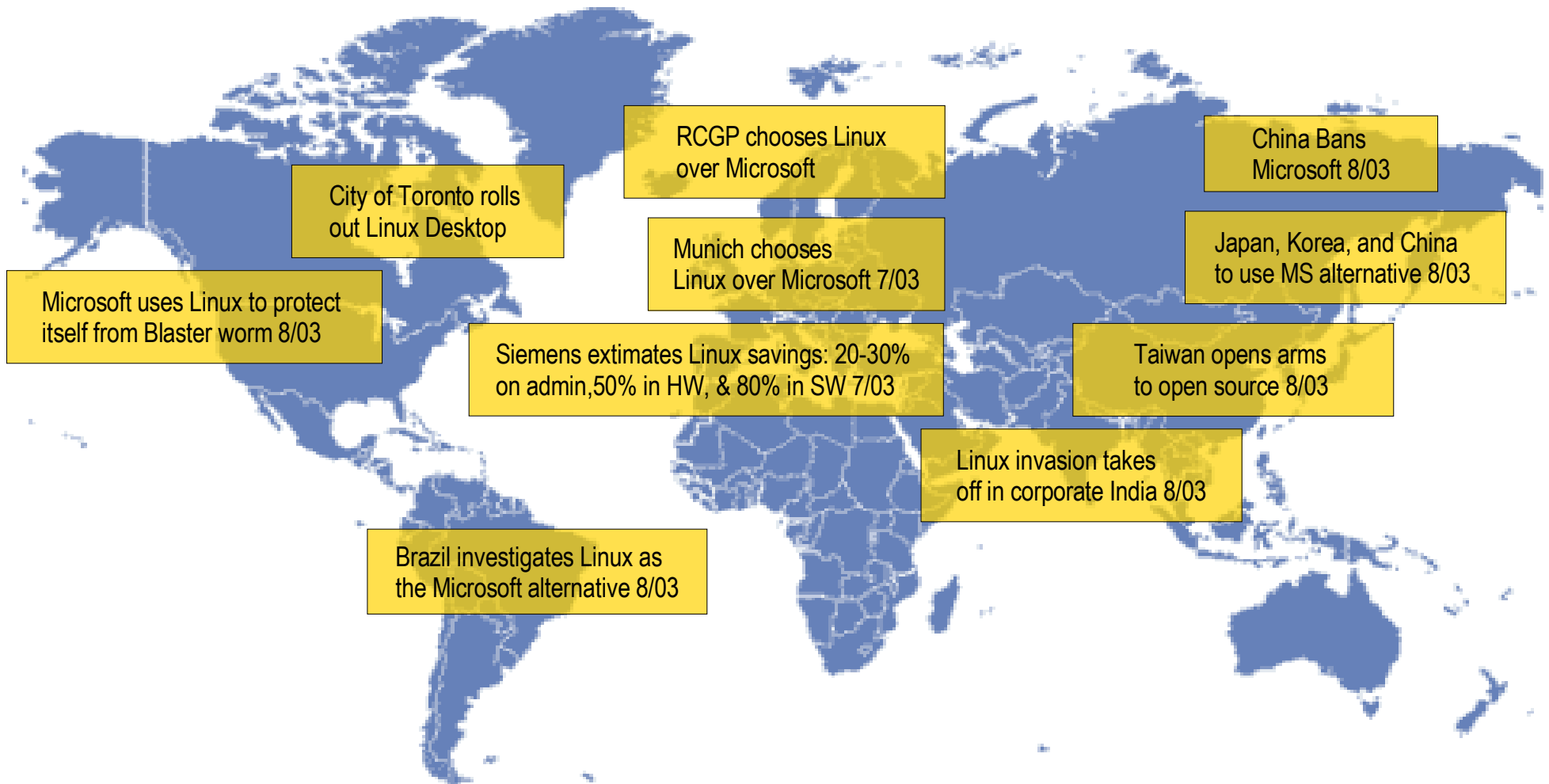
Agenda

- Business Environment
- Sun's Desktop Strategy
- Product Overview
- Business Model
- Roadmap
- Call to Action

