



# The Network Computer: This Year's Model

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# THE NETWORK COMPUTER





# INDUSTRY ALTERNATIVES



- 1) Buy the parts and build it in your own shop
- 2) Outsource parts and Datacenter to IBM and a battalion of services people bill you
- 3) Get a Network Computer! Driving Out Cost and Complexity
- 4) Take a Taxi!





# SUN IN EUROPE



- 35,000 employees worldwide, 9000 in Europe
- Nearly \$2 billion a year in R&D
- \$5.7 billion in cash and securities
- \$11.4 billion in worldwide revenues
- \$12.4 billion market value
- \$132 billion installed revenue
- More than 6000 patents
- 153 on Fortune 500

**Sun #1: UNIX Server Revenue Worldwide**

**Sun #1: UNIX Server Unit Shipments Worldwide**

**Sun #1: UNIX Server Unit Shipments Volume (\$0-25K)**

**Sun #1: UNIX Server Revenue Volume Market (\$0-25K)**

**Sun #1: UNIX+Linux Server Unit Shipments**

**Sun #1: UNIX+Linux Server Revenue Worldwide (tied with HP)**

**Sun #1: UNIX and All OS server market (\$25-100K)**

**SUN #1**

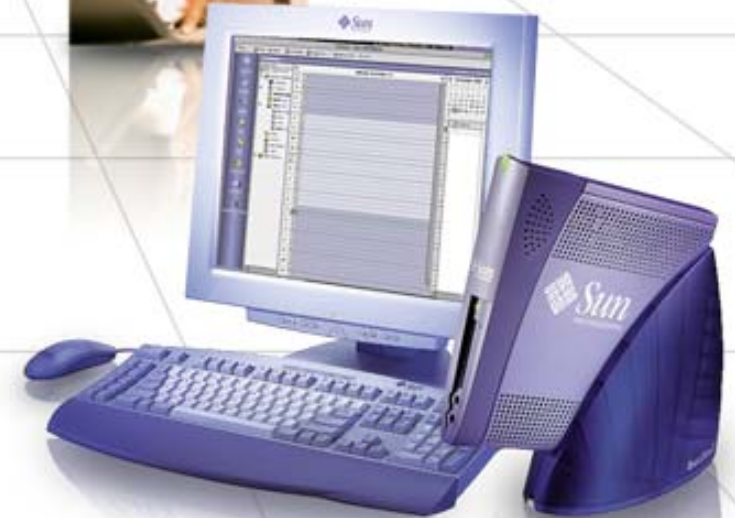


- 80% of the world's Internet traffic runs on Sun
- Sun supports 100% of the global manufacturers on the Fortune 500
- Four of the five biggest health care insurers run on Sun
- 80% of the world's largest airlines rely on Sun
- 70% of NASDAQ traffic goes through a Sun system

## SUN LEADERSHIP IN NETWORK COMPUTING







**Everyone and everything  
connected to the network**

# SLASH COST AND COMPLEXITY







# NCO3Q4

**Related Offerings:**

[Sun Java System »](#)  
[Sun Java Enterprise System »](#)  
[Sun Java Desktop System »](#)  
[Java Studio Enterprise »](#)

**Learn More**

[Contact a Sun representative »](#)  
[Net Talk Register Now!»](#)  
[Get an email reminder about upcoming events »](#)

