

Note: This newsletter went out to HP internal and channel monthly as an html email. This is the content only, which is geared to industry news, sales enablement, and events.

Open Source & Linux News

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OSLO News & Highlights

HP clarifies warranty under Linux - Slashdot article (Customer Viewable)

"HP is committed to supporting its customers and backs its PCs with a solid hardware warranty regardless of the operating system." [Read article with HP quotes.](#)

Linux Foundation Announces Diverse Board of Directors – TechNewsWorld (Customer Viewable)

“The Linux Foundation (has) selected individuals from across the open source community to act as the organization's board of directors,” including Christine Martino, vice president of the Open Source & Linux Organization at HP. “With many of the board members working day jobs at major global corporations, the Linux Foundation has an opportunity to drive real-world Linux adoption further throughout businesses and better compete with Microsoft Windows... ‘It is essential that the Linux Foundation's board bring every Linux constituency's issues and opportunities to the table,’ said Jim Zemlin, executive director of the Linux Foundation. ‘The Linux Foundation has a great chance to move Linux as a platform forward,’ Markus Rex, Novell's vice president of services strategy, told LinuxInsider.” [Read more.](#)

Christine Martino Talks to ComputerWorld about Future of Linux (Customer Viewable)

Christine Martino, vice president of HP's Open Source & Linux Organization and Linux Foundation board member, recently spoke with Computerworld about what the Linux Foundation is going to focus on. “It's really around three big things -- standardizing and driving the Linux Standard Base (LSB) efforts, promotion and collaboration. I think it's very good to have a neutral party, a nonvendor, promoting Linux. It also sets up a platform for collaboration...whether it's [with] the technical community, developers and even end users,” said Martino. [More.](#)

Linux Standard Base releases automated testing tools – VNUNet Article (Customer Viewable)

“The Linux Foundation has released an update to its Linux Standard Base (LSB) server specifications to allow for automated testing tools. The update to version 3.1 will make it easier for developers to craft applications that work on multiple Linux distributions. Linux applications currently have to be tested and certified for each Linux distribution. The standard essentially ensures that an LSB 3.1 certified application work(s) across distributions. The LSB initiative however eliminate(s) the need for certification.” [Read article.](#)

Tekelec, HP to collaborate on open servers for wireless - EE Times (Customer Viewable)

“Tekelec Inc. and Hewlett-Packard Co. announced a joint development and marketing agreement at Wireless 2007 (in Orlando, Fla) in which the partners will combine expertise in blade-based Advanced Telecommunications Computing Architecture (ATCA) servers implementing nodes in IP multimedia subsystems... ATCA servers offered by Tekelec and HP are based on Linux OS and Intel CPUs... Tekelec is free to work on open ATCA solutions with other vendors, but HP is well ahead of other server developers both in telephony applications and in its use of ATCA.” [More](#).

HP Japan Scores More Open Source and Linux Wins on BladeSystem (HP Restricted)

Continuing its success with open source and Linux on BladeSystem, HP Japan recently posted a win at Hitachi for \$1.3M with BL465c servers, a win at ADVC for \$250K with Red Hat Enterprise Linux on BL465c servers, and a win at NEC Electronics through CTC for \$217K on BL460c servers. Congratulations, HP Japan!

Real-time Open Source & Linux News (HP Restricted)

opensource.announce@lists.hp.com (OSA) ([info](#) | [archive](#) | [subscribe](#) | [unsubscribe](#)) is a [mailing list](#) that reaches more than 3,000 HP employees worldwide to deliver announcements pertaining to HP-related [open source](#) software, [Linux](#) information, or significant events related to its sponsoring organizations: [Linux Technology Community](#), [Open Source and Linux Ambassadors](#), and [Open Source and Linux Profession](#) (OSLP). The size of the list has steadily grown with low turnover, and list maintainers are diligent about content choice, formatting, and volume. Anyone can send an announcement, but submitters should first familiarize themselves with the [opensource.announce Approval Policy](#).