Business Environment

Customers Are Choosing Alternatives

Recent headlines from around the world – August 2003

RCGP chooses Linux over Microsoft

China Bans Microsoft 8/03

City of Toronto rolls out Linux Desktop

Japan, Korea, and China to use MS alternative 8/03

Munich chooses Linux over Microsoft 7/03

Microsoft uses Linux to protect itself from Blaster worm 8/03

Siemens extimates Linux savings: 20-30% on admin,50% in HW, & 80% in SW 7/03

Taiwan opens arms to open source 8/03

Linux invasion takes off in corporate India 8/03

Brazil investigates Linux as the Microsoft alternative 8/03

Sun's Desktop Strategy

Microsoft Desktop

Windows Desktop

Internet Explorer

Outlook

Microsoft Office

MSN Instant Messenger

.NET

DHS Warnings

MS Windows/Office

Java Desktop System

MS Windows/Office	Java Desktop System
Windows Desktop	GNOME
Internet Explorer	Mozilla
Outlook	Evolution
Microsoft Office	StarOffice
MSN Instant Messenger	GAIM
.NET	Java
DHS Warnings	JavaCard
MS Windows/Office	Java Desktop System
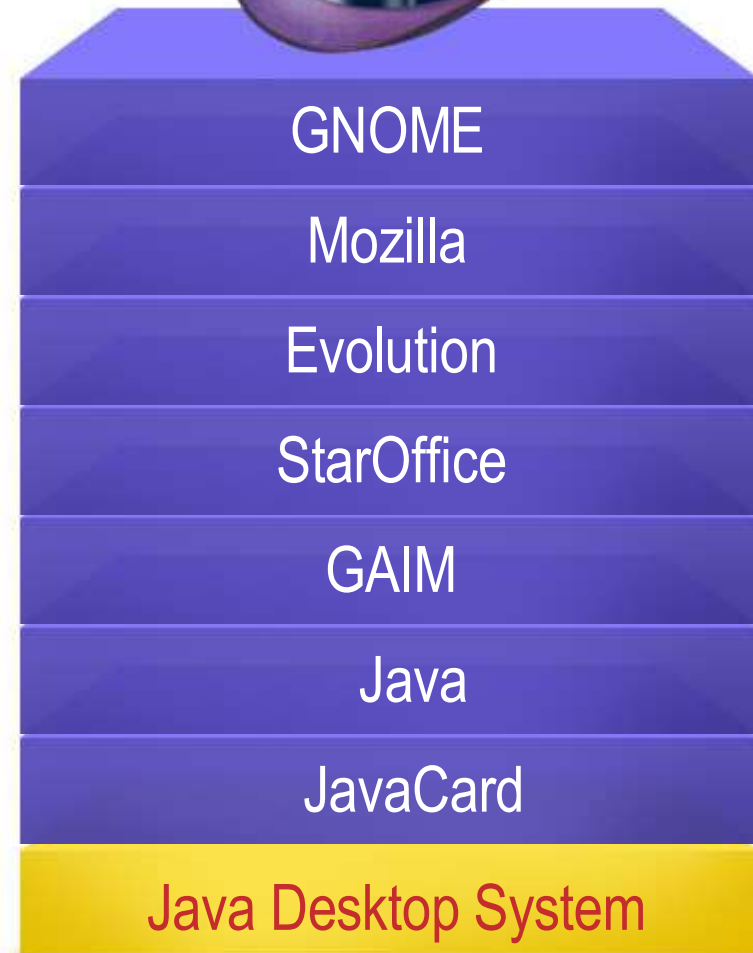
Java Desktop System

| GNOME |
| Mozilla |
| Evolution |
| StarOffice |
| GAIM |
| Java |
| Java Card |
| Java Desktop System |

