

OS/2 Rebirth



**The business reasons to
consider OS/2 anew**

Aim of Presentation



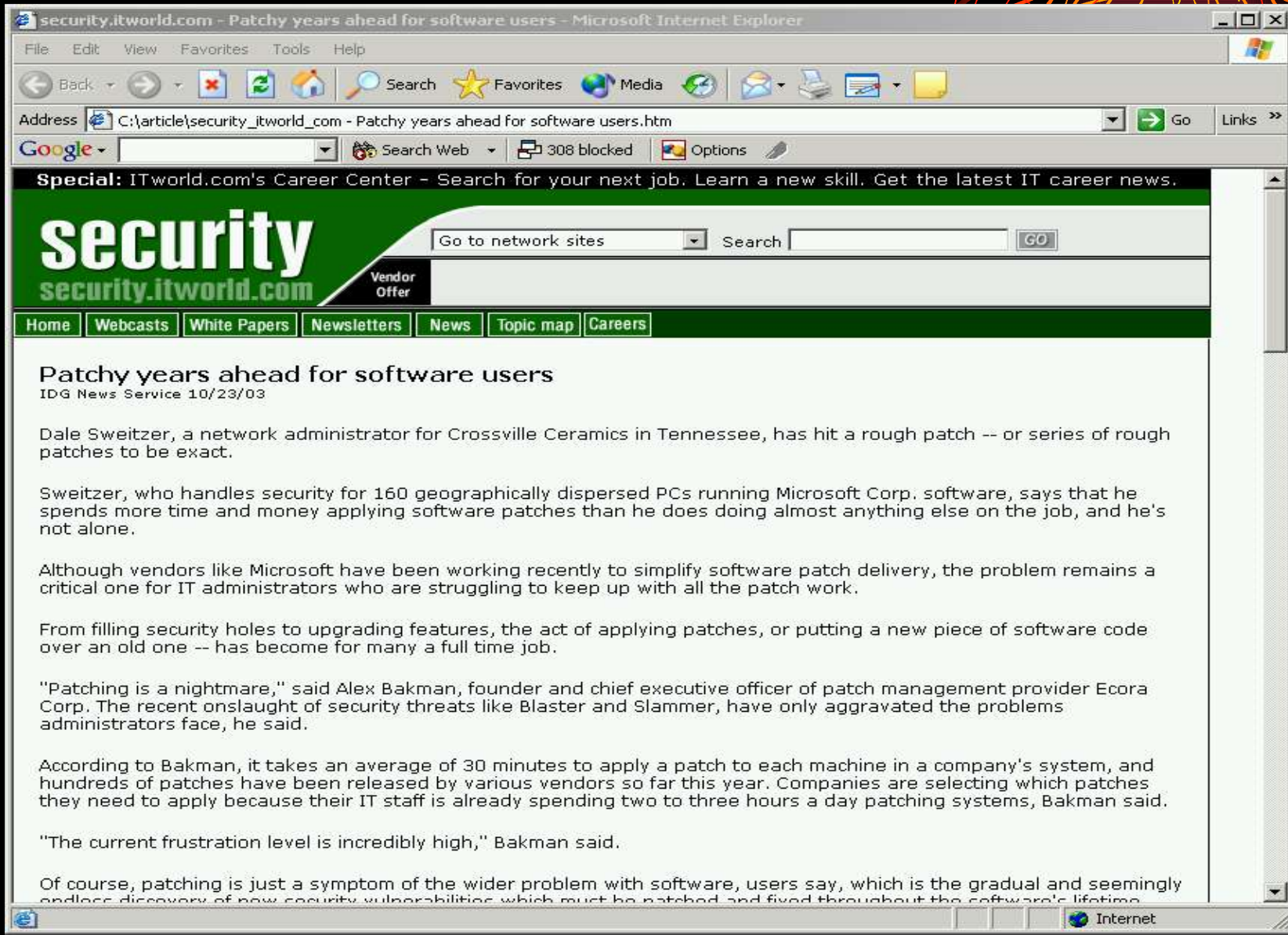
- **To make it clear that in OS/2-eCS, we have today a commercially viable operating system that can compete with and interface with both Windows and Linux.**
- **When a customer is either choosing a new operating system or choosing to migrate away from an operating system – OS/2-eCS should once again be considered as an option.**

Common Misnomers about OS2



- **OS/2-eCS is dead, nothing is being developed, it will disappear very soon**
- **OS/2-eCS won't work on current PCs or support modern technologies such as USB, WiFi, SATA and DVD.**
- **You can't get support for OS/2-eCS**
- **OS/2-eCS is hard to install**
- **OS/2-eCS is "old fashioned"**
- **There's no current office suite or Web browser for OS/2-eCS**
- **You cant have a mixed OS/2-eCS, Windows & Linux network.**

Dissension with Windows



Articles all over the Web



Should Microsoft pay your security patch costs?