Sell Open Source & Linux! Tools & Info for Selling Open Source & Linux on ProLiant and Integrity Servers

Updated Info on Linux/HP BladeSystem Helps You Sell (HP Restricted)

[The Linux/BladeSystem Web page](#) on the [OSLO internal site](#) has been through the first of ongoing updates to list new information and links to other resources. Future updates will add Marketing Program Information and additional resources as they become available. This newsletter will advise of major changes; however, check the site often to see continual updates to support you in your efforts to sell Linux on HP BladeSystem.

Capture Your Customers with Linux Integrity Videos Online (Customer Viewable)

Use great customer testimonials captured on film to win new customers over to Linux on Integrity. Christine Martino, OSLO vice president, just used the Amadeus video in her presentation to a meeting of industry analysts that helped reinforce an already strong argument for Linux. [See the list of Integrity customers](#) with *v for video.

ISS Supports Red Hat Enterprise Linux 5 (RHEL 5 & Advanced Platform) (Customer Viewable)

ISS servers are now certified and supported for Red Hat's most recent release of their flagship Linux distribution product line - RHEL 5 and Advanced Platform. [More information](#).

RHEL5 Webinar Available On-Demand (HP Restricted)

If you couldn't attend the live sessions, please visit the [HP internal Red Hat site](#) for links to the recorded RHEL 5 sales webinars. Contact [Alvaro Mejia](#) with questions.

ISS Webinar Addresses Linux Scale-Out Opportunities with HP BladeSystem (HP and Channel Partner Only)

Get informed on three timely and informative topics – Linux Scale-out Opportunities with HP BladeSystem Solution Builder, Selling New Proactive Services for HP BladeSystem Customers, and Blades Competitive Update: How to Get the Last Word. [View replay](#).

ISS New Product Introduction Webinar - Apr 30, 8am Pacific (AMS/EMEA); May 1, 11am Singapore (APJ)

New ProLiant products are announcing on May 14! Attend webinar to learn about these key products:

HP Insight Control - Insight Control Environment v2.0, a new Data Center Edition, and Linux Edition v1.5

HP Insight Lights-Out - iLO 2 v1.3 and Insight Power Manager v1.1

HP BladeSystem - HP StorageWorks Ultrium 448c Tape Blade, HP 1:10Gb Ethernet Blade Switch, and HP BladeSystem Proactive Service

HP Rack and Power - 8.6kVA Modular PDU and 11kVA Modular PDU

Subject matter experts will be available to answer your questions, so [register](#) early and let us help you get ready for the launch!

New Linux Courses Available on [Learn @hp](#) (HP Restricted)

The one hour [36146: HP Virtual Server Environment \(VSE\) 3.0 Delta Update](#) includes managing Linux using VMMgr (Virtual Machine Manager). The two hour [36870: HP Integrity Virtual Machine 3.0 Update](#) includes installing Red Hat Enterprise Linux v4 and VSE integration issues.

Note: Prerequisites are listed for this course. Contact [Rob Alexander](#) with content questions.

Novell SUSE Linux on Integrity and ProLiant Customer Collateral Available (Customer Viewable)

Title: Novell SUSE Linux Enterprise Server services and support - for industry-standard servers and blades - brochure

Publication number: 4AA0-3315ENW/EEW, Rev 2

URL: <http://h71028.www7.hp.com/ERC/downloads/4AA0-3315ENW.pdf>

Title: Novell SUSE Linux Enterprise Server services and support - for HP Integrity servers - brochure

Publication number: 4AA0-3592ENW/EEW, Rev 2

URL: <http://h71028.www7.hp.com/ERC/downloads/4AA0-3592ENW.pdf>

Blade Workstations update: SUSE Linux, New Features and Performance (HP Restricted)

CTO products are enabled, the latest dual and quad core processors are available, as well as NVIDIA Quadro FX560 graphics. Look for the July support of SUSE Linux and new Remote Graphics Software features' support. The HP solution will be even better in July. See the full story. [Blade Workstation update](#). [Workstation Sales Resource Center Blade forum](#).