The First Viable Alternative to Microsoft in 15 Years: More Secure, More Affordable

80% less than Microsoft Windows & Office Upgrade

Tightly integrated and tuned desktop environment: more stability, manageability, usability.
Backed by Sun

# Product Overview and Benefits

Desktop – GNOME 2

- •Modern intuitive user interface
- •Familiar themes, menu structures, and keyboard shortcuts
- • Extensive set of software utilities
- •Customizable Desktop themes, menus, icons
- • Built in accessibility

Browser – Mozilla 1.4

- Streamlined and efficient browsing
- Advanced search options
- Tabbed browsing and grouped bookmarks
- Enhanced performance that speeds up page loading, browsing, and mail activities
- Enhanced enterprise features including secure mail, IMAP shared folders, secure LDAP, and off-line LDAP
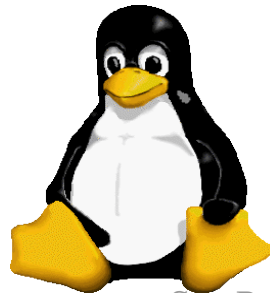
Mail and Calendar – Evolution
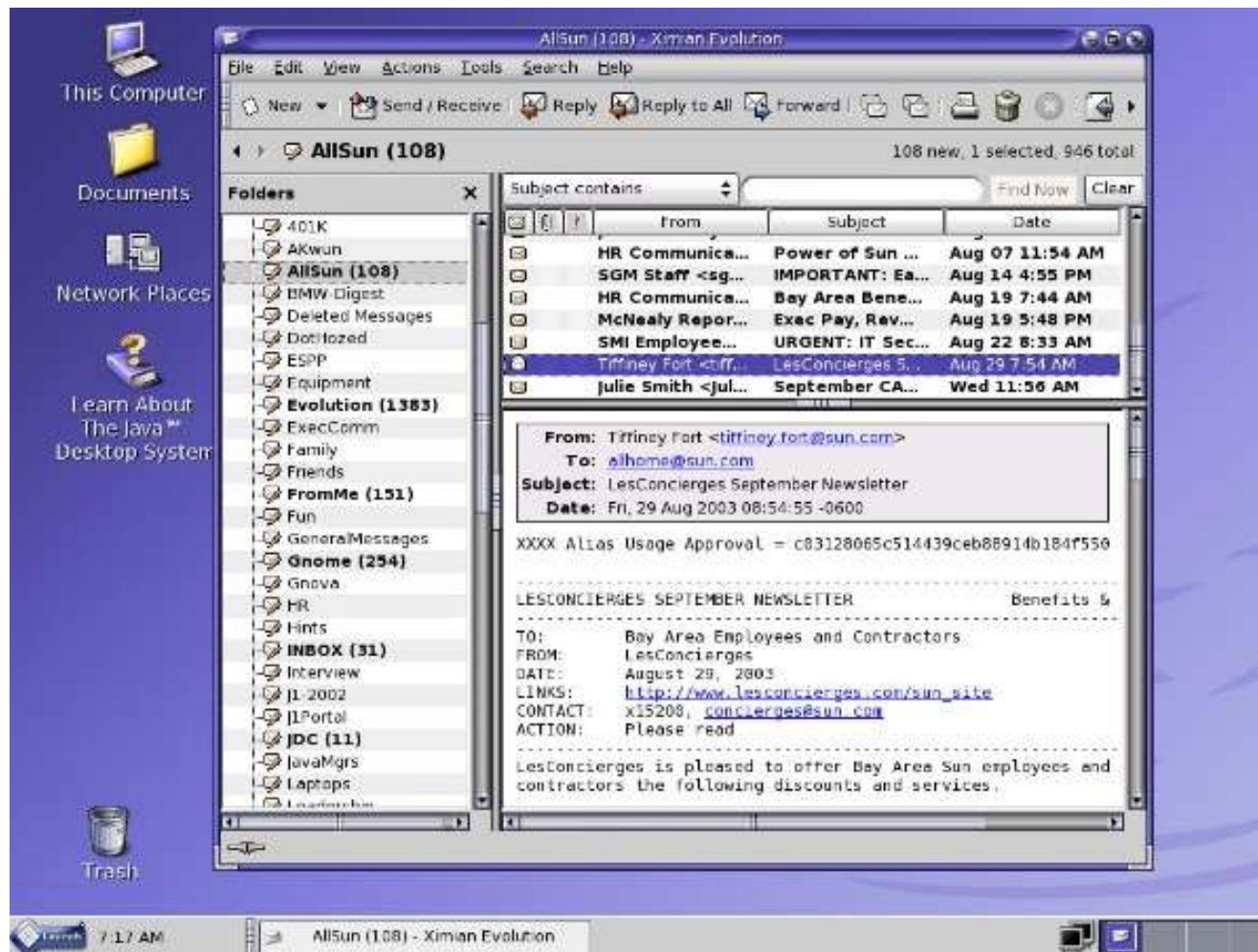
- Email with address book and LDAP support
- Full featured collaborative calendar
- Client connector to Sun ONE calendar
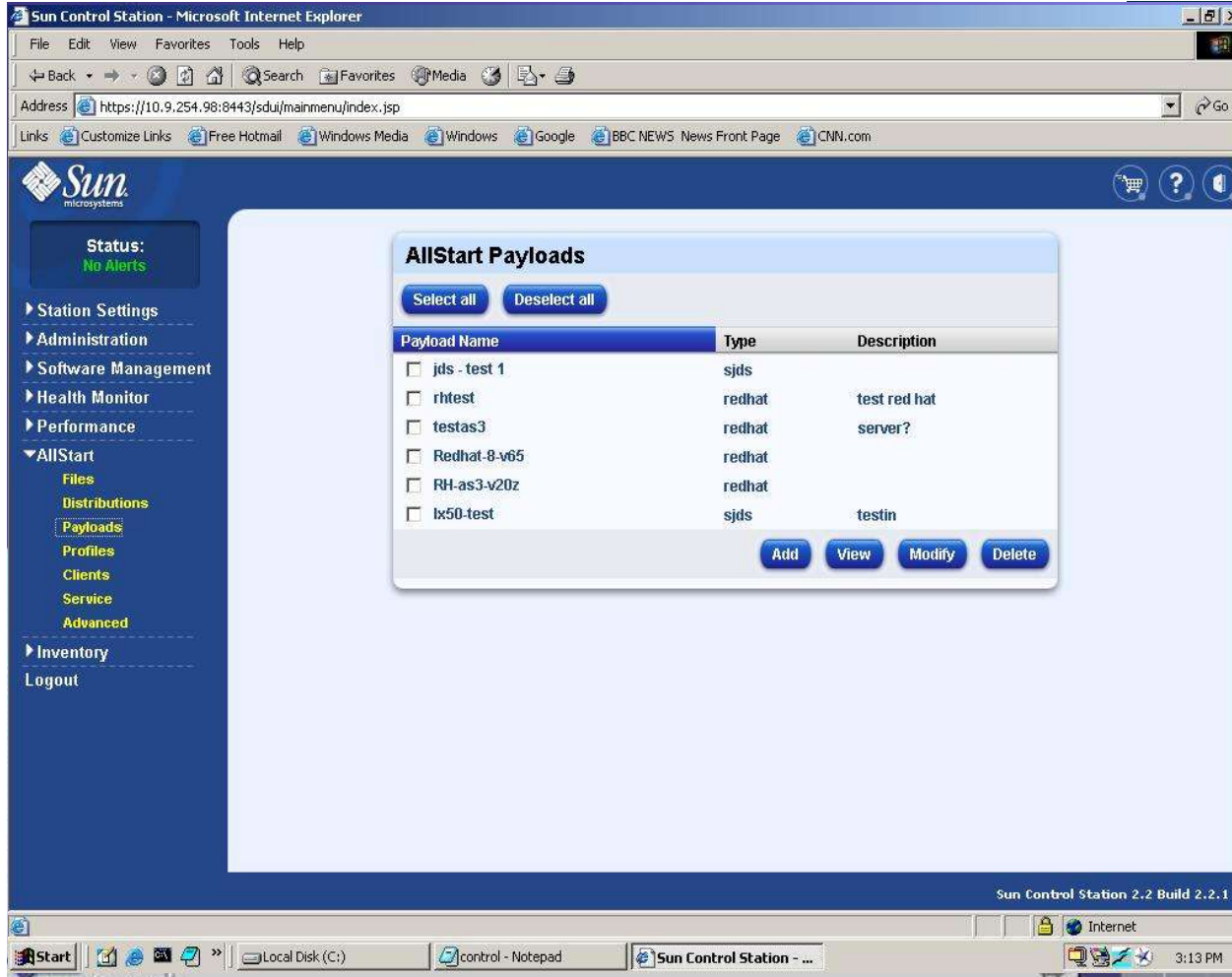- Familiar UI
- Sync with Palm OS and Pocket PC devices

