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## FOR IMMEDIATE RELEASE

### **Sun Microsystems Promises To Turn Over A New Leaf, Targetting Red Hat**

After three straight years of revenue decline, Sun Microsystems has regained its competitive spirit and reported growth in its most recent quarter. After introducing a host of new products and services during last Tuesday's quarterly product launch event, the company's COO Jonathan Schwartz said the company has done an about-face with its new strategies.

"You came a-knockin', and we didn't have much to deliver," explained Schwartz to the event's attendees. "We didn't listen. What's a great way to get our attention? Direct your purchase orders to someone else."

Now, thanks to the strategic maneuvering of Chief Technology Officer Greg Papadopoulos and Chief Executive Scott McNealy, the weather's looking even sunnier in Santa Clara, CA. Among the new items: a plan to sell computing power for \$1 per processor per hour; round-the-clock technical support for the Linux open-source operating; the new StorEdge 6920 midrange storage system; and a promotion that gives customers credits of between \$560 and \$1,250 for trading in servers with Intel Xeon processors for Sun servers with Advanced Micro Devices' Opteron chips.

"Sun has done best when facing adversity," said Clay Ryder, an analyst for The Sageza Group. With too much success, as in the late 1990s, "They get fat, dumb and complacent." Sun's latest target has been Red Hat, a competitor with Sun's Solaris operating system. When it is released at the end of the year, Solaris' x86 version will be able to run Linux programs directly.

"Why spend all of the money when you can get Solaris to run your Linux apps so much better and at a lower cost?" McNealy argued. "Try it on one of our new Opteron boxes. If you don't like it, our boxes are certified to run Red Hat. Just send them a big check, and away you go."

The new Solaris version 10 will be open source, hopefully making it more desirable to the broad and amorphous open source programming community that collectively creates Linux. Although overtaking Linux is an uphill battle, Sun's leaders believe their innovations will give them a competitive edge.