By Dan Farber, [Tech Update](#)

January 30, 2003

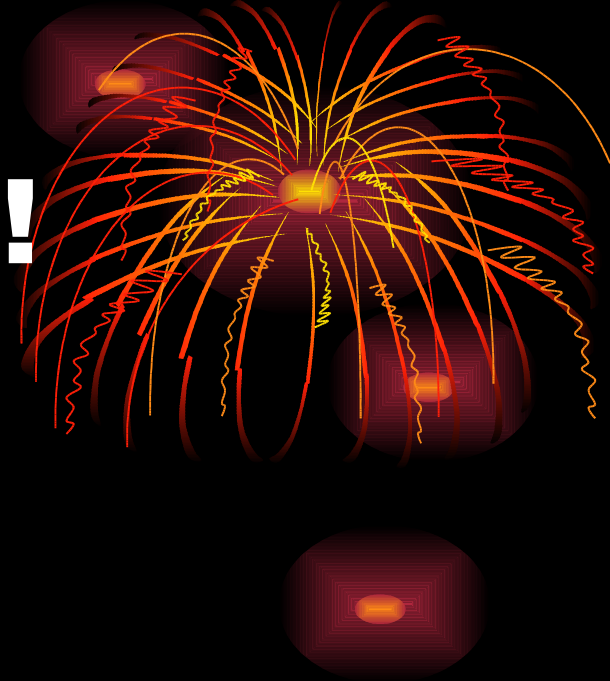
Bill Gates must be livid. Just after he publishes an e-mail letter to customers outlining Microsoft's progress on its Trustworthy Computing initiative, the SQL Slammer worm--376 bytes of code also known as Sapphire, w32.SQLexp.worm, and Helkern--exploits known vulnerabilities in Microsoft SQL 2000 servers. It creates a global Internet slowdown and another embarrassment for the chairman of the world's most powerful software company. And to top it off, Microsoft's [own servers](#) were Slammed.

The worst part is that a patch for the vulnerability exploited by the Slammer worm was issued last summer and was included in the latest service pack for Microsoft SQL Server 2000. In fact, the majority of successful hacks come as a result of an exploitation of a known vulnerability. In failing to apply the updates to some of its servers, Microsoft didn't follow its own security policies. Gates, Ballmer and the other Microsoft execs are probably still cooling down, trying to avoid strangling the company's system administrators.

Given that a patch was available, Microsoft should not have both feet held to the fire. Gates and company are extremely serious about removing the stigma attached to the level of security in its products. With customers looking to cut costs and Linux initiatives cutting into Microsoft's dominant share across multiple markets, having a reputation for defective, insecure products is not helpful in convincing customers to stay the course.

As part of the year long focus on security, the company claims that it retrained 11,000 developers--at a cost of more than \$200 million in lost productivity--to make its products more secure. Tools like the Microsoft Baseline Security Analyzer, which scans systems for common misconfigurations across most of the company's products, are popping up.

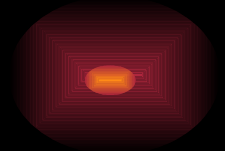
Windows is dying !



As articles such as those shown on the previous 2 slides illustrate, the current “de facto” operating system, Microsoft Windows, is haemorrhaging because of extra support costs caused by viruses and other security attacks.

This is a “window of opportunity” for OS/2-eCS.

