



# Novell® PartnerNet® 2007 for Solution Providers

Specialize. Focus. Grow. Novell® brings new opportunities to the table with PartnerNet® 2007.

The award-winning Novell PartnerNet program has more to offer you than ever before. Along with benefits such as access to software and support, discounted and free training and sales tools, and campaign and marketing assistance, you will be able to capitalize on your abilities by specializing in one of four areas. And we've made working with Novell very easy by creating a new business portal that provides all the resources you need, whenever you need them.

So whether you're already a partner or are thinking about joining PartnerNet, read on to find out more about the benefits of working with Novell—then join us for success!

### Stand Out from the Crowd

Showcase your abilities and become a specialist in one of four Novell solution areas:

- *Linux\**
- *Security and Identity Management*
- *Systems and Resource Management*
- *Workgroup*

### Enhance Your Go-to-market Resources

Go to Campaign Central and gain access to specialized turnkey campaign materials,

sales tools and training focused on the markets you serve. With proven revenue, you will get leads to further business opportunities.

### Lower Your Cost of Doing Business

A simplified partner portal shows you immediately how you're doing and gives you direct access to the tools you need, making it easier than ever to manage your relationship with Novell. You can build repeatable business success with go-to-market materials, discounted training, and MDF and/or campaign-specific funds.

### Extend Your Market Reach

Advertise your expertise. You can reach more customers through the Novell Partner Locator—which now features specialization tracks—and make the most of campaign-driven lead generation.

### Develop and Enhance Your Expertise

Take advantage of free or discounted sales and technical training, both online and instructor-led. When you attend regional "first look" training, you will get a jump start on new Novell solutions. You can also use free evaluation software and access support for you or your customers.



**"Solution Providers play a key role in Novell's and, more importantly, our customers' success. With a new focus on specialization, PartnerNet offers you an immediate opportunity to build on your abilities, expand your reach into new markets and increase your overall competitiveness. We invite you to join us and enjoy even more success."**

**Ron Hovsepian**  
*CEO and President*  
Novell, Inc.

**“The Novell relationship is the most strategic and profitable one that we have with any vendor. Our business with Novell has continued to grow. We’re confident that through our specialized focus under PartnerNet 2007, we’ll experience even greater growth.”**

**Paul Anderson**  
CEO  
Novacoast

[www.novell.com](http://www.novell.com)

### **Define, Deploy and Deliver Customer-driven Solutions**

Grow business in the industries and markets you serve. You will have the opportunity to leverage materials and campaigns tailored to specific solutions, and we encourage you to participate in surveys and on advisory boards.

### **Choose Your Partnership Level**

Partner with Novell at a level that suits your capabilities and business model. You can choose from Platinum and Gold levels for a managed relationship, Silver for a solid, foundational relationship, and the no-fee Reseller Community if you are just beginning or maintaining a basic relationship with Novell.

### **Grow Your Partnership with Your Business**

Don't stop where you are. As your business grows with Novell products and solutions,

you can continue to develop your partner relationship when it's time to move up a level or add another specialization.

### **Get Started**

Apply or renew online. Fees, technical and sales certification requirements, customer references, and business plan submissions may apply.

For details, check our Web site or the *Novell PartnerNet 2007 Program Guide*.

Join Novell PartnerNet now!

For more information and to sign up for PartnerNet, visit: [www.novell.com/partners](http://www.novell.com/partners)

Questions? E-mail us at: [PartnerNet@novell.com](mailto:PartnerNet@novell.com)



Contact your local Novell Office, or call Novell at:

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