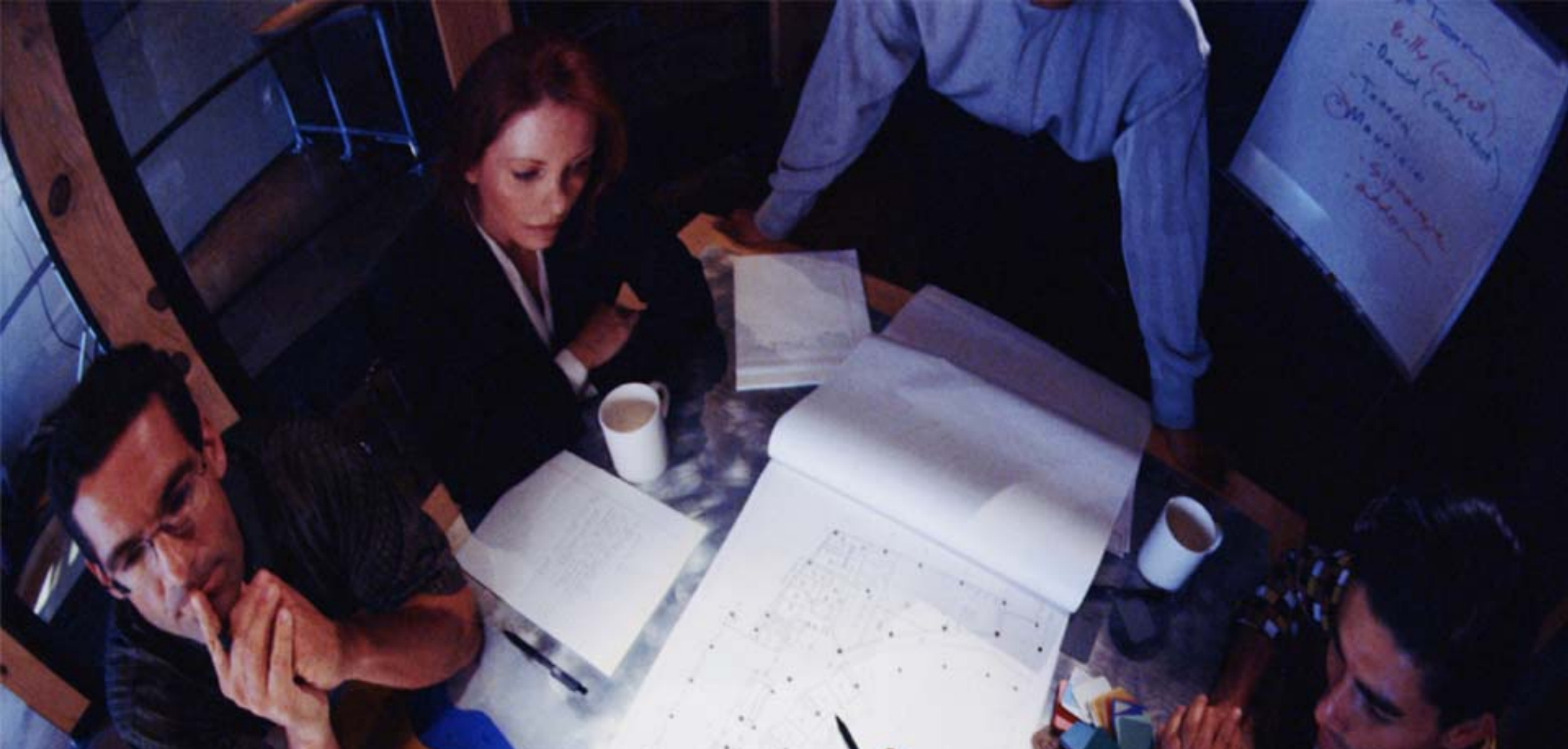
**ALL NCO3-Q4 WEBINARS AND EVENTS**

- > **Welcome** Mark Tolliver, EVP, Marketing & Strategy (3:52)
- > **Scaling Out with Sun Systems** Neil Knox, EVP, Volume Systems Products (TBD)
- > **Solutions for Your Infrastructure** Shanker Trivedi, VP, Data Center Solutions (6:35)
- > **The Future of Software is Here** Jonathan Schwartz, EVP, Software (3:15)
- > **Online Chat with Mark Tolliver**
- > **NCO3-Q4 Press Conference and Q&A**