Operational costs increase



- **Due to the constant, apparently never ending patch cycle that exists for Windows today, companies are exceeding support budgets while missing development target dates and having too many system outages purely to “fix” Windows**

Companies are searching for Business Options



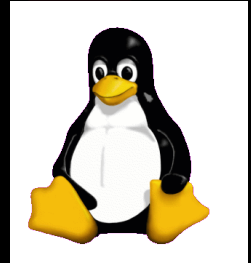
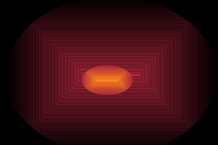
- **Companies running Windows**
 - **Option A. Continue with Microsoft and accept increased costs and service outages.**
 - **Option B. Migrate to another Operating System to reduce support costs and increase system stability.**

Companies are searching for Business Options

- **Companies using OS/2**
 - **Option A. Stay as is and apply hardware driver updates only**
 - **Option B. Upgrade to latest (eCS) version of OS/2 to get current look and feel and support**
 - **Option C. Change to another Operating System – Windows or Linux ***



Companies are searching for Business Options



- **Companies using Linux**
 - **Option A. Stay with Linux and update with new versions as they come along.**
 - **Option B. Switch to another Operating System to gain commercial support and stability.**

Realistically companies that have invested in a Linux conversion are unlikely to be able to afford change at the moment.

Companies are searching for Business Options



- **Companies just setting up or renewing their computer equipment**
 - **While there are few companies that don't have computer systems in place already, there are those who are expanding or moving and at the same time realise that their current systems need to be reviewed.**

In this case all possible options should be presented and this is one area where a good business case can be made for OS/2-eCS

Commercial vs SOHO environments

Corporate and SMB companies requirements differ greatly from SOHO environments.

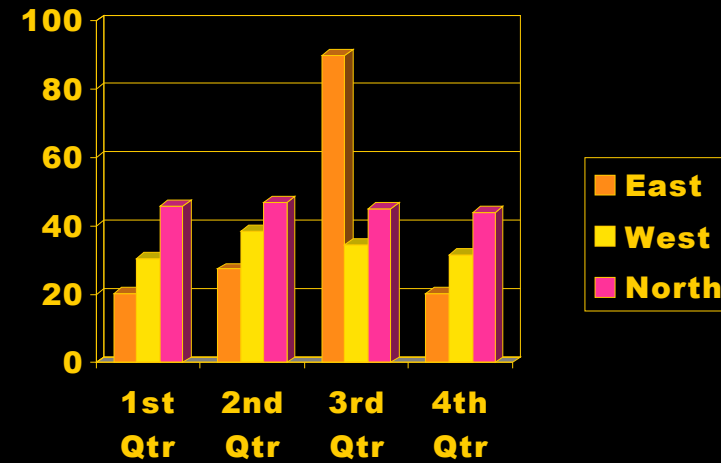
Corporate businesses have to put business priorities (PROFIT) first.

How they increase profit and hence increase cash returns for shareholders fall into two areas:

- 1. More sales or sales with a larger profit margin**
- 2. Reduction in costs to produce the product.**



Due to increased competition, very few companies can increase their profit by simply raising prices. More and more companies nowadays have to concentrate on reducing costs. One place cost savings can be made is in system support staff whose role does not directly contribute to the creation of the product but rather whose increasing costs are a burden on the company.



How OS/2 is better than Windows in cost saving



We all know that OS/2 is not easily attacked by viruses and has been coded professionally to avoid security holes.

OS/2 is also more stable generally so that unexpected outages are less likely than under Windows.

But how does this save companies costs ?

How OS/2 is better than Windows in cost saving



As well as the cost incurred in supporting a virus susceptible operating system, profits are also wasted by users using programs on their company PCs that waste time or in themselves cause support issues. Games are an obvious example however the installation “from home” or “from the web” of unlicensed programs that create data in incompatible formats for later use, also causes support and hence overhead costs that are undesired.

How OS/2 is better than Windows in cost saving



To have less program choice is a good thing !



The fact that only a limited number of programs are available for OS/2 is of benefit to a company who doesn't want their accountants, customer service clerks, machine operators, managers etc. using unsupportable programs on their company systems.

How OS/2 is better than Windows in cost saving



Controlled program environments

In the situation where the ONLY possible application is a windows application, OS/2-eCS can offer security benefits here as well.

