



The Linux* Advantage: Teaching SUSE® Linux Instead of Red Hat*

Your IT students are demanding Linux* courses—and with good reason. Many top technology jobs are going to those with Linux and open source expertise. Fortunately, you no longer have to settle for Linux training that drains an already-tight budget. Working with Novell, you get the best Linux software and comprehensive training—all at the lowest possible price.

Choose Industry-leading Linux

There are many different Linux distributions on the market, so why should you teach SUSE® Linux Enterprise Server from Novell? It's the platform that many top enterprises and schools are using, including companies like Fannie Mae and Marriott and schools like George Washington University and Eastern Michigan University. With its world-class performance, extensive security and robust management, SUSE Linux Enterprise Server is unequalled by other Linux vendors.

Plus, it's the Linux that industry experts prefer. In November 2005, SUSE Linux Enterprise Server was named Best Enterprise Server Distribution at the LinuxWorld Conference & Expo in Frankfurt, Germany. With 53 percent of the vote from a 200-member international jury, SUSE Linux Enterprise Server beat Red Hat* Enterprise Linux (37 percent) and Mandriva (8 percent) to earn the sixth-annual Linux New Media award for best

enterprise Linux distribution. For more information on SUSE Linux Enterprise Server, visit: www.novell.com/products/linuxenterpriseserver

Get More Choices and Lower Costs

Now you can take advantage of Linux training courses that fit all levels of student interest and expertise. Novell provides a rich suite of courses:

- *Getting Started with Linux: Novell's Guide to CompTIA's Linux+ (Course 3060)*
- *SUSE Linux Enterprise Server Administration (Course 3037)*
- *Advanced SUSE Linux Enterprise Server Administration (Course 3038)*
- *SUSE Linux Enterprise Server Network Services (Course 3057)*
- *SUSE Linux Enterprise Server Security (Course 3058)*
- *Deploying Novell® Open Enterprise Server (Course 3059)*

■ Solutions:

Global Services

■ Products:

SUSE Linux Enterprise Server

- **Novell is a billion-dollar, debt-free company with more than 100 offices around the globe.**
- **More than 80 percent of the Fortune 500 are Novell customers.**
- **Novell is the fourth-largest software company in the world.**

As the fourth-largest software company in the world, Novell has the size and strength to bring the lowest possible prices to the academic community.

† Reflects Red Hat pricing as of Jan. 2006

Novell courses map to three levels of Linux certification: the vendor-neutral CompTIA Linux+ exam, Novell Certified Linux Professional and Novell Certified Linux Engineer.

In addition to offering more choices, Novell courseware is much more affordable than Red Hat courseware. A Novell Academic Training partnership (for high schools, colleges and universities) costs only US\$295 per year. With this partnership, you gain access to the entire suite of Novell networking, open source and security courseware. You also receive an array of instructor-focused resources and benefits, including discounts on all Novell courseware, free and low-cost instructor training and much more. In contrast, Red Hat Academy—which is limited to Red Hat Linux only—annually costs US\$3,500[†] (for high schools) and US\$5,000[†]–US\$10,000[†] (for colleges and universities). Costs that high will strain any academic budget.

Rely on Comprehensive Linux Training Material

As an instructor, you want courses that will prepare your students for successful IT careers. That's why Novell has partnered with Thomson Course Technology. This unique partnership offers the best available Linux courseware. Novell courseware gives your students hands-on exercises with labs as well as VMware* that provides a virtual training environment where students practice with real-world scenarios and prepare for the workforce. Each course includes a full version of SUSE Linux Enterprise Server software, the accompanying textbook and setup files. In addition, all Novell Linux courses offered through Thomson Course Technology (CT) include the instructor tools and resources you need: end-of-chapter projects for students, test and quiz banks with answer keys, complete slide decks, online deliverables and more.

Compare Your Training Options

As the fourth-largest software company in the world, Novell has the size and strength to bring the lowest possible prices to the academic community. The following table compares the Novell Academic Training Partner program and Red Hat Academy membership:

	Novell Academic Training Partner	Red Hat Academy†
Annual membership fee	US\$295 (High schools, colleges and universities)	US\$3,500 (High schools) US\$5,000–US\$10,000 (Colleges and universities)
Certification exam pricing	Students, instructors and staff receive a flat rate of US\$55 for all Novell certification exams, including the Novell Certified Linux Professional and Novell Certified Linux Engineer exams.	Only registered students receive the test rate of US\$150. All others pay US\$349 (exam only) for the Red Hat Certified Technician exam and US\$749 (exam only) for the Red Hat Certified Engineer exam.
Instructor training	Free five-day instructor-led Linux boot camps each summer, free online training and 50 percent off Advanced Technical Training™	20 percent off the US\$1,900–US\$2,400 list price
Performance-based certifications	Yes—this live, hands-on, scenario-based Practicum exam verifies that students are ready for real-world Linux administration.	Yes
Become a testing site	Yes, requires onsite proctor; no fee	Yes, requires access to a Red Hat Academy Administrator (RHAX); the RHAX fee is US\$1,278
Software	Gives 100 users access to full versions of the entire line of Novell software, including SUSE Linux Enterprise Server, Novell Open Enterprise Server, NetWare® and more	Gives 48 users access to Red Hat Linux
Curriculum method	Hands-on exercises and labs with VM technology, ensuring that students train with real-world scenarios	Hands-on exercises

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To sign up now and begin offering Linux—or other Novell courses—at your institution, visit www.novell.com/natp or call 1 800 233 3382 and choose option 3.

www.novell.com

Seize the Linux Advantage

Give your students the Linux training that will prepare them for successful IT careers—become a Novell Academic Training Partner.



Contact a Novell
Academic Specialist at:
1 800 233 3382 (option 3)

Novell, Inc.
404 Wyman Street
Waltham, MA 02451 USA