# PREDICTABLE & SIMPLE

**Reduces cost & complexity**  
**\$500 million quarterly innovation dividend**  
**System synchronization**



# The iFORCE CENTER







# SUN PARTNERS



ORACLE

NEC



Panasonic

SK 네트워크



manugistics™  
Leveraged Intelligence

SONY  
TOSHIBA



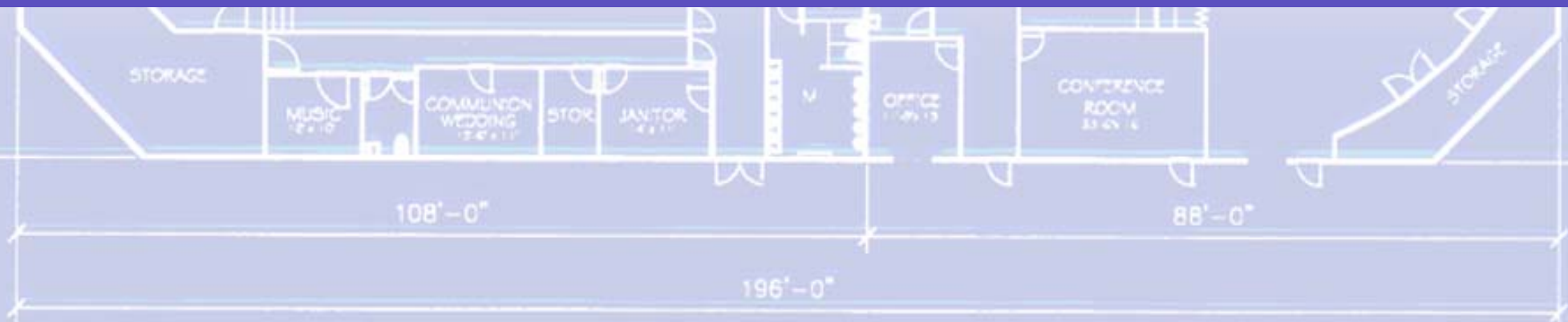
Hitachi



Thousands more...

Anti Virus • Application Server • Availability  
Business Intelligence • Communications Internet  
Data Center • Data Integrity Assurance  
Data Integration • Data Warehouse  
Digital Asset Management • Firewall • GRID  
Identity Server • Mainframe Rehosting  
Messaging Internet Data Center  
Mobile Location Services  
Retail Banking • Student Information Systems

## REFERENCE ARCHITECTURES

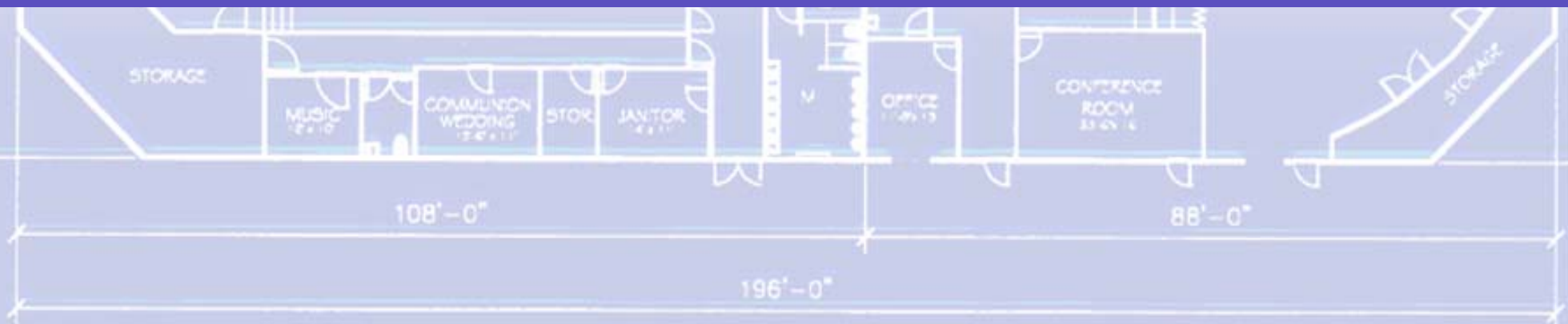






Supply Chain Management  
Web Application Firewall  
Secure Web Server  
Enhanced Communications Services  
Tru64 Migration

