

Top Ten Reasons to Stay with Open Enterprise Server

If you're thinking of migrating to Windows, there's something you need to know: As attractive as it sounds to go with the Microsoft flow, getting there is a grueling process that saps money and productivity in ways you won't even know about until it's all said and done. And what you lose in the process may be more significant than you realize. You could be getting a lot less than you have now in return for spending so much more to move—and introducing risks you've spent your entire career trying to avoid.

Nobody ever got fired for migrating to Windows, right? Wrong. Behind that crowded Windows landscape, you'll find numbers that have scuttled more than a few careers. Microsoft may be ubiquitous, but ubiquity is not excellence. And downgrading from stellar to "good enough" doesn't make good business sense. So before you move, take a hard look at the real numbers you'll be paying. Then weigh what you'll lose—what only Micro Focus® Open Enterprise Server can give you—against the risk, disruption, downtime and loss that comes with migrating away from the world's most reliable, secure and innovative operating system to a ubiquitous (but far from stellar) Windows environment.

Here are ten solid reasons for you to think twice about moving to Microsoft:

1. Welcome to your budget's ultimate Trojan Horse. Beware of high costs hidden in the guise of standardization. If you move to Microsoft, you're not just buying Windows. You'll have to replace every server you run it on. Buy a license and CALs for each of those servers. Buy more CALs for every user. Re-purchase all of your apps. Double your SAN and storage costs. And then pay for cleanup, because no matter who does it, errors are inevitable and are hard on your budget (and your productivity, and your compliance posture) to correct.

2. Do the math. The cost of buying Windows alone for 1,000 users will cost you nearly US\$100,000 just for the server license(s) and user CALs, just for file and print. Any other Microsoft solutions you run that require a server (like messaging, databases or web applications) will cost you at least another US\$100,000 for each solution. Compare that to Open Enterprise Server, which charges you a single US\$250 per-user license for all of those solutions. To get all that with Windows, you'll spend US\$681,039. Staying with Open Enterprise Server costs you nothing at all, and even upgrading 1,000 users would set you back by only US\$40,000.

3. Add up the other costs. It takes at least eight times as many servers to run Windows as it does to run Open Enterprise Server. Which means you'll have to buy eight times the number of servers you already have. And then pay again for applications you already own or may need to switch to because Windows doesn't support them. Do you really want to scrap your Oracle investment to buy SQL?

Look at what you lose when you leave:

- Files that follow users everywhere
- Printing from anywhere without wrestling with drivers
- Free hypervisor for virtualization
- Support for Windows, Mac, Linux, iOS and Android
- And maybe half a million dollars (at least)

“Open Enterprise Server was the only solution to provide adequate security, stability and efficiency to meet our corporation’s requirements. We were looking for maximum ROI benefit with minimum total cost of ownership, and the Novell (now part of Micro Focus) solution fit the bill.”

YIDING FANG

Deputy Director of Information Department
Aerospace Industrial Development Corporation (AIDC)

- 4.** **How virtual do you want to get?** A single Windows server can run up to four virtual machines (VMs) using Hyper-V, but you’ll need to pay for five licenses—one for the server and one for each VM. Think about how that cascades as you spin up VMs to meet your computing needs. With Open Enterprise Server, you don’t pay anything extra for virtualization—and you can run as many instances per server as you need.
- 5.** **Migrating is a high-touch process.** No matter how clean the server migration goes, your IT staff will still have to manually touch each workstation and device on the network, performing a 12-step process to swap out clients and change access rights. What’s that going to cost you? Multiply US\$50 / salary hour by thousands of workstations and devices = yet another US\$50,000–\$100,000 (at least). Is your budget getting tired of this yet?
- 6.** **BYOD.** Open Enterprise Server supports most of the devices your users bring to work, including iOS, Android and (yes) even Windows. Microsoft supports only Windows. Of all the smart phones and tablets your people are BYODing, how many can you support with Windows alone?
- 7.** **How much downtime can you afford?** IT on Windows actually plans on downtime. Which means if you move to Windows, you’ll see a 128 percent increase in downtime. If you can’t afford downtime, you can’t afford Windows.
- 8.** **Wake up to a nightmare of compliance proportions.** When all the steps needed to move to Microsoft—like manual migration, file remediation, and the failure to identify at-risk files (like templates)—expose your files to unauthorized individuals or organizations, be prepared to face a compliance audit of nightmarish proportions.
- 9.** **Take a hit on productivity—and security.** Only Open Enterprise Server offers “follow me” file and print services for the majority of devices, including iOS, Android, Linux and Windows. Users can access files and print wirelessly at any time, from anywhere, using almost any device. With Windows, they won’t be working. They’ll be spending hours with the Help Desk running down drivers or downloading unsecured file storage tools like DropBox to keep their files accessible.
- 10.** **There are no risks in staying with OES.** Open Enterprise Server works for you today. It works for you tomorrow. In fact, it just works. It’s built on the only Linux distribution that Microsoft itself recommends for their customers who use Linux. So why not do what Microsoft suggests? Stay with our Linux and just keep working.



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