

# Novell GroupWise

Twenty years of history, and the best is yet to come.

Seven reasons why maintaining your GroupWise investment is a smart, strategic and long-term choice.

## Reason 1:

The future is bright.

Every organization needs to know that the products they invest in are here to stay. After all, GroupWise may have twenty-five years behind it, but the future is what really matters to you. GroupWise has a robust, committed roadmap of product enhancements including directory independence, a single management console and a rich web-based client. Attachmate has committed not only to support the published GroupWise roadmap, but to invest in GroupWise R&D over the long term.

## Reason 2:

You can't afford to leave the keys in the lock.

With your most valuable intellectual assets traversing e-mail every day, security is everything. GroupWise is widely regarded as the most secure messaging solution on the market, with a proven track record of virus resistance and a product design with security at its core. With features like SSL3/TLS1 support and the ability to scan all incoming items for viruses and spam, it's no surprise that GroupWise is trusted by highly security-conscious organizations like government, financial and health care agencies around the world.

## Reason 3:

The office apron strings have been obliterated.

Today's users keep your business moving forward from airports, hotel rooms, Little League games and maybe even some places you'd rather not think about. Wherever they are—and whether they're using iPhone, Android, Symbian, Palm, Windows Mobile, BlackBerry or virtually any other popular mobile device or tablet—we've got you covered. With Novell Data Synchronizer and our long-standing partnership with Research In Motion, untethered users can stay connected to GroupWise—anytime and anywhere.

## Reason 4:

The (application) world is getting smaller all the time.

Collaboration is now a complex, multi-faceted task involving a variety of applications. And enabling this process is key to harnessing all the ideas, creativity and productivity your users have to offer. To enhance user productivity and maximize the return on your collaboration investments, GroupWise offers strong integration with Novell Vibe, Novell Conferencing, Novell Messenger and a variety of third-party applications and mobile devices.

## Reason 5:

You deserve the right to be fickle.

In the case of platforms and operating systems, the almighty concept of customer choice reigns supreme. That's why GroupWise offers more flexibility and choice than any other messaging solution, including Mac, Linux, Windows and Web clients; server-side support for Linux and Windows; and—as we mention above—the ability to connect with virtually any tablet or smartphone you can name. The result? The freedom to roam where your business imperatives (or CIO's whim) dictate.

## Reason 6:

The well isn't so full.

Costs are everything today. You can't afford to throw money at investments unless you're sure they will come back to your bottom line. For years, GroupWise has delivered leading Total Cost of Ownership to our customers. These customers are enjoying the fact that they spend about one-third the cost to own GroupWise over competing e-mail platforms. That's money well spent!

## Reason 7:

Everyone else is doing it!

You may tell your teens otherwise, but peer pressure can be a good thing in certain contexts. After all, you can learn a lot from what your IT peers are doing. So you might be interested to know that more than 70% of the GroupWise customer base has already upgraded to GroupWise 8, influenced by exciting new features, low Total Cost of Ownership and the significant expense of migrating to a competing solution.

**“Attachmate Corporation considers GroupWise an important part of our go-forward market strategy. It is a solution that is of great value to both our organization and customers. We have already publicly stated that we will support existing roadmaps and release schedules across the Novell and SUSE product lines, and that commitment includes GroupWise. More importantly, we are committed to meeting GroupWise customers' needs well beyond these stated plans. We plan to leverage the collective expertise of the Novell team, invest in GroupWise R&D resources, and deliver key product capabilities customers require—including integration with collaboration products from Novell and others—over the long term.”**

*– Jeff Hawn, Attachmate CEO*