The Real Story about the IBM Mainframe and the Cost of Running Linux (Customer Viewable)

One age-old saying is that, "You can't teach an old dog new tricks." Venerable mainframe systems from IBM may have supported your business well in the past, but today's business challenges demand greater computing flexibility, more adaptable applications, and better return on your IT investments. IBM has been touting new tricks for the mainframe such as affordability, Linux, and power efficiency in an attempt to keep the mainframe relevant -- but do these claims hold up to close scrutiny? [Check it out](#).

New Debian Services URL (Customer Viewable)

The Debian GNU/Linux Services page has been moved to www.hp.com/services/debian for customer convenience.

Linux on HP Integrity servers: iPod nano contest HP RESTRICTED

You can win a new 8GB iPod nano plus a \$25 iTunes gift card by tuning in one or more of the training modules on the Linux on Integrity page and answering the questions. Check back every month, as the modules and corresponding questions change. As you learn more about Linux on Integrity servers, you'll be better equipped to qualify sales opportunities, develop compelling presentations that address customers' business requirements, and answer their questions. [Contest](#).

Check Out XenSource XenEnterprise 3.1 Whitepaper for ProLiant (Customer Viewable)

["XenSource XenEnterprise 3.1 hardware assisted server virtualization software - introduction and installation for HP ProLiant Servers"](#) white paper.

Oracle Enterprise Linux 4 on ProLiant DL145 Now Part of HP TestDrive Program (Customer Viewable)

[Register for an HP TestDrive account](#). [More listings for HP TestDrive Program](#).

Mark Your Calendar - OSLO & Industry Events

Novell Latin America 7 City Virtualization Tour, Apr. 12 – May 15, Various Locations

HP is a key participant in the Novell Latin America 7 City Virtualization Tour. With our partners from Novell, we will demonstrate how we enable customers to lower costs in their data centers with virtualization in SUSE Linux Enterprise Server 10 on HP ProLiant servers. The event is underway and continues through May 15. [More information about the tour](#).

MySQL Conference & Expo, April 23-26, Santa Clara, Calif.

The 2007 MySQL Conference & Expo brings together more than 1500 open source and database enthusiasts to learn how to build, deploy, and manage high-performance, scalable MySQL

database applications. OSLO Chief Technologist Bdale Garbee will give the keynote presentation. [More information](#).

HPC Users Group Meeting, Karlsruhe, Germany, May 6-9 (Customer viewable)

The HP-CAST meeting, for all HP HPC customers and partners worldwide, offers a team of experts from HPC engineering and product management groups covering technologies and products from Scale Up (SMP systems) to Scale Out (Cluster Portfolio) for Linux, HP-UX, and Windows. [More information](#).

Open Source & Linux Advisory Council Americas '07 Event, June 11-14, Atlanta, Georgia – Nominate Customers

The Open Source & Linux Advisory Council (OSLAC) is an international program that informs select HP customers of our direction with Linux, solicits direct feedback, and shares best practices. The Americas region is hosting the third annual meeting on June 11-14, 2007, in Atlanta. Customer nominations will be accepted in April 2007. Nominate a customer who is an executive or decision maker and has a significant and growing investment in Linux and open source solutions. Nominations must be made through your regional/industry Linux Solutions Specialist: [Scott Elder](#) (West & CME), [Bryan Marler](#) (East & FSI), and [Ron Priester](#) (Central and MDI).

DebConf7 – June 17 -23, Edinburgh, Scotland

HP will be sponsoring this event again in 2007, with attendance from OSLO engineers. This is the premier Debian developer event of the year, allowing HP's Debian developers to collaborate directly with others in this hands-on event. Please contact Alan Meyer if interested in attending so HP's presence can be coordinated. [Debconf7 info](#).

2007 Linux Symposium, June 27-30, Ottawa, Canada

The Linux Symposium is the premier world leading Linux Kernel and open userspace technical conference. The deadline for receiving proposals is Monday, February 5, 2007. [More information](#). The hotel registration code is LINUX2007. [Register for conference](#).