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**HEADLINE:** Billed As The Swiss Army Knife Of Operating Systems -- Caldera touts Linux OS

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**BODY:**

Provo, Utah -- Caldera Inc. wants VARs and their customers to view its Linux-based product as the Swiss Army knife of operating systems.

The three-year-old company is among 20 or so Linux vendors and is made up of a cadre of former Novell Inc. employees, including former Novell Chief Executive Ray Noorda. The company is touting its product as an inexpensive, multipronged operating system for both corporate and small offices, with a special emphasis on providing Internet access.

"The product provides an excellent source of service revenue," said Ransom Love, vice president of marketing and sales at Provo-based Caldera.

Love is positioning Linux as the "glue" that holds together various networking standards. And for VARs that are looking to target smaller companies, he said, the product provides an inexpensive alternative to Unix-based systems.

Linux is a Unixlike operating system available free via the Internet. It was written by Linus Torvalds of Finland in 1991, and published on the Internet, where it is updated continuously by thousands of volunteers, Love said. In short, Linux was designed to be compatible with the Unix standard running many of the most powerful computers and Internet systems, he said.


Caldera's flagship product-OpenLinux, a 32-bit Linux 2.x-based platform- extends to new or existing networks running Novell NetWare, Microsoft Windows NT, Unix/NFS application servers and back-office IBM mainframe operating systems.

"OpenLinux is well-suited to the market. It has all the Internet services and protocols and is ideally suited to providing Internet and intranet solutions," he said.

The latest version was released in May and is based on the new Linux kernel 2.0.29. It includes the Netscape FastTrack Server 2.01, Netscape Navigator 3.01 Gold, Sun Microsystems' Java Development Toolkit, Star Division's StarOffice 3.1 and Caldera's OpenDos.

Love said that by incorporating Java, Caldera will be able to compete more effectively. In addition, the company is tightening its relationship with Netscape Communications Corp. through which Netscape products will be available to customers from Caldera's Web site. "Netscape is taking Linux as a serious platform and a viable solution for them as well," Love said.

OpenLinux is available through smaller distributors. The company is in talks with first-tier distributors Ingram Micro Inc. and Tech Data Corp. Caldera has more than 400 VARs and is looking also to target VARs serving the retail vertical market, according to Love. The company is rolling out a sales certification training, as well.

  
Philip Tonnellier, vice president of marketing at Ramparts Management Group Ltd., a VAR based in Calgary, Canada, is a former Santa Cruz Operations Inc. reseller who converted to Linux. "From my standpoint, at the end of the day the customer wants a great product that works, and they don't need to know the guts of the operating systems and don't need to spend hours tweaking it," Tonnellier said.

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