



Practical Value for Practical Times

In its first commercial implementations a few years ago, the Linux® operating system (OS) often supported edge and infrastructure functions such as Web and file-and-print servers. Today, improved scalability and stability are helping the OS leap deeper into the enterprise, and IT execs are welcoming its practicality with open arms.

No doubt, Linux owes part of its success in the enterprise to the rapid advancement of standards-based hardware throughout the IT industry. Continued innovations in such areas as processors, memory, I/O subsystems, and storage, along with the UNIX® heritage of Linux and the open source licensing model, provide corporations with a compelling price/performance story.

A major trend in the deployment of Linux within the enterprise is its use in powerful hardware-based “scale out” solutions such as clusters. Clusters include multiple standards-based servers that are interconnected with storage systems to provide both high-availability and high-performance solutions. Clustered systems are now capable of handling complex and mission-critical computing tasks at a fraction of the cost of their proprietary counterparts.

Linux direct from Dell

In 1999, Dell brought the direct model to Linux when we began factory installing and shipping Red Hat® Linux on Dell™ PowerEdge™ servers. Since then, Dell has become a leader in the Linux market. We’ve experienced success with Linux because our strategy is based on the same principles that guide us in the rest of our business: accelerate the adoption of relevant standards; reduce cost, complexity, and risk for our customers; and decrease time to deployment. Dell is the practical advocate for Linux—delivering real Linux solutions to help our customers derive value today.

Through strategic partnerships and joint initiatives, Dell already is helping enterprises to harness the power of Linux. In cooperation with Red Hat, Dell offers a “fast

track” program that helps customers quickly deploy Red Hat Linux and utilize our portfolio of life-cycle services and professional services. Recently, the Dell|EMC partnership began offering EMC® PowerPath™ software for Linux to provide full redundancy in Linux-based storage systems—a feature that previously did not exist. Finally, Dell and Oracle are working together to develop Oracle® Certified Configurations for Dell, including the Oracle9i™ Real Application Clusters (RAC) configuration to enhance cluster environments.

Linux has moved into the mainstream and its practical uses in the enterprise are expanding quickly. At Dell, we will continue to support Linux’s growth because it helps us achieve one of our key goals: to help enterprises realize lower total cost of ownership (TCO) and faster return on investment (ROI) through investments that drive practical value today.

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