**NEW! REFERENCE ARCHITECTURES**





**INFINITE MAILBOX INFRASTRUCTURE SOLUTION**



DAIMLERCHRYSLER





# SUN PARTNERSHIP



**Shai Agassi**

**Member of the Executive Board  
SAP, AG**



**ACCELERATE SERVICE DEPLOYMENT**



## Developer

- 3 million
- 72M J2SE Downloads
- 52% of N. American developers
- Leader in developing legacy integration

## Products

- 150 handsets from 22 mtg
- 53 carriers
- 100 M units
- 20 Java-compatible app servers
- Web services development kit @ 570 downloads
- 300 M Java Cards

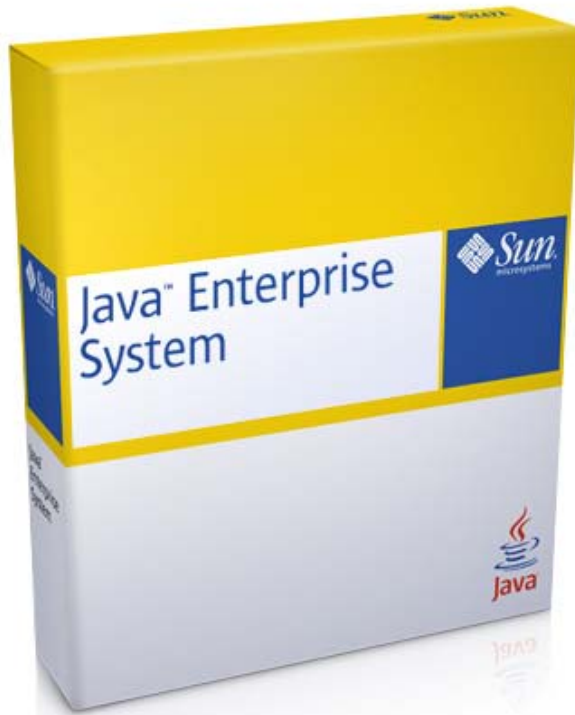
## Community

- 661 JCP members
- 224 JSRs

# JAVA MOMENTUM CONTINUES







- ✓ Directory
- ✓ Identity
- ✓ Portal
- ✓ Communication and Collaboration
- ✓ Web and Application
- ✓ Directory Services
- ✓ Identity Services
- ✓ Portal Services
- ✓ Communication and Collaboration Services
- ✓ Web and Application Services

# WORLD-CLASS COMPONENTS



**\$100/Employee/Year**  
**Infinite Right to Use**



**UNLEASH MOBILITY WITH SECURITY**



File Edit View Insert Format Tools Window Help

Default Thorndale 12 B I U

3 2 1 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17

Amazon.com (Europe-wide)

WH Smiths, PC World/The Computer Superstore, TechnoMatic (UK)

Media Markt, Fric, Libro, Lehrmittelzentrum (Austria)

ABC Soft (Belgium)

Tech Data, Computer City, Siba, Dustin (Sweden)

Fnac, Auchan, PC City, Camif, Leclerc Virgin (France)

Dussmann-Berlin, Karstadt, Media Markt, VUB, Saturn, Schmorl & von Seefeld, Weiland (Germany)



The image shows the packaging for Sun Microsystems' StarOffice 7. The box is white with a blue spine. The Sun logo is at the top right. The product name 'StarOffice 7' is prominently displayed in the center, with a colorful geometric logo above it. The tagline 'Don't pay more. Get more from your office suite.' is at the bottom. The box also lists various features and supported operating systems.

# STAROFFICE 7



Investronica (Spain)

Pearson Education Schweiz AG (Switzerland)

Alias [s.r.l.](#), CDC Point SpA, IT-Way SpA (Italy)

Kenfil Distribution B.V (Holland)





# SUN'S VALUE PROPOSITION



**CHOICE**

**INNOVATION**

**VALUE**






# NEW RFID CENTER – SCOTLAND







# **SunNetwork Shanghai** **May 25-27, 2004**

**COMING IN 2004**



**SunNetwork Americas**  
**September 2004**

**SunNetwork Europe**  
**December 2004**





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