

The Linux Opportunity

Linux has not only captured the hearts and minds of open source fans, it's also becoming a reality with customers and developers worldwide, with Linux™ server revenue growth continuing to outpace industry*.

IBM® is an established leader in helping to drive open standards for robust on demand platforms and Internet infrastructure, including such open systems technologies as Java™, eXtended Markup Language (XML), OGISI and Linux. The worldwide IBM Innovation Centers are one of the many ways that IBM provides IBM Business Partners with the resources needed to build Linux applications.

What are the IBM Innovation Centers?

They are worldwide facilities, offering easy on-site and remote access to a comprehensive set of consulting, education, porting and testing services, to help you capitalize on the exploding customer demand for Linux-based solutions. They are staffed with IBM technical consultants who have the Linux skills to make your time as productive as possible.

By using the IBM Innovation Centers, you can

- reduce your development costs
- get to market faster
- flatten the learning curve
- **New!** participate in the Chiphopper initiative, so you can go to market with your application on all IBM eServer platforms

For more information on the IBM Innovation Centers, visit ibm.com/partnerworld/iic

Reduce your development costs

The IBM Innovation Centers offer end-to-end support under one roof from application porting to integration testing with your Linux solution on Linux-enabled IBM eServer, including our new IBM eServer OpenPower architecture.** This means you don't have to invest your development budget in dedicated equipment. Access to our technical consultants' skills and experience will help cut your development time. IBM's secure virtual private network (VPN) service eliminates the need in some cases for you to travel to an IBM Innovation Center location.

- **Minimize your risk**
The IBM Innovation Centers provide test lab facilities, where you can port your Linux applications and test them to ensure scalable optimized solutions are built and available for your customers. IBM and third party software quality assurance tools are available at selected centers to provide load testing and performance analysis on IBM eServer.
- **Maximize your platform options**
Give your customers choice and offer broad support. To maximize your Linux investment, add support for the Linux-enabled IBM eServer. Deploying your Intel-based Linux-enabled application across multiple IBM eServer platforms is often as simple as recompiling on the appropriate platform and performing the validation. Often you can extend your application's suitability to one or more IBM eServer platforms without changing any code. Carry out integration testing with IBM's world-class middleware, which includes IBM WebSphere® Application Server and DB2® Universal Database.

Get to market faster

By taking advantage of the IBM Innovation Centers' ready-to-run environments and the expertise of our technical consultants, you don't need to build infrastructure (including hardware, BIOS, network and software) for testing or acquire new skills. This leaves you free to concentrate on getting your solution to market ahead of your competitors.

Flatten the learning curve

If you want to increase your knowledge of Linux, be sure to check our Web pages for the latest Linux technical seminars and hands-on workshops. Linux education previously offered includes "64-bit Linux®: An introduction to Linux on POWER workshop" and "Develop, deploy and integrate on Linux" workshop. For details, visit ibm.com/partnerworld/iic/events

New! IBM eServer Application Advantage for Linux (aka Chiphopper)

Chiphopper leverages IBM's support of Linux and open standards to deliver on the promise of cross-platform Linux to bring Business Partners more Linux opportunity. With the Chiphopper offering, you can support a single version of your existing Linux application on multiple IBM eServer platforms, dramatically increasing the customer reach and revenue potential from that application with a minimal increase in expense. This is an industry-first no-charge offering, enabled worldwide and available immediately.

Linux distributions available at the IBM Innovation Centers

Our centers provide support for major Linux distributions** (such as Red Hat and Novell SUSE LINUX), making it easy for you to quickly test your applications on multiple platforms.

Chiphopper at IBM Innovation Center gives Lymeware multiple eServer support

Lymeware Corporation produces products and services that focus on security, messaging, data interchange formats and system-level integration solutions. They have vast experience in Telecommunications, EDI, Network connectivity, security and Unix/Linux development.

Lymeware's customer base, made up of large corporate companies, wanted Lymeware's Interactive Agent application to be supported in the open source Linux environment. As Lymeware did not have the multiple IBM eServer environment they needed in-house, they contacted the IBM Innovation Center in Waltham, MA.

The test environment set up by the IBM technical consultants included IBM eServer iSeries, IBM eServer pSeries®, IBM eServer xSeries® and IBM eServer zSeries® together with Red Hat Linux and Novell SUSE LINUX. Leveraging the IBM Application Advantage™ for Linux (Chiphopper™) offering helped Lymeware accelerate their code base standardization and increased the number of platforms their product supports from two to seven, including the IBM POWER processor-based platforms as well as zSeries systems.

"We did great things in a very short amount of time. We never could have ported our application to as many platforms with such limited internal resources and in such a short amount of time without the IBM Innovation Center and its wonderful staff."

Michael Kobar, Chief Technology Officer, [Lymeware Corporation](http://www.lymeware.com)

How to book lab time at the IBM Innovation Centers

Complete a porting form to request the use of the porting/enablement labs at your nearest center. The center will contact you and discuss your requirements prior to any test activity. The test environment will be set up in advance for you. To ensure your use of the center is as productive as possible, ask about porting and testing on multiple IBM eServer platforms. At the end of testing, please complete our satisfaction survey form (available on our Web site), which will help us improve our Linux testing services.

For more information and to request porting and testing services, visit ibm.com/partnerworld/iic/portinfo.htm

* Source: Gartner Quarterly Statistics, Server Market 3Q04

** Configurations vary at the IBM Innovation Centers. Please check your local center for specific availability.

© Copyright IBM Corporation 1993, 2005
IBM Corporation Internal Zip 008/8P-060
11400 Burnet Road
Austin, Texas 78758
U.S.A.

All Rights Reserved

IBM, the IBM logo, and IBM eServer, pSeries, zSeries, iSeries, xSeries, WebSphere, Openpower, Chiphopper, DB2 Universal Database, POWER, AIX, "on demand", Chiphopper, and PartnerWorld are trademarks or registered trademarks of International Business Machines Corporation in the United States, other countries, or both.

Java and all Java-based trademarks are trademarks of Sun Microsystems, Inc. in the United States, other countries, or both.

Linux is a trademark of Linus Torvalds.

Microsoft and Windows are trademarks of Microsoft Corporation in the United States, other countries, or both.

Other company, product and service names may be trademarks or service marks of others.