There are 4 possible approaches to run a Win32 application under OS/2-eCS – here they are in order of preference:

How OS/2 is better than Windows in cost saving



Controlled program environments

- 1. Have the program ported using the libraries and skills of Innotek. This is especially relevant for in-house or specialist applications.**
- 2. Execute the program via the Citrix V7.1 or later client from a remote, secure Windows server (application needs to be “Citrix compatible”). This approach is more relevant to “mainline” applications.**

How OS/2 is better than Windows in cost saving



Controlled program environments

- 1. Execute the program via Virtualisation using Svista/2 either on the local PC or on a secure remote server. This solution will work for ALL applications.**
- 3. Execute the Win32 code directly on the local PC using ODIN (will not work for all applications). Most relevant to small, utility like applications.**

How OS/2-eCS fits well into corporate / SMB companies



- **VALUE through**
 - **No Viruses**
 - **High Stability**
 - **Secure user environment**
 - **Best performance on existing and new equipment**
 - **Flexibility – Network or CD bootable as well as hard disk (Thin Client technologies possible)**

How OS/2-eCS fits well into corporate / SMB companies

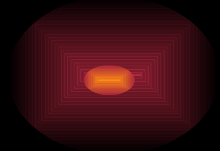


- **SAFETY through**
 - **No Viruses**
 - **Professional coding**
 - **Professional support**
 - **Legal, licensed software**

How OS/2-eCS fits well into corporate / SMB companies



- **Applications**
 - **Open Office.org/2 as de facto Office Suite**
 - **IBM Web Browser / Mozilla as de facto Web Browser**
 - **SVista/2 as de facto Virtualisation engine to run Windows and Linux Applications in a controlled environment**
 - **Ported versions of Notes v6 and Citrix v 7.1 windows clients enable easy integration into existing environments**



What OS/2-eCS doesn't have



- **1. Bad, slow, inefficient code**
- **2. Security holes**
- **3. Viruses**
- **4. Version “churn”**
- **5. The “need for speed” (ever faster processors).**
- **6. An ever higher price tag.**

If you need any/all of these – go with Windows.

If you want points 4 and 5 you could also go with Linux.

Comparison table 1



- **Windows**

- **Virus prone**
- **Multitude of applications available**
- **Resource hungry**
- **Limited desktop security**
- **Only able to boot from / work with hard disk**

- **OS/2-eCS**

- **No viruses**
- **Limited, controllable number of applications.**
- **Resource efficient**
- **Security built-into desktop (rexx)**
- **Able to boot from network, CDROM & hard disk**

Comparison table 2



- **Linux**

- **Can be complex to install**
- **Hardware changes often require kernel recompile**
- **Open Sourced applications can have patented code in them causing legal issues**
- **Base code is still being developed, requiring recompile and system interruptions to implement**
- **Multiple different distributions**

- **OS/2-eCS**

- **Simpler to install**
- **Hardware support implemented via drivers and IFS no kernel change required**
- **Applications are fully licensed and legal**
- **Stable base code, little if any changes needed**
- **All base code whether OS/2 or eCS is the same**

Conclusions



Be clear that OS/2-eCS will not suit a lot of customers. There can often be a dictated corporate direction and marketing hype sells well to upper management, common sense often doesn't.

If you have an opportunity to present OS/2-eCS, do so. It has grown a lot in the last few years and is continuing to grow in capabilities.

If you have a present OS/2 customer who is considering migrating, make sure he considers the benefit of getting that “must have” application ported to OS/2 or network accessible rather than switching to a different environment. This customer has stayed with OS/2 this long so he knows the merits of the OS. Help him adapt what he has to fit his needs rather than throwing out OS/2 and inheriting the many problems of changing to an unknown environment.

Open Discussion



- **What are your experiences ?**
- **What is missing in OS2-eCS in your opinion ?**
- **What do you think is the “killer application” that will help increase the number of OS/2-eCS installations ?**

End of Presentation





Have a new product Idea?

Protect your great new idea. Don't let someone else patent your idea.

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Windows-To-Linux Migration Hits Speed Bump In Munich

Publication: [TechWeb](#)

Date: Aug 01 2004

The proposed operating-system migration of the City of Munich's 14,000 desktops from Microsoft to Linux was placed in jeopardy Friday, when a Munich alderman petitioned the Bavarian city's mayor to examine the status of software patents in the European Community.

The issue was raised by Green Party Alderman Jens Muehlhaus, who warned that patent issues could grind some of the city's departments to a halt in the future. The issue involves a proposed directive on software patents that is being considered by various European governments, including Germany, France, and the U.K.

"The threat is this: a patent owner could send a cease-and-desist order against the City of Munich," said Florian Mueller, a software entrepreneur and spokesman for the Green Party there. Mueller noted that the European patent situation is "a grey area" that should be clarified.

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