

Software United: VDEL Unleashes the Full Power of IBM Software on the Desktop

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Limassol, Cyprus ([PRWeb](#)) November 9, 2008 -- Software United: VDEL unleashing the full power of IBM Software on the desktop

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VDEL created the SoftwareUnited program, based on IBM and Red Hat OEM programs, which for the first time delivers to ISVs a complete Microsoft-free platform for their applications. The driving force behind the program is DesktopUnited - a platform that includes Red Hat Enterprise Linux (RHEL), IBM software and VDEL applications, part of a global partnership delivering Microsoft-free desktop solutions.

Speaking from the launch and conference in Cyprus, Milan Prohaska, VDEL said, "With Vista up in smoke and Microsoft strategy under fire from all directions, almost everybody realizes it is time to change old habits and move to better desktop solutions. That is why more and more people are moving quickly to IBM Software on Linux"

"Choosing platforms such as DesktopUnited provides a more secure, open and functional desktop solution at less than half the cost of the equivalent Microsoft offering. Especially in these challenging times, it will be hard for any responsible IT manager not to at least consider such alternatives."

The first product on the DesktopUnited platform is VDEL's OpenReferent solution - a Lotus Notes and Symphony package that sits on top of RHEL - which has caused a great demand in Eastern Europe, especially with local administrations looking for secure, cost effective solutions.

'Once we realized what impressive functional benefits and enormous cost savings are provided by OpenReferent - and that it is based on IBM Lotus Notes and Red Hat Enterprise Linux, we decided to immediately start a project of revamping the entire software infrastructure in the municipality, and not only the desktops" said Mr.Constantin Zuyev, vice governor of Tver region, Russia.' We will continue to move our IT to IBM Software on Open Source in future as well since we realize the immense benefits of such platform'.

On the server side, SoftwareUnited is offering ServeUnited - Platform for Servers based on Linux and including IBM software. ServeUnited provides all required subscriptions and licenses that customers need, as well as technical support by phone or the Internet.

VDEL guarantees customers of DesktopUnited and ServeUnited that all the required licenses and subscriptions are included, plus telephone, 30 days installation support and Web support for the duration of the subscription. It reassures customers that the ISV application is part of a great price / performance solution. In addition, with all this in place, ISVs are free to concentrate on pitching their own solutions and competing in the fragmented market.

"Customers will clearly benefit from an open-standards based alternative to the desktop environment. VDEL's new initiative, based on IBM Open Collaboration Client Solution and Linux provides them with a proven way to reduce costs and break their dependency on a single vendor," said Inna Kuznetsova, Director, IBM Linux Strategy.

IBM and Red Hat have provided special contracts to VDEL for use with the SoftwareUnited program, enabling added choice in the desktop market.

On top of collaborating with VDEL on its new multilingual support center this year with special focus on desktop needs, Red Hat will also sponsor The Fedora Project for Eastern Europe to expand the local open source community.

"We're excited to offer added choice to customers in the desktop market through our collaboration on the Software United program with VDEL and IBM," said Werner Knoblich, vice president of the EMEA region at Red Hat. "The combination of IBM solutions on Red Hat Enterprise Linux will offer an affordable high-performance solution to customers looking for a reliable proprietary alternative for the desktop."

The initial focus of SoftwareUnited will be to recruit high quality ISVs as soon as possible in order to provide an offering for every vertical industry. By signing up to SoftwareUnited, ISVs will receive full development kits from VDEL that will enable them to develop applications based on the VDEL software bundle including IBM Software such as Lotus, Tivoli, Informix, and DB2 on Red Hat Enterprise Linux (RHEL).

SoftwareUnited will certify these applications and use the existing channel to promote these applications throughout the world. Supported IBM products include a range of Tivoli security, compliance and systems management software, database and data server offerings as well as Lotus Notes and Lotus Symphony.

Notes for editors:

About the partners

IBM: IBM is working with its clients to develop new business designs and technical architectures that allow their businesses the flexibility required to compete in this new landscape. The business is also adjusting its footprint toward emerging geographies, tapping their double-digit growth, providing the technology infrastructure they need, and taking advantage of the talent pools they provide to better service the company's clients.

RED HAT: Founded in 1993, Red Hat is the premier Linux and open source provider. Rated the number one enterprise software vendor for value in a CIO Insight Magazine study for four consecutive years, Red Hat is the

most recognized Linux brand in the world. We serve global enterprises through technology and services made possible by the open source model. Solutions include Red Hat Enterprise Linux, middleware, and a broad range of management and services: consulting, 24x7 support, Red Hat Network. Red Hat's global training program operates worldwide and features RHCE, the global standard Linux certification.

VDEL: VDEL is a Services Distribution company headquartered in Vienna, Austria, with subsidiaries in Moscow, Russia and Limassol, Cyprus. Starting with 1996, VDEL has been delivering services in the territory of Central- and Eastern Europe as well as Russia which extends over 12 different Time Zones, 23 countries and 32 languages.

Distribution of services includes infrastructure-related services, product configuration and installation support, remote and on-site implementation, products translation and localisation, updates, upgrades, education and hands-on training, examination, marketing and sales support, and other related services which supports our local value-added partner network to help customers successfully implement products.

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