StarOffice 7
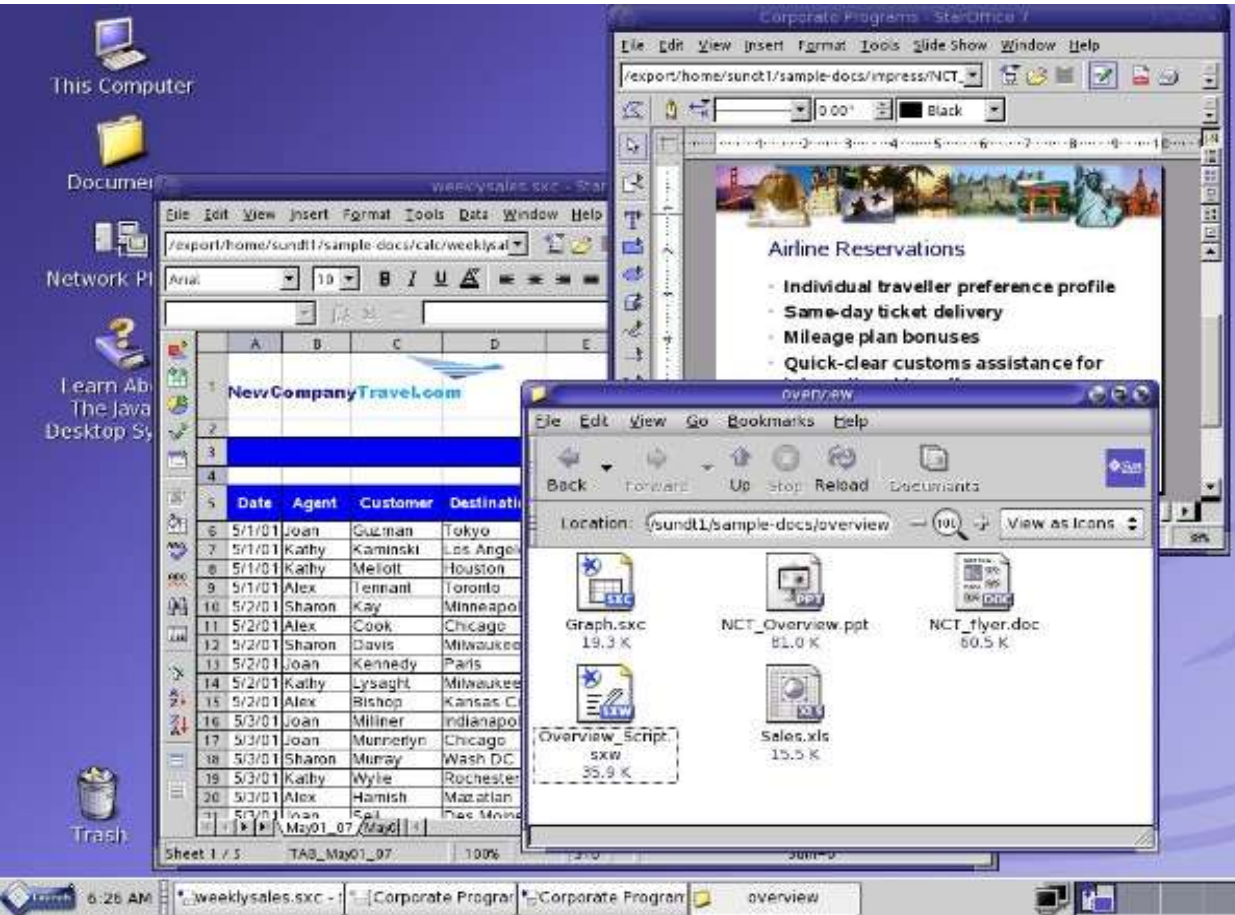
Easy PDF export

Support for FLASH

Ease of Use enhancements

PDA read/edit

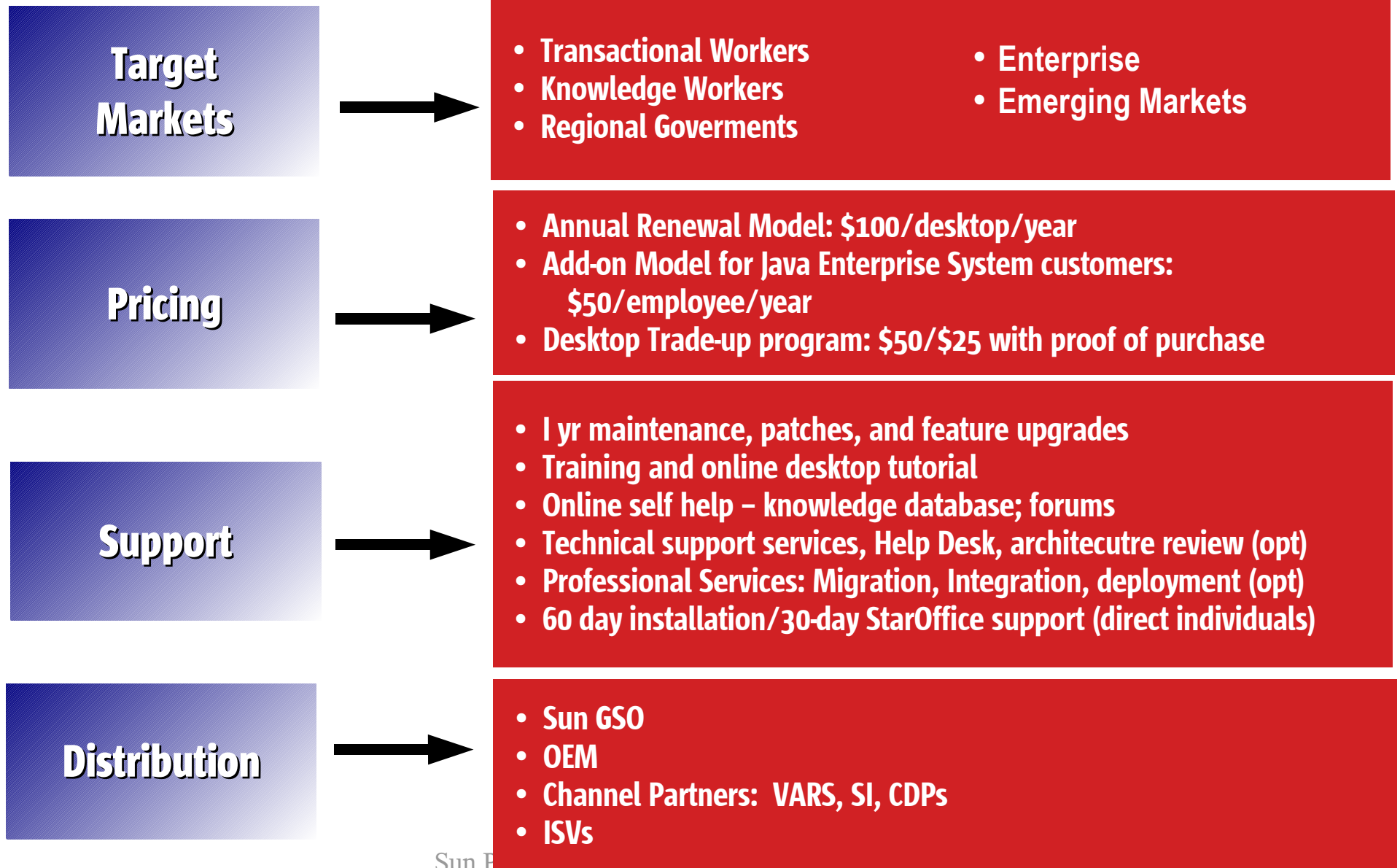Improved MS Office compatibility

Stability and performance

Accessibility

Control Station

- Jumpstart/kickstart
- Custom pkgs
- Auto deloyment
- Customized clients
- Easy to use

Business Model

Business Model

Target Markets →
- Transactional Workers
- Knowledge Workers
- Regional Goverments
- Enterprise
- Emerging Markets

Pricing →
- Annual Renewal Model: $100/desktop/year
- Add-on Model for Java Enterprise System customers: $50/employee/year
- Desktop Trade-up program: $50/$25 with proof of purchase

Support →
- I yr maintenance, patches, and feature upgrades
- Training and online desktop tutorial
- Online self help – knowledge database; forums
- Technical support services, Help Desk, architecutre review (opt)
- Professional Services: Migration, Integration, deployment (opt)
- 60 day installation/30-day StarOffice support (direct individuals)

Distribution →
- Sun GSO
- OEM
- Channel Partners: VARS, SI, CDPs
- ISVs

Roadmap

Detailed Roadmap

2003

Release 1

- Tightly integrated and tuned desktop
- Full -featured desktop with office suite, browser, email, calendar, instant messaging, drawing, more
- Familiar desktop themes and file manager view
- Data, file and print interoperability with Windows
- Staroffice 7

1st Half 2004

Update 1

- Centrally-managed remote application deployment and installation tool
- Group policy-based user configuration with lockdown
- Automatic Update & Patch tool

Update 2

- Developer Tools
- Accessibility

Enterprise Support
Patches, migration, helpdesk, deployment, training, more

2nd Half 2004

Update 3

- Secure Authentication
- Remote Management
- Installation Server

Java Desktop System for Solaris™ OS

Java Desktop System on Sun Ray

Deployment"

*A Viable Alternative to Windows desktop
-- More Secure, More Affordable!*

GNOME

Mozilla

Evolution

StarOffice

GAIM

Java

Java Card

Java Desktop System

1. Evaluate

• Validate that software meets your business needs

• Determine total cost of ownership and software acquisition savings

2. Pilot

• Identify integration with existing system environment

• Create migration plan

3. Deploy

• Deployment options include PC, Workstation, and Sun Ray

More Secure than Windows

Minimizing data loss, corruption and theft

- Linux/Unix strict security system prevents viruses and worms from modifying files without root access

- User authentication through the Java Card technology ensures that users get access to only their data and applications

- Single sign-on support through integration with the Sun ONE Identity Server

- Leverages Java sandbox security infrastructure that prevents viruses from infecting the system environment

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